



Newsletter for Program Year 2018 – 2019

Officers:

Tony Sciuillo, OPM 37

President

Amanda Upton, '13

Treasurer

Nick Shapiro, '14

Secretary

Doug Zalla '92

Vice President

Ann Zalla, '92

Vice President

Tom Ruppel, '82

*Vice President***Board of Governors:**

Larry Breck, '73

Howard Bruschi, PMD 31

Ed Denton, '87

Aaron Mahone, '16

Patrice Romzick, '82

Bill Slivka, '78

Rodney Smith, '99

For the 2017-18 program year, the HBSAP achieved membership of 55 alums, representing a higher percentage of our local alumni base than most other cities with an HBS alumni association. We held 11 events during the program year, including at Uber, the Observatory, and Wigle Whiskey. The May Annual Meeting included remarks by Michael McGarry, CEO of PPG and AMP '05, President and Treasurer reports, and officer and governor elections for 2018-2019.

Bill Slivka ended his 5-year term as President this past year. Bill did a fabulous job building membership and club engagement and organizing quite a number of interesting events for our Members and community. We truly thank Bill for his service. For this new year, Tony Sciuillo stepped up and was voted in as President. We also welcome three new officers in Doug and Ann Zalla and Tom Ruppel.

The 2018 –19 program includes nine social and educational events scheduled so far. Additionally, we will host periodic, more spontaneously announced social events for Members. We are fortunate to have Dr. Stu Hoffman back to provide our 2019 economic outlook. Other events include an opportunity to learn from a local proprietor about our rapidly growing medical/legal cannabis industry, a tour of a new Millie's Ice Cream production facility, a presentation by a local startup in the apparel industry, and a discussion about effective board involvement. As always, our final event of the year will be our members-only (with guests) Annual Meeting and Reception with special guest speaker. Importantly, we will hear officer reports and nominate and vote on new officers and governors at the Annual Meeting. Please refer to event descriptions for details.

As in past years, you can recover your membership fee in September by enjoying the HBSAP "kick off" dinner for free – we'll be back at Lidia's this year – if you pay and RSVP by September 17. Consider purchasing the "Season Pass" Membership (\$85) and attend all events at no cost (except, of course, alcohol and guest fees). (See payment instructions below.) Now is the time to sign up for fun and interesting events and to re-connect with Pittsburgh HBS alumni!

Membership Enrollment Happy Hour at AC Hotel

Join us at the Level 7 bar atop the new AC Hotel on the edge of downtown and the strip. Catch up with fellow HBS alumni, check out a new space in Pittsburgh and register for a 2018-2019 HBSAP membership. Light appetizers will be available on a limited basis. Attendance is free to all. Cash bar.

AC Hotel
Sept. 6
6:00 pm

Complimentary Dinner (with Membership) at Lidia's

Lidia's Restaurant

Sept. 27

6:00-9:00 pm

Reconnect and meet new alumni at the HBSAP dinner at Lidia's, one of downtown's famous restaurants. The HBSAP will pick up the tab for a three-course dinner (excluding alcoholic drinks), including tax and gratuity, for all those who pay this year's dues by September 17 (post-marked-by is fine). Guests are always welcome at this event at a rate of \$60 per person plus alcohol. RSVP's are required before Monday, September 17. Social hour begins at 6:00 pm with dinner at 6:30 pm.

HBS Global Networking Night at Mansions on 5th

HBS Global Networking Night is back at Mansions this year. This has been one of our most favored and attended GNN destinations. (It is also subsidized by HBS!) The ornate former McCook Mansion in Shadyside is one of the most unique venues in Pittsburgh (and perhaps in the US!). It is replete with carved wood, rich fabrics, stained glass, and one-of-a-kind, hand-painted tile panels, reminiscent of the Edwardian Era. Enjoy five varieties of Hors d' Oeuvres along with a cash bar. This evening is free to *all* HBS Association Members, \$15 for guests of Members, and \$30 for all others.

Mansions on 5th
Oct. 17
5:30-7:30 pm



Carnegie International Museum Exclusive Art Tour

Carnegie
Museum of Art
Nov. 8
5:30-8:00 pm

Join us for a guided tour of the oldest North American exhibition of contemporary art from around the world, inspired by the theme: "the pleasure of being with art and other people." A museum docent will invite us to explore what it means to be "international" in this moment of time as we become immersed in the work of 32 curated artists. This once-every-four-years event brings the art world to our doorstep. Arrivals begin at 5:30 pm. Grab a drink or snack (self-pay) at the Cafe Carnegie. The one-hour tour begins at 6:30 pm, and the museum remains open until 8:00 pm. The event will be free for Season Members, \$30 for regular members, and \$40 for guests. RSVPs for this event are due by Oct. 30 (late registrants may be charged an extra fee).

2019 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 2019 – globally, in the U.S., and right here in Pittsburgh. We'll also find out how his predictions fared in 2018. 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. Dr. Hoffman remarks commence at approximately 5:30pm. Q & A follows. The event will be free for Season Members, \$20 for regular members, \$30 for guests, and \$45 for others.

Economic
Forecast
Dec. 5
5:00-8:00 pm

Weed and Wine : Medical Marijuana Briefing

Cresco Yeltrah
January 17
Time TBA

Join us for a presentation on one of Pennsylvania's newest industries. Learn about medical cannabis from industry leaders Cresco Yeltrah at their first-in-Pennsylvania, Strip District facility. Cresco Yeltrah is a partnership between Cresco Labs (a medical cannabis operator in six states) and the Hartley family, industrials business leaders in Western PA. Topics on medical cannabis include history, business operations, regulatory qualifications, technology and Q&A. Sorry, no free samples, but we will have snacks and beverages (including wine). The event will be free for Season Members, \$20 for regular Members, and \$25 for Member guests, and \$35 for others.

Presentation and Discussion : Serving on Boards

Have you considered board seat involvement but don't know where to start? Are you considering ways to more effectively contribute to an existing board role? Are you wondering how chairing a board may require different skill sets than the average board seat? We'll consider these questions and more in a presentation and discussion about the major topics to consider in joining and serving effectively on company boards. A number of our Members and local alumni base have interesting experience and insights into this topic, as do specialized recruiters. These insights and more will form our discussion. Stay tuned for further details on time and place for this event. Admission will be free for Season Members, \$20 for regular Members, and \$30 for Member guests, and \$40 for others.

Venue TBA
February
Date/Time TBA

Revtown Jeans : Presentation by a Local Startup

Venue TBA
March
Date/Time TBA

Recent HBS alumni success stories in the fashion industry include Stitch Fix and Rent the Runway. Pittsburgh is home to Revtown, a direct-to-consumer jeans and apparel startup. We will learn from Revtown's founders, alumni of American Eagle, Under Armour and Dick's Sporting Goods, about how they seek to deliver top quality jeans via a fast-fashion approach. Expect to explore the product lines and hear about the year-long journey to create the trademarked Decade Denim. We will target a date in March for this event. Further details on place and time to be announced in coming months. Admission will be free for Season Members, \$20 for regular members, and \$25 for guests.



Millie's Ice Cream : Homewood Facility Tour

Millie's Facility

April

Date/Time TBA

Delicious Pittsburgh favorite Millie's Ice Cream has been expanding, with a new production facility in Homewood. Come find out how the new facility is helping sweeten our local economy and revitalize another historic Pittsburgh neighborhood. And yes... we are of course working on free samples ;) Stay tuned for more details regarding exact address, parking, and times. Admission will be free for Season Members, \$15 for regular members, \$20 for guests of Members, and \$30 for others.

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 2019 - 20, followed by remarks from a guest speaker. This event, to be held in May at the HYP Club, is entirely complimentary, 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. Current Treasurer Amanda Upton will be at the end of her 5-year term limit in May and may we all gather together to congratulate her on an exemplary job!

Annual Meeting &
Reception

May

Date/Time TBA

Monthly Member Happy Hours

Monthly
Details TBA

To increase engagement and accessibility, we will be organizing monthly HBS Alumni Happy Hours at rotating locations throughout the city and suburbs. No RSVP is required – just sign up for membership, look for the email and calendar invite, and join us if you can make it for networking, appetizers and a cash bar. If you can't make this month, catch us next time at a microbrewery, gastropub or Pittsburgh landmark. Subsidized for Season Pass holders.

Popup Events

We plan to try at least one new event format this year, including a more spontaneous weekend activity that will be weather-dependent. Expect such an event to be partially subsidized by the club for season pass Members. 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 2018-2019

Season Pass Membership : \$85 – includes complimentary entry into all events, as well as the complimentary Lidia's dinner for those who register by September 17.

Regular Membership : \$60 - includes discounted events and guest rates, as well as the complimentary Lidia's dinner for those who register by September 17.

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 Lidia's dinner on September 27th. Checks for all membership and events payments can be mailed to 2356 Little Sewickley Creek Road, Sewickley, PA 15143.
- 2) **Pay by credit card**: Email uptonak@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: We are attempting to move our website to a more modern, more usable, and less costly platform. For at least a few weeks, our current website (<http://www.hbspittsburgh.com>) may be out of date and may at times be down entirely. We appreciate your patience with this transition.

Calendar: We will keep you informed of events by email and our new [Google calendar](#). We will also send out a (shorter) mid-season update 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 Amanda Upton at [2356 Little Sewickley Creek Road, Sewickley, PA 15143](#). 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** – Email uptonak@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 3% surcharge). There will be a 3% surcharge on all online payments to cover associated fees.

Meet Your Officers

Tony Sciallo, President: served as VP for 4 years. Graduated Duquesne University and HBS OPM 37 program. President of Sciallo 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 tonysciallo@me.com.

Amanda Upton, Treasurer: Amanda has served as your Treasurer 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 to receive a link to make any online payment. Or, mail her a check (telling her what the check is for) at: [2356 Little Sewickley Creek Road, Sewickley, PA 15143](#).

Nick Shapiro, Secretary: Nick is entering his third year serving as Secretary. He relocated to Pittsburgh in 2015 with his wife, Jaime, who is a hematology-oncology fellow at UPMC. 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.

Ann Zalla, Vice President: This is Ann's first 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 for BNY Mellon. In her free time, she enjoys reading and adventure travel (which is not to be confused with travel adventures, but sometimes they go hand-in-hand.) 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 first 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.

Tom Ruppel, Vice President: 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.

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. 6	Social : Membership Sign-Up Cocktail Hour	\$0	\$0	\$0	\$0*
Sept 27	Social : Lidia's Dinner <i>(free for Members)</i>	\$0	\$0	\$60	NA
Oct 17	Social : HBS Global Networking Night	\$0	\$0	\$15	\$30
Nov 8	Educational : Carnegie Int'l Museum of Art Private Tour	\$0	\$20	\$30	\$40
Dec 5	Educational : Annual Economic Forecast	\$0	\$20	\$30	\$45
January	Educational : Cresco Yeltrah Briefing (Weed and Wine)	\$0	\$20	\$25	\$35
February	Educational : Serving on Boards	\$0	\$20	\$30	\$40
March	Educational : Apparel Startup Presents	\$0	\$20	\$25	\$35
April	Educational : Tour of Millie's Ice Cream Manuf. Facility	\$0	\$15	\$20	\$30
May	Social : Annual Meeting and Reception	\$0	\$0	\$0	NA
Periodic	Social : Member Cocktail Hours	subsidized	cash bar	cash bar	NA

* All Alumni Free

Note: Fees exclude alcoholic beverages, unless otherwise specified. A 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.