



Newsletter for Program Year 2019 – 2020

Officers:

Tony Sciuillo, OPM 37
President

Tom Ruppel, '82
Treasurer

Nick Shapiro, '14
Secretary

Amanda Upton, '13
Vice President

Ann Zalla, '92
Vice President

Doug Zalla '92
Vice President

Board of Governors:

Ed Denton, '87
(Chair)

Patrice Romzick, '82
(Vice Chair)

AJ Drexler, OPM 51 '17

Bob MacDonald, '72

Aaron Mahone, '16

Bill Slivka, '78

Rodney Smith, '99

For the 2018-19 program year, the HBSAP achieved membership of 48 alums, which (as usual) represents a much higher percentage of our local alumni base than most other cities with an HBS alumni association. We held 9 official events during the program year, including exclusive tours of the Carnegie Art Museum and Cresco Yeltra medical cannabis education facility, we heard a presentation by notable local startup RevTown Jeans, and we held an educational event in partnership with a local E&Y office for members interested in serving as directors of company boards. The May Annual Meeting included fascinating remarks by AJ Drexler about Pittsburgh economic history and future, as well as the usual President and Treasurer reports, and officer and governor elections for 2019-2020.

Amanda Upton ended her 5-year term as Treasurer this past year. We thank her for her service as Treasurer, and for her continued service to the HBSAP, now as a Vice President. For this new year, Tom Ruppel volunteered for, and was voted in as Treasurer. Tony Sciuillo was re-elected as President. Nick Shapiro was voted to continue in his role as Secretary. Likewise, Doug and Ann Zalla will continue as Vice Presidents. We also welcome two new Governors : AJ Drexler and Bob MacDonald. Ed Denton was elected to continue as Governor. Larry Breck stepped off the Board of Governors after a very long term serving our club in various capacities. We sincerely thank Larry for his many years of service to the HBSAP. We also extend our thanks to Howard Buschi for his years of service to the club as a Governor.

The 2019–20 program includes nine social and educational events scheduled so far. A few events in the back half of the season are still being organized – stay tuned for an update on these in coming months. We may host the occasional, more spontaneously announced social event throughout the year. Our season kickoff dinner will be at the private room at Gaucho in the Strip, a very popular local eatery that held the #1 ranking nationally on Yelp for some months. We are fortunate to have Dr. Stu Hoffman back to provide our 2020 economic outlook. As always, our final event of the year will be our members-only (with guests) Annual Meeting and Reception with a special guest speaker (TBA). Details on events are below.

As usual, members can recover their fee by enjoying the HBSAP “kick off” dinner for free, if you pay and RSVP by September 2. Consider purchasing the “Season Pass” Membership (\$87) and attend all events at no cost (except, of course, alcohol and guest fees).

Please join us in welcoming the following new HBS alumni to Western PA : Steve Miller, MBA '13, McCall Cravens, MBA '09, Stephen Cravens, MBA '09. We are sad to lose Colin Murphy to opportunities in the DC Metro area, but we wish him well in his next endeavors. We congratulate Ben Rizzo and Alexandra Gitomer on their new baby, born in August of this year!

As always, you can pay for membership, find up-to-date information about events, and RSVP for events at our club website: <https://www.hbspittsburgh.com/>. Also feel free to email your officers individually or at hbspittsburghofficial@gmail.com. Additionally, we are testing out a new LinkedIn Group for HBS Alumni of Western PA, which you can join at [this link](#).

MBA Recruiting Event

This is not an event for alumni and members, but if you know any smart young Pittsburghers who might be considering an MBA, send them on over to this information session on August 21st. The Harvard Business School Admissions team is coming to the Burgh to host a recruiting event. We are happy to host them and to continue building a pipeline of top talent that may be attracted back to Pittsburgh's economy in future years. For more details, have interested candidates email Evan Sherwood (esherwood@hbs.edu) at the HBS admissions department.

330 Grant St.

Floor 19

Aug. 21

6:00-8:00 pm



Complimentary Member Dinner at Gaucho Parrilla

Gaucho (Strip)

Sept. 12

5:30-9:00 pm

Reconnect with and meet new alumni at the HBSAP dinner at Gaucho Parrilla, one of the most [celebrated eateries](#) nation-wide. Described as a “Cheery Argentinian haunt” by Google, Gaucho is known for its wood fire-grilled meats and ever-present line of hungry patrons circling the block. Since we booked Gaucho’s new private room, our members will skip the line on Sept. 12. The HBSAP will pick up the tab (including tax and gratuity) for all those who [RSVP](#) and pay this year’s dues by September 2 (post-marked-by is fine). Guests are always welcome at this event at a rate of \$65 per person. Social hour begins at 5:30 pm with dinner at 6:30 pm. Gaucho is located at 1601 Penn Ave in the Strip District.

HBS Healthcare Global Networking Night

For those of you working in and around the healthcare industry or just interested in the space, note that HBS is hosting a Global Networking night specifically for alumni in the healthcare industry on Sept. 19 this year. Our free Pittsburgh event will be held at Cinderlands 3705 in Lower Lawrenceville. We have reserved the Mezzanine level and will have complimentary light appetizers and a cash bar. Sign up on our website, the HBS HAA website or email Nick directly at nicholas.shapiro@gmail.com.

Cinderlands3705

Sept. 19

5:30 – 8:30 pm

HBS Global Networking Night at PA Market

PA Market

Oct. 16

5:30-8:30 pm

Harvard Business School's Global Networking Night is a day to reconnect with your fellow HBS alumni, as our business school's global alumni base gathers at local event spaces worldwide on the same evening. Pittsburgh's 2019 GNN will be held at [Pennsylvania Market](#), located in the recently rehabbed 18,400 square-foot building on 19th Street between Penn and Smallman avenues in the Strip. The Market offers indoor and outdoor spaces, a Wine Library that offers tastings and sells bottles to go, and multiple kitchens offering various cuisines. Our event will be upstairs in convenient proximity to the Wine Library. This evening is free (with cash bar) to all HBS alumni. Guests of HBSAP 2019-2020 members are \$25, and other non-alumni can join for \$40 (plus 5% online payment surcharge). [RSVP](#) required.

2020 Economic Forecast – What Comes Next?

Once more, Dr. Stu Hoffman – longtime Chief Economist at PNC Bank, regular contributor to CNBC, often quoted in the Wall Street Journal, the New York Times, and Barron’s - will provide his unique blend of informative and entertaining economic analysis of all that is likely to happen in 2020 – globally, in the U.S., and right here in Pittsburgh. We’ll also find out how his predictions fared in 2019. This has been our biggest event of the year for several seasons now, with broad attendance by both Members and guests. Doors open at 5:00 pm at the HYP Club, with heavy hors d’oeuvres and a cash bar starting at 5:30. Dr. Hoffman’s remarks commence at approximately 6:00pm. Q & A follows. The event will be free for Season Members, \$25 for regular members, \$30 for guests of members, and \$45 for others. Please [RSVP](#).

Economic
Forecast

Dec. 5

5:00-8:00 pm

Exclusive Tour of the Museum of Postnatural History

Garfield

January

Date/Time TBA

Located in the Burgh’s trendy Garfield neighborhood, the [Center for Postnatural History](#) is a collection and exposition of organisms that have been intentionally and heritably altered by humans. The Center is “dedicated to the advancement of knowledge relating to the complex interplay between culture, nature, and biotechnology”. This truly unique private museum, featured in National Geographic and [Forbes](#) and maintained as a non-profit project by a CMU professor, is open to the public infrequently, but we have arranged for a private tour for HBSAP members. The event will be free for Season Members, \$10 for regular Members, \$15 for Member guests, and \$35 for others. Please RSVP.



Exclusive Event at the McGowan Institute for Regenerative Medicine

Join us for an exclusive talk by [Dr. William Wagner, PhD](#), Director of the [McGowan Institute for Regenerative Medicine](#) and a private tour of the labs to learn about the groundbreaking advances in medicine and technology being made in Pittsburgh. The HBSAP and the HBS Healthcare Alumni Association (HBS HAA) will co-host this event. To realize the vast potential of tissue engineering and other techniques aimed at repairing damaged or diseased tissues and organs, the University of Pittsburgh School of Medicine and University of Pittsburgh Medical Center established the McGowan Institute for Regenerative Medicine. The McGowan Institute serves as a single base of operations for the university's leading scientists and clinical faculty working in the areas of tissue engineering, cellular therapies, and artificial and biohybrid organ devices. Season pass members attend free, members of the HBSAP and HBS HAA pay \$15, members' guests \$25, non-members \$35.

South Oakland
February
Time TBA

Case Discussion on Managing Corporate Reputation

Venue TBA
March
Date/Time TBA

Join us for a case discussion, led by our very own Bill Slivka. Bill is an experienced lecturer at the University of Pittsburgh Katz Business School, and teaches a case on managing corporate reputation in times of crisis, based in part on his own experience helping to manage the "Tylenol tampering" crisis at Johnson & Johnson. Don't worry : we'll try to keep the homework to a minimum, and Bill has promised to go easy on the cold calls! This event is open to guests of members, and we will likely open it to members of other clubs and perhaps to the community at large. Season pass members will attend for free, as always. Stay tuned for other pricing, date, time, and venue.

Millie's Ice Cream- Tour of New Production Facility

Due to construction delays, we've had to move our tour of the new Millie's production facility to April. Join Millie's Ice Cream co-founder Lauren Townsend for a tour of the company's [new production facility in Homestead](#). Lauren will provide us with an overview and history of Millie's, information about how the new facility is part of the rejuvenation in Homestead, and if we're good, we may even get to sample some product. Tickets will be \$10 for regular members, \$15 for guests of members, and free for Season Pass members. [RSVPs](#) required.

Homestead
April
6:00 pm

Pittsburgh Marathon Discounts

May 3, 2020

If you're thinking about running the 2020 Pittsburgh marathon, if the Half Marathon is more your speed, if you're starting to gather your Marathon Relay team, or if you still need motivation to think about any of the above, *you're in luck!* The 2020 Pittsburgh Marathon will again be sponsored by Dick's Sporting Goods, and our new local alum and Dick's employee Steve Miller has been kind enough to offer our club members a discount on Marathon entrance fees!. Email the club for details if interested.

The Annual Meeting & Reception with Special Guest

Before we disperse for summer, we need to conduct just a touch of business. So, we are inviting all our HBSAP Members to a reception where we will briefly conduct elections of officers and governors for 2020 - 21, followed by remarks from a guest speaker. This event, to be held in May at the HYP Club, is entirely complementary, including hors d'oeuvres and wine & beer, for registered HBSAP Members and their guests. If you have an interest in serving as an officer or on the Board of Governors, please reach out to any of us to discuss. Your involvement is most welcome, and we are happy to educate you about likely responsibilities and time commitments.

Annual Meeting &
Reception
May
Date/Time TBA



Popup Events

Last year was our first attempt at popup events, and we'll try some new ones this year. Usual formats are Friday cocktail hours at new Burgh watering holes. We may attempt a weekend day excursion. Make sure to sign up for membership (Season Pass or Regular) to be in loop, and look out for more details. Have an event idea you want to propose? Send us a note.

Membership for 2019-2020

Season Pass Membership : \$87 – includes complimentary entry into all events, as well as the complimentary season opener dinner for those who register by September 2.

Regular Membership : \$63 - includes discounted events and guest rates, as well as the complementary Gaucho's dinner for those who register by September 2.

Alcoholic beverages may be an additional cost for *both* Season Pass and Regular Members (and guests) at many events. Ways to join or renew include:

- 1) **Send us a check** and let us know your preferred email address (and any updated mailing address information). You can also use the card to register for yourself and a guest for the season opener dinner on September 12th. Checks for all membership and events payments can be mailed to Treasurer Tom Ruppel at 2 Edgewood Road Pittsburgh, PA. 15215.
- 2) **Pay by credit card**: Email taruppel@gmail.com to receive a link to pay by credit card, or bring your card to swipe in person at most events.

Website, Calendar, Email, Payments

Website: Please use our website (<http://www.hbspittsburgh.com>) to join the HBSAP, renew your membership or register for upcoming events. We do our best to keep the site up to date as a means of sharing information between newsletters.

Calendar: We will keep you informed of events by email and on our [website](#). We will also send out a (shorter) mid-season update e-newsletter with finalized dates, times, and locations for events in the spring.

Email: hbspittsburghofficial@gmail.com. Both our Google calendar and Paypal account are associated with this email.

Payments: Payments for membership or event fees can be made by check, credit or debit card, or cash, as follows.

- 1) **Check** – Mail checks to Tom Ruppel at [2 Edgewood Road Pittsburgh, PA. 15215](#). Please remember to note what and whom the check is for.
- 2) **Cash** – You can give cash in person to any of our six Officers (listed below), noting what and whom the cash is for.
- 3) **Credit or Debit card** – Use the HBSAP [website](#). Alternatively, email taruppel@gmail.com for link to make a credit card payment (just note what and whom the payment is for). If you have a Paypal account already, you can send payment to hbspittsburghofficial@gmail.com (remember to note what and whom the payment is for, and add the 5% surcharge). There will be a 5% surcharge on all online payments to cover associated fees.

Meet Your Officers

Tony Sciuillo, President: served as VP for 4 years. Graduated Duquesne University and HBS OPM 37 program. President of Sciuillo Insurance & Financial Services, Inc. State Farm agency established 1984. Tony's Board involvement includes; State Farm PAC/ Pittsburgh Opera/ Wildlife for Everyone Endowment Foundation/ Treasurer Cranberry Twp. Chamber of Commerce/ Treasurer Spectrum Charter School/ VP ARPCA/ VP OCA Pgh./ Regional VP SCI and many more. Tony's hobbies: fitness, international hunting and fishing, opera, theatre, and sport cars. Find him on LinkedIn. You can email him at tonysciuillo@me.com.

Tom Ruppel, Treasurer: Tom, HBS '82, worked in New York for J.P. Morgan / Morgan Guaranty for 25 years in capital markets & derivatives marketing, credit portfolio, credit trading and structured credit. After 2 years at a credit hedge fund, he came to Pittsburgh in 2009 to work for PNC where he led commercial lending automation and re-booted the customer master data program. Since 2016 he has been a consultant in commercial credit and enterprise risk management, specializing in digital transformation. He lives in Fox Chapel with his wife Jill and spends his spare time with the Fox

Chapel Volunteer Fire Department. His LinkedIn profile is up to date! Email him at taruppel@gmail.com to receive a link to make any online payment. Or, mail him a check (telling him what the check is for) at 2 Edgewood Road Pittsburgh, PA. 15215.

Nick Shapiro, Secretary: Nick is entering his fourth year serving as Secretary. He relocated to Pittsburgh in 2015 with his wife, Jaime, for her medical training. They reside in Highland Park with their boxer dog, Baxter. Nick is a Director at UPMC Enterprises where he focuses on investing in early-stage healthcare technology companies. He grew up in Virginia, attended the University of Virginia and thus, is a rabid Virginia sports fan/bourbon enthusiast. Email him at nicholas.shapiro@gmail.com.

Amanda Upton, Vice President: Amanda has served as an office of the HBSAP almost as long as she has lived in Pittsburgh fulltime. She moved to the Burgh following her time at HBS, to join her partner Steven. She is a Managing Director of The Hillman Company, specializing in alternative investments. In her free time, she loves to be outdoors – running, skiing, gardening, hiking, biking, or having a cocktail. Amanda grew up in Eastern NC and attended UNC Chapel Hill (Go Heels!). Email Amanda at uptonak@gmail.com.

Ann Zalla, Vice President: This is Ann's second year serving as an officer. Ann relocated to Upper St. Clair eleven years ago with her husband and three kids and works in risk capital adequacy (managing Fed-mandated stress testing) for BNY Mellon. In her free time, she enjoys reading and adventure travel. She graduated from John Carroll University and grew up in the Cleveland suburbs. Email her at annkellyzalla@gmail.com.

Doug Zalla, Vice President: This is Doug's second year serving as an officer. He relocated to the "Burgh" from Lexington, KY (home of great basketball, horses and bourbon) eleven years ago. After spending time at Thermo Fisher Scientific, he returned to his entrepreneurial roots and is busy establishing Jet's Pizza as the "go to" pizza in Pittsburgh. He enjoys tennis, skiing and many outdoor activities. Doug went to Thomas More College and grew up in the suburbs of Cincinnati. Email him at dougzalla@gmail.com.

The HBSAP Calendar and Event Fees at a Glance!

(Season Pass members should remember to RSVP in case there is limited space)

Date	Event	Season Pass Member	Regular Dues Member	HBSAP Members' Guests	Others
Sept 12	Social : Gaucho Dinner (<i>free for Members</i>)	\$0	\$0	\$65	NA
Sept 19	Social : HBS HAA Joint Global Networking Night	\$0	\$0	\$0	NA
Oct 16	Social : HBS Global Networking Night	\$0	\$0	\$15	\$30
Dec 5	Educational : Annual Economic Forecast	\$0	\$20	\$30	\$45
January	Educational : Postnatural History Center	\$0	\$10	\$15	\$35
February	Industry : McGowan Regenerative Medicine Institute	\$0	\$15	\$25	\$35
March	Educational : Managing Reputation Case with B. Slivka	\$0	TBA	TBA	TBA
April	Industry : Tour of Millie's Ice Cream Manuf. Facility	\$0	\$15	\$20	\$30
May	Social : Annual Meeting and Reception	\$0	\$0	\$0	NA
May	<i>Marathon discounts</i>	<i>Email us</i>	<i>Email us</i>	NA	NA
Periodic	Social : Member Cocktail Hours	subsidized	cash bar	cash bar	NA

Note: Fees exclude alcoholic beverages, unless otherwise specified. A 3% surcharge is added for credit and debit card payments.

The HBS Association of Pittsburgh is a non-profit organization with the mission of providing a forum for HBS MBA and Executive Program alumni to connect on a wide range of business and social levels. There are more than 100 HBS Alumni Clubs and Associations in nearly 50 countries. The HBS Association of Pittsburgh receives no ongoing funding from HBS (except about \$300 to fund Global Networking Night, typically). Member dues go entirely towards programming events for Members.