Barsema Hall: A dream come true
Commencement

Frank Porrevecchio ('69 Finance), senior vice president and general manager of sales for Xerox Corporation, spoke to the graduates at the College of Business commencement ceremony on May 13, 2000.

Dean’s Message

This is one of the most exciting letters I have ever had the opportunity to write. Dennis Barsema and his wife, Stacey, returned to campus and delivered the best news they could possibly deliver—the gift of a new College of Business building. Deans Robert Thistlethwaite, James Benson, Richard Brown, and I, with our fellow professionals, have worked over the 40 years of the college to establish, build, and develop the human and programmatic foundations of the college. The missing foundational element was a truly outstanding physical facility. Barsema Hall will be truly outstanding! The Barsema story is an American success story. The Barsemas are outstanding people who exemplify NIU and the College of Business—bright, hard-working, and community spirited. The best news is that they will continue to be part of our campus for years to come.

Thank you for all your feedback on the spring 2000 issue of Business Network. Editor Sue Braffet and I enjoyed the positive comments you made about the publication and the interest you expressed about the college news.

This issue is structured to reflect a representative sample of individual accomplishments of students, alumni, faculty, and staff. We are fortunate to have alumni continuing to be active in our activities. Jamie Still and Denise Rundle are great examples of the high quality of our business undergraduate students. Our faculty continues to see the business community as an international arena. Debra Hopkins exemplifies the energy and talent to be found in our college. Pat Delaney leaves us a great legacy and a solid foundation from which to build.

We are approaching our 40th year as a college of business. We are currently the 22nd largest undergraduate business college in the nation. We have more than 30,000 alumni across the world. Our faculty and staff talent pool is extraordinary. If we all communicate regularly and continue to help benefit each other, our organizations, and communities, there is no reason why we shouldn’t find ourselves ranked within the top 75 of the more than 1,100 colleges of business in the nation.

We enjoy hearing from you and having you involved!

Sincerely,

David Graf, Dean
Making a World of Difference

Business has always been part of the family for associate professor of management Lynn Neeley. The business that her great-great-great-grandmother started back in the 1800s is still family owned and operated. For Neeley, bringing the knowledge and experience to help people own and operate their own businesses was a natural progression from business to the classroom. Perhaps one thing she might not have anticipated, however, was the global impact her teaching and knowledge could have.

Neeley teaches entrepreneurship, new venture management, and strategic management at the undergraduate and graduate levels in the NIU College of Business. She is also an advocate for and provider of entrepreneurship education in the United States and abroad—especially impacting and assisting Poland. Because of her knowledge and involvement as president of the United States Association for Small Business and Entrepreneurship and as a member of the Board of Directors for the International Council for Small Business, Neeley’s advice and council are sought nationally and internationally. She has provided insights for articles appearing in Business Week, the Chicago Tribune, and USA Today as well as provided publications of applied research and solutions for the real-world challenges of businesspeople and university students in numerous educational journals.

One reason for Neeley’s recognition appears to be the economic boom of the 1990s. According to an article in the February 14, 2000, issue of Business Week, entrepreneurship was one of the driving forces behind this economic boom. In contrast to the aggregate loss of jobs within large corporations, new and small businesses in the 90s created jobs. Technology and the rise of women in the workforce have helped to make this possible. “Many women want the ability to work around the time and demands of a family, and with the help of technology, many have become very successful running the business from their homes,” Neeley explained. Women-owned businesses represent 38 percent of all firms in the United States, and a wide variety of these businesses (architectural designers, photographers, and software developers, just to name a few) are run out of the home.

Entrepreneurship is leading the way on a global scale as well. It has provided a means for the countries of the former Soviet block to turn their economies around. NIU’s Lynn Neeley has been a major player in the success of Poland’s current healthy economy. She was selected to participate on one of the teams of entrepreneurship experts assembled by the U.S. federal government to assist Poland in transforming their market. The team’s goal was to work with young faculty members at Polish universities to train them and bring them up to date on current business practices, teaching them basic concepts of marketing, advertising, management, and financial and accounting principles.

Neeley’s team assisted in setting up three development centers in regional towns of Poland—Posnan, Rzeszow, and Bialystok. These centers are a combination of a business college and a small business development center, and they provide education, assistance, and consulting.

The results have been phenomenal—it worked! Out of the old Soviet block countries, Poland has the healthiest and most vital economy. People own and operate their own businesses, there is a stock exchange, credit cards are used, and there is intense competition for products and services. On a personal level, Krzysztof Kaszuba of the original team of young Polish faculty members has become dean of his own private school of business. He and faculty members from his business school, Wyssza Szkota Zarzadzauia, are coming to NIU this fall to explore an exchange program with the College of Business.

It is exciting to watch the growth and success of small businesses, ranging in location from the basement of a suburban home to cities in Poland. It’s even more exciting knowing that Lynn Neeley and the NIU College of Business are taking part in making this country and this world work!
In one balcony of the Wirtz Hall courtyard a band belted out the Huskie Fight Song, while on the other cheerleaders danced. The air in between was filled with confetti and the cheers of hundreds of faculty, staff, and students.

Not your average afternoon in the College of Business, but then it’s not every day an alumnus presents $20 million and pledges to provide a world-class teaching facility, which is what happened Monday, September 18, when Dennis Barsema returned to Wirtz Hall.

“This is a dream come true for me and my family,” an emotional Barsema told the crowd that had assembled for the grand finale of a day that was a whirlwind of press conferences and VIP meetings.

Even when he was a student, said Barsema, who graduated in 1977 with a degree in management, he had hoped someday to do something big for his alma mater. Still, he told students gathered for the announcement, he never really expected to be standing in Wirtz Hall making an announcement such as this. However, when his career led him to the top of the corporate world in Silicon Valley, as CEO of Redback Networks, he began looking for ways to share his success, and Northern was near the top of his list of those he wanted to help.

It only took one trip back to campus to convince him that his heart was in the right place.

“When you meet folks like (Professor) Jack Marchewka, (Dean) David Graf, and (President) John Peters, you see how they pour their hearts out—and in a lot of cases pour their own money out of their pockets—to provide students with a great education. When you see people like that, people who have a passion for training the next leaders of our world…well, if you can’t get behind them, I don’t know who you can get behind,” Barsema said.

He told the crowd how his trip back to Northern had begun with a letter from a satisfied Redback stockholder, Pam Farris, who also happened to be an NIU professor. And he told how upon his return he was shocked to see the College of Business still housed in the same buildings as when he had graduated. “They were terrible then, and they hadn’t gotten any better over the last 23 years,” he said, drawing laughs and cheers.

Even though no one at NIU had asked him to consider funding a building, the need was evident. Still, he said, that was hardly enough reason to make such a sizeable gift. What convinced him to take such an extraordinary step, he said, was the quality of the programs he found being taught in those buildings.

“I told Dean Graf, ‘You have everything you need from a program standpoint. You are absolutely set up to build the next leaders for tomorrow’s business world. All you are missing is the building,’” Barsema said.

After consulting with his wife, Stacey, who leads the family foundation, the decision was made to provide a building. As he announced his decision to members of the NIU community, Barsema was certain he had made the right choice in throwing his support behind his alma mater.

“We are confident that it will be a place where tomorrow’s leaders and tomorrow’s ideas are born,” Barsema said. “We want to give you an absolute world-class facility. In fact, we plan for it to be the best in the world, so that your teachers have the best tools available to give you the best education you can possibly get.”

The campus community greeted the news with delight.

“When I first came to NIU several months ago, I said that it was my goal to make it the best regional university in the country,” NIU President John Peters said. “With this gift we are on our way.”
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“We have arrived,” Graf said. “We have an excellent student body, great alumni support, a world-class faculty, tremendous staff, nationally recognized programs, and now a world-class building.”

“As important as the building itself is, we are also delighted by the vote of confidence that it provides,” Graf added. “It is tremendously satisfying to have someone of Dennis’ stature in the business world tell us that we are on the right track to produce the type of graduates who will be tomorrow’s leaders in business and the community.”

The dean heralded the gift not as the end of a process, but as the beginning of the next stage of growth and development for the college.

“The college, now 40 years old, has many other graduates who have reached the top in their professions, and we hope they will join us in this push to make NIU a national leader amongst public regional institutions.”
“Northern gave me the foundation for what I have achieved in the business world,” said Barsema. “Even as a student, I always hoped that someday I would be in a position to help the school out and make a difference, so this is really a dream come true.”

“Higher education is something we both feel very strongly about,” said Stacey Barsema. “It is the foundation for future generations, so we are very excited that we can make such a gift.”

The building, which will be built on Garden Road, just north of the Engineering Building, will house the entire College of Business, bringing all functions under one roof for the first time in decades. It will replace 41-year-old Wirtz Hall and 96-year-old McMurry Hall as home for the college. Though no specific plans have been made, the College of Business’ move into new quarters will free up space and help the university address some long-standing shortages around campus.

When it is completed in the spring of 2002, it will be the premier business school facility in the nation.

The design will incorporate the latest trends of corporate America, which is well suited to Barsema’s long-term vision: to see NIU become a leader in transforming the Chicago area into one of the nation’s leading technology centers.

“We share that vision,” said David Graf, dean of the College of Business. “I sincerely believe this facility will help us to better prepare students for careers in the new economy.”

The centerpiece of the building will be a soaring three-story atrium that the architect believes will help foster a sense of community for students, faculty, and staff—one of the primary goals identified in the design process. On the main floor, the atrium features a central café with a coffee bar, tables, and booths where students can meet, study, or relax. Surrounding the café will be seating areas suitable for small groups, quiet study, and socializing. The main level will also have direct access to a terrace overlooking a small pond on the east side of the building.

“The atrium is going to be a fun space and should really meet their need for a place that will bring everyone together,” said architect Mark Hopkins of HKM Architects + Planners.

The need for communal space was also addressed through the creation of small formal and informal meeting areas throughout the building where teams and groups can gather to work. “That was important to us since we have our students involved in more team projects than any other college on campus,” Graf said.

To Hopkins, including such spaces in a business school made perfect sense. “This is the way that office buildings are being designed today. Companies want more open space, and more flexible space, where groups can gather to work on projects. This will be right on the edge of corporate thinking,” he said.

While the design of the building is impressive, perhaps its most spectacular aspect is the technology that it will incorporate. It will be wired throughout with the fastest Internet connections available. Every desk in every class-room, the seats in the auditorium—even the couches in the lounge areas—will be wired for power and the Internet. There will be more than 1,000 connections in all, a stark contrast to the college’s current quarters, which do not offer a single Internet connection for laptop users.

“There will be no technological or power constraints of any kind. The most complex charts, diagrams, or streaming video will be available at the touch of a button,” said Walter Czerniak, NIU associate vice president for information technology. “Technologically speaking, just about anything a professor or student can imagine, they will be able to do.”

“State-of-the-art is a phrase that gets abused an awful lot, but when Barsema Hall is opened it will truly set the standard for modern business schools,” Graf said. “It will meet our needs not only for the present, but for the foreseeable future, and it will help us educate the business leaders of tomorrow for years to come.”

The Barsema gift, and interest earned by the NIU Foundation’s investment of that money, will cover the cost of constructing the building. And while the building will be named in honor of Dennis and Stacey Barsema, there will be ample opportunities within the building to recognize others who make major gifts to support College of Business programs by naming rooms in their honor.

Current plans call for the building to be completed in 19 months, with project design to begin in September 2000 and construction to be completed by the spring of 2002.
In the spring of 1999, Dennis Barsema, ’77, set out to convince Wall Street that his company was the next big thing in Internet technology. For three grueling weeks he talked up the technology and defended the company’s business plan to the shrewdest financial minds in the industry. When he finally brought Redback Networks to market, it had the fifth most successful initial public offering in Wall Street history up until that time. Not bad for a guy who had to work hard to earn Bs while enrolled in the NIU College of Business, and who spent his college years struggling to overcome a lifelong stuttering problem.

His success amazes even Barsema, who began his career earning $11,500 a year selling calculators. “Dennis Barsema’s career should stand as an example for every NIU student,” said NIU President John G. Peters. “His roots and his background are the same as so many of our students today; they should see themselves reflected in him. His example of determination and drive should inspire them to find their own path to success in life.”

Despite his many accomplishments and such accolades, Barsema remains the friendly, outgoing guy who served as social chair and president of the Sigma Alpha Epsilon fraternity in the mid 1970s, days he recalls fondly. “My NIU education gave me a solid foundation for my career and for life,” Barsema recalls. “I had some excellent professors and classes, but more than anything, it taught me never to give up.”

In appreciation for those lessons, Barsema and his wife, Stacey, recently made the largest gift ever to NIU, giving $20 million for the construction of a new College of Business building, funding scholarships, and supporting outstanding programs. Those things, he hopes, will benefit not only NIU, but also the entire Chicago region.

“We firmly believe that education precedes growth,” says Barsema, who envisions a day when Chicago can rival Silicon Valley or Boston as a high-tech center. “For that to happen, however, we must refocus the education system on training people who will create or join high-tech companies. We hope this sets an example that others will follow to make that dream a reality.”

It is a lofty dream for a man who grew up in what was then rural Naperville, as the son of Harold and Linda Barsema. His parents helped shape his future by giving him a solid set of values and always supporting him throughout his life. They taught him the value of hard work, and he took to it early, finding a job as a stable hand at the Oak Brook Polo Club when he was just 13 years old. He kept that job through his days as a student athlete (basketball) at the College of DuPage, and gave it up only when he enrolled at NIU as a junior in management.

At NIU, Barsema sheepishly admits, he sometimes devoted as much energy to fraternity duties as to studies. In his spare time, the 6’ 4” Barsema played basketball at the field house and worked as a bouncer at the Red Lion Inn. His life plan didn’t extend beyond pursuing a career in sales, an unlikely choice for someone who stuttered. “I am a big believer that you have to get outside of your comfort zone,” he says, adding that he took speech classes his senior year to control the condition.

He began his career at Burroughs Corp., selling calculators door-to-door. His salary was modest but he was thrilled for

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the experience. He learned the ropes and quickly moved up the sales ranks at Burroughs and elsewhere.

His career took off in the 1980s as he moved from sales to management, taking on increasingly important roles at ever-larger companies. In the early 1990s he became intrigued as friends left the corporate world for start-up companies. “I noticed that the people who were successful weren’t any different than me,” he says.

In 1996 Barsema became senior vice president of worldwide sales for Centigram Corp., and after just more than a year with the company he was named co-acting CEO. He was encouraged to apply for the job on a permanent basis, but declined because the company was 16 years old, ancient by Silicon Valley standards.

“I told them I wanted my first CEO experience to come at a true start-up company,” Barsema said. “My definition of success is that at the end of the day you are living out your dreams, and that was mine.”

That opportunity came in a matter of months when Redback called. He joined the company in November 1997 as its CEO and 32nd employee. Today he serves as the company’s chairman of the board, having handed over his CEO duties to his successor this past summer.

From the start he wanted to take Redback public, but the prospect was daunting and old insecurities about his speech resurfaced. “I questioned my ability to handle the road show,” he says of the weeks-long series of presentations to analysts.

Stacey convinced him to make the leap. “She said, ‘If you don’t do this, you’ll always regret it. You’re right at the door. All you have to do is walk through,’” he recalls.

Taking that step made the company successful beyond Dennis’ or anyone else’s wildest dreams. Not content to rest upon his laurels, Barsema in September accepted the position of president, chief executive officer, and chairman of Onetta, a private start-up company that will make products for the next-generation optical network market.

His success, Barsema said, created the opportunity for him to fulfill other dreams—like making significant gifts to his alma mater.

“I don’t have to be an NIU alumna to know what a huge impact Northern had on Dennis’ life,” said Stacey, who oversees their family foundation. “We could have given money to Stanford or Cal, or another university with close ties to Silicon Valley, but we have no emotional ties to any of those schools. We know that by giving to NIU we can make a real impact, and hopefully we’ll encourage others to follow our example.”

“We’ve been blessed, and since we both come from humble backgrounds, I think we appreciate it more than some people,” Dennis said. “We get a tremendous thrill out of being able to support worthwhile causes. To think that my success can make an NIU education available to some deserving students and enhance the experience for thousands of others, is very gratifying.”
2000 College of Business Distinguished Alumni

The 2000 College of Business Distinguished Alumni, Robert Adducci and David Wilson, are dedicated college alumni. The many hours of their time and efforts have been an invaluable resource for the college. Adducci and Wilson are the original cofounders of the NIU Executive Club. It is only through their foresight, planning, and efforts that this club was formed. It was also through their efforts that the club has grown to become a major partner for the college, providing a wealth of knowledge and resources to serve the students, faculty, and staff of Northern Illinois University and the College of Business.

Robert Adducci
Robert J. Adducci, 42, is the founding principal and CEO of Real Estate Opportunity Corporation (ROC). ROC is a leading commercial real estate development firm specializing in the acquisition and turn-around of office properties on a regional basis. Bob oversees the acquisition, marketing, and team-building functions of the firm. ROC is currently building a $250,000,000 portfolio of value-added assets. Current projects include the $25,000,000 redevelopment and repositioning of four suburban Chicago office properties totaling 243,000 square feet.

Mr. Adducci is also president of ROC Corporate Partners, a corporate real estate brokerage firm specializing in representing discriminating office tenants on an international basis. Bob’s primary responsibilities are to develop and maintain strategic long-term business partnerships with clients while effectively leading the team that services their real estate needs. His specialty is in solving complex real estate problems and delivering better-than-market solutions through creatively implemented negotiations. Services include the acquisition and disposition of corporate headquarters and field office facilities, lease transactions, facility expansions and contractions, market and financial analysis, build-to-suit projects, and development consulting.


Prior to initiating his real estate career, Bob was a sales training and sales management executive for the Health Care Division of Kimberly Clark Corporation, a fortune 100 organization. Bob started his career in sales for Oneida Silversmiths.

Bob graduated cum laude from Northern Illinois University in 1980 with a Bachelor of Science degree in management and was president of TKE fraternity. He is a cofounder and board member of the Northern Illinois University Executive Club and enjoys speaking to NIU student groups and classes.

Bob has participated in a variety of civic and volunteer activities, including a five-year term as an active member of the Executive Committee of the Board of Directors of Broader Urban Involvement and Leadership Development (BUILD) and as a one-on-one mentor of inner-city youth for the Commercial Real Estate Educational Initiative. He and his wife, Sara, are youth group leaders through the Quest program of St. Francis Xavier parish.

Bob and Sara have been married for 16 years and have three daughters, ages 5, 8, and 11. He coaches AYSO soccer and is involved in the Indian Princess Program. He enjoys playing 16” softball in Lincoln Park, working out at the local YMCA, playing basketball, and running 10k races.

A life-long resident of the Chicago area, Bob was born and raised in the Roseland neighborhood of the south side of Chicago and currently resides in La Grange, Illinois.

David R. Wilson
With optimism drawn from his faith, sincerity instilled in him from his parents, drive gained from competitive sports, an educational foundation enhanced at NIU, empathy drawn from life experiences, and the loving support given to him from his wife and children, David Wilson concentrates his energies on his family, the community, and commercial real estate.

Throughout grammar school and high school David accelerated in sports. He was recruited by several universities to play football, and he chose NIU. He won a starting position as a defensive back (the only freshman starter) on the varsity before the first season game. In his sophomore year David made a dramatic decision to leave football, release his full scholarship, and focus his energies on gaining acceptance into the NIU College of Business. Once well established in the College of Business, David returned to football to regain his position and his scholarship.

After graduation in 1980 he secured a job with Bendix Corporation as a Chicago area sales rep and quickly ascended to a lead position. Since he hadn’t satisfied his appetite for competitive sports, he continued to play football with the Chicago Fire and Chicago Lions and was invited to the Chicago Bears free agent camp by Mike Ditka. In the spring of 1983 David left Bendix to pursue a career in football or real estate, with a self-appointed fall deadline. During that summer he took night classes in real estate and trained during the day in preparation for “cattle combines” and NFL camps.

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In the fall of 1983 David closed his book on competitive sports and burst onto the field of commercial real estate. Over the last 17 years David has been tackling commercial real estate issues and quarterbacking ventures/transactions locally and nationally on behalf of both tenants and landlords. David has represented several leading firms in various industries, some of which are Advocate Health Care, Aon, Computer Task Group, Cornerstone Securities, the Federal Reserve Bank of Chicago, Phoenix Mutual, T.J. Adams & Associates, Turner Construction Company, the University of Illinois, and UNUM Corporation. Among his landlord representation experience, he has strategized on positioning property and directed leasing efforts in all classifications of office properties, A, B, C, historical restorations, and AA properties, including Prime’s trophy building at 77 West Wacker Drive, the 945,000 sq.ft. R.R. Donnelley & Sons world headquarters.

Today, David is a member of an executive team that directs PGRT’s service arm. Prime Realty Services’ focus is on behalf of the space user, the tenant, or owner occupant, locally, nationally, or internationally. He is one of the Chicago area’s most active and respected commercial real estate brokers and is personally involved in facility analysis, sale, purchase, individual and portfolio lease transactions in excess of one million square feet, and land development of over 100 acres.

As a student of the market, he has participated in panel discussions with other industry leaders and contributed noteworthy articles that have been featured in the Chicago Tribune, Crain’s Chicago Business, and several industry publications. These articles include “Micro Windows” in 1988, “Chicago’s Secondary Market” in 1989, and in 1992 “Twelve Years in Review,” which has been utilized by lenders and investors as a market report.

David received a Bachelor of Science degree in marketing from Northern Illinois University and has continued his professional education through CCIM, IDRC, and other industry organizations. He is a cofounder of the NIU Executive Club and serves on the boards of Partners Home Care Foundation (a senior care program), Naperville’s Downtown Steering Committee, NIU Executive Club, and St. Peter and Paul Athletic Board. He has been active in the preservation of the historic district of Naperville, has coached children in baseball, basketball, and football, and is an active volunteer in several other community and church programs. David met his wife, Sue, in 1984 and they married in 1986. They have been blessed with four children, David Jr. (11), Andrew (9), Daniel (6), and Catherine (19 months). The Wilson family resides in a 102-year-old home they have been restoring in the historic district of Naperville, Illinois.

NIU Alumni Association Names Outstanding College of Business Alumnus

Robert Nieman (’71 M.B.A.) was named by the NIU Alumni Association as the Year 2000 Outstanding Alumnus of the College of Business. The NIU Alumni Association Awards Program recognizes some of the outstanding individuals who have achieved great success in their personal and professional lives. Nieman joined award recipients from eight other colleges at a recognition luncheon last June sponsored by the Alumni Association.

College of Business Departments’ 1999-2000 Outstanding Alumni

Mark A. Kramer (’90 Accountancy) received the Department of Accountancy 2000 Outstanding Young Alumnus award. Kramer is with Alliant Foodservice.

Len Monson (’78 Marketing, ’80 M.B.A.), with Kuhn & Heap in Naperville, received the Department of Marketing Outstanding Alumnus Award for 2000. Monson was recognized for his many contributions to the department.

Robert T. Singleton, Jr. (’68 Accountancy) and William E. Taylor (’67 Accountancy) were selected as the 2000 Outstanding Accountancy Alumni. Singleton is a partner with KPMG, and Taylor is a partner at Deloitte & Touche.
“DebraHopkins.com”

Debra Hopkins (’87 M.A.S.), director of the NIU CPA Review program, has certainly been the driving force bringing NIU’s program into the company of greatness. DebraHopkins.com isn’t really a corporation, and stock options aren’t available for purchase because a pricetag cannot be placed on the value, knowledge, and skills NIU CPA Review participants and alumni receive.

Debra Hopkins has taken the NIU CPA Review Program through a phenomenal growth within the last decade. Since she became director in 1991, the program has grown from a small CPA Review serving primarily Northern Illinois University students to a program serving 1,500 students per year worldwide. Students from over 100 universities, including Harvard, Notre Dame, University of Michigan, North Carolina, University of Illinois, and Shih-Chien University, look to the NIU CPA Review program to guide and prepare them for the CPA examination.

Why do they come to NIU? Because Debra Hopkins has captured the secrets of success for the CPA examination and knows how to share these important elements with the students. The program’s reputation speaks for itself—there still is no other school in the nation that has achieved the top five pass rates in three out of four sections of the CPA examination. Overall, NIU ranks fourth in the nation for having the highest first-time pass rates over the last 10 years.

In order to understand why Hopkins and the CPA Review program have been so successful, one must look first to Debra. After four years of public accounting, Debra decided it was time for a change. Debra chose NIU for her M.A.S. degree. At that time, Debra had no idea who the world-famous accounting professor and author Patrick Delaney was when he called her to work as his graduate assistant.

The friendship and mentoring between Delaney and Hopkins that began with his call grew to last a lifetime. Debra loved working in public accounting, but as her family grew she decided to find a way to cut back from the public accounting pace yet stay wired in to the accounting profession. Teaching accounting was the answer for Debra—and the formula for success of the NIU CPA Review. Together, her love for accounting and her love for teaching have provided tremendous satisfaction for Debra—and tremendous success for the NIU CPA Review program and all of its participants!

Debra notes that her rigorous academic experience and excellent professors in her M.A.S. program at NIU provided her with support as well as technical knowledge to use in the business world. She uses what she learned in the classroom. It provided her with the tools to know how to analyze business problems and how to take a global approach to business situations. Her NIU education gave her everything she needed for continued success in the accounting profession.

Debra has become a wonderful ambassador for NIU’s College of Business and accountancy program. She is recognized as one of the true experts in the auditing profession. As a member of the Illinois CPA Society and current chair of the audit and assurance services committee, she reviews changes in the auditing standards and reports to the American Institute of Certified Public Accountants. “The Illinois CPA Society plays an extremely important role for me to be able to remain current in my field,” Debra explains. She

On the latest auditing standards. Her travels to teach International Accounting Standards in Cairo, Egypt, and Skopje, Macedonia, are among her most memorable professional experiences.

John Wiley and Sons Publishing Company is another organization recognizing Debra’s excellence. She has been asked to take over the role of writing Delaney’s CPA Examination Review texts, which have become the internationally recognized books for CPA exam preparation. Also, realizing Debra’s unique ability to motivate and teach students in the review class, the company approached her to write her own “how to” book. Debra began to put it down on paper, and 23 chapters later her book, Get Motivated – You Can Pass the CPA Exam, has become an international seller. Her book tackles the mental aspects of dealing with the exam, focusing on how to study, and provides test-taking strategies beyond the technical skills.

Plans continue to keep the CPA Review program leading the way. This fall, the first phase of the CPA Review will be offered on-line. No other university provides an on-line CPA Review. The program is being developed in-house using NIU personnel. Now, the quality teaching that is enjoyed in the Chicagoland area will be expanded to all time zones and corners of the world.

Debra modestly downplays her leadership role in the program’s success, emphasizing that the program’s reputation was built by a team of excellent faculty members. “Never underestimate the power of a team,” Hopkins explains. She truly believes and appreciates the team that has supported her efforts so well. “It isn’t just me who has led this program,” she comments. “It is a team effort starting with my family who has supported me along the way, my sound M.A.S. degree from NIU where I received a model of up-to-date education, the team of faculty experts who teach the CPA Review courses, and the team of hard-working staff members and support functions at NIU.”

Whatever the formula for success is, NIU has captured a winner. With Debra Hopkins leading the way, the future for this program will most certainly be exciting!
‘00 Marketing

“I chose business for a career because it opens doors that let you go anywhere and do anything—the only limit you have is your unwillingness or fear of trying something new.”

Denise is a universal account executive with Ameritech covering the northwest suburbs of Chicago as her territory. She has many future goals she is planning to accomplish in her career. “First, I plan on becoming one of the top salespeople within my organization,” she explains. While achieving this goal, she plans on returning to academia to obtain her M.B.A. degree. From there, she plans to become a top executive within an organization by the age of 35. When all is said and done with her career in sales, she plans to retire to either obtain a Ph.D. degree and become a professor of marketing or sales, or she wants to become a consultant for other organizations.

The business education Denise received at NIU has prepared her to become a business leader. “The primary reason I came to NIU was for its excellent business school. I wanted to enter the professional sales track that NIU offers—something that few colleges can claim.” In addition to her parents and brother, who have supported her and been her role models, two marketing professors, Rick Ridnour and Dan Weilbaker, were especially helpful with guiding her through her classes and career decisions. “They sincerely and honestly care about you—not just as a student in their classes but as an able individual who can make an impact on the world upon graduation,” Denise explains. “While I must give every single teacher, assistant, and professor within the Department of Marketing credit because they each contribute something special to the students, Professor Ridnour’s class confirmed for me that sales was the right career for me. Professor Weilbaker’s class further instilled in me that not only did I love the sales area, I was also good at it!”

Denise has proven herself well during her college career. Her NIU sales team and partner Kevin Clinnen placed third in the 2000 National Collegiate Sales Conference Finals in Waco, Texas. In addition to participating in several organizations and activities while in college, she was also able to graduate with a major, an emphasis, and a minor in four years’ time!

Denise can now look back at her four years in college and advise incoming freshmen to get involved. “Join organizations, try new things, and experience everything you can get your hands on,” she advises. She also cautions students that, if they aren’t careful, grades can slip right through their fingertips. “These grades unfortunately stick with you for the rest of your college days and you are continually working on an uphill battle. It’s always easier to start on top of the mountain than having to start at the bottom or even in the middle.”

Jamie Still

‘00 Finance

Reputation, proximity, and price are the three reasons Jamie chose NIU for his education. “The reputation of NIU’s business program was a key selling point,” Jamie explained. “The location of NIU made a drive short enough to trek home when necessary, but also far enough to justify living on my own. And finally—the price was right. The tuition of NIU is affordable, especially since I was supporting myself through school.”

Lucky for NIU and the College of Business, Jamie selected finance as his major and has been a student leader throughout his college career. Jamie worked in the Wirtz business computer labs, served as president of the Finance Management Association, served on the Finance Student Advisory Board and the Dean’s Student Advisory Council, and in his spare time officiated baseball for some side income.

Jamie is beginning his career as an applications analyst for Arthur Andersen in St. Charles, Illinois. He gained “real-world” experience through a summer internship with Citibank, giving him a better appreciation of the material taught in the classroom. A personal friend and NIU alumnus, Jeff Collis (’89 Finance), helped Jamie secure the

Continued on page 11
internship and has provided guidance and motivation for Jamie to set out to achieve his goals. His future goal? “To be my own boss!” Jamie exclaims.

Jamie believes that graduating with a college degree has been his greatest achievement by far. “All the little, and not so little, achievements along the way have somehow led up to my degree. Being the student marshal at this year’s graduation is, for me, the perfect symbol of that achievement.”

Jamie has fond memories of NIU and the growth he has achieved during his college career. “There’s a little-known nook of NIU called C3—the third floor of my freshman year dormitory. Even though ‘C3’ sounds like some ominous corner of a state penitentiary, it was a fun place to grow and learn. The anxiousness of being away from home for the first time mixed with the newness of college made my stay in the dorms one of the best years in my life!” he explains.

As Jamie leaves NIU for the “real world” of business, he advises new NIU students to get involved. “Balance your social life with your schoolwork. Go to class. Never look directly at the library’s yellow carpet. Make as many friends as possible. Accept challenges like a free lunch. Learn to use the Internet. And—call your folks every so often so they know you’re still alive!”

Judging from Denise’s and Jamie’s profiles, we should see some great things being achieved in their careers. Denise and Jamie are starting their careers “at the top of the mountain” and will continue up from there. They are both shining examples to represent NIU and lead the business world in the new millennium.

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In Memory

Patrick R. Delaney, professor of accountancy, passed away May 14, 2000. He is deeply missed and will be long remembered. The impact of his extraordinary dedication to NIU, the College of Business, and the accountancy and CPA programs will continue for many years to come.

In the days following the death of accountancy professor Pat Delaney, his family was inundated by more than 500 cards and e-mails from his former students. “They all said, ‘If it wasn’t for you, Professor Delaney, I wouldn’t be where I am today,’” said Pat’s wife, Jeri.

It was a fitting tribute, according to colleagues, who say that throughout his 30-year career in the NIU Department of Accountancy, 12 of them as chair, Delaney was guided by one simple principle: always do what is best for the students.

Delaney, 61, died six months after suffering a massive stroke. The stroke, which came just weeks after Delaney announced his plans to retire at the end of 1999, brought to an end a brilliant career that began at NIU in 1970.

From the start, Delaney looked for ways to help NIU accountancy students stand out, and in 1972 he teamed with Professor Donald Kieso to create the NIU CPA Review to help boost pass rates on that rigorous exam. The effort was successful from the start and achieved acclaim in 1985 when the first official rankings were published, and NIU was best in the nation. The program has consistently remained in the top 10 ever since.

In 1980, Delaney brought his knowledge to a larger audience when he took over authorship of what was, and has remained, the best-selling set of Certified Public Accounting examination review books in the world. “Pat’s books brought NIU to fame all over the world,” said Professor Debra Hopkins, whom Delaney hired as a grad student and later named to direct the CPA Review. “No matter where in the world I go to teach, people are always excited to learn that I knew Professor Delaney.”

Delaney did not rest on those laurels, however. He foresaw the changes that computerization would bring to the field, and during the 1980s he began working to overhaul the curriculum, placing a greater emphasis on analytical skills and understanding accounting systems. That effort paid off, too, and the reputation of the program grew to new heights. During the 1990s, the NIU Department of Accountancy was consistently rated in the top 10 in the nation by the Public Accounting Report. In 1999, U.S. News and World Report ranked NIU’s accountancy program 23rd out of approximately 400 accredited programs.

Along the way, Delaney earned several notable honors for himself. In 1976 he earned the NIU Excellence in Undergraduate Teaching award, and in 1988 he was named the first Arthur Andersen Alumni Professor of Accountancy at NIU. The Illinois CPA Society named him the Outstanding Accounting Educator in 1991, and in 1999 the organization gave Delaney its highest honor, naming him an Honorary Member.

Delaney was also a devoted family man, according to his wife, Jeri. He was a good father to his daughter, Colleen, and doted on his granddaughter, Mary Katherine. He was also extremely active on the parish council at St. Mary’s in Sycamore, and a member of the board that guides the Ben Gordon Foundation.

Delaney’s passing is a tremendous loss and provides a tremendous challenge. “He was one of the cornerstones of our department,” said Professor Richard Baker. “Now our challenge is to continue on with all of the great things that Pat had us aspire to.”
The **Ireland** Connection

**International Marketing—Ireland Students Experience NIU and DeKalb**

Marketing students are getting a real opportunity to learn the ins and outs of international marketing. This summer, marketing professor Dan Weilbaker prepared and hosted the first NIU/Dublin Institute of Technology exchange for the marketing sales program. The class, MKTG 490, was designed to expand the scope of sales understanding with an international perspective.

The first program began with eight students from the Dublin Institute of Technology attending a two-week sales class at NIU. Although the students were from DIT, only six were actually from Dublin. The other two were from Germany and Spain. Weilbaker met with the faculty from DIT and designed the course to offer different perspectives and knowledge from DIT and NIU. The Ireland/U.K. approach to education is very theoretical and lecture oriented. So, the two-week course at NIU is very application oriented, offering a “hands on” approach that the Dublin students have not experienced.

“The classroom experience at NIU and the style of teaching is very different than what we are used to in Dublin,” explained Lynda Martin, a student in the class. “It is very interactive, and the simulation is a wonderful learning experience.”

The students were very pleased with the program and felt the experience greatly expanded their understanding and knowledge of both different cultures and the world of sales. The biggest “culture shock,” they all emphatically agreed—“the size!” “The library is so large, it is the size of our total school,” they explained. “It is very hard to get around when there is so much land and space.”

When asked about the most memorable experience for them at NIU, there was again unanimous agreement—“Molly’s!” They truly enjoyed the experience of being treated as VIPs in DeKalb. In fact, their last evening in DeKalb was already planned at Molly’s—they were throwing a VIP night in their honor. Yes, VIP—very important Irish people!

On January 2, 2001, NIU students in MKTG 490 will travel to Dublin for an international learning experience. A few of the things they will experience include a “day in the field” with an Irish sales executive, a tour of an Irish call center, and learning about clear and critical thinking as well as how the Irish do financial analysis.

In May 2001, the program offered at NIU will be expanded to include additional students from NIU and other overseas universities, bringing in additional cultures to make it a truly international program.

**Teaching in Ireland**

Ireland has offered an international experience for our faculty as well. During a sabbatical in fall 1998, Nancy Russo, associate professor of operations management and information systems (OMIS), taught two courses in the Department of Accounting, Finance and Information Systems at University College Cork (UCC) in Cork, Ireland. She was a senior researcher for the Executive Systems Research Centre as well.

Russo said that she got along with the students quite well, once they got used to her accent. “My undergraduate students wanted me to feel welcome, so one day they brought toy guns to shoot each other with during class so it would remind me of the wild streets of Chicago,” she related. “I found that the students are used to a somewhat different style of learning. Because their courses go for an entire academic year, they tend to have only lecture for the first half and do all their assignments and exams in the second half. They were very surprised that I expected them to do homework and quizzes during my time with them.”

In addition to teaching while at the University College Cork, Russo helped students prepare resumes for internships with U.S. employers. She was also invited to the University of Limerick to give a guest lecture on web applications development. One of the highlights of her visit was the opportunity to meet the president of Ireland, Mary McAleese, when she visited UCC.

Russo recently returned from the European Conference on Information Systems, where with her coauthor, Brian Fitzgerald from UCC, she presented a paper based on a case study that she did while she was in Cork. The case study was done at Motorola, Cork, where programming is done for the cellular switching services.

Russo is excited about exploring further exchanges between NIU and UCC. “The nature of the programs makes it difficult logistically,” Russo explained. The business information program at UCC begins in the freshmen year and is what we call a “lockstep” program. Our students and professors will get the opportunity to experience an “Irish flavored” approach to information systems, however, as Brian Fitzgerald from UCC will be joining the OMIS department faculty this summer as a Visiting Research Professor.
Changes

Jeff Mercer, former chair of the Department of Finance, moved into the acting associate dean’s position effective August 16, 2000. Jeff is serving in this capacity while Larry Jacobs, former director of graduate studies, recuperates from a stroke he suffered in July. Jacobs was selected as the new associate dean beginning fall 2000.

Harold Wright, former director of Executive M.B.A., is expanding his area to director of M.B.A. programs, which will include both the Executive M.B.A. and M.B.A. programs.

Richard Dowen is filling in as acting chair of the Department of Finance.
1999-2000 Faculty Retirements

Robert E. Bennett, associate professor of accountancy, retired effective December 31, 1999. He joined NIU in 1968, with 10 years of prior collegiate teaching experience. Bennett taught both undergraduate and graduate courses in cost management, coordinated the departmental summer and fall internship program, and directed the Certified Management Accounting Review Program.

Joachim Lauer, professor of management information systems, retired from the OMIS department on May 15, 2000. He joined NIU as a part-time instructor in the business systems and analysis department and became an assistant professor in the department in 1984. Lauer taught and researched in the areas of scheduling, expert systems, and management issues in information systems.

Ahmed Rifai, professor of operations management and information systems, retired December 31, 1999. Rifai came to NIU in 1970 and has been the faculty adviser for the Delta Sigma Pi business fraternity since 1973. He received the prestigious 1997-98 Delta Sigma Pi national award of Outstanding National Chapter Adviser, as well as the Excellence in Undergraduate Teaching Award and the Excellence in Graduate Teaching Award.

John R. Simon, accountancy professor, retired this past summer from the accountancy department. Simon joined NIU in 1973, with seven years of prior collegiate teaching experience. Simon held the PricewaterhouseCoopers Professorship and has received the Excellence in Undergraduate Teaching Award. He was also selected as a Presidential Teaching Professor. Simon has been extensively involved in the NIU CPA Review Program since 1976, and taught financial accounting at both the undergraduate and graduate levels.

Donald Weiss, associate professor of finance, retired May 15, 2000. He came to NIU from the University of Wisconsin-Whitewater in 1974. Weiss taught principles of finance courses to many NIU undergraduate and graduate students and the case course in financial management to many graduate students.

Joseph P. Yaney, professor of management, came to NIU in 1986 to serve as chair of the Department of Management. Yaney taught business law at the undergraduate level and organizational behavior at the graduate level. He held a joint appointment with the Center for Governmental Studies.

Honors and Awards

Richard Baker, accountancy professor, was elected as the 2000 president of the Federated Schools of Accountancy.

Terry Bishop, associate professor of management, was named the 2000 SHRM (Society for Human Resource Management) Student Chapter Adviser of the Year. Under his guidance, the NIU student chapter has earned Superior Merit Awards for the past nine years.

Nessim Hanna, professor emeritus of marketing, and Richard Wozniak, marketing instructor, have authored a textbook entitled Consumer Behavior: An Applied Approach, published by Prentice Hall.


Lynn Neeley, associate professor of management, was selected to serve on the “Women in Business and Entrepreneurship Working Group,” a permanent subcommittee of the Governor’s Commission on the Status of Women in Illinois.

Student Achievements

NIU student teams placed first and second in spring 2000 Council of Logistics Management (Chicago Roundtable) Case Study competition. The first place team winners were: Yingxi Chen, Natasha Maryasin, Justin Maslowski, Sandee Olen, Tim Rosengren, and Curtis Wardlow. The second place team winners were Brandon Weinhammer, Steve Failla, and Andrea Clausing.

Two College of Business students were selected as NIU Outstanding Student Leaders for their contributions to their organizations. Jamie Still, finance major, was recognized for his work as president of the Financial Management Association and other supportive activities within the College of Business. Bryan Kreske, marketing major, was also honored for his leadership and contributions to the Marketing Student Advisory Board.
Alumni Events

College of Business Annual Alumni Luncheon

May 5
The 10th annual alumni luncheon was held at the Palmer House in Chicago on May 5. The 2000 Distinguished Alumni Awards were presented to Robert Adducci ('80 management), president and CEO of ROC Corporate Partners, and David Wilson ('80 marketing), vice president at Prime Realty Services. Corporate tables were sponsored by Arthur Andersen, CNA, Crowe Chizek, Ernst & Young, KPMG, Sara Lee Corporation, Siemens Building Technologies HVAC Division, and the College of Business. The College of Business sincerely appreciates the support it received for the luncheon.

NIU College of Business Rockford Area Alumni Club Golf Outing

June 22
Silver Ridge Golf Course in Oregon, Illinois, was a beautiful setting and the perfect day for a round of golf and networking among alumni and college faculty and administration. Joe Novak, NIU head football coach, provided an entertaining insight into the upcoming football season. A big “thank you” to AMCORE Bank, National City Bank, Westlake Village Golf Course, First Union Securities, and Gerald Kenney - Country Companies Insurance for their donations to make the first annual Rockford Alumni Club golf outing a success!

NIU Executive Club Golf Outing

September 18
The original date for the outing of June 12 turned out to be a rainy, soggy day and resulted in the rescheduling of the outing to September 18. Kishwaukee Country Club was the site of the event, bringing alumni back to DeKalb for a chance to visit campus. The rescheduled date still offered a great opportunity to network and visit with NIU faculty and coaches. A big “thank you” to the following sponsors who assisted greatly with the success of the event:

Hole Sponsors:
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NIU Executive Club Executive Lecture Series
“Spinoffs and Startups – The Entrepreneurship Revival”

September 27
Panel:
Steven M. Ehrlich, senior vice president of operations, Aprimo
J.B. Pritzker, managing director and founder, New World Ventures
Cary Nourie, vice president, The Illinois Coalition
Lynn Neeley, NIU associate professor of management

Moderator:
Robert Reed, executive editor, Crain’s Chicago Business

An interesting discussion from leading experts provided insights and perspectives they have gained while dealing with start-ups and spinoff companies. Guests enjoyed the opportunity to speak with the panelists and network with alumni and friends prior to the lecture. The lecture was sponsored by the NIU Executive Club, NIU-Hoffman Estates, and the NIU M.B.A. program.

2000 NIU Homecoming—Saturday, October 7
The NIU community and alumni enjoyed Homecoming festivities and a great day of football as the Huskies defeated the University of Central Florida Golden Knights 40-20. Tailgating began at 9:30 a.m., and many alumni joined the College of Business tent for fun, food, and beverages before heading to the game. For complete Homecoming details and coverage, check out www.myniu.com.
NIU Business Alumni Rockford Lecture Program and Workshop
“e-Business: Moving from Bricks to Clicks”
October 10
The NIU College of Business Rockford Area Alumni Club put together an exciting and informative day of workshops and networking, capped by a panel discussion featuring a range of experts dealing with e-business. The schedule for the day, hosted at NIU-Rockford, included:

5 – 5:45 p.m.  Workshops:
   Getting Started in e-Business—A Success Story
   Marketing in the New Economy

5:45 – 6:30 p.m.  —Reception and NIU Exhibits
Networking opportunity for students, alumni, faculty, and NIU service providers.

6:30 – 7:30 p.m.  —Panel Discussion

NIU Executive Club Fall Face-to-Face
October 17 – Hyatt Regency, Oak Brook
NIU’s new president, John G. Peters, joined the NIU Executive Club members and friends to discuss his vision for NIU’s future. Members had the opportunity to discuss how alumni can assist NIU to make the vision a reality.

NIU Executive Club Second Annual Endowed Scholarship Fund Dinner Dance
November 3 – Hotel Sofitel, Rosemont
An outstanding evening of dining and dancing along with a superior silent auction is planned to benefit the Executive Club Endowed Scholarship Fund. Last year’s event was so successful that the evening is scheduled again at the Hotel Sofitel in Rosemont on November 3. Plan now to be a part of the 2000 celebration! Call (815) 753-1755, or e-mail businessalumni@niu.edu for further details.

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  - Professors who are masters in conveying exam-taking strategy

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- Proven results over the last 10 years
  - Fourth highest overall pass rate in the nation
  - Top five listings on three out of four exam sections, higher than any other university in the nation. Out of the last 20 exams, NIU has ranked in the top five pass rates as follows:
    - Accounting and Reporting nine times
    - Auditing, 13 times
    - Financial Accounting, 15 times

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For more information, contact Debra Hopkins, director, at (815) 753-6207, e-mail cpareview@niu.edu or visit our website: www.cob.niu.edu/cparev
Alumni Updates- not available online
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Introducing the College of Business Outreach

Dear fellow alumni,

As a graduate of our College of Business (B.S. ’90/M.B.A. ’94), I have had the pleasure of serving many of you as the director of continuing professional education for the college over the past three years. After holding several positions outside of academe, I returned to campus to contribute to our alma mater through enhancing the offerings that we as adult learners need to stay competitive for our organizations and our careers alike. During this time, we have significantly increased the quality and quantity of public seminars, workshops, professional certification preparations, and in-house corporate education. Our focus has been to provide College of Business faculty and staff with opportunities to engage practitioners in learning interventions that would be mutually beneficial to the clients and the college. You see, the administration, faculty, and staff believe that, by providing our adult learners with a high-quality continuing education experience, the client-organization is assisted in reaching its goals, and our faculty and staff members enhance their professional development. It has proven to be a truly profitable relationship on many fronts.

Recently, Dean Graf and I discussed the need to add a level of service to external stakeholders of the college—not in providing fee-for-service opportunities, but in creating a portal to all that the College of Business has to offer. It is our belief that once we are introduced or reintroduced to practitioners and their organizations, the true value of having NIU and the College of Business as a partner will be realized. Therefore, effective immediately, I have accepted the dean’s request to direct a new office, appropriately named College of Business Outreach.

Under this structure, my staff and I will serve you to the best of our ability through corporate relations, learning and business solutions, surveys and research, and continuing professional education. We are truly excited about the opportunity to promote the college and introduce the many ways that practitioners and their organizations can benefit through a relationship with a well-known, highly respected business school.

I encourage you to contact me so that we can discuss your experiences at NIU and how the College of Business can serve your current needs as a professional. Perhaps you want to learn more about a degree program, internships, being a guest speaker for a class, or even how a current challenge to your organization could become an exciting learning opportunity for a course project. Through our efforts together, we can strengthen the value of our degree(s) from NIU by bringing our College of Business to your organization’s doorstep.

I look forward to meeting you, and best wishes of continued success.

Brian Vollmert
Director, College of Business Outreach
(815) 753-5791
bvollmert@niu.edu

NIU Foundation Introduces Donor Recognition Program

This past fiscal year, the NIU Foundation raised a record $12 million in gifts for Northern Illinois University. The majority of those gifts came from individuals and corporations who are committed to Northern’s mission of providing excellent educational opportunities for students in the northern Illinois region.

In order to acknowledge, thank, and honor Northern’s donors for their annual and lifetime giving, the NIU Foundation has initiated a donor recognition program that will be presented publicly on October 20 at the annual donor recognition dinner.

The donor recognition program currently has three gift societies. The Landmark Associates acknowledges annual gifts; the Founders Forum recognizes cumulative lifetime gifts; and the Cornerstone Society honors planned gifts and bequests.

Each giving level in the Landmark Associates is named after a popular landmark on Northern’s DeKalb campus (see illustration). The recognition societies for lifetime cumulative giving are collectively called the Founders Forum and are named in honor of Northern Illinois University’s founding leaders: Joseph Glidden, Issac Ellwood, and Jacob Haish. The societies are also named after John Peter Altgeld, the governor of Illinois for whom Altgeld Hall is named, and John W. Cook, the first president of Northern Illinois University.

In the Landmark Associates and Founders Forum, donors will be recognized in an honor roll in the foundation’s annual report. In addition, donors will receive frequent communications from the university, plus opportunities to be involved in various Northern events and activities with the university leadership.

Donors who have made deferred gifts or named NIU in their wills or other expectancies such as life insurance will be recognized in the Cornerstone Society. In addition to receiving most of the involvement and communication opportunities provided to other society members, Cornerstone donors also will be listed on a special recognition wall in Altgeld Hall.

The Landmark Associates, Founders Forum, and Cornerstone Society will honor donors and their gifts to Northern and foster greater association between donors and the university through increased communication and opportunities for active involvement in the life of the university.
NIU Foundation

Donor Recognition Levels

The Founders Forum
Cumulative Lifetime Gifts

Platinum Guild
(Greater than $1,000,000)
Gold Guild
($250,000 - $999,999)
Silver Guild
($50,000 - $249,999)
Bronze Guild
(Less Than $50,000)

The Cornerstone Society
All Bequests and Deferred Gifts to Northern

$5,000,000
(1895 Society)
$1,000,000
(John Peter Altgeld Society)
$500,000
(Joseph F. Glidden Society)
$250,000
(Isaac L. Ellwood Society)
$100,000
(Jacob Haish Society)
$50,000
(John W. Cook Society)
$25,000
(The Castle Society)
$10,000
(The Gargoyle Society)
$5,000
(The Lagoon Society)
$2,500
(The Island Society)
$1,000
(The East Gates Society)

The Landmark Associates
Cumulative Annual Gifts

$1,000,000
(John Peter Altgeld Society)
$500,000
(Joseph F. Glidden Society)
$250,000
(Isaac L. Ellwood Society)
$100,000
(Jacob Haish Society)
$50,000
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Website: www.cob.niu.edu/grad/grad.htm