ALBERSBRIEF

FALL 2008

ALBERS HONORED WITH THE PRESIDENT'S "E" AWARD

n a White House ceremony in May 2008, Seattle University President Father Stephen J. Sundborg, S.J., accepted the prestigious President's "E" Award for excellence in export service for the "Education for Global Executives" (EDGE) Program in the Albers School of Business and Economics. Commerce Secretary Carlos M. Gutierrez presented the award to Fr. Sundborg as nine other representatives of Seattle University and Albers looked on. Following the ceremony, Fr. Sundborg and Albers Dean Joseph M. Phillips, Jr., met President George W. Bush in the Oval Office for a photo opportunity.

Seattle University is one of only a few universities in the country to receive the highly-respected award since it was established by Executive Order of the President in 1961. SU, which aspires to be the premier independent university in the Northwest, is the only university in the region to have received the award.

"It is a great honor for the EDGE program of the Albers School of Business and Economics to be recognized nationally by the President of the United States," said Fr. Sundborg. "This is another acknowledgement of the school's outstanding business and entrepreneurship programs, which have received regional and national attention."

The "E" Award is the highest honor the federal government gives American



SEATTLE UNIVERSITY REPRESENTATIVES, INCLUDING SU PRESIDENT, FR. STEVE SUNDBORG, S.J., CENTER LEFT, AND ALBERS DEAN JOE PHILLIPS, THIRD FROM LEFT, WERE AT THE WHITE HOUSE IN MAY TO RECEIVE THE PRESIDENT'S "E" AWARD.

companies and organizations that significantly contribute to expansion of export trade in the U.S. Through Albers' EDGE program, business students collaborate with businesses in the region to expand growth and sales in overseas markets.

"This award recognizes the excellent work the Albers School of Business and Economics students and faculty have accomplished in the EDGE program," said Dean Phillips. "They are delivering strong results that make an impact on the competitiveness of U.S. firms. EDGE is

a good example of the applied, resultsoriented approach we use in our academic programs, which prepare our students to fully participate in a global marketplace."

Since its inception in 2002, the EDGE program has engaged approximately 230 students in more than 80 projects for at least 50 businesses and organizations. Companies working with SU's program include Costco, Microsoft, PACCAR, Starbucks, Weyerhaeuser, and The Boeing Company.

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JOE PHILLIPS, DEAN

DEAN'S MESSAGE

ur students, faculty, and staff are proud of the growing reputation of the Albers School of Business and Economics and Seattle University. Whether it be the Top Ten ranking in social responsibility from Corporate Responsibility Officer magazine or being in the Top 30 of Part-time MBA Programs by US News and World Report, our reputation for academic excellence and service to society is growing. One result is expanding enrollments. Students are attracted to the education we provide, both at the undergraduate (our undergrad enrollment will be at a record level this fall) and graduate levels (our incoming EMBA class will be at capacity this year, well ahead of schedule). We are known for our focus on the individual student, academic rigor, and commitment to ethics and social responsibility. Students find this attractive and increasingly we are a school of choice.

All this is well illustrated in this edition of the *Albers Brief*. Karen Ward received the top award in the Harriet Stephenson Business Plan

"WE ARE KNOWN FOR OUR FOCUS ON THE INDIVIDUAL STUDENT..."

Competition, and her story illustrates the high "value added" of an Albers education. Misty Watson is another of our outstanding students, supported by our faculty and staff in her career transition from science to finance. Carolyn Kelly is one of our many exceptional alumni who have made a difference in their industry and community. Ultimately, a school is measured by what its alumni accomplish, and Carolyn certainly makes SU look good. Finally, the story on Sharon Lobel gives you a glimpse of one of our excellent faculty and staff, those who are making a difference in the lives of our students.

Thank you for your continued support of Albers and Seattle University. As always, I welcome your comments or questions. Please contact me at phillipsj@seattleu.edu.

ALBERS PEOPLE

JENNIFER MARRONE'S (Assistant Professor of Management) article, "A multi-level of investigation of antecedents and consequences of team member boundary-spanning behavior," co-authored with Paul Tesluk (University of Maryland) and Jay Carson (Southern Methodist University) was published in the Academy of Management Journal.

BRIDGET HIEDEMANN'S (Associate Professor of Economics) article, "Formal Home Health Care, Informal Care, and Family Decision-Making," co-authored with David Byrne (Federal Reserve Board), Michelle Goeree (USC), and Steven Stern (Virginia), has been accepted for publication by the International Economic Review.

REX TOH'S (Professor of Marketing) article, co-authored with Michael Hu (Kent State), "Averaging to Minimize or Eliminate Regression Toward the Mean to Measure Pure Experimental Effects," has been accepted for publication by *Psychological Reports*.

TERESA LING (Assistant Dean) and DAVID CARRITHERS' (Finance Lecturer) article, "Messy Problems and Lay Audiences: Teaching Critical Thinking within the Finance Curriculum," co-authored with John Bean (Seattle University), has been accepted for publication in Business Communication Quarterly.

DAVID REID (Professor of Management) co-authored an article on intellectual property rights that appeared in the March 10th edition of the *Wall Street Journal*. It was entitled, "Protecting Your Intellectual Property in China."

SUSAN WEIHRICH'S (Associate Dean) article, "Academic-Based VITA Programs: Issues and Best Practices from Accounting Educators," co-authored with Christine Bauman (Northern Iowa), Ed Outslay (Michigan State), and Dennis Schmidt (Montana St.), has been accepted for publication in *The Tax Advisor*.

IVILINA POPOVA'S (Assistant Professor of Finance) paper, "Bayesian Forecasting of Prepayment Rates for Individual Pools of Mortgages," co-authored with Edward George (University of Pennsylvania) and Elmira Popova (UT-Austin), has been accepted for publication in Bayesian Analysis.

FRED DEKAY (Associate Professor of Economics), REX TOH (Professor of Marketing), and PETER RAVEN'S (Associate Professor of Marketing) article, "Loyalty Programs: Airlines Outdo the Hotels," has been accepted for publication in the Cornell HRA Quarterly.

JOHN DIENHART'S (Professor of Management) article, "The Separation Thesis: Perhaps Nine Lives Are Enough," has been accepted for publication in *Business Ethics Quarterly*.

CHAUNCEY BURKE (Assistant Professor of Marketing), ERIN TALBOTT (Marketing Lecturer), GARETH GREEN (Associate Professor of Economics), and CARL OBERMILLER'S (Professor of Marketing) article, "Tastes Great or More Fulfilling? The Effect of Brand Reputation on Consumer Social Responsibility Advertising for Fair Trade Coffee," has been accepted for publication in Corporate Reputation Review.

JAY LAMBE'S (Assistant Professor of Marketing) article, "Alliance-Based New Product Development Success and the Moderating Role of Formalization: An Examination in Exploration and Exploitation Strategic Contexts," co-authored with Robert Morgan (Cardiff University), Shibin Sheng (Adelphi University), and Gopal Kutwaroo (Microsoft), has been accepted for publication in the *Journal of Business-to-Business Marketing*.

MADHU RAO (Associate Professor of Management) was named Professor of the Year by students in the Albers Beta Gamma Sigma chapter.

DAVID CARRITHERS (Finance Lecturer) was selected to receive the 2008 SU Senior Class Outstanding Faculty Award.

KAREN WARD FACED HER INSECURITIES — AND WON!

THE HARRIET STEPHENSON 2008 BUSINESS PLAN COMPETITION

or Karen Ward, \$10,000 Grand Prize winner in the Harriet Stephenson 2008 Business Plan Competition, her journey through the competition brought her from self-doubts in her ability to write a business plan, through confronting her fear of speaking in front of people, to summing up her experience like this: "I second-guessed myself through the whole competition up until the day before the presentation. At that point, I decided, HEY, I believe in myself, in what I have, and what I'm bringing to the table, and my job as an entrepreneur is to convince everyone else in the room that what I have is worthy of the grand prize. And that's exactly what I did."

"YOU ARE YOUR BIGGEST FAN AND YOU NEED TO MAKE SURE YOU BELIEVE IN YOURSELF AND WHAT YOU ARE CAPABLE OF ACHIEVING."

Karen worked through her initial nervousness as she enrolled in the Business Plan Development class, where she learned a lot from her professor and peers. She continued to work on her plan after the class and eventually submitted it to the competition. She was still very nervous and didn't know what to expect until she heard the results.

She was shocked when she made it to the next round, the tradeshow/elevator pitch competition. "Part of me was hoping I didn't make it because I was scared to death about speaking in front of people. This has been my weakness my whole life," she admitted. In preparing for this round, Karen worked mostly alone, with some help from co-workers. When she assembled her booth for the tradeshow, everyone was extremely impressed. It was the first time she realized that "maybe, I actually had the potential to win this competition."

The elevator pitch was a "boost to my self-esteem," but she still worried about how she would ever be able to make it



KAREN WARD, 2008 BUSINESS PLAN COMPETITION WINNER, ACKNOWLEDGES THE AWARD, WHILE JOHN MEISENBACH, GRAND PRIZE SPONSOR, LOOKS ON.

through the final presentation, if she made it that far. In fact, she did make it to the final presentation round and worked with several people on her public speaking. To boost her confidence, she invited her parents, husband, and a few friends. "I knew if I had them in the audience, I wasn't going to fail," she said.

After all her preparation, Karen sailed through her presentation. As she put it, "I knew my stuff and that was the greatest confidence I could have given myself. When the crowd cheered after I was done, I knew that I had proven my potential to myself and hopefully to everyone in that room. I'm still shocked to this day that I ended up winning the competition since I was so worried about making it through the first round!"

What did Karen learn from the experience? She learned that "you can do anything you set your mind to! I also learned that sometimes you can be way too

hard on yourself and you need to be able to take other people's praise and use it to your advantage. And, that no matter what anyone else thinks, you know your business more than anyone else in the world and if you can't tell your story with heart, passion, and confidence, no one will believe in you. You are your biggest fan and you need to make sure you believe in yourself and what you are capable of achieving."

2009 HARRIET STEPHENSON BUSINESS PLAN COMPETITION

Opportunities are available for participants, mentors, judges, and sponsors. For more information, contact Steve Brilling, Executive Director of the Entrepreneurship Center, at 206.296.2469 or e-mail brillist@seattleu.edu.

ALUMNUS PROFILE

CAROLYN KELLY - PUTTING HER JESUIT EDUCATION TO WORK.



CAROLYN KELLY

or Carolyn Kelly (MBA '85), her choice of the Albers School of Business and Economics for her MBA studies was for the reasons that still make us a top choice today. Having graduated from Gonzaga University in 1974, Carolyn was "already a fan of a Jesuit education." She valued the emphasis on ethics and the whole person. In addition, she needed to go to school at night and there weren't many options in the early 80's. At the time, she was married and working full time at The Seattle Times.

And Carolyn is still working at The Seattle Times. She has been there for 31 years and is now the President and COO.

"I'm still loving it (most days!)," she says.
"Interestingly, the work we do at The
Times is all about community service and
stewardship, through journalistic excellence and business excellence. It dovetails
in many ways with exactly what SU focuses
on — service, leadership, integrity/ethics,
and community stewardship."

With a career obviously on the rise, what prompted Carolyn to go back to school for her MBA? "I like continuing to learn, and as I moved into management, I felt it would be helpful for me." She says that her Albers experience helped broaden her perspective and helped her think much more strategically about issues and people. She singles out Dr. Harriet Stephenson and her focus on entrepreneurship as a highlight of her studies at Albers.

How does one embark on a career that leads to becoming President and COO of one of Washington's largest private companies and puts her in the company of only a handful of women in the country who have risen to an executive position at a newspaper? "Luck, in many ways," is how Carolyn describes it. She decided in college to become an accounting major because she knew that she needed a major where she would have to be disciplined and work hard. She spent three years in public accounting at Peat Marwick & Mitchell before deciding to leave public accounting. Mostly to get interviewing experience, Carolyn interviewed with The Seattle Times. She has been there ever since, in

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positions that have ranged from financial analyst to marketing/new business director to CFO to senior vice president/general manager and on up to her current position at the top.

In the true spirit of an Albers education, Carolyn spends much of her "free" time giving back to the community. She serves on several boards, including the Board of Trustees at Seattle University, the Seattle Foundation, and the YMCA.

Carolyn has lived in Seattle for 35 years now, but she grew up in Walla Walla, where her father still lives. She is the eldest of seven kids. She is "joyously single," but has several nieces and a nephew she can spoil and then return to their parents. Her pastimes include reading, running (she recently completed the Seattle Half Marathon and the Portland Marathon), and traveling. She has traveled through Australia, Europe, Asia, and Eastern Africa and hopes to tackle Greece and Turkey next. As she puts it, she's "looking for new experiences!"







STUDENT PROFILE

MISTY WATSON - MCGOWAN SCHOLARSHIP WINNER

n mid-April, the Albers School of Business and Economics at Seattle University announced the selection of Misty Watson as the William G. McGowan Scholar for 2008/9. Misty is now a thirdyear graduate student in the Master of Science in Finance program at Albers.

A native of Meridian, Mississippi, Misty earned her BS in Physics at Xavier University in New Orleans, Louisiana, before relocating to Seattle for her job with the National Oceanic and Atmospheric Association (NOAA), where she was a researcher and worked on one of their ships. She immediately fell in love with Seattle and has now been here five years.

While working at NOAA, Misty spent her free time investing on her own and reading books about finance and investing. She eventually realized that she wanted to change her career to business, so she enrolled in the Albers MBA program. Deciding she wanted more of a focus in finance, Misty moved to the Master of Science in Finance program. While this is a major change from being a NOAA researcher, she can still use her welldeveloped analytical skills. She is currently interested in portfolio management, but also wants to explore other job possibilities. She plans to stay in Seattle after graduation.

Misty heard about the William G. McGowan Scholarship through an e-mail sent out to all Albers business students. She had been wanting to change careers and wanted an internship in the investment field, but could not do that while continuing to work full time. The McGowan Scholarship gave her the freedom to go to school full time while pursuing an internship. Misty is excited about being chosen as the McGowan Scholar, but she says her mother, Joyce Watson, and grandmother, Earline Mosley, are more excited about it than she is. "They are my inspiration," Misty said of them.

Albers selects one undergraduate or graduate student to be the William G. McGowan Scholar who is awarded a tuition scholarship at Seattle University.



MISTY WATSON - MCGOWAN SCHOLARSHIP WINNER

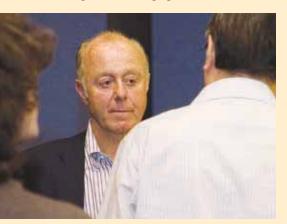
The scholarship fund was created by William G. McGowan, founder and chairman of MCI. The McGowan Scholarship provides selected colleges and universities with funds to help students who wish to pursue a business education. The program is based on the experience of William G.

McGowan, who, as a graduate student, couldn't afford a second year at Harvard Business School to earn his MBA degree. After receiving Harvard's Baker Scholarship, he was able to complete his MBA and launch a successful business career as founder of MCI Communications.



SPEAKERS, SPEAKERS, SPEAKERS

he last half of the 2008 school year was busy with speakers as Albers welcomed Jeff Brotman, Chairman of Costco, Steve Reynolds, Chairman and CEO of Puget Energy, and Kevin Turner, COO of Microsoft, to campus for our Albers Executive Speakers Series. We also sponsored another Genevieve Albers Forum, which featured Alex Counts, President and CEO of Grameen Foundation and author of Small Loans, Big Dreams: How Nobel Prize Winner Muhammad Yunus and Microenterprise Are Changing the World.



JEFF BROTMAN

JEFF BROTMAN

Jeff Brotman visited Albers in late February to tell us about "The Costco Story." Stressing the point that Costco doesn't advertise but loves PR, Brotman started out with a video of humorous clips from various programs where Costco has been mentioned, including The Tonight Show and Oprah. He went on to tell the history of Costco and how they have grown. He said that they are very thoughtful about their expansion plans and research them thoroughly, but the decisions also involve gut feel. This applies to merchandise/service as well as locations. For instance, they know that China is not right for them. They also will not go into any countries where they must pay officials for the right to be there. Domestically, they are in 40 states. They went into the mid-West in the past, but then left because the environment was not conducive to success, as they measure it.

People are the key to Costco's success. They treat their employees well, paying above market wages to attract and keep them. Employees grow with the company, with 97% of them starting as boxers or cashiers. They also are very customeroriented. Memberships are an important aspect of Costco's profitability. They have an impressive 85% of members returning every year.

STEVE REYNOLDS

On May 6, Steve Reynolds, Chairman, President, and CEO of Puget Energy and its utility subsidiary, Puget Sound Energy, spoke in Pigott Auditorium on the subject of "Cleaner, Greener, Smarter." Reynolds is in the process of guiding the company through a sale to a private equity group from Australia and Canada, so it is an interesting time for the company and Reynolds.

Reynolds has strengthened Puget Energy's financial position by concentrating on their core business and retail utility service within a regulated environment. Central to this goal in today's volatile energy marketplace, is PSE's strategy to meet the energy needs of its growing customer base through incremental, costeffective energy conservation, low-cost procurement of sustainable energy resources, and far-sighted investment in the energy-delivery infrastructure.

PSE has also become an industry leader in renewable energy and promoting energy efficiency practices. The company owns two wind energy facilities and is developing the largest solar facility in the Pacific Northwest. Reynolds stressed the necessity of thinking ahead and exploring new opportunities for the future success of a business.

KEVIN TURNER

Kevin Turner's topic of "Being a Leader: Experiences in Leadership" was well received by a large audience in Pigott Auditorium on May 24. Rather than discuss philosophies of leadership, Turner chose to share some of his many experiences growing into leadership roles



STEVE REYNOLDS

and working for two great leaders, Sam Walton and Bill Gates. The number one thing that Turner learned in his career was that, "Leaders are not born...leaders are made." The key leadership principles he follows are:

- The only job security any of us has is our individual commitment to personal development.
- Our success is dictated far more by those who work for us than by those we work for.
- Integrity and hard work are absolutes.

The traits that Turner teaches his teams at Microsoft are:

- Be externally focused and define success in customer terms.
- Be results driven.
- Be simplifiers.
- Be energized by teamwork and inclusiveness.
- Be recognized for expertise in a function or domain.

In conclusion, Turner emphasized three points:

- Leaders are coachable.
- Leaders inspire people to be their best.
- Leaders lead!

CONTINUED ON PAGE 7

FACULTY PROFILE

SHARON LOBEL - PASSIONATE ABOUT JUSTICE

r. Sharon Lobel, professor of management at Albers, recently gave a talk at the Seattle Convention Center on "Teaching Within The Warehouse" to an audience of 1,500 Costco warehouse and depot managers. "Back in the day, I was absolutely terrified of public speaking. It is truly a strange and somewhat awe-inspiring

experience to look back in time and recognize the smallness of one's imagination in the face of what is possible in life," she said of this experience. She added, "It was a highlight of my career to speak in front of an audience of that size, representing a company I truly admire."

Given Sharon's accomplishments in her career, to have this as one of the highlights says a lot. Not only has she had a large number of articles published in such refereed journals as Human Relations, International Journal of Leadership Education, Academy of Management Executive, and Journal of Applied Behavioral Science, she has also been published in many non-refereed outlets. She consults within her field of expertise, which is team building, work and



DR. SHARON LOBEL

personal life issues, and the "people side of business and management." She also speaks at academic conferences, is involved in numerous professional associations and societies, and was honored as the Undergraduate Management Professor of the Year at Albers in 1996.

So how does someone who's terrified of public speaking become a teacher,

expert resource for TV and radio, and public speaker? "All my life I have been passionate about justice, especially in relation to people who are less fortunate than myself and whose race, culture, or lifestyle puts them into a vulnerable position," she said. She attributes these values to her parents, especially her father, who volunteered as a driver for Martin Luther King in Mississippi during the summer of 1964, when 3 civil rights workers were lynched. "He was someone who would stop to help someone stuck at the side of the road, just because they probably needed help." Similarly, Sharon believes that "it's important that people are able to retain their dignity when they work. I also believe that business leaders

and managers have an obligation to establish culture, policies, and business practices that promote human dignity for employees and other stakeholders."

Sharon was raised in New York City and then moved to Boston for college, where she graduated from Brandeis University with a B.A. in Psychology/ Sociology and went on to earn her Master's degree and Ph.D. in Social Psychology at Harvard University. She has lived for a year or more in New Jersey, Missouri, California, Oregon, Barbados, Brazil, and Michigan. She came to Albers in 1991 after having taught at Harvard, Universidade Gama Filho in Rio de Janeiro, Brazil (she is fluent in Portuguese), and the University of Michigan. Sharon chose to come to Albers after her husband, who is Brazilian, finished his training in internal medicine at the University of Michigan. He was tired of the winter weather in Michigan and the only place they could both agree upon to live was in the Northwest. They, their two children, and their dog, Luna, have been here ever since. In what little "free" time she has, Sharon exercises, does chores, and spends time with friends and family. While she is a homebody, travel is a big deal to her husband and kids. This summer they all visited Machu Pichu, Peru, which Sharon dubbed a "must see in one's lifetime."

SPEAKERS CONTINUED FROM PAGE 6

ALEX COUNTS

In April, Albers was honored to sponsor Alex Counts in a Genevieve Albers Forum. Counts, CEO of Grameen Foundation and author of *Small Loans*, *Big Dreams: How Nobel Prize Winner Muhammad Yunus and Micro-enterprise Are Changing the World*, gave an informative and inspirational presentation on the topic of micro-finance and its impact on the world's poor. A Fulbright scholar who worked in Bangladesh with Muhammad Yunus, Counts not only talks about helping the poor but actually does something about it. In 1997, after working with micro-

finance and poverty reduction mainly in Bangladesh, Counts, with a charge from Yunus and only \$6,000 in seed capital, founded the Grameen Foundation, a nonprofit, Washington, D.C.-based organization that has grown to a global network of 46 micro-finance partners in 25 countries. The goal of the foundation is, through micro-lending, to help the poor lift themselves out of poverty and make better lives for their families. To do this, they partner with a worldwide network of microfinance institutions.

Interestingly, most of the people who

are given loans by Grameen and other microfinance organizations are women. This is because women have long-term goals of feeding and educating their children. They have a support system of other women who are doing the same thing. In many cases, the loans are given to a group of women who work together to run their business. There can be some competitiveness among the women, but it usually works out well. Businesses range from small farms, to artistry, to buying a water buffalo in order to sell the milk and buy nutritious food for the family.

EXECUTIVE SPEAKER SERIES

All of these events will be held from 5:30 – 6:30 p.m. in Pigott Auditorium.

October 15, 2008

Peter Rose, CEO of Expeditors International

November 6, 2008

Kemper Freeman, Chairman/CEO of Kemper Development Co.

January 29, 2009

Gerry Grinstein, Strategic Director of the Madrona Venture Group, former CEO of Western Airlines, Burlington Northern, and Delta Airlines

February 24, 2009

Colleen Brown, President and CEO of Fisher Communications

ALBERS ALUMNI AND FRIENDS EVENTS

March 28th, 2009 7th Annual Albers Crab Feed

You will love being a part of this growing SU tradition! Brought to you by the Albers Alumni Board, you'll enjoy a family-friendly night of great wine, live jazz, an exciting auction, and of course, all the cracked crab you can eat.

(Chicken and vegetarian options will be available.)

For more information about registration or how to sponsor this rollicking evening of food, fun and friends, contact: Rob Bourke at bourker@seattleu.edu or (206) 296-2277.

GET CONNECTED!

You can now be one of the nearly 800 members in the burgeoning SU alumni group on the LinkedIn professional networking site, exclusively for SU alumni and current grad students.

To join, set up your profile on www.linkedin.com then go to: http://www.linkedin.com/groups?gid=40502.

STRENGTHEN YOUR CONNECTIONS

The Albers Alumni Board meets five times a year to develop and organize the alumni programming you enjoy at Albers. Deepen your commitment to Albers in service of your fellow alumni and you will soon experience the value of being connected at this level. If you would like to serve on the Board, contact Rob Bourke at bourker@seattleu.edu.

STAY CONNECTED

Join AlumniWeb—your source for alumni events, online directory and more! http://alumniweb.seattleu.edu.

To join the Albers Alumni Listserve, e-mail carpms@seattleu.edu.

ALBERS BRIEF

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