It’s because of your commitment and generosity that Binghamton is on the path to becoming the premier public university of the 21st century. It’s because of your commitment and generosity that Binghamton is on the path to becoming the premier public university of the 21st century.

I’m pleased to introduce you to the inaugural newsletter for Binghamton University supporters who make a substantial difference in the lives of students and faculty and the overall strength of the University.

Inside, you’ll find updates on how students and faculty are using your gifts to excel both in and beyond the classroom. You’ll also find essential information on the developments that make the University an even better place to work and learn.

Recently, there were some changes made to the University’s organizational structure, including the creation of a Division of Advancement that replaces the Division of External Affairs. This new division focuses on alumni relations, development and philanthropy, and was formed to better serve and engage supporters and constituents.

Leading the new division as interim vice president for advancement is Rebecca Benner, who during her seven years at Binghamton has been instrumental to the operations of our advancement achievements. Sheila Doyle, an associate vice president, is also now serving as interim executive director of the Binghamton University Foundation. I look forward to a continued relationship with both of them on board matters and development efforts.

It’s because of your commitment and generosity that Binghamton is on the path to becoming the premier public university of the 21st century. We want to ensure you stay connected with us and with what’s happening on campus. This newsletter is one way for you to learn more about your gifts at work, our success stories and events.

It’s a special time at Binghamton marked with lots of activity and opportunity — and you’re an important part of it. Thank you for your support.

Sincerely,

Paul R. Turowsky ’73, LHD ’12
Chair, Binghamton University Foundation Board of Directors

www.binghamton.edu/giving
Entrepreneurship curriculum encourages creativity, innovation, leadership

In a national economy in which unemployment remains around 8 percent, the entrepreneurship curriculum at Binghamton University is teaching students to lead by thinking about the kinds of jobs they want to create, not just the types of jobs they want to get.

‘I ask the students, “When you graduate, can you become a CEO?” The answer is yes,’ Mastrangelo says. “We help them learn the process of how to create commerce. Some of them will become entrepreneurs, but it takes a special person.”

According to the teachers, that process includes demonstrating leadership, creativity and innovative thinking, as well as recognizing and creating opportunities — skills that benefit both successful business owners and employees in a range of fields.

“A lot of students are excited about the notion of owning their own business,” says Frontera. “A lot of people have ideas. But how do you turn that into a profitable business? They want to learn more about how to do it.”

Mastrangelo and Frontera — both former business owners — “bring theory and practice together” for students, Dhillon says. Mastrangelo owned Adirondack Beverages, based in Scotia, N.Y. Frontera owned Turf’s Photo, Audio and Video in Vestal, N.Y.

“The result of their teachings has been business startups launched by students (and late alumni) that have not only survived but also grown,” Dhillon says.

“My advice to students is to ‘Bring theory and practice together’ for students,” Dhillon says. A retiree insurance executive, died in 2009 at the age of 87.

“Armed with Mastrangelo’s opportunity model for gauging the viability of a business venture, Hess won a School of Management business plan competition with his ideas for NotePig.com, a ‘place to buy and sell your notes.’” He sold the business technology to a competitor soon after graduating.

“Some of Hess’ current ventures include Full Voice Media, an online marketing and design solutions business he launched in 2010. He’s also CEO of BizSaves, which he co-founded in 2011. BizSaves offers online information and deals on services to grow businesses. Both businesses are based in New York.

“The entrepreneurship course helped me to stop just thinking about starting a business and actually get out there and do it,” Hess says. “The very best way to learn is to try.”

ABOUT THE DONORS

Raymond Ostertag and his wife, Wanda, made a $1 million gift in 2004 to establish the Ray and Wanda Ostertag Distinguished Professorship in Entrepreneurship.

Raymond Ostertag, LHD ’98, a retired insurance executive, died in 2009 at the age of 78. He was a judge and mentor for the School of Management’s business plan competitions and served on the management school’s Dean’s Advisory Board.

The Ostertag’s graduated from high school in Windsor, N.Y., about 30 miles from the University.

Raymond and Wanda Ostertag, with Dean Dhillon in 2001.

He had a tough go in college, but he’s still standing. He’s a retired insurance executive, died in 2009 at the age of 87.

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Raymond and Wanda Ostertag, with Dean Dhillon in 2001.

Private support helped the Binghamton University Foundation distribute nearly $71,000 to 191 award recipients this spring.

Awards endowed by Andrew Bergman ’65, LHD ’94, and Jerry Miller ’67, are just some examples of this valuable support, which makes a difference in the lives of students like Allison Hackman ’14.

Hackman’s “Haverford” poem won second place in last year’s competition for the Andrew Bergman Award in Creative Writing, which is given to a Harpur College student who excels in creative writing.

“Receiving the Bergman award was very encouraging,” says Hackman, who's majoring in Spanish and minoring in sociology and women's studies. “I worked very hard on the poem I submitted, and it was amazing to have that hard work pay off.”

After graduation, she wants to work with a nonprofit, travel and live abroad. “I always want writing to be a big part of my life,” she says. Bergman recalls how receiving a similar award encouraged his own writing.

“When I was at Haverford, I won a creative writing prize and received $50, and it meant the world to me,” says Bergman, who was raised in history and literature at Binghamton. “It was a validation and told me I wasn’t crazy to write. So when I had the resources to do this kind of thing, I was eager to supply the same validation to other students.

Bergman is now a screenwriter, director and novelist living in Manhattan. He’s been working on a Broadway musical version of his film Hon- eymoon in Vegas and writing a novel.

“It helps if every once in a while, someone outside of your family recognizes your excellence and your potential to do great things,” he says.

The Helen P. Beard Award for Excellence in Undergraduate Mathematics is given to a Harper College junior or senior who is majoring in mathematics and plans to pursue a college teaching career.

Miller established the award to honor Beard, who was his teacher, academic advisor and role model.

Read, a professor emerita of mathematics at Binghamton, died in 2004 at the age of 88.

“The way she taught and the logic that she used was just absolutely impeccable,” says Miller, a mathematics major at Binghamton and a pro- fessor emerita of economics at Miami University in Ohio. “If you had a question, you were not afraid to go in and speak with her. Besides that, she wanted to know more about you as a human being.”

Read encouraged his growing interest in economics and a career in teaching.

“A lot of the way I taught, I learned from Helen Beard’s style of teaching — how to be prepared for class and how to handle questions,” Miller says. “I wanted to show my thanks to her by setting up this scholarship.”

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