## **AU's College of Business to Host 'Gathering' of Successful Entrepreneurs** 6/02/99

Alfred, NY – Decades of experience and several million dollars worth of entrepreneurial spirit will gather for a twoday session at Alfred University Sunday and Monday (June 6-7). The Kauffman Center for Entrepreneurial Leadership will be conducting the session, which is sponsored by AU's Center for Family Business and Entrepreneurship. What the Kauffman Center hopes to glean from the weekend is a better idea of how and why entrepreneurs are successful as part of a national study the center is conducting. They describe the "gathering" as a "high-energy, face-to-face learning" process where participants learn from each other."But there are benefits for Alfred University, too."What we hope to come from the session is a clearer idea of what we should be incorporating into our business curriculum to create a distinctive and high-quality program, one that will be beneficial to the students as our College of Business begins to infuse the concepts of family business and entrepreneurship across the traditional business disciplines," said Dr. David Szczerbacki, dean of the College of Business."By inviting these successful entrepreneurs, some of whom are our alumni and others who have ties to either the College or the region, to this gathering, we hope to gain some valuable insight into how we might be able to help our students become successful entrepreneurs also," said Szczerbacki. Kauffman sets the criteria for being invited to the session are founding entrepreneurs whose companies do a certain dollar value of business annually and who are experiencing a 30-percent growth rate. "We have defined these parameters because we believe that high-growth companies create the largest number of jobs," according to The Kauffman Center. The Center defines a successful entrepreneur as one who "has founded and grown (or is growing) a successful company." It distinguishes between those who attempt to be entrepreneurial within an established company - they are called intrepreneurs – as well as those who "turn around" a failing company. While those people may demonstrate entrepreneurial leadership, they do not "create the company from nothing," according to Kauffman.Among those planning to attend AU's gathering will be:Dr. Marlin Miller, '54, president of Arrow International, Reading, PA. Terry Galanis, Sr., '40, chairman of Sealing Devices, Inc., Lancaster, NY. Terry Galanis, Jr., president of Sealing Devices, Inc., Lancaster, NY. Andy Glanzman, president, Northern Lights Candles, Wellsville, NYPaul Neuman, '77, owner, Neuman and Bogdonoff, New York, NYBruce Ferguson, '75, president, Underwriters Safety and Claims, Inc., Anchorage, KY.Ronald Zapletal, '70, president, Aluchem, Inc., Cincinnati, OH.David Porreca, '71, president, Transnational Partners, San Diego, CA.Casey Crandall, '75, president and chief executive officer, Wright Capacitators, Inc., Santa Ana, CA. Charles Joyce, Jr., president, Otis Eastern, Wellsville, NY. Art Powell, '49, president, and Lea Powell, 'H95, Kravco, Inc., King of Prussia, PA.Joan Goodman, '53, president, Glatzer Industries Corp., New Rochelle, NY.John Riedman, president, Riedman Corporation, Rochester, NY.James Sclafari, '54, president, Multi Image Group, Inc., Boca Raton, FL.