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## IN MEMORIAM REMEMBERING LSBE'S FOUNDING FATHERS THROUGH SCHOLARSHIPS

*Alumni and faculty of the Labovitz School of Business and Economics leave legacies at the School in a variety of ways, from pioneering programs to simply sharing their passions and mentoring students. But, one of the more meaningful ways to be remembered - or remember someone - is through a scholarship.*

We'd like to honor and reflect on several influential LSBE faculty who not only played a large role in shaping the School but also will continue to benefit the School and its students for years to come through scholarships in their names.

### DAVID VOSE - A FORCE AT UMD

David Vose served as dean of LSBE from 1977 to 1992 and then as faculty in the department of economics. He retired in 2002.

Former LSBE Dean Kjell R. Knudsen, who served as associate dean under Vose, describes Vose as "a force at UMD."

"David established a School culture where all were respected regardless of position and where all of us participated in the School Senate," said Knudsen. "I see myself as the luckiest administrator at UMD. I was able to learn from David my whole career."

As vice-provost, in 1974, Vose established the collegiate structure LSBE has today. With it, he gave birth to the School of Business and Economics (SBE) as well as other schools and colleges throughout the university.

**Labovitz School**  
OF BUSINESS AND ECONOMICS  
UNIVERSITY OF MINNESOTA DULUTH  
Driven to Discover



In 1986, Vose established the Center for Economic Development with then-director of UMD's Natural Resources Research Institute Mike Lalich. It was Vose who asked Joel Labovitz to teach entrepreneurship at SBE, an invitation that started a relationship that years later resulted in a major gift from the Labovitz family and the naming of the School and building.

Vose and his wife Roberta established the David A. & Roberta J. Vose Scholarship in Economics in 2008. The \$1,500 scholarship is awarded to an economics student every year.

Roberta, also a UMD graduate, said, "Both David and I felt that it's important for students to get a broad, well-rounded education – an education that prepares individuals for a life of learning in addition to preparing them for a career. We are pleased to be able to help students attain that goal."

Vose passed away on January 3, 2016, six days prior to his 79th birthday. Vose's family suggested memorial contributions be made to community organizations that Vose was passionate about, including the David A. & Roberta J. Vose Scholarship in Economics.

### PHILIP FRIEST – A LEGACY IN LSBE ACCOUNTING

Philip Friest served as LSBE faculty from 1953 to 1986, during which time he taught courses in economics, business and accounting. An associate professor emeritus, he was also chair of the accounting department for eight years.

Rick Lichty, former LSBE economics professor, said Friest's greatest achievement was transitioning the accounting department toward educating certified public accountants (CPAs).

"When the School started, the department was able to turn out a very large number of students who passed the CPA exam in the first or second try," said Lichty. "Phil took great pride in that accomplishment. His legacy is a strong accounting department dedicated to turning out successful students."

Knudsen said Friest was among a group of accountants that trained many successful accountants who found work in Duluth and the Twin Cities. "[Friest] and his colleagues built great relationships with the accounting firms and professionals in our community and in the Twin Cities. He was steady as a rock, and his interest was in educating accountants and being able to place them in good jobs."

Philip Friest passed away November 3, 2015, at age 92. The Philip L. Friest Accounting Scholarship, a \$1,000 scholarship awarded annually to an LSBE accounting student, was established in his name.

### FAWZI DIMIAN – AN AMBASSADOR TO THE SCHOOL

LSBE Accounting Professor Emeritus Fawzi Dimian devoted 20 years to the School as faculty, department head, and accounting club advisor. He was most known for his passion for the School, his dedication to alumni relations, and his indelible role in helping students find accounting positions upon graduation. Knudsen describes Dimian as "a gracious and passionate advocate for the School and UMD in the accounting community."

Jodie Zesbaugh (B.A. '86), who took classes from Dimian and was a member of the accounting club, said Dimian knew each student's potential and encouraged them to strive for excellence.

After graduating, Zesbaugh participated in recruiting events at LSBE as an accountant at Deloitte & Touche. She said Dimian was a significant ambassador of the accounting program. "During recruiting visits, Fawzi was very warm and welcoming to me and the other recruiters. He certainly wasn't afraid to brag about his current students and their accomplishments. Fawzi behaved like a proud father."

Retired LSBE Accounting Professor Larry Syck credits Dimian with expanding the School's relationship with accounting alumni. "Through his mentoring of accounting students, [Dimian] developed lifelong friendships with many accounting alumni. These friendships led to financial support for the program in the form of grants, scholarships, and most importantly, an extensive recruiting network for accounting graduates by the alumni's employers."

Upon Dimian's retirement in 1994, the grateful accounting alumni honored him by funding the Fawzi G. Dimian Scholarship, a \$500 scholarship awarded annually to an accounting student. Zesbaugh, as a grateful alumna, financed the Fawzi G. Dimian Club Room at LSBE.

When Dimian passed away December 22, 2014, at age 85, the family suggested memorial contributions be made to the Fawzi G. Dimian Scholarship.

## HOW TO ESTABLISH A NAMED OR MEMORIAL SCHOLARSHIP

There are two ways to set up a named or memorial scholarship: as an annual, renewable scholarship or as an endowed fund designed to be permanent and perpetual.

With an endowed fund, scholarships are drawn from the interest earned on the principal, and any remaining interest is reinvested to grow the principal and the balance for future scholarships. A minimum of \$25,000 is required to establish an

endowed scholarship. This gift can be donated in full at the start or with an initial commitment that is added to over time until the endowment reaches \$25,000.

There are many ways to fund a scholarship, from cash to stocks to life insurance. LSBE Senior Director of Development Lawrence Johnson helps donors plan for named scholarships and memorial funds. To increase the impact of a named

scholarship, Johnson encourages donors to make their family aware of the fund and invite people to add to it. For example, some donors request that at their passing, people give to their scholarship in lieu of flowers.

*If you are interested in establishing a named or memorial scholarship, contact Lawrence "LJ" Johnson: (218) 726-6696, [lpjohnso@d.umn.edu](mailto:lpjohnso@d.umn.edu).*

## DEAN'S UPDATE

*At LSBE, scholarships play an indelible role in the success of both our students and the School.*

Without scholarships, many students' access to education would be eliminated or severely constrained. For others, it makes the difference of being able to concentrate on their studies rather than working 20, 30, or even 40 hours a week. Scholarships allow students to focus on earning the grades they need to accomplish their post-undergraduate goals, whether it be continuing their education or pursuing a career.

Thanks to our generous donors, this year LSBE awarded 122 scholarships worth around \$200,000. While these are incredible numbers, we're not even beginning to touch the level of need students have. Over the next few years, we would like to roughly double the number of scholarships we give so that we can offer awards to more than 10 percent of our students.

Establishing a scholarship is an opportunity to make an impact - an opportunity to transform lives through education. Scholarships also help us keep a generation of talent in school - students who, because of their experience at LSBE, will go on to help transform our economy and country.

With the help of our alumni and friends, LSBE will continue its tradition of excellence and its commitment to educating tomorrow's business leaders in economic development and industry advancement.

Yours in gratitude,



AMY B. HIETAPELTO, DEAN  
LABOVITZ SCHOOL OF BUSINESS AND ECONOMICS  
UNIVERSITY OF MINNESOTA DULUTH

# SCHOLARSHIPS AND STUDENT DEBT BY THE NUMBERS

*It's no secret scholarships play a large role in helping students attend LSBE, reduce their debt and get the most out of their education experience. But what impact do these awards really make? Let's take a look at UMD/LSBE scholarships and student debt, by the numbers.*



**\$13,082**

Dollar amount of in-state tuition, not including room and board



**\$17,032**

Dollar amount of out-of-state tuition, not including room and board



**122**

Number of LSBE scholarships awarded in 2015-2016



**\$200,000**

Total dollar amount of LSBE scholarships awarded in 2015-2016



**19**

Increase in number of LSBE scholarships awarded in the last three years

**\$50,000**

Increase in dollar amount of scholarships LSBE awarded in the last three years



**350**

Number of LSBE scholarship applicants in 2015-2016



**\$27,845**

Average dollar amount of debt of a 2014-2015 UMD graduate



**\$44,136**

Average salary of a 2013-2014 LSBE graduate the year after graduation



## NEW PROGRAM EDUCATES STUDENTS ON MONEY MANAGEMENT

To help educate students about college debt and finances, UMD Financial Literacy Educator Niki Pechinski in the Office of Financial Aid launched the Financial Peer Mentor Program (FPMP) spring 2016. A collaboration with the UMD Supportive Services Program and LSBE, the free program matches a trained student mentor with a mentee to work together for one semester on the mentee's finances. FPMP educates students on the topics of student loans, debt, credit, spending, and identity theft protection.

*"It's important to educate students early on to make wise decisions about how they're spending their money and to help them understand the long-term implications of their decisions."*

**- Hugo Hietapelto**

Director  
LSBE Financial Planning Program

## LSBE DEAN'S BUSINESS ADVISORY COUNCIL

# PROFILE

### DEB ALMIRALL



*A member of the Dean's Business Advisory Council since 2014, Deb Almirall (B.A. '81, M.B.A. '94) has more than 25 years' experience in the financial industry. The Minnesota Power Employees Credit Union president and CEO has witnessed firsthand the repercussions of student debt. She established an LSBE scholarship, the Debora S. Almirall Scholarship, in 2011.*

#### **Why are scholarships important for college students?**

College costs have grown significantly; you can no longer pay for your education by working a summer job. Scholarships help students manage their debt load and avoid borrowing too much for school. They also take the pressure off, allowing students to focus on their academics. Students unable to adequately finance their education may drop out or need to work during college, which is difficult while also studying effectively.

#### **Why did you choose to establish a scholarship for an LSBE student?**

My education gave me many career advantages. I have had opportunities to advance and grow. I wanted to pay that forward to LSBE students.

#### **What are the consequences associated with student debt?**

Many students find themselves greatly in debt when they graduate. You do not always get a high-paying position right out of college. Often, you need to gain experience before advancing in your career position. Students with a lot of debt may not be able to live independently or purchase a car or their first home. This debt cannot be erased in bankruptcy and follows students for many years.

#### **How can today's students avoid accruing too much student debt?**

Experts state that students should borrow for college no more than two to three times their first-year salary. So, students should evaluate whether their first job will allow them to promptly repay their loans. Responsible borrowing entails using loans for tuition and some living expenses. Students should resist the temptation to borrow for items they truly don't need, like expensive TVs and stereos. Many loans accrue interest during school, even though they do not need to be repaid right away. Limiting borrowing can help students keep their debt to a manageable level.

## LSBE DEAN'S BUSINESS ADVISORY COUNCIL

### COUNCIL MEMBERS

**Debora Almirall, B.A. '81, M.B.A. '94**  
President/CEO, Minnesota Power Employees Credit Union

**Karen S. Andresen**  
Retired President/Owner, Human Resources Consulting

**Steve Burgess**  
CEO, National Bank of Commerce

**Tom Conrad, B.B.A. '81**  
Vice President & CFO, BendTec

**William Drazkowski**  
Regional Vice President, Fastenal Company

**Joseph Dusek, B.Acc. '83**  
Senior Vice President and Regional Brokerage Manager, Wells Fargo Private Client Services

**David Gartzke**  
Retired Chairman & CEO, ADESA Corp.

**David A. Goldberg, B.A. '57**  
President, Dave Goldberg Investments

**Bob Heimbach**  
Account Executive, Otis-Magie Insurance Inc.

**Rick Hollander**  
VP Manufacturing & Supply Chain, Cirrus Aircraft

**Michael Howe, B.Acc. '76**  
President/CEO, Howe Associates

**Nicole Johnson**  
Director, Compensation and Benefits, ALLETE, Inc.

**Mark Labovitz, B.B.A. '85**  
President/CEO, Labovitz Enterprises

**Tiffany G. Lauria, B.B.A. '07**  
IT Project Manager, Target Corporation

**Rob Link**  
President, A&L Properties

**Dennis Maki, B.A. '64**  
Retired Executive, Herff Jones

**Tania A. New, B.B.A. '97**  
Former Director of Sales, Kraft Foods North America

**Dan Peterson**  
VP of Technical Development, AMSOIL

**Mark Phillips, B.B.A. '73**  
Commissioner, IRRRB

**Tom Renier**  
Retired President, Northland Foundation

**Phil Rolle, B.B.A. '77, M.B.A. '99**  
Owner, PDR Consulting

**Susan Ross**  
Executive VP of Human Resources, maurices

**Brendon J. Schrader, B.B.A. '97**  
President/CEO, Antenna

**Bill Spang**  
Regional Business Manager, Northern State Bank

**Judy Weber, B.S. '64**  
CEO, Inter City Oil Co., Inc.

### EX OFFICIO MEMBERS

**Amy B. Hietapelto**  
Dean, LSBE

**Praveen Aggarwal**  
Associate Dean, LSBE

**Lawrence P. Johnson**  
Senior Director of Development, LSBE

**Joel S. Labovitz, B.A. '49**  
Chairman, Labovitz Enterprises  
Senior Fellow, LSBE

**Richard S. Brown**  
CEO, JNBA Financial Advisors Inc.  
Senior Fellow, LSBE

**Lendley C. Black**  
Chancellor, UMD

**Brian Levin-Stankevich**  
Interim Executive Vice Chancellor for Academic Affairs, UMD

**Rolf Weberg**  
Director, Natural Resources Research Institute

# SPOTLIGHT ON GIVING

*The power of people helping people is unmistakable as we look at how an LSBE donor's gift is helping a busy student succeed in the classroom.*

## **DONOR:** WALKER FAMILY

Established by Harry Carl Walker via his will in 1982, The Harry and Margaret Walker Bureau of Business and Economic Research (BBER) Fund, also known as the Walker Fund, supports LSBE student summer research projects at the BBER. The scholarship includes a research salary plus a stipend for housing, meals, and incidentals.

Harry's son Robert taught at LSBE from 1976 to 1984 and said his father, who passed away in 1983, was a great believer in the value of education and in helping those with financial needs obtain higher education.

As former faculty at LSBE, Robert said he, too, understands the financial burden of college. "When I taught at LSBE, I found that students' grades suffered significantly if they worked 20 or more hours a week while carrying 15 or more credits. I hope that scholarships will free students from having to work too many hours to support themselves in school."

## **RECIPIENT:** TRAVIS EISENBACHER

As a recipient of a scholarship from the Walker Fund, LSBE junior finance major Travis Eisenbacher was able to become an undergraduate research assistant at the Bureau of Business and Economic Research (BBER).

Prior to receiving the scholarship in May 2015, Eisenbacher said he usually moved back with his parents in the summer to save money. Unfortunately, there were not many open jobs there. The scholarship allowed him to have a summer research experience while saving money.

"Working with the BBER really added a lot to my time at UMD," said Eisenbacher. "Getting to not only be part of all the projects that have come through the Bureau but also take the lead on several and choose which ones I want to be more involved in has really been a unique experience in college."

One of Eisenbacher's projects was on Lake Vermilion tourism and fishing.



Eisenbacher, who is also chapter president of Alpha Delta National Fraternity, says he hopes to take the knowledge and skills he has developed through his experiences into a career in investment management.

*If you are interested in establishing a scholarship or supporting LSBE in other ways, contact Lawrence "LJ" Johnson: (218) 726-6696, lpjohnso@d.umn.edu.*

## FIRST FULL-TUITION SCHOLARSHIP PRESENTS NEW POSSIBILITIES FOR SCHOOL

*In fall 2015, LSBE awarded its first full-tuition scholarship, a game-changing gift for both students and the School. Made possible by a \$250,000 donation from a 1979 LSBE alum, the renewable, endowed scholarship is awarded to a full-time LSBE undergraduate student, who is preferably a freshman.*

Brandon Evancevich, freshman pre-business student, was the first student to receive the scholarship. Evancevich's mother, father, and sister all have severe illnesses that cause great financial hardship on the family. Evancevich said bills were overwhelming, and even though he wanted to go to college, he didn't know how he would afford it.

"When I was told I had received a full-tuition scholarship, it seemed too good to be true. It was the answer to our prayers," said Evancevich. "This [scholarship] has opened so many doors for my future, and I hope that someday I can pay it forward and help students achieve their dreams here at UMD and LSBE."

In addition to benefiting students, LSBE Senior Director of Development Lawrence Johnson says the full-tuition scholarship will be a valuable recruitment tool for the School. "One way to help students make the choice to come to LSBE is through scholarships like this. It can be what makes the difference."

Because it is an endowed scholarship, the expectation is that the fund will adjust with inflation. Only a small percentage, typically from interest earnings, is drawn annually for the scholarship, with the remaining earnings going back to the principal. This ensures the fund will provide scholarships in perpetuity.

## ELECTRONIC SERVICE REQUESTED

### ONLY ONLINE

- Read about faculty-published research and presentations.
- Meet the recipient of the LSBE Outstanding Faculty Advisor Award.
- Learn how an LSBE alumnus is helping young athletes achieve their dreams.

Connect at [lsbe.d.umn.edu](http://lsbe.d.umn.edu). Go to About and click on "LSBE Newsletter."

## STUDENT-INITIATED SCHOLARSHIPS: IT'S NEVER TOO EARLY TO GIVE BACK

*It's one thing for alumni and friends of the School to establish scholarships; it's quite another when current LSBE students initiate them.*

The Financial Markets Program Legacy Scholarship and the ReMAP Alumni Scholarship are two LSBE scholarships funded by current students of each program.

This is a prime demonstration that it is never too early to give back.

### UMD/LSBE FINANCIAL MARKETS PROGRAM LEGACY SCHOLARSHIP

The Financial Markets Program Legacy Scholarship was established as a legacy gift by the 2011 graduating class of the LSBE financial markets program. Brian Resch (B.S. '11) said his class wanted to do something that would have a lasting impact on the financial markets program. They wanted to ensure that the program could continue providing the valuable educational experience his class enjoyed for future generations.

Resch said he hopes the fund helps students get the most out of their program experience. "The value of the financial markets program experience increases with the level of commitment and engagement from participants. By reducing the pressure to juggle financial and academic priorities, participants should have more time to give to their program experience, which should yield graduates who are better prepared for the industry."

Another important role of the scholarship, said Resch, is inspiring students to see the importance of giving of their time and resources. "The program would not exist today without the ongoing financial support of multiple organizations and the personal support of LSBE leadership and faculty, industry professionals, and program alumni."

### ReMAP ALUMNI SCHOLARSHIP

The ReMAP Alumni Scholarship was established in December 2012, when the first students graduated from the new marketing analytics major. The first scholarship was awarded in spring 2015.

Katalina Moua, a senior marketing analytics major, said she contributed to the ReMAP Alumni Scholarship because, as a ReMAP participant, she knows how amazing the program is. She hopes to help other students gain hands-on experience and knowledge about marketing analytics the way she did.

"I plan on continuing to contribute to the fund after graduation not only because I can afford to, with the job ReMAP helped me land, but especially because it really is a great experience being a part of a unique program like this, and the skills learned will benefit the students in the long run," said Moua.

Anthony LaPoint, a senior marketing analytics major who donated to the fund, said he understands how college can be a financial burden. LaPoint finds it rewarding to help students who are going through the same program as he did. "I personally know these students eligible for the scholarship. This is important to me, because if I am willing to give money to something or someone, I like to know it is going to someone deserving."