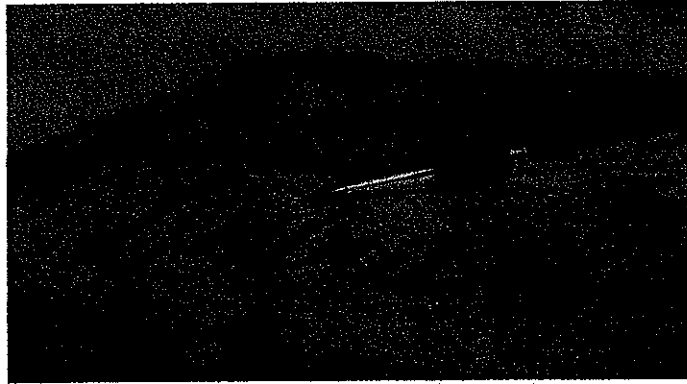


The



Spring, 2005, Volume 2

*The Newsletter of the Hospitality Management Program
Of the Richard Stockton College of New Jersey*



From the Director's Chair

Wow! It seems like the first issue of *The Ledger* was just printed, and here it is, time for the next. Time really does have a way of flying by! *The Ledger's* first issue was received with overwhelming praise – in fact, so many industry professionals, students, local businesses and even alumni wrote and commended the first issue of our program's official publication. As the Director of the Hospitality Program, a special thank you needs to go to Professor Michael Scales and his newsletter production staff and writers – Kristie Gallo, Editor-in-Chief, Patti Carlin, Jennifer Anderson, Brooke Conaway, Ann Marie McNally, John Ragan, and David Rahn. Knowing that these students worked so hard and as a team makes the faculty and me in Hospitality Management so very proud of them!

Now onto program matters... well, let me see – I guess the most important two events that the program had over the past several months was the induction of our first 14 students into Eta Sigma Delta, the International Hospitality Management Honor Society. A beautiful induction ceremony and reception was held on March 6th. Our College's Vice President of Academic Affairs and Provost, Dr. David Carr was our keynote speaker, and as always, delivered some very inspiring remarks to the students and their guests. We welcome a new faculty member in the fall of 2005, Dr. Brian Tyrrell. Brian comes to us from UNLV with his wife Amy and their 3 year old daughter Kelly. The next "big" event was the program's participation in the annual March of Dimes Walk-America on Sunday, May 1st. We did not have good weather, but we did have good spirits and a lot of fun. I really do want to hear from you and want to devote this column to your comments/questions/concerns. You can e-mail these to me at whithemc@stockton.edu. Happy reading and I wish you all much peace and happiness.

By Dr. Cliff Whithem

"It's a way of Life... Not Just a Profession"

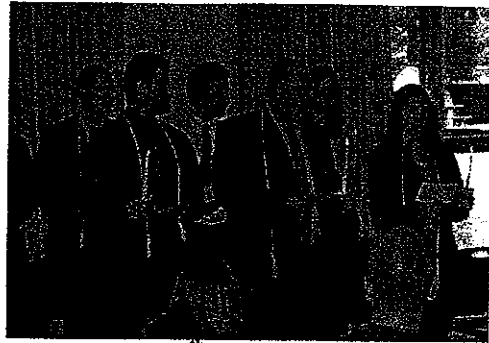
Eleven Stockton College Hospitality Management students headed to Widener University last week resumes in hand and dressed to impress. We had the opportunity to meet with over forty different hospitality employers. For the upperclassmen it was a great opportunity to network and hand in resumes in an attempt to land that perfect job. For some of the underclassmen it was an opportunity to find internships and just see what jobs are out there. The first hour of the career fair students listened to guest speaker Joseph A. McErnery President of the American Hotel & Lodging Association. He stressed ideas of how great working in the hospitality industry is "it's a way of life not just a profession". He stated how the hospitality industry employs more people than any other industry in the world and how the industry has been experiencing "continuous recovery from 9/11 and the war in Iraq.



Hospitality Management faculty and students attend Career Fair at Widener University.

Overall he assured the students as to why the hospitality industry is the one to be in. He ended his speech by wishing all of the students a distinguished career and providing his phone number (to a room of at least 100 students) in case "we ever need anything". Overall the career fair was a great experience for all students involved

and with every employer we met we clearly stated we were Stockton Students. The students not only networked for themselves but represented Stockton beautifully as well.
By: Monica Coralluzzo



Above: On March 6th Hospitality Management students were inducted into Eta Sigma Delta.

Feast For Familie:

Only \$5 At The Door!



Spaghetti
Dinner
Pasta Buffet!

Benefit: 1
Alcove, Cap
For Grieving
Children

April 26th 4:30-6pm

At The Coyote's Nest In N-Wing

A chance to be with the people you love
Even if you're not interested in eating!

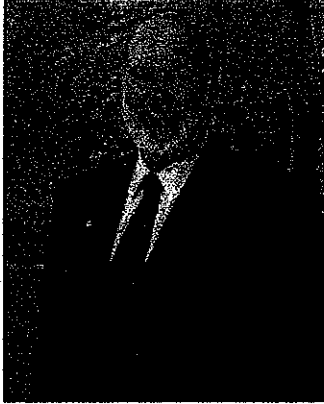


Above: In April, Students in the Introduction to Hospitality Management class raised \$1,100 in a charity dinner and auction for The Alcove, Center for Grieving Children as part of a service learning project. Below: The class presents a check to Mindy Shemtov, co-founder of The Alcove. For more information visit thealcove.org.



HOSPITALITY

Dr. Herman J. Saatkamp, President



The Richard Stockton College of New Jersey's Board of Trustees appointed Dr. Herman J. Saatkamp Jr. as the fourth President of the College in June, 2003.

Previously, Dr. Saatkamp was the Dean of the Indiana University School of Liberal Arts in Indianapolis where he led 11 departments and 22 centers and institutes, including the IU Center on Philanthropy and several public policy institutes. He also held an appointment in the Department of Medical and Molecular Genetics in the IU School of Medicine.

I had a chance to sit down with President Saatkamp which is a huge privilege considering his very demanding and hectic schedule, to talk about the Hospitality Management Program here at Stockton.

Hospitality Management is one of the more important majors considering the area in which we live. With Atlantic City and many other shore destinations just around the corner there are many career opportunities in Hospitality Management. He is very pleased with the direction of the program. Stockton is not only offering Hospitality Management courses on the

main campus, they also offer professional development programs and MBA electives at the Carnegie Library in Atlantic City. Hopefully this program will grow to enormous heights considering all the wonderful opportunities so close within our reach.

"The industry is very pleased that Stockton has developed a Hospitality Management program," says Saatkamp, President of Richard Stockton College of New Jersey

The future of the Hospitality Management program will continue to grow every year. More students are declaring the major. Also, Stockton is working with business people, private and public partnership for the building of a new hotel that will not only benefit the students for classrooms and work experience, but also the community and general public with conference rooms and other such things. This project is currently on the drawing board with additional student housing.

What are the opinions of local Hospitality Leaders concerning the program?

The industry is very pleased that Stockton has developed a Hospitality Management program, with all the hotels, restaurants, casinos, and beach resorts there are thousands of hospitality jobs available and lots of wonderful opportunities for college graduates. The industry is very pleased with Stockton interns and graduates.

How long before the program will be independent?

That has to come through the faculty and the faculty programs. As of right now being a track in Business Studies is the right fit, but with the program growing so quickly, it will become more important for Hospitality Management to become a program for future funding opportunities.

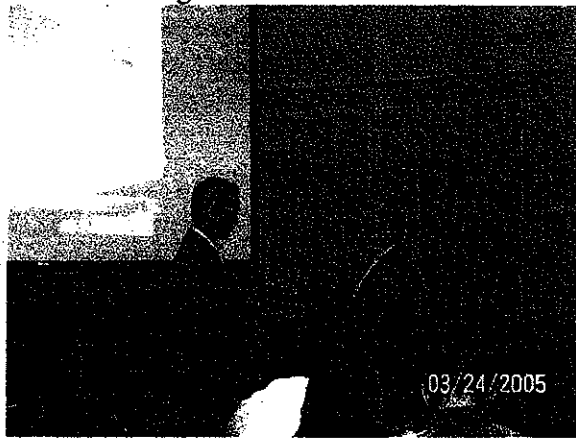
By: Kristie Gallo

Hospitality Management Lecture Series Begins

This semester the Hospitality Management Lecture Series for the Hospitality Management Society kicked off with Victor Tiffany; Vice President of Food and Beverage Operations for the Borgata Hotel, Casino, and Spa in Atlantic City.

On March 24, Victor Tiffany, spoke to a full house at the Townsend Residential Life Center at the Richard Stockton College of New Jersey. The audience included students, (mostly Hospitality Management), faculty, staff, administration, President Saatkamp and his wife, Dot.

Mr. Tiffany is a graduate of Cornell University's School of Hotel Administration, trained at the Hotel De Paris in Monte Carlo, Windows on the World and studied classical French cooking at the Cordon Bleu in Paris.



Victor Tiffany, VP of F&B operations for the Borgata receives plaques from Professor Scales.

Among other accomplishments, Mr. Tiffany served as Restaurant Director for New York City's acclaimed Tribeca Grill, under Robert DeNiro's ownership, from 1989-95. Later, as Director of Special Projects, he opened Myriad's Nobu Next Door, TriBakery and Layla in New York City, Nobu London and San Francisco's Rubicon, owned in part by Robin Williams, Robert DeNiro and Francis Ford Coppola.

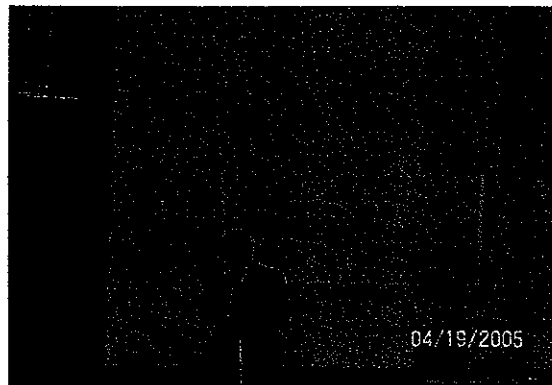
He started out by explaining his experiences in the hospitality industry and how he began his career. He gave great advice to the students in the Hospitality Management field, including finding a mentor. He also explained

that with intelligence and the right attitude anyone can gain the needed experience to be successful in life. He spoke about key points to remember in leadership and warned students not to worry about salaries, rather to "enjoy what you do and the money will follow." Tiffany suggested that the best way to manage is to make your employees care; then they will work harder for you.

Tiffany also spoke about the Borgata; their strategies and their future plans. The Borgata has been an innovator in the casino industry in Atlantic City and has set an example of what to expect in the future of Atlantic City. He explained that the operation is soon going to expand to more than twice the number of rooms and restaurant seats; which will bring many opportunities for Hospitality Management interns and graduates in the future.

After he spoke, Mr. Tiffany fielded questions from the audience and personally talked with many soon to be graduates about opportunities available at the Borgata. On behalf of the Hospitality Management Society, Professor Scales, the coordinator of the Lecture Series, presented Mr. Tiffany with a plaque in appreciation for his coming to Stockton to share his experiences and insights.

By: Heather Rogers



The Hospitality Management Lecture Series continued with *Boardwalk Empire* Author Nelson Johnson at the Alton Auditorium on April 19th.

IHRM International HOTEL/MOTEL & RESTAURANT SHOW®

Last semester the Hospitality Society's General Manager Matt McIlhenny and I had the honor of representing Richard Stockton College at the New York International Hotel/Motel/Restaurant Show. This event was held at a more than suitable location, the Jacob Javitz Center. Every facet of the hospitality industry was represented on a grand scale. Along with our booth for Stockton, various other culinary and management schools were there in hopes of recruiting potential new students. The culinary schools had some amazing food on display and there was cooking demonstrations throughout the three days of the show. Countless industry representatives had displays ranging from simplistic to extravagant. If you are interested in the latest of kitchen trends as I am, this show was for you! One could find the latest in equipment such as refrigerators, freezers, double boilers, guest room furniture, kitchen uniforms, bars, company vans, and so forth. If it is used in the hospitality industry, it was there.

Matt and I attended a career fair and two seminars the first day of the show. The first seminar explained the techniques of how to market yourself as a brand name. This looks great when interviewing for new jobs, as well as maintaining a presence in your current job. Management techniques were also discussed at the seminar, one of those being Four Dimensional Leadership involving self-descriptive words like trusting, loyal, decisive, and confident. Dr. Pam Cummings and Associate Professor at the Hotel, Restaurant, and Institutional Management University of Delaware presented the second seminar that we attended. She discussed proper business

Conference Day: November 12, 2005
Exhibits: November 13-15, 2005
Jacob K. Javits Convention Center, NYC

etiquette emphasizing the point that, "Good manners is good business". Dr. Cummings kept the attendants involved by having us all read etiquette tips aloud. Overall, the 2004 New York International Hotel/Motel/Restaurant Show was quite an event to experience and Matt and I were proud to have represented the Hospitality Society here at Stockton College.
By David Rahn

Recently I had the chance to speak with Howard Bacharach, Executive Director of the Atlantic City Hotel and Lodging Association (ACHLA). The ACHLA is a trade and networking association that was founded in 1898 as the Atlantic City Hotelman's Association. Currently, the primary objective of the Association is the funding an Education Scholarship Program that benefits students who are pursuing a hospitality or culinary education. Howard was a great source of information for the recent hospitality graduate. He was quick to stress that someone can't graduate college and walk into a general manager's job, and that formal education combined with the "been there, done that" of working in the industry is the way to go. "Being in the right place at the right time has a lot to do with it", Howard said, "and it's difficult because there aren't many individuals graduating college that can afford not to earn a proper compensation to live out the timeframe it takes to move up the chain. It's difficult."



Howard Bacharach,
Executive Director of the
Atlantic City Hotel and
Lodging Association

When I asked how much a degree matters compared to the proverbial street smarts of having work experience, the answer was very subjective: "It all depends what the position is. I would think in the marketing end, they would look for someone with a degree. At a front desk or in the front office, that might not be a priority. A degree always helps and I'll never knock education, but it all depends what the priority is and on the individual. And that's not only true in the hotel area, but also in the culinary area."

On Stockton: "I believe we have a good working relationship with Stockton. We do provide scholarships and there were several scholarships awarded to Stockton students this past year. I think we have a good relationship with the new President, Dr. Saatkamp. Before he arrived in Atlantic City, I had chosen him to be the speaker at our annual Awards Luncheon. Dr. Whithem and Professor Scales are both active members of the Association, and Professor Albano was a big supporter of ours when she was at Atlantic Cape Community College, and when she moved to Stockton last year she stayed just as involved. We're also building a new relationship with the Carnegie Library."



Professor Donna Albano and Joe DiGirolamo, Director of Marketing Sands Hotel and Casino at the Atlantic City Hotel and Lodging Association Summer Fun Cruise

The partnership between Stockton and the ACHLA seems to be alive and well, and it's professionals like Howard Bacharach who help currents students and alumni by taking the interest in education that they do. Many thanks for his time and dedication.

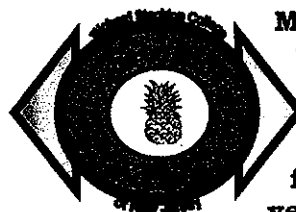
By: Mike Holovacs



Students Brian Venezia, Angel Moran, And BigBoy Gbayee receive scholarships from The Atlantic City Hotel and Lodging Association.



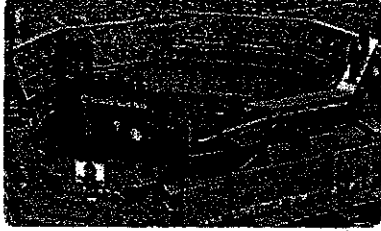
Above: Professor Scales, Peter Nowak, and Vince Puglisi receive the Hometown Hero Award on behalf of the Hospitality Mgt. class that collected used blankets from area hotels and distributed them to homeless shelters throughout New Jersey. The award was presented on the ice at the March 4th Boardwalk Bullies game.



The Hospitality Management Society of the Richard Stockton College of New Jersey would like to recognize the officers for the '04-'05 school year.

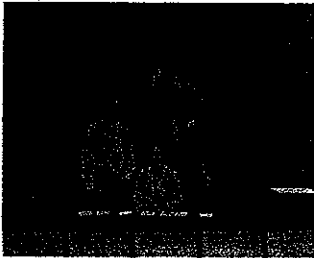
**Matt McIlhenny, General Manager
Karri Hibbert, Director of Operations
Dave Rahn, Controller
Michele Wharton, Admin. Assistant
Monica Coralluzzo, Fundraising
Kristie Gallo, Editor of the Ledger
Professor Michael Scales, Faculty Advisor**

Hospitality at Citizens Bank Ballpark



by
Drew
Flatley

The Philadelphia Chapter of the Hotel Sales and Marketing Association held their monthly networking meeting at the home of the Philadelphia Phillies, Citizens Bank Ballpark. The event was entitled "Working with Sports Teams and Sporting Venues". Faculty members of the Hospitality Program invited several students to attend. The event was a great experience for people in the industry to socialize and network. There was a cocktail hour held in the Diamond Club, which is located behind home plate in the heart of the ballpark. An array of hors d'oeuvres and beverages were served to participants. The Diamond Club is usually used for receptions, galas, weddings, and business meetings. The Phillies Traveling Secretary and their Promotions Director, John Brazer, have a presentation



Students Drew Flatley, Michael Holovacs, and Prof. Donna Albano enjoy the new home of the Phillies, Citizens Bank Ball Park

encouraging Hospitality related businesses to strive to capture a market such as major league baseball teams traveling in the area. They also focused on explaining that Citizens Bank Ballpark is not only a baseball venue, but a world class venue to hold any type of event. After the presentation, a tour of the facility was given. The tour included the field and dugouts, as well as the Hall Of Fame Club and Cooperstown Gallery, which pays tribute to the former great players of the Phillies

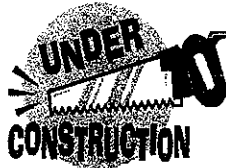
organization.

STOCKTON

THE RICHARD STOCKTON COLLEGE OF NEW JERSEY

UPDATE

There are some very big changes that will soon be taking place at Stockton. Currently, F-wing is undergoing renovation and renewal. There will be two floors added to the current structure, consisting of new classrooms and computer labs. Instead of contracting the job to the NJ Division of Property Management & Construction (DPMC), we have contracted it to the Gilbane Company.



This is the first time we are doing business with a private company. We negotiated a very good contract with them. The DPMC pledges full support. Stockton has purchased the old Verizon building located on Jimmie Leed's Road. This building will be converted to support offices not needed on campus, making room for more classrooms. Half of the offices in J200 will be converted to classrooms, among others.

A final draft of the contract to rent 300 Shore Road to Gilda's Club has been completed and is awaiting approval. 300 Shore Road is the property Stockton owns, which used to house our previous president, Vera King Ferris. The contract is for one year and calls for Gilda's Club to pay \$2,100 a month.

Sunday, December 19th was the largest graduation in Stockton's history. On Martin Luther King Day, Stockton held a Day of Service, asking students and community members to donate their time to worthy causes. This was very successful.

Finally, a very detailed facilities master plan was just approved. This will literally change the face of Stockton in years to come. It includes three parking garages, a student center, a science building, an art gallery, and many other academic buildings.

By Jonathon Furtado

The Ledger Staff
Editor-in-Chief: Kristie Gallo Writers:
Jennifer Anderson, Michael Holovacs,
Jonathon Furtado, Drew Flatley,
Monica Coralluzzo, Heather Rogers, David Rahn
Faculty Advisor: Michael Scales
Technical Advisor: Jane Jaworski

Alumni Corner

Jennifer Anderson '05- Ramshead Inn, Absecon, NJ
Charles Bernier '04- Local 54, AC, NJ
Emily Berzen '04-Sheraton City Center, NYC
Julianna Bulina '04-Enterprise Car Rentals
Brooke Conaway '04-Summerfield Suites by Wyndham, Mount Laurel, NJ
Michael DeAngelis '04- Denver Colorado
Lazetta Faulcon '04- AC Real Estate AC, NJ
Lisa Ford '04- Borgata Hotel Casino and Spa AC, NJ
Latesha Frazier '04- Showboat AC, NJ
Scott Fanslau '05- Port O' Call Ocean City, NJ
Anthony Framo '04-Construction, Philadelphia, PA
Robert Gainen '05- Florida
Holly Galindo '04-Tuscany House Hotel, Renault Winery
Anthony Giannantonio '02-Hilton, NYC
Dina Golas '03-Self Employed, Atlantic City
Kelly Griffin '04- K-Mart Burleigh, NJ
Brienne Holmes '02-Marriott Vacation Club, Galloway
Steven Lawrence '04- Cape May, NJ
Justin Lucas '04-Gourmet Italian Cuisine, Galloway Township
Tara Marsh '03-Atlantic City Sheraton
Anthony Marino '04-TGIF, Forked River
Rene Matos '03-Marriott Marquis, Manhattan, NY
Michael Muscillo '04- Home Depot, Freehold, NJ

Robert Leece '04-Mt. Laurel,
Kelly Ofeldt '03-Mistic Island Casino, Little Egg Harbor
Carlos Pancheco '04- Hilton AC, NJ
Lauren Pelich '05- Chartwells Food Service, Pomona NJ
Angela Sabino '04- Borgata Hotel Casino and Spa AC, NJ
Dan Samulis '05-Gourmet Italian Restaurant, Galloway, NJ
Aline Silva '02-Summerfield Suites, Mt. Laurel
Jennifer Singer '05-Trump Marina, AC
Pam Stewart '03-Florida
Kim Thieme '04- AC Sheraton NJ
Lisa Vile '03-Trump TajMahal, Atlantic City
Allison Weiss '02- Mercer County NJ, self employed
Glenn Weinstein '04- Harrahs Hotel and Casino AC, NJ
Greg Wilson '04-South Plainfield NJ, self employed
Jamie Winkler '03-Borgata Hotel, Casino, and Spa, Atlantic City NJ
Adrienne Yansick '03-Seaview Marriott, Galloway Township

- Please Contact us to update your information or let us know about other alumni at scalesm@stockton.edu
- Don't forget to include your address, phone number, e-mail address, place of business, work title and any other personal information you would like to share with alumni.
- If you wish to receive an electronic issue of **The Ledger** please contact us at scalesm@stockton.edu