

Spring 2008

# MARIST

*magazine*

A rowing team of about ten people is seen from behind, rowing a long, narrow boat across a large body of water. The scene is set at sunset or sunrise, with a warm, golden glow on the horizon and the water's surface. In the background, there are dark, silhouetted hills or mountains under a sky with soft, wispy clouds. The overall mood is serene and focused.

**Launching**  
*The Campaign*  
*for* **Marist**

# TODAY

*you can help*

- ADVANCE** Marist's highest priorities
- PROVIDE** scholarship support to a deserving student
- DELIVER** knowledge without boundaries to the classroom
- CREATE** new programs and services for all Marist students
- INSPIRE** a student with an important internship opportunity
- SHARE** the experience of studying in a foreign country
- CONTINUE** to provide state-of-the-art technology throughout the campus
- CHALLENGE** students to become whom they have always dreamt of becoming
- CHANGE** a student's life forever
- SUPPORT** the College's most vital fund...

2008  
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2008

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# MARIST

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The women's basketball team earns its third consecutive trip to the NCAA Tournament, men's and women's swimming and diving pull off upsets to win the Metro Atlantic Athletic Conference Championships, and women's soccer and football secure regular-season MAAC titles.

*Marist Magazine* is published by the Office of College Advancement at Marist College for alumni, friends, faculty, and staff of Marist College.

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### Excelling with Instruments

Music and science have been passions since childhood for each of the young Gupta brothers. Now Robert, after graduating from Marist at age 17 and earning a master's in music at Yale, is the youngest violinist in the Los Angeles Philharmonic. Akshar Patrick will graduate this May at 17 and is headed for a master's in public health and then medical school.



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### Departure spa Takes Off

Entrepreneur Gina Egel Stern '99 has made her unique concept of airport spas a million-dollar success and is sharing her vision with at-risk youth.



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### Dr. Elmore Alexander Named Dean of the School of Management

**D**r. Elmore Alexander has been named dean of the School of Management.

He served as interim dean since January 2007. Prior to joining Marist, he was dean of the School of Business Administration at Philadelphia University. Previously, he served as director of the Division of Business and Management at Johns Hopkins University, associate dean and chair of the Management Department within the Kogod School of Business Administration at American University in Washington, D.C., and as professor of management and director of the Fogelman Executive Center at the University of Memphis.

He has a PhD and MA in organizational behavior from the Terry School of Business at the University of Georgia and a BA in economics and communication from Wake Forest University. His research interests include various aspects of organizational communication and verbal and sexual harassment in the workplace. He has authored more than 70 articles, papers, and presentations. His research has been published in the *Journal of Conflict Resolution*, *Journal of Management*, *Management Communication Quarterly*, *Journal of Information Technology Management*, and *Personnel Psychology*.

He has made presentations at numerous professional conferences including the Academy of Management, the American Accounting Association, Decision Sciences Institute, and the Society for General Systems Research. He has served as a consultant for organizations such as the Army Research Institute, Federal Express, Hunt-Wesson Foods, and the U.S. Postal Service. ■

**Dr. Elmore  
Alexander**

### Marist To Join Pioneer Football League in 2009: Red Foxes Will Become 10th Member of League

**M**arist football has not only a new home—Tenney Stadium at Leonidoff Field—but also a new conference. Marist has accepted an invitation to join the Pioneer Football League, beginning in 2009. The Red Foxes will become the 10th member of the league, joining Butler, Campbell, Davidson, Dayton, Drake, Jacksonville, Morehead State, San Diego, and Valparaiso.

“We are proud to be included in a league with schools known nationally for their accomplishments in the classroom and on the football field,” says President Dennis J. Murray. “Marist fosters an appreciation of what it means to be a true student-athlete, encouraging success in academics as well as athletics. The colleges and universities in the Pioneer League share this same philosophy, so we feel we have found the right home for our football program.”

In 2009, each Pioneer League team will play eight conference games in a round-robin format. Each team will have four league home games and four league road games. The Pioneer League, established in 1991, competes in the NCAA Football Championship Subdivision. All of the league’s members are committed to the non-scholarship football model.

“The Pioneer League is a great fit for our football program, and I’m excited that we will have a chance to showcase our student-athletes and institution on a national level,” says Marist Director of Athletics Tim Murray. “We will be competing in a stable conference

that exemplifies the standards and overall experience that we strive to provide for our student-athletes at Marist.”

“I am very excited about the opportunity to join the Pioneer League in 2009,” says Marist Head Coach Jim Parady, who will be entering his 17th season at the helm in 2008. “The Pioneer League is very competitive, with the last three Mid-Major National Champions coming from it. The league gives us an opportunity to play a national schedule with games from Florida to California. This will help us with recruiting and enable us to attract student-athletes from all across the country.”

“The Pioneer Football League enthusiastically welcomes Marist as our newest member,” says PFL commissioner Patty Viverito.

Marist football was established as a club sport in 1965.

The program was elevated to varsity status in 1978 and began competition at the I-AA level in 1993. From 1994 to 2007, the Red Foxes competed in the Metro Atlantic Athletic Conference Football League. Marist earned its first conference championship as a varsity program in 1990, when the Red Foxes won the Atlantic Collegiate Football Conference crown with a 5-0 league mark. The Red Foxes won the MAAC crown outright in 1994 and earned a share of the league title in 2006 and 2007.

Marist will compete as an FCS independent in the 2008 season. Fans can visit [www.goredfoxes.com](http://www.goredfoxes.com) for more information. ■



### Marist Students Win Prestigious Sakai Award

**E**ight Marist graduate students were presented with a “Sakai” award at the Sakai conference in Newport Beach, Calif., in December for their contributions to Sakai’s quality assurance efforts.

The Sakai Project is a landmark venture to create open-source course management, collaboration, and online research support tools for the higher education community. Begun through a collaboration involving the University of Michigan, Indiana University, MIT, and Stanford University, it now includes approximately 100 universities, colleges, and institutions of learning around the world. Marist has been a Sakai Partner since 2005.

The students are Ajay Parimi ’08, Lochan Chhetri ’09, Pashupathinath Rajendran ’09, Sravanthi Tipirneni ’08, Omprakash Vadapalli

’09, Venkatesh Subramanian ’08, Vidhya Kolappa Pillai ’09, and Vidhya Rajan ’08. Their work in Marist’s Office of Academic Technology and eLearning gives them the opportunity for significant hands-on experience with Sakai.

Marist faculty and staff are becoming known as leaders in the Sakai community. Sakai development work is underway through the IBM Joint Study project, and Director of Academic Technology and eLearning Josh Baron has been elected to the Sakai Foundation Board. Marist faculty members are also increasingly adopting the Sakai course management system.

The Sakai award was introduced in 2007 as the mascot of the Sakai community. ■

# OUT & ABOUT

## Receptions Highlight Capital Campaign

President Dennis J. Murray has been attending regional receptions to update Marist alumni and friends on The Campaign for Marist, the College's newly launched capital campaign (please see page 4). In February, more than 80 alumni and Marist friends attended a reception hosted by the Long Island alumni chapter at Pomodoro Ristorante in Huntington Village, N.Y. In Palm Beach, Fla., Dennis and Marilyn Murray hosted a reception for alumni and friends at the Ritz-Carlton. ■



Guests at the Long Island alumni chapter event included Cynthia Bodenheimer Sheehan '74 and David Sheehan '74



Left to right, Marie Wicks '86, Maureen Doolan Boyle '81, Jack Boyle '78, and John O'Shaughnessy '82 enjoy themselves at the Long Island reception.



Among those at the Palm Beach reception were (left to right) Chris Edelstein '98, Nicole Lauck Edelstein '98, President Dennis Murray, Joann Puma-Pfaffenberger '95, and Walter Pfaffenberger.

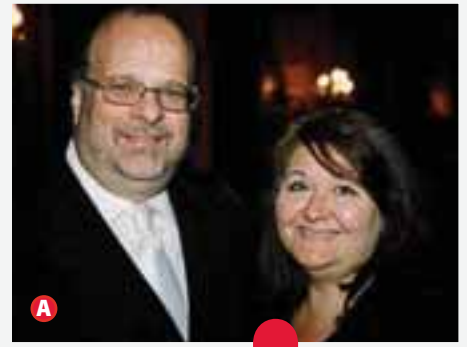
## (IN BRIEF)

**Marist College's strong financial position** was affirmed by two financial rating agencies in advance of a bond issue on behalf of the College. Fitch Ratings, in its initial rating of Marist, assigned an "A" rating on new and outstanding debt issues of the Dutchess County Industrial Development Agency issued on behalf of the College. Moody's gave an upgrade from "A3" to "A2," the equivalent of the "A" rating by Fitch. This high rating follows an upgrade of Marist bonds last summer by Moody's from Baa1 to A3. Fitch and Moody's both declared the College's outlook to be "stable." Fitch and Moody's cited several reasons for the assigned credit ratings such as Marist's stable enrollment trends, which have resulted in solid operating margins and healthy balance sheet liquidity; a moderate debt burden; and proven fund-raising capabilities. Conservative financial management and debt issuance policies, and above average student selectivity, also underpin the rating.

Marist College has named **Dr. Helen Rothberg** and **Dr. Eitel Lauria** recipients of its 2007-2008 Faculty Recognition Award. Rothberg is a professor of strategic management and Lauria is an assistant professor of information systems. School of Management Dean Elmore Alexander acknowledged Rothberg for establishing "a substantial stream of research in the area of competitive intelligence" and praised her ability to "inform practitioners and students while bringing recognition to the College." Lauria was recognized for his publication and presentation list that is "nothing short of spectacular," according to School of Computer Science and Mathematics Dean Roger Norton. "Dr. Lauria has nearly 20 accepted papers in some of the top-ranked journals and conferences in the world." In November the president of Argentina, Cristina Fernandez de Kirchner, presented Argentina's most prestigious IT award, the Sadosky Prize, to Lauria in Buenos Aires for his paper, "Statistical Machine Learning for Network Intrusion Detection: A Data Quality Perspective," co-authored with Giri Tayi of the University at Albany.

Marist's Board of Trustees voted unanimously in November to bestow the title of professor emeritus on **Gerard Cox**, associate professor of English, and **Peter O'Keefe**, associate professor of history. ■

# Launching The Campaign



More than 400 alumni, friends, parents, faculty, staff, and trustees of Marist gathered at the Metropolitan Club Nov. 9 in New York City for the public kickoff of The Campaign for Marist.



**A** Brian and Karen McSherry, parents of Katharine '08 **B** Left to right, Michael Flynn '96, Candida Fink, MD, Michael LaCugna '96, and Rebecca Bowes '96 **C** Trustee Brendan Burke '68 and his wife, Betsy **D** President Dennis Murray and Trustee Dan Hickey '66 **E** Left to right, Karen Fusaro '97, Christina Adzima '96, and Scott Haywood '95 **F** Lauren Moran '07 and her father, William Moran **G** Angela Harris and her husband, Trustee Stan Harris, MD, '68/'06 **H** Left to right, Dr. Barbara Carvalho '79, director of the Marist Poll; Rob Dyson, chair of the Board of Trustees; and Dr. Lee Miringoff, director of the Marist College Institute for Public Opinion



# for Marist

A college is all about students, so it was only fitting that the party couldn't start until the students arrived.

More than 400 alumni, friends, parents, faculty, staff, and trustees of Marist had gathered at the Metropolitan Club Nov. 9 in New York City for the public kickoff of The Campaign for Marist, the College's first comprehensive capital campaign in 61 years. The Marist Singers Chamber Choir was to open the festivities, but their bus was delayed in Friday rush-hour traffic.

Nobody at the party seemed to mind. Guests had plenty of people to talk to, and a lot to eat, drink, and look at—not only two large video screens offering a slide show of campus and student images but also the magnificent, historic club itself, which was designed by Stanford White and built in 1894.

The Marist Singers were worth waiting for. The 36-member choir entered the hall performing "Bonse Aba," a traditional Zambian song of celebration, accompanied by a student playing a djembe, an African hand-drum. The performance was a natural segue to what Marist Trustee and Campaign Chair Tim Brier '69,

stepping to the podium, wanted to say.

"I can't think of a better, timelier example of what Marist College is all about: harnessing the talents, hard work, and service commitment of young men and women to make their mark on our world and change it for the better," he said.

Brier, a co-founder of Priceline.com, then opened the program by describing how his career had been directed by the experience of spending his junior year in Europe as part of Marist's inaugural Study Abroad Program. "Many of you have had your own special encounter with a Marist person or situation that was transformational to your life. For those of us who have gone to Marist or have been involved in some other way ... we really are who we are because of our time there."

Marist President Dennis J. Murray then told the crowd that every great educational institution in America has had a pivotal point in its history when those who loved the institution made extraordinary commitments to ensure its future success. "Marist is now at such a pivotal point as we launch our capital campaign. The Campaign for Marist will be a transformational moment in the life of our College."

The president said the campaign would improve every facet of the institution and target the College's endowment. Endowment is the capital that provides ongoing income for an institution.

Rob Dyson, chair of Marist's Board of Trustees, then announced the campaign goal of \$75 million. He added that \$45 million had already been

The Campaign for Marist will focus on:

- constructing and expanding academic facilities
- building the endowment
- creating faculty chairs and enhancing academic support to retain and recruit first-rate professors
- attracting highly talented and competitive students by ensuring access to Marist through endowed scholarships and increased financial aid
- enriching student life through support for music, art, theatre, and athletics
- creating in each of Marist's seven schools "centers of excellence" like the Marist College Institute for Public Opinion and the Hudson River Valley Institute
- ensuring that Marist continues to support the less fortunate in society through Campus Ministry and community service programs

raised toward that goal in gifts from trustees, friends, and alumni during the initial, Silent Phase of the campaign.

The success of the campaign, he said, is "not just about large gifts from generous donors, although we are grateful for them. It is about a vote of confidence for the future of Marist College, and a chance to participate in securing the College's future. Please consider your love for Marist and the impact the College has had on your own life and could potentially have on another student's life when you too are asked to make a commitment to the Campaign.

"It's up to all of us to give back—and, in turn, move Marist forward. Please be a part of it."



**I** Director of Choral Activities Sarah Williams leads the Chamber Choir **J** Left to right, Allen Tobin '93, Denis Clifford '93, and Margot Tobin '93

## Constructing and Expanding Academic Facilities

The construction and expansion of new academic facilities that has marked Marist's transformation over the past 30 years will continue to be important to meeting the needs of students.

Among projects The Campaign for Marist will support is the Hancock Technology Center, named for Marist's Board of Trustees vice chair, Ellen Hancock, and her husband, Jason, who provided the leadership gift. The center will be not only a hub for information technology but also a facility where students from all academic disciplines can learn and experience how technology plays a role in their particular field of study. The new facility will contain smart classrooms, a 250-seat presentation center, seminar rooms, research space, computer labs, and a data center. It will consolidate Marist's technology research, teaching, and training activities while strengthening the College's expertise in the areas of large-scale data centers, distributed networking, cyber-security, virtual servers, open source software, delivery of rich media content, and e-learning environments.

The campaign will also enhance other academic facilities on campus and will include construction of an Investment Institute and a trading room for the School of Management.



K

## Creating Faculty Chairs and Enhancing Academic Support to Retain and Recruit First-Rate Professors

A campaign priority will be funding faculty chairs and efforts to retain and recruit talented professors.

Faculty chairs help distinguish the College as a leader in the field in which the chair is established. They can bring special prestige to the College's academic image. They offer Marist an opportunity to add to its faculty an eminent authority in the designated field that the institution otherwise could not afford.

Marist's first endowed chair was the Dr. Richard Foy Chair in Computer Science, named in honor of Dr. Richard Foy '50, president emeritus of the College. The chair was co-founded in 1979 by Marist Trustee Arthur Brook and the McCann Foundation, under the leadership of John J. Gartland Jr. who was president of the McCann Foundation and a Marist trustee.

The Foy Chair recognizes a special interest and expertise of its namesake. It was largely through Richard Foy's efforts that all of the College's key administrative offices adapted their functions to computer use beginning as early as 1967. Throughout the 21 years he served as Marist's president, he chose to teach at least one undergraduate course in mathematics or computer science during each semester.



L

## Attracting Talented Students by Ensuring Access to Marist Through Endowed Scholarships and Increased Financial Aid

The College's leadership has always strived to keep a Marist education high quality and accessible. Now more than ever, the support of others is needed to make this possible.

As a relatively young institution with a modest endowment, Marist is very tuition-reliant. Under the leadership of President Dennis J. Murray, astute fiscal management has provided Marist with a strong financial base and continuous balanced budgets. Meeting enrollment goals, though, remains paramount, and financial assistance is especially important for the average Marist family.

There is no greater need at Marist than helping students finance their education. Increasing tuition costs coupled with decreasing state and federal aid for private colleges have caused Marist to dramatically increase its institutional aid budget since 1990. More than ever, endowment is needed to provide a permanent base from which scholarship funds can be drawn reliably.

Scholarships offer a range of naming opportunities. The nearly 100 scholarships offered at Marist include ones that remember a loved one such as a spouse or child; honor a parent; dedicate funds to promising students in a specific discipline; encourage leadership development and community service; pay tribute to faculty or staff members; honor trustees; support students in certain geographic areas; and support students attending high schools administered by Marist Brothers or where the Brothers have a presence.

Many Marist scholarships are designated for upperclass students. Scholarships designated for incoming freshmen can help make Marist an affordable choice.

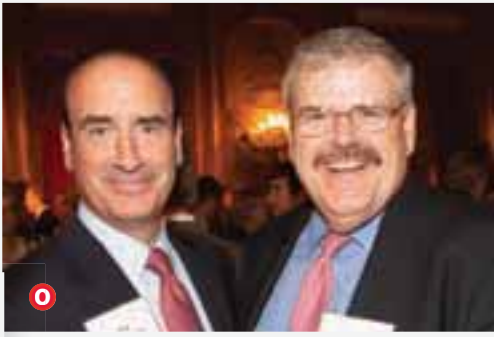
**K** Left to right, Dr. Jim Johnson, executive director, Hudson River Valley Institute; HRVI Advisory Board members Barnabas McHenry and Todd Brinckerhoff, also a Marist trustee; and Dr. Thom Wermuth '84, vice president for academic affairs  
**L** Marilyn Murray, Jason Murray '83, and President Dennis Murray  
**M** Trustees Ross Mauri '80 and Ellen Hancock  
**N** Trustees Tom Ward '69 and Chris McCann '83  
**O** Trustee Pat Lavelle '73 and Jim Streibel, father of KellyAnn '09  
**P** Trustee Pat Connolly Pantello '76 and her husband, Ron



M



N



### Creating “Centers of Excellence” in Each of Marist’s Seven Schools

A successful campaign will also mean the development of more “centers for excellence” at Marist—concentrations of expertise, resources, and services that not only foster teaching and learning, but also share the results of their work to benefit external communities.

One such existing center is the Marist College Institute for Public Opinion, now in its 30th year. MIPO becomes most visible in a presidential election year as student pollsters take the pulse of both the region and the nation and results are circulated to the media. But students also conduct public opinion polls on matters besides politics, resulting in data that decision-makers can use to shape policy.

The Hudson River Valley Institute is another Marist-based center that does valuable work for the community. HRVI, which celebrates its sixth anniversary in June, is dedicated to studying and promoting the Hudson River Valley and to providing educational resources for heritage tourists, scholars, elementary school educators, environmental organizations, the business community, and the general public. Its many projects include the publication of the academic journal *Hudson River Valley Review* and the management of a dynamic digital library and regional portal.

### Ensuring that Marist Continues to Support the Less Fortunate Through Campus Ministry and Community Service Programs

Marist is known for its tradition of service, a legacy of the founding Marist Brothers. This tradition continued during the fall 2007 semester as the campus responded to a variety of Campus Ministry programs.

In November, Marist contributed more than \$6,500 through annual Hunger Month activities. The money was donated to organizations that help in the fight against hunger. In addition, students filled and distributed 50 boxes of food to families in Dutchess County as part of their annual Thanksgiving food drive. In December, faculty, staff, and students donated more than 700 presents as part of the annual Giving Tree project, bringing a merrier Christmas to 31 families, including 83 children, in the City of Poughkeepsie.

Service is also a major part of activities of other organizations on campus. For example, in October the Student Government Association sponsored a walkathon for Special Olympics Miles for Medals, raising \$17,000. Approximately 450 people participated in the event, held in the McCann Center.

### Enriching Student Life Through Support for Music, Art, Theatre, and Athletics

The campaign will enhance the collegiate experience outside the classroom by supporting the arts and athletics.

The campaign has already made a significant impact on athletics at Marist with the construction and dedication of Tenney Stadium at Leonidoff Field (please see page 9). Construction of the stadium started in October 2006 and was completed in October of 2007. The architectural firm of Skidmore, Owings & Merrill LLP designed and oversaw the project, which enhanced and developed two key areas of the facility—the playing surface and spectator seating. The stadium is now used by five varsity programs—football, men’s soccer, women’s soccer, men’s lacrosse, and women’s lacrosse—as well as by intramural and club teams. The facility also has improved the spectator experience for all students and parents.

The capital campaign will also fund renovation of the James J. McCann Center. Plans call for refurbishment of seating and locker rooms that have remained unchanged since they were built 25 years ago. At that time, Marist athletes numbered 125 and were mainly men. The upgrades would serve the now 600 male and female Marist athletes. Improvements to gym/track seating will provide more attractive and comfortable accommodations, potentially increasing revenue from athletic and cultural events.

Campaign support for arts programs would include appropriate rehearsal space for Marist’s Music Department, sorely needed by the College’s much-lauded bands and choirs.

**S**upport for The Campaign for Marist will allow Marist to continue fulfilling its mission, says Robert L. West, vice president for college advancement. “Everyone who’s been associated with Marist takes pride in the College’s transformation over the past 30 years. They also recognize the importance of increasing Marist’s endowment for the future. The Campaign for Marist is a new and different undertaking because it centers on people—faculty and students—as much, if not more than, on buildings.”

#### Here’s How You Can Help:

- **Advocate for Marist** Spread the word about Marist. Encourage classmates and other friends to support The Campaign for Marist.
- **Make a Gift** Start with an annual gift to the Marist Fund and then, if possible, make an additional gift to help the capital campaign.
- **Bring Your Friends Along** Ask others to join you in giving.
- **Volunteer for Marist** Join the online Marist Alumni Career Network. Help Marist’s Center for Career Services arrange an internship for a Marist student in your workplace. Help our Alumni Relations office plan your class reunion. Assist with plans for Homecoming Weekend Oct. 4–5, 2008. Help organize alumni events in your area. Host a Marist event at your home, workplace, or club. Tell us about classmates interested in volunteering for Marist.

For more information or to volunteer, contact Robert L. West, Vice President for College Advancement, at (845) 575-3412 or robert.west@marist.edu.

## What is an Endowment?

College and university endowment funds are important sources of revenue. Endowments are very complex. They usually consist of many—sometimes thousands—of different funds. Most of these funds are subject to restrictions that donors impose and that institutions are legally required to uphold. Endowment funds are managed to provide a permanent source of income to support the teaching, research, and public service missions of institutions.

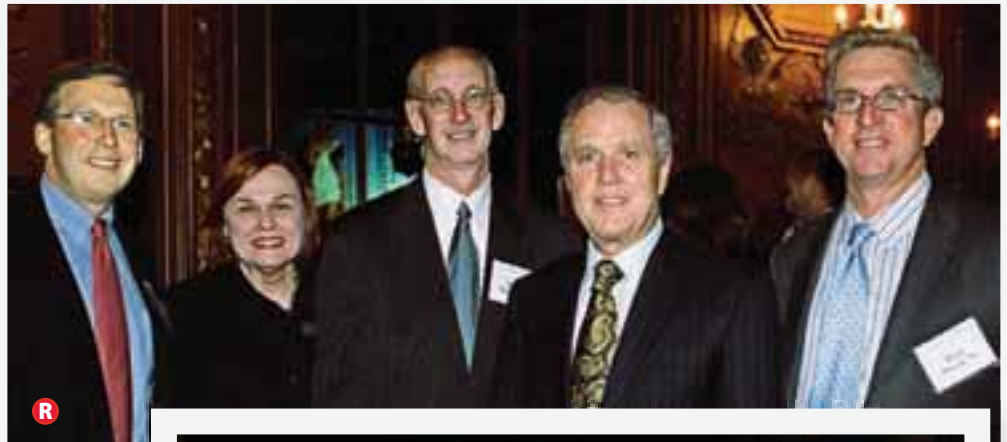
Charitable donations are the primary source of funds for endowments. Donors typically restrict their gifts to specific purposes such as establishing student scholarships, creating professorships, instituting new programs, or constructing new facilities. Some donors provide unrestricted gifts that enable institutions to support general operations or special initiatives. Endowments typically grow over time and through a combination of donations and investment returns.

Colleges and universities spend endowment income on a wide variety of purposes. At institutions with large endowments, endowment spending contributes significant resources toward their operating budgets; in some cases, it is the largest source of revenue for the institution. Thus endowment spending helps to keep tuition below the level that would be necessary if tuition alone paid the true cost of educating a student.

A typical college or university endowment includes many individual funds that are restricted (most often by donors, but also by the institution) to student financial aid. Faculty chairs or professorships are another leading purpose for which individual endowment funds are dedicated. As with endowment funds for student scholarships, investment income earned by faculty endowment funds is used annually to fund the professorships. Endowed professorships are often awarded to leading scientists and scholars who are contributing significantly to teaching and research in their respective disciplines.

Some alumni and donors make charitable endowment gifts for the restricted purpose of supporting intercollegiate athletics. Colleges and universities use investment income from such gifts to fund athletic scholarships, facilities, salaries, and equipment.

—Excerpted and reprinted with permission from the Council for Advancement and Support of Education



**Q** Left to right, Jim Joyce '74 and Trustees Mary Joyce '74 and Mark Dennis **R** Left to right, Joe Finnerty '83, Shaileen Kopec, senior development officer for planned giving and endowment support, Greg Welsh '76, President Dennis Murray, and Brian Morris '76 **S** Left to right, Vice President for College Advancement Bob West, Trustee Tim Brier '69, and Ian Green '88 **T** Caroline Kretz '84 (second from left) and her husband, Charles Liu (far left), with Trustee Jim Barnes '84 and his wife, Donna

# Tenney Stadium at Leonidoff Field Is Dedicated

**A** new chapter in Marist athletics began on Oct. 6, 2007, with the dedication of Tenney Stadium at Leonidoff Field. The event, which took place during Homecoming & Reunion Weekend, drew 4,621 spectators including many alumni and local government officials.

During the opening festivities, Marist Trustee Tim Tenney, CEO of Pepsi Cola of the Hudson Valley, was honored for his leadership gift. Four other Marist benefactors were also honored for their leadership commitments: Matthew Daly '91; Susan and Jack Eberth '69; Tom Taylor '66; and CRM Holdings, Ltd., represented by Dan Hickey Jr. In addition, a \$50,000 grant for the stadium was received from the J. M. McDonald Foundation. Marist Trustee Pat Lavelle '73, president and CEO of Audiovox Corp., and Audiovox donated several flat-screen TVs for the stadium's press box as well as for other campus locations.

The stadium construction project consisted of removing the former grandstand and press

booth along the west side of the field and building a new precast grandstand structure along with a modern press booth, media booths, and VIP suites along the east side. An athletic training room, team and officials' dressing rooms, restrooms, concessions, and storage space were incorporated in the area located under the spectator seating. The new seating includes 1,744 chair-backs in the grandstand, with additional seating located on the West Berm, giving Tenney Stadium a capacity of 5,000. ■

**U** President Dennis Murray (far left) and Director of Athletics Tim Murray (far right) with Trustee Tim Tenney (second from right) and his family **V** Matthew Daly '91 and his son, Jack, who represent, along with Matt's father, three generations of the Daly family involved with Marist—the Hon. T. F. Gilroy Daly served on Marist's Board of Trustees from 1994 to 1996 **W** Jack Eberth '69 and his wife, Susan **X** Tom Taylor '66 (left) and Tim Murray **Y** Dan Hickey Jr. (left), representing CRM Holdings, Ltd., and Tim Murray



**U**



**V**



**W**



**X**



**Y**

The dedication of Marist's new stadium drew more than 4,600 spectators including many alumni.



# From the Wheelhouse to the White House

**An unforgettable internship at the White House has shaped future plans for political science major Vinny O'Neill '09.**

**V**inny O'Neill Jr. was measuring a lobster's carapace on the 42-foot *Rebecca E.B.* in the middle of Long Island Sound when the White House called.

He had his hands full at that moment with his summer job working for the New York State Department of Environmental Conservation on its western Long Island Sound lobster survey. So he wrote the caller's number down on a cardboard bait box and returned the call later. It was then he learned that the White House wanted to interview him for the internship he had applied for. The interview took place that night by phone.

The next time the White House called, the Marist junior was installing a bilge pump on a boat in the DEC equipment yard. When it came to boats, he had been the go-to guy all summer; he grew up around the marine business his father owned in Bohemia, N.Y.

It didn't take him long to accept the offer of an internship in the White House Office of Presidential Correspondence. "For a political science major, it was the pinnacle of success, the be-all and end-all," says O'Neill.

The internship, which he heard about through American University's Washington Semester program, proved to be a full-time commitment. From September to mid-December 2007, O'Neill lived on American University's campus in Washington, D.C.—one of the few students who left his dorm each day wearing a suit—and worked at the White House Monday through Friday from 8 a.m. until 7 p.m. and sometimes on Saturdays. Known as "Intern Vinny," he was the only intern assigned to the

presidential writers; during his time there he took part in the composition of proclamations, executive orders, and correspondence to heads of state and often assisted staff members by proofreading their work before a final edit.

As a Republican, he was in his element. "Every time I walked out [of the West Wing], I was awed."

He met President George W. Bush several times and found him to be a very nice man who would ask how he was doing and thank him for his hard work. He also met former Kansas senator Bob Dole, who co-chairs the President's Commission on Care for America's Returning Wounded Warriors; Vice President Richard Cheney; Secretary of Homeland Security Michael Chertoff; and White House Chief of Staff Joshua Bolten. He watched Marine One arrive with the president on board. He and eight other interns sat in the Presidential Box during a concert by the National Symphony at the Kennedy Center, tickets that arrived in a special envelope bearing the presidential seal.

Through the internship, he made contacts, earned references, and forged many strong friendships. "We spent so many hours together. Even though it's the White House, it's still an office. We have fun just like [employees in] any other building."

Coming back to college after the internship was difficult, he says. "I miss it every day. It's hard to go from doing to practicing. I was immersed in the world of politics."



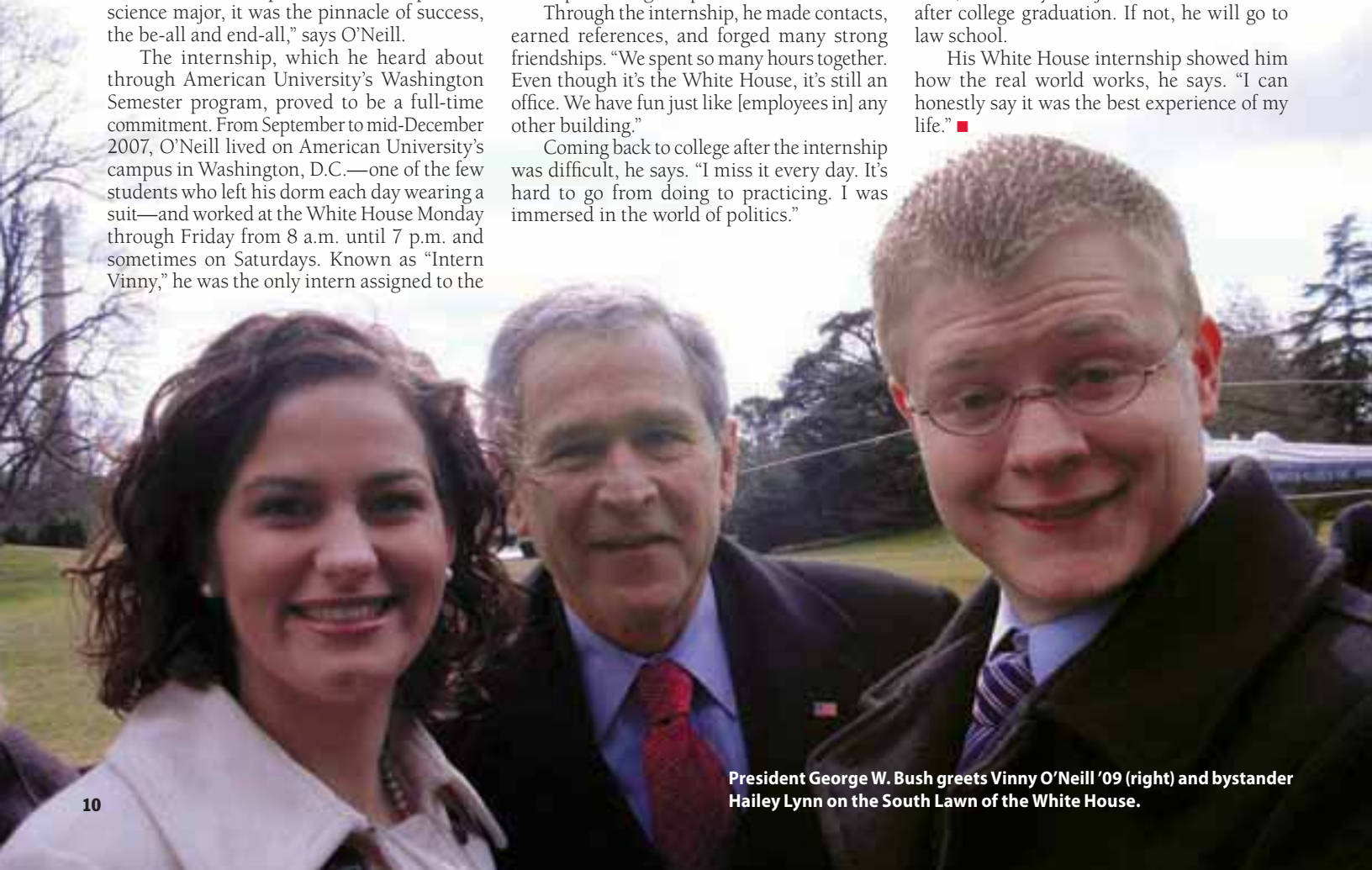
PHOTOS COURTESY OF VINNY O'NEILL '09

**"Intern Vinny" at the White House**

Still in Washington mode, he checks the online news networks 10 times a day. He returned to D.C. over the Christmas break to visit his friends. They took him to watch Marine One land on the South Lawn, where the president greeted him and paused for a photo.

A former volunteer for the Rudy Giuliani campaign, O'Neill hopes to land a position with the John McCain campaign this summer in Washington, D.C. If the Republican candidate wins, he will try for a job in the White House after college graduation. If not, he will go to law school.

His White House internship showed him how the real world works, he says. "I can honestly say it was the best experience of my life." ■



**President George W. Bush greets Vinny O'Neill '09 (right) and bystander Hailey Lynn on the South Lawn of the White House.**

# An Enduring Gift

**A dream of the Foy Brothers four decades ago, the Peter and Virginia Foy Scholarship endowment has grown from a gift of \$5,195 to nearly \$112,000 today and has helped more than 30 students complete their college education.**

**T**he Foy Brothers—Richard and Peter—were born three years apart in the 1920s in a house on 237th Street in the Wakefield section of the Bronx. Their mother, the former Virginia McKeon, was a native New Yorker with family roots in Ireland. Their father, Peter, emigrated from Ireland and fought with the U.S. Army in France in World War I. His sons recall his personal diary describing how horses pulled ammunition wagons on the battlefield in 1918.

Peter Sr.'s early ambition was to be a jockey, but he grew to be six-foot-two. (Son Peter topped him at six-foot-six; Richard stopped at six-foot-one.) To support his family—and that term came to include many relatives from Ireland—the senior Foy became an enterprising businessman who established 14 neighborhood grocery stores, mostly in Yonkers and the vicinity. While the introduction of supermarkets in 1938 brought an end to Royal Food Stores, the Foy parents' example of hard work, commitment to family, and faith in God created enduring values for their sons.

Peter served in the Marines during World War II and after his discharge enrolled at MIT to study electrical engineering on the GI bill. His career path took him into the emerging field of computers, and he became a lifelong Californian.

Richard entered the Marist Brothers, graduated from Marist College, and earned a PhD in mathematics from the Courant Institute at New York University. Appointed president of Marist College at 28, he was regarded then as the youngest college president in the country. In time, Richard left the Marist order but remained as Marist's leader for 21 years.

Among President Foy's many challenges was to create a sound financial base for his young institution. Older colleges had well-established endowments, and it was clear that some effort should be made to start such a permanent fund for Marist. The Foy brothers teamed up—Richard researching funds at other schools and determining a good model for the College, Peter making the first contribution. "I beat him



During the period when Richard Foy '50 (left) was president of Marist, his brother, Peter, established the College's first endowed scholarship to honor their parents, Peter and Virginia Foy.

to it. I take full credit," says Peter laughingly, adding, "Of course, he was a Brother."

In 1964, Peter and his wife, Eileen, gave \$5,195 to initiate the Peter and Virginia Foy Scholarship, named in honor of Peter's and Richard's late parents. The criterion for Marist's first endowed scholarship, which has endured for 44 years, was to help students with significant financial need achieve a Marist education. Over the years, more than 30 Foy Scholars have been able to do just that.

The \$5,195 given so many years ago, to help a young college and to honor beloved parents, has grown through prudent investment into a fund valued today at \$111,639.09. The endowment currently enables Marist to annually award a \$5,500 scholarship, as well as to continue building the fund for the future.

"Our father received the equivalent of a sixth grade education in Ireland, and our mother graduated from Newtown High in Queens," Richard recalls. "Both of them were caring and intelligent, but that was all the opportunity available to them. Today college is the expectation. Our parents stressed the importance of higher education to us, and we both pursued it. The Peter and Virginia Foy Scholarship is designed to ensure that bright young people like our parents are able to complete their college education—and at Marist." ■

## Establishing a Scholarship at Marist College

**D**uring The Campaign for Marist, one of the College's highest priorities is to increase scholarship endowment. The College has established a minimum gift level of \$25,000 for a donor to found a named endowed scholarship. A donor may establish a scholarship to support students in a specific major or to help students where the need is greatest. The scholarship may be named for the donor, a loved one, or as a memorial.

An individual scholarship fund becomes part of Marist's overall endowment for purposes of financial management, but each fund is individually tracked with respect to principal and annual award. A scholarship's annual award is based on 5 percent of the current principal's value for the individual fund and is derived from annual interest. The principal is never invaded, with interest beyond 5 percent reinvested. Endowment investment is regularly reviewed by Marist trustees.

For further information about establishing an endowed scholarship at Marist now or through your estate, contact Shaileen Kopec, senior development officer for planned giving and endowment support, at 845-575-3468 (private line) or shaileen.kopec@marist.edu.

BY SHAILEEN KOPEC



# Red Fox Roundup

**The women's basketball team earns its third consecutive trip to the NCAA Tournament, men's and women's swimming and diving pull off upsets to win the Metro Atlantic Athletic Conference Championships, and women's soccer and football secure regular-season MAAC titles.**

**A**nother year, another Metro Atlantic Athletic Conference Tournament gone by with the Marist women's basketball team winning the championship. Sounds like just another ordinary year, right?

Well, this year has been anything but ordinary for the Red Foxes, who continue to pile up victories at a record pace while gaining more attention at the national level.

On March 9, Marist earned its third consecutive trip to the NCAA Tournament and fourth in the past five years with an 83-63 triumph over Iona in the MAAC Championship game. In Baton Rouge, La., Marist defeated DePaul 76-57 March 22 in the first NCAA round before falling to LSU 68-49 March 24 in the second round, ending the Red Foxes' 22-game winning streak, the longest in the country. Marist finished the season with a program-best record of 32-3.

The excellence achieved by the team was displayed in the numerous honors earned by the team's players and coaches. Brian Giorgis was named MAAC Coach of the Year for the fourth time in five years. Rachele Fitz '10 earned MAAC Player of the Year honors just a year after winning MAAC Rookie of the Year. Erica Allenspach '11 followed in Fitz's footsteps by being named MAAC Rookie of the Year, and Lynzee Johnson '10 was recognized as the conference's top performer coming off the bench as she was lauded as Sixth Player of the Year. Sarah Smrdel '08 was named MAAC Tournament Most Valuable Player, while Fitz and Nikki Flores '08 earned MAAC All-Tournament Team honors.

The outstanding team and individual achievements were not lost on media and coaches alike across the country. For the first time in program history, the Red Foxes were ranked in the Associated Press poll and the ESPN/USA Today Coaches' poll during the season. Entering the NCAA Tournament, Marist was ranked 22nd in both.

On March 6, Marist was named the MAAC winner of the "Pack the House" challenge, an NCAA initiative designed to increase attendance at women's basketball games. In an effort spearheaded by Assistant Athletics Director Travis Tellitocci, Marist sold out its Jan. 25 game against Siena as 3,200 fans filled the McCann Center and were treated to a 78-48 victory for the Red Foxes.

BY MIKE FERRARO '01

The storylines in the 2007-08 school year through early March have been plentiful.

## Men's Basketball

The men's basketball team reached the MAAC Tournament semifinals for the third consecutive year and put together a record of 18-14. The Red Foxes have had the best record in conference play (37-17) of any team in the MAAC over the past three seasons.

While the Red Foxes' starting lineup generally consisted of four seniors, newcomers in the backcourt offered plenty of hope for the future. Freshman guard Jay Gavin led the team in scoring at 12.3 points per game and was named MAAC Co-Rookie of the Year, becoming the first Red Fox to earn MAAC Rookie of the Year honors. Red-shirt sophomore David Devezin stepped into the lineup at point guard and started all but one game, also finishing third on the team in scoring at just under 10 points per game.

## Men's and Women's Swimming and Diving

After a regular season in which the men's team lost a pair of conference meets and the women lost one as well, neither squad was tabbed as a favorite for February's MAAC Championships. But under the leadership of Head Men's and Women's Coach Larry VanWagner and Head Diving Coach Melanie Bolstad, both the



Soccer player Maria Baez '10

men's and women's teams pulled off upsets and emerged as MAAC champions. The two championships now give the Red Foxes' men's and women's programs a total of 22 since joining the MAAC for the 1995-96 season.

## Women's Soccer

Under the direction of third-year Head Coach Elizabeth Roper, the Red Foxes took a leap forward to become one of the MAAC's elite. Marist won the conference's regular-season championship and advanced to the MAAC Tournament final. The Red Foxes won a program-record 11 games while also setting single-season records for longest unbeaten streak (six games), goals scored (40), fewest goals allowed (20), and shutouts (seven). The program also earned a regional ranking from *Soccer Buzz Magazine* for the first time in program history as the Red Foxes were rated 14th in the Northeast in the final poll. Roper was named MAAC Coach of the Year, and sophomore Maria Baez was named First Team All-MAAC.

## Football

Marist celebrated the opening of Tenney Stadium at Leonidoff Field on Oct. 6 as the Red Foxes drew 4,621 fans on a sun-splashed day for their game against Duquesne. After a rough

Cross country/track runner Girma Segni '09



Marist earned its third consecutive trip to the NCAA Tournament with an 83-63 triumph over Iona in the MAAC Championship game.

start, the team rebounded in the second half of the season to claim its second straight share of a MAAC Football League championship. On Senior Day, Marist earned a thrilling 37-31 triple overtime victory and followed it up with a 17-14 win at Iona in the season finale to clinch a share of the MAAC crown. A total of 14 players earned All-MAAC honors, and Head Coach Jim Parady was named MAAC Coach of the Year.

### Men's and Women's Cross Country

The men's team had a strong second-place finish at the MAAC Championships, trailing only Iona, which just so happens to be ranked second in the country. Girma Segni '09, David Raucci '09, and Mike Rolek '08 were named All-MAAC after placing in the top 15 at the MAAC Championships. Segni and Raucci went on to earn All-East honors following their performances at the IC4A Championships. The women's team placed fourth behind a fifth-place overall finish from Brittany Burns '10, who was named All-MAAC for the second year in a row. The teams combined for 20 MAAC

All-Academic selections, with the men having a conference-high 11 selections.

### Men's and Women's Indoor Track

The Red Foxes had a strong indoor season athletically and academically. Caitlin Garrity '08 won the 5K at the MAAC Championships, and Girma Segni broke a school record in the 5,000 meters at the IC4A Championships. Marist led the conference with 31 All-Academic selections, including 18 coming on the women's side. Mike Rolek becomes the first student-athlete in school history to earn an NCAA postgraduate scholarship, making him just one of 174 student-athletes across the country to earn the honor.

### Men's Soccer

Under the direction of first-year Head Coach Matt Viggiano '99, the Red Foxes laid the foundation for a promising future. Marist finished sixth in the MAAC at 6-8-4 overall and 3-3-3 in the conference. The Red Foxes improved from start to finish in a season in which six freshmen were often in the starting lineup.

Three first-year players—Nico Mossa, Steven Morales, and Joe Touloumis—were named to the MAAC All-Rookie Team, while Shareif Ali '08, Marcelo del Rio '09, and Chris Nacca '09 were MAAC All-Academic selections.

### Volleyball

The Red Foxes finished the 2007 season with records of 10-20 overall and 6-12 in the conference. Sophomore Alexandra Schultze was named Second Team All-MAAC following a season in which she set the program's single-season record for kills with 488. Schultze notched a career-high 27 kills in Marist's triumph over Manhattan on Sept. 15. In addition to her achievements on the court, Schultze was also lauded for her work in the classroom, as she was one of five Red Foxes named to the MAAC All-Academic Team. She was joined by Christy Lukes '08, Kelsey Schaefer '09, Jordan Rowe '09, and Dawn Jan '10. ■

*Mike Ferraro '01 is interim sports information director at Marist. He was previously a sports writer and copy editor for the Poughkeepsie Journal.*

# Excelling with Instruments

**Music and science have been passions since childhood for each of the young Gupta brothers. Now Robert, after graduating from Marist at age 17 and earning a master's in music at Yale, is the youngest violinist in the Los Angeles Philharmonic. Akshar Patrick will graduate this May at 17 and is headed for a master's in public health and then medical school.**

**M**arist senior Akshar Patrick Gupta may be his brother Robert '05's biggest fan—and earliest critic. While Robert practiced his violin at an age when most kids were just learning to tie their shoes, Akshar, who is three years his junior, often sat contentedly, eating Cheerios. If his brother made a mistake, Akshar would look up from his cereal and say, "Wrong note!"

When he was old enough to play himself, Akshar took up the violin, and then the piano, primarily so the two could play duets. "Growing up we played tons of recitals together," says Robert, who last June became the youngest member of the Los Angeles Philharmonic at age 19. "He's a phenomenally gifted musician. He's completely embraced the amount of hard work and drive it takes to go into the sciences."

"I like the fact that a violin and piano can collaborate," says Akshar, who will graduate from Marist this spring at age 17 with a major in biology and minors in chemistry and music. And while his sights are set on medical school—"I hope to practice in something that involves pediatrics because I've always wanted to work with children," he says—Akshar hopes the opportunity to return to the stage with his brother will present itself soon. "I like to think of my music as an enhancement in my life," he adds. "I don't like to use the word hobby."

As Chandana Gupta tells the story, by the time Robert started nursery school in Montgomery, N.Y., "he pretty much knew the colors and he knew his alphabet. He couldn't tell us he was bored, but the only thing we could let him do independently was to watch TV." While he sat passively through *Mister Rogers' Neighborhood* and its ilk on PBS, whenever a musical program came on, "you would see



From a family photo album, Akshar at age 1½ and Robert in 1992



KEVIN BURKE

"My inspiration is Zubin Mehta because he embraces music with his whole heart," says Robert Gupta '05, who performed as a soloist with Mehta at age 12 in Tel Aviv.

BY DICK ANDERSON

his hands going all over the place,” she says. “We couldn’t buy a \$50,000 piano, but we got him a small keyboard.” Not long after, Robert switched to violin, “and he took off.”

“It became very serious, something that stemmed from a very deep love that I had for playing this music,” says Robert, who enrolled in the Juilliard School’s Pre-College Division at age 6 and performed his first solo two years later. His music took him across the United States and Europe, as well as to Israel, India, and Japan.

While he was flourishing musically, he found little support in his home school district. After six years of traditional school and skipping a grade as a 12-year-old, Robert did well enough on his SATs to win a scholarship to Mount Saint Mary College in Newburgh, N.Y. There he dove into his other passion—biology—and by his third summer was invited to do spinal cord research at Hunter College in Manhattan.

During his sophomore and junior years, he also began studies at the Manhattan Conservatory of Music. “My parents were commuting me back and forth every other day,” says Robert. (By her own estimation, Chandana was driving 60,000 to 70,000 miles each year taxiing her children to their schools.) “It became insanely difficult for them.”

Then Akshar, who had been home-schooled while also studying piano and composition at Juilliard, transferred from Mount Saint Mary to Marist. “One of the things that drew me to Marist was that I could be a music minor,” says Akshar, who completed that course of study with a 4.0 GPA. He is now finishing his studies while waiting to hear back from graduate schools (he plans to pursue his master’s in public health en route to a career in health management).

According to his mother, it took a little coaxing to convince Robert, who was 15 credits away from graduating from Mount St. Mary’s, to transfer to Marist. But the College’s strengths in the sciences, coupled with its library and scenic locale along the Hudson River, went a long way toward persuading him. “Robert is a book addict,” Chandana notes. “If you give him a lot of books, he will vacuum the house for me.”

Temporarily, at least, music took an intermission during Robert’s year at Marist. He studied the neurotoxicity of platinum group metals with a group that presented its research at a conference in Washington, D.C., and researched Parkinson’s disease at a laboratory at Harvard run by famed neuroscientist Dennis Selkoe. “I wanted to have that breadwinning degree—the one where it would have facilitated my interests to become a doctor or researcher,” says Robert, who has long been fascinated with the healing capacity of music. “But I loved playing so much because it came from something deeper inside. It was something I needed to do.”

After finishing his degree, Robert strongly considered going straight to medical school, but



AL NOWAK/ON LOCATION

**“Akshar is very strong in his opinion when he wants something to be done,” says his mother, Chandana. “He knows what he wants.”**

instead enrolled in a master’s of music program at Yale, where he completed his second degree last spring. And it was there that his journey to the LA Philharmonic began last May.

“I didn’t think I had a chance of winning an audition,” admits Robert, who was invited to Los Angeles to try out for one of two openings at violin. He went through two rounds of blind auditions, where the committee made its decisions based solely on the music, before being called back for a third, decisive day.

“I don’t like eating very heavily before an audition or a performance,” Robert says, so the final day of auditions he ate an omelet in the morning and a cup of yogurt in the afternoon before going on at 5:30 p.m.—90 minutes past his expected call time. A second, unscreened round followed around 7:45, when the then-starving teenager saw the audition committee and conductor for the first time. “I was so exhausted I couldn’t even feel nervous,” he recalls. “I just wanted to go out and play.” (Afterward, an assistant slipped him several small plates of food that had been prepared for the judges.)

His last callback came at 10:30 p.m. An hour later, they announced the two winners: Robert and Russian-born David Chernyavsky. Three performances into his trial week, Robert

was offered the job. He made his professional debut, complete with fireworks, with the LA Phil at the Hollywood Bowl on July 2.

“It’s a very welcoming group, and they didn’t have to be,” says Robert, who is the orchestra’s youngest member by about eight years. Following a glowing profile of Robert by *Los Angeles Times* columnist Steve Lopez in January—“I wasn’t sure whether I wanted to interview him, clone him or strangle him,” Lopez wrote—the wunderkind violinist took his share of ribbing from his fellow performers. “There are some great characters in this orchestra—some amazing people,” he says. “But they can rip on you, that’s for sure.”

While he has his hands full right now learning the LA Philharmonic’s repertoire—a three-year task, at least—Robert hopes to get back to science somewhere down the road. “If that opportunity makes itself available, I’ll go for it.” Meanwhile, Akshar—who last performed with Robert at the Grand Montgomery Chamber Music Series in May 2007—hopes that he and his brother will someday live closer again, so that “we can share our children’s childhoods and our families.” ■

*Dick Anderson is a freelance writer in Los Angeles and publications editor for Occidental College.*

# d\_parture spa Takes Off

**Entrepreneur Gina Egel Stern '99 has made her unique concept of airport spas a million-dollar success and is sharing her vision with at-risk youth.**

**G**ina Stern's 5-year-old son, Maddox, is methodically removing items from her purse and spreading them on a table in the food court in Terminal B of Newark Liberty International Airport.

He is sitting in the food court next to his mother while she has a meeting. Gina Egel Stern '99 tries to include Maddox and her other son, Beckham, 2, in her work. She is president and owner of d\_parture spa, a full-service salon with locations in terminals B and C of Newark Liberty International Airport and Terminal A of Orlando International Airport. The spa offers everything from hair cutting, color, and styling to manicures, pedicures, waxing, massages, and facials. The company has 63 full-time and five part-time employees, and revenues in 2007 were more than \$1.3 million.

In 2006 Stern was one of 20 entrepreneurs chosen out of almost 500 applicants to participate in "Make Mine a Million \$ Business," a program to help women whose small businesses have potential. The distinction has led to TV, print, and online media coverage including an interview on *The Montel Williams Show*. She is also an inspirational speaker and has founded a program to help at-risk youth realize their dreams.

### The Last Stop

Stern has had to chisel her own route up, carving a foothold each step of the way. Growing up in the Bronx, she was an A student through the ninth grade at Thomas C. Giordano Junior High. Upon her sophomore year, the school district reorganized, splitting up longtime schoolmates among several high schools. She was placed at Harry S. Truman High School, an hour from her home, where cliques had already formed, where teachers, she says, were unenthusiastic, and where she was in the racial minority. After witnessing a gang-related beating in a stairwell one day, she and other student witnesses were escorted home for security reasons and transferred the next day to another school, Walton High. The events stunned her.

Home life, meanwhile, included a number of difficulties as her family struggled in many respects. Circumstances sometimes made it an effort to go to school each day despite the pep talks she gave herself as she left home each morning.



PHOTOS BY FORREST PAYNE

**Gina Stern '99 is president and owner of d\_parture spa, a full-service salon with three locations in airports in Newark and Orlando.**

Walton was “the last stop” for teachers, she says, and one of them told her she might as well drop out. So she did, in the eleventh grade.

The sudden death of her grandfather from a heart attack led her to go to California. Her brother’s dire illness related to a rare heart condition brought her back to New York. His death motivated her to achieve.

“I strive to prove him right about me,” she says now. “He always told me I was special, that I had greatness inside of me. He told me I would do big things in this world.”

### You Start with a Swatch

Unsatisfied with where she was in her life, she had enrolled, at age 25, in Marist’s Fashion Program. “Marist College as a whole really embraced me, nurtured me and helped me to grow into the person I am today. It was the right place for me to be. The environment and faculty held such standards that they quietly molded me.”

The Fashion Program was demanding, the caliber of the instructors high. There were deadlines and an expectation that she would perform. Ripping out seams, she says, was “an amazing, character-building experience.

“You get to the point where you trust your creative ability.”

Fashion faculty member Sue DeSanna remembers Gina as an extraordinary student: talented, enthusiastic, responsible, and creative. “She worked very hard both in school and at jobs to pay for her tuition. As a non-traditional student, she was more mature than the others, but managed to integrate very well with her classmates. She was a good cook – she would often bring an electric pan and food to cook a late-night snack for her classmates. I always enjoyed her sense of humor, which was often brought forth to counter a stressful situation.”

Stern’s first job was with John Anthony Couture, which discovered her during Marist’s Silver Needle Fashion Show at the Time Life



Stern (center) talks with cosmetologist Yuri Gonzalez (left) and massage therapist Jose Aponte inside d\_parture spa.

Building in New York City in 1999. It was her dream job: cutting patterns, working with the best fabrics, embellishing, assisting with the creation of gowns that sold for tens of thousands. On the bus ride to work she read *Think and Grow Rich*.

Then one day at home, her platform sandals caused her to stumble and fall down a flight of stairs. Her therapy called for bed rest for three weeks plus daily chiropractic visits, a regimen that led to the loss of her job.

It was while recuperating that she wrote a 28-page business plan for what became d\_parture spa, drawing on her Fashion Program experience of building things from concept to creation. The concept was inspired by a six-hour flight delay at Newark during which she walked around the terminal trying to make the best use of the time.

After several months of trying—“with zero network,” she adds—she got a foot in the door to present her idea to Newark airport retail developers. They liked the concept but had already leased all their space. Two weeks later, however, they called. They had redesigned their merchandising mix and offered her the last space available.

Still paying off her college loan, she obtained a personal loan to pay for construction of the spa. “All things are possible,” she says simply. Again, she recalls her Fashion Program

education. “You start with a swatch. I had the focus, I had the passion, like I did when I had a collection.”

She opened her first d\_parture spa at Newark Liberty International Airport in Terminal C in November 2000. In 2003 she opened two more spas: the one in Terminal B at Newark and the one at Orlando.

### Make Mine a Million

In October 2006 Stern became a finalist in the “Make Mine a Million \$ Business” program sponsored by the nonprofit Count Me In for Women’s Independence and its partner, OPEN from American Express®. Count Me In launched the program to inspire one million women entrepreneurs to reach annual revenues of \$1 million by 2010. The program awarded the finalists money, mentoring, marketing, business services, and technology assistance.

It made Stern realize that there were not a lot of women in her position. “The program is so empowering. It’s changing people’s lives.”

She herself hopes to change lives through a project she created last year at Union High School in Union Township, N.J. Students in the Trust Project are divided into groups, and each group is given \$100 via a credit card. The money is then entrusted for 24 hours to an individual in each group with instructions to spend it mentally and repeatedly. At the end of the 24 hours the student writes about the experience and passes the \$100 to the next student.

“I believe there is such a thing as the millionaire mindset,” Stern says. “The mindset isn’t necessarily about money. Many urban youth are stricken by circumstances that have limited their ability to dream, taken away the magic that comes from believing there are no limitations in this life. I want to inspire that mindset in at-risk youth.”

This past year she changed her own mindset when she advanced to a higher level, “Make Mine a Multimillion \$ Business,” of the empowerment program. By networking with women who face the same challenges, she again has learned something about herself.

“I had to readjust my vision. I wasn’t dreaming big enough. God has steered the ship all this way. Now my challenge is to listen even more closely—to live the path He has laid for me—and realize my full potential.” ■

### The spa in Terminal B of Newark Liberty International Airport



# Be Part of Marist's Future

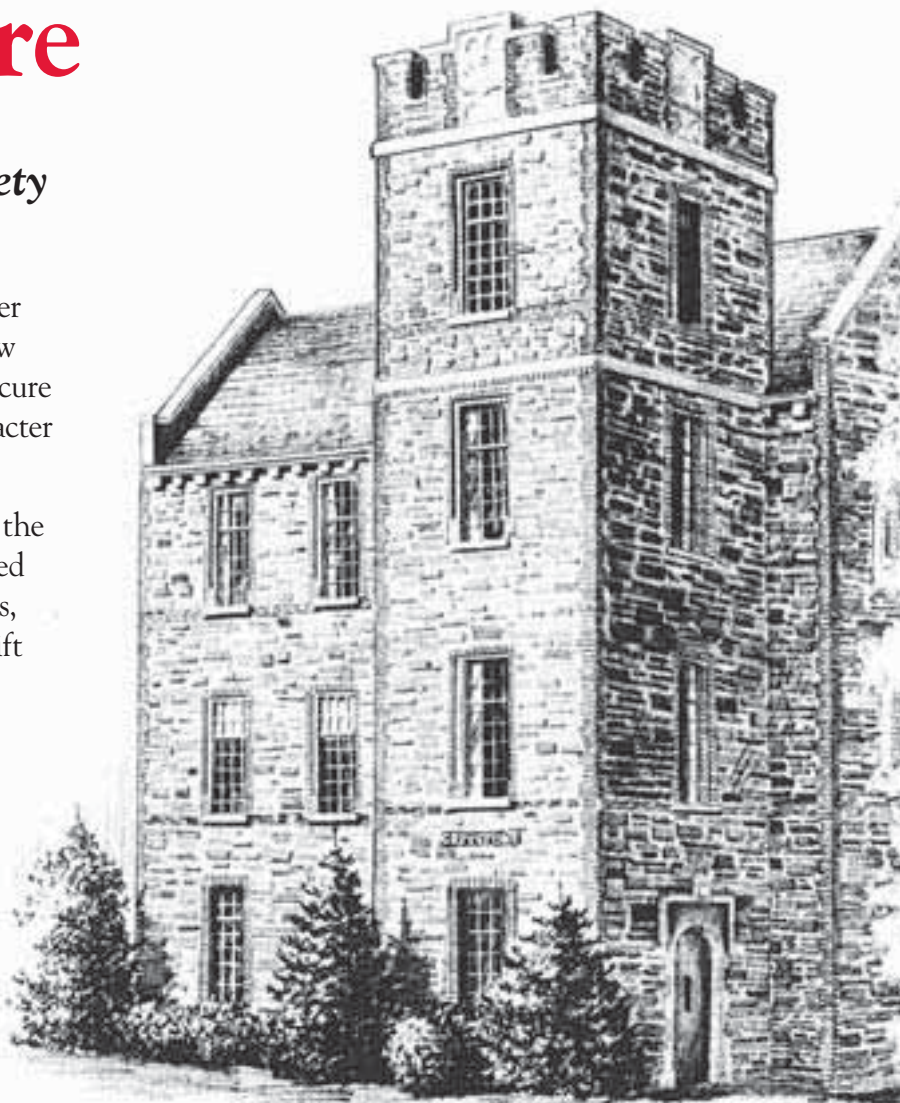
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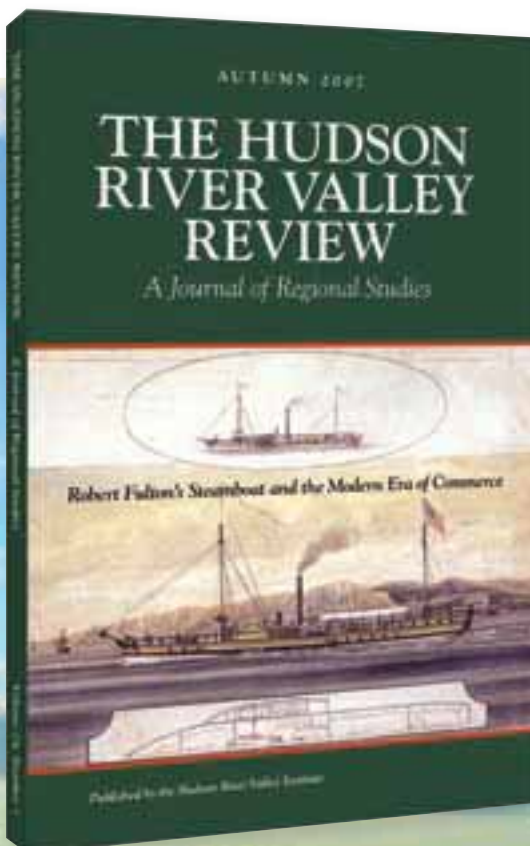
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