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FORTY PBN/moutonice business have 2016

Success about more than a job

TALENT IS THE NAME of the game. That is, if you want your region to be competitive on the world stage.

You see that assumption in Gov. Gina M. Raimondo's emphasis on job training, based on the continuing difficulty that local employers have in hiring people with the right skills for today and tomorrow

It doesn't take a brain surgeon, then, to understand the connection between Rhode Island's need for talent and Providence Business News' 40 Under Forty program. These young people, already accomplished in their fields, are 40 reasons to be optimistic about the Ocean State's future.

But along with their career achievement and potential, this year's crop of 40 Under Forty honorees understands how important their personal lives are to their professional success. In the 24/7 age of smartphones, when no one is ever completely away from the office, it is easy to forget that our support network is as important, if not more so, than our colleagues and LinkedIn connections.

Every year for the photos in this special section we ask the honorees to bring a prop of special mean-

soccer balls, golf clubs, books, you name it. This year 14 of the 2016 40 Under Forty class brought a child, a spouse or photos of children for their portrait. By my reckoning, that is the most we've ever had, and a sign that being rooted in a place, with people you love and who love you back, is a key success factor for all our winners. As you look through this special section, and as you see this year's honorees in future news stories, remember that they understand how important being well-rounded is to their accomplishments. And perhaps it should be for you, too.

New this year to the 40 Under Forty program is presenting sponsor Marsh & McLennan Agency, which is being joined by partner sponsors Centreville Bank and Cox Business.

Mark S. Murphy Editor

Mark S. Murphy

GALLO THOMAS

Congratulations to our own Matthew R. Wischnowsky!



And all of the 2016 40 Under Forty Honorees



117 Metro Center Boulevard, Suite 1004, Warwick, RI 02886 14 Woodruff Avenue, Narragansett, RI 02882

Headquartered in Rhode Island; serving all of New England.

CLASS OF 2016 PBN 40 UNDER FORTY HONOREES

KATJE N. AFONSECA Big Brothers Big Sisters of the Ocean State
JEFFREY A. AGONIA Hope Global
HILINA D. AJAKAIYE Stop and Shop Supermarket Co. LLC
ANTHONY E. AUTIELLO III A. Autiello Construction Co. Inc
MIKE BACKUS Blount Fine Foods
DAVID J. BURNETT Neighborhood Health Plan of Rhode Island
CONSTANTINOS H. DAFOULAS International Game Technology PLC
BRADFORD S. DEAN Dean Warehouse Services Inc
LISA MARIE DECOSTE Performance Physical Therapy
DR. JULIO CESAR DEFILLO-DRAIBY University Medicine Foundation Inc
JILLIAN J. DESHIRO Centreville Bank
JENNIFER M. ETUE Family Service of Rhode Island Inc
CASEY FERRARA Meeting Street
NELSON M. FERREIRA TRAC Builders Inc
ANDREA GALGAY Rhode Island Primary Care Physicians Corp
MEGHAN GRADY YWCA Rhode Island
ADAM GREENMAN United Way of Rhode Island
ELISABETH HARRISON Rhode Island Public Radio
JENNIFER P. HOGENCAMP BlumShapiro
SHAWNA HASSETT IANNUCCILLI Duffy & Shanley
DR. JEFFREY S. KENYON Blackstone Valley Eye Care
TULAY LAWTON The Savory Grape Wine Shop
DR. JOHN Z. LUO Doctor's Choice
BRANDON D.L. MARSHALL Brown University School of Public Health 14
ERIC MOUNSEY M. Weisman Roofing Co. Inc
CARRIE L. ORTNER A.T. Cross Co
SANDY F. ROSS Kahn, Litwin, Renza & Co. Ltd
ASHLEY SADLIER Rhode Island Skilled Pediatrics and Adult Nursing Office
in BAYADA Home Health Care
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SERGIO E. SOUSA Twin River Casino
THOMAS STEHL Edesia
MATTHEW VANGIERI Mystic Aquarium
LAURA WALMSLEY Preventure
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TAMMY VARGAS WARNER University of Rhode Island
MATTHEW R. WISCHNOWSKY Gallo Thomas Insurance Agency Inc
DANIEL XAVIER Blue Cross & Blue Shield of Rhode Island
KYLE ZAMBARANO Adler Pollock & Sheehan P.C
ERIC N. ZUENA ZDSinc

KATJE N. AFONSECA. 35

Executive director - Big Brothers Big Sisters of the Ocean State

What's the best career advice vou've received?

My aunt once told me never to be "caught by the golden handcuffs." I've considered that in all of the positions I've taken. She taught me not to let money be the only objective when looking for a career.

What advice would you give your 22-year-old self?

Enjoy the freedom that comes with less responsibility and don't worry; everything works out in the end.

Which social media platform do you use the most, and why?

Facebook is a great platform to keep connected with people locally and across the globe. I'm just getting started with Snapchat but need a lesson from my 16-year-old

Is your career arc moving fast enough? Why or why not?

Yes, absolutely. I consider myself an extreme multitasker and the nonprofit sector is the perfect place for my personality.

THE PROP: With a baby due in September, Katje Afonseca and her husband, Donaldo, will soon learn to multitask outside of the office



Product engineering manager -Hope Global

Why did you select your profession?

I have always been intrigued in understanding how things work. As a kid, I would take my toys apart and put them back together. I've always loved the thought of putting an idea on paper and watching it come

Where do you see yourself professionally in 10 years?

Leading a research and development team, looking for the "next big idea" trying to invent a new, game-changing

What's the last book that you read and what quote can you remember from

"The Martian" by Andy Weir. "I guess you could call it 'failure,' but I prefer the term 'learning experience.'

Is your career arc moving fast enough? Why or why not?

Yes! I never thought I would be where I am today. Hope Global has given me the opportunity to learn and experience many insightful and interesting things.

THE PROP: Jeffrey A. Agonia has enjoyed many great experiences at his work as an engineering manager, wielding a toolbox and a tape measure, tools of his trade

HILINA D. AJAKAIYE, 38

Center store district sales manager -Stop and Shop Supermarket

What advice would you give your 22-year-old self?

I would tell my 22-year-old self to give herself a break. Growing up in a very strict Ethiopian household. I was often hard on myself to always do more. That is not a bad thing at all, however, there is something to be said about slowing down long enough to speed up.

What is your favorite Rhode Island escape or hobby?

My favorite would be Point Judith in Narragansett with my favorite book or a cup of Del's lemonade, enjoying the sound of the waves hitting the rocks.

Is your career arc moving fast enough? Why or why not?

I have set goals and timelines that I am committed to and thus far, I am charging forward. I am looking forward to a positive upward mobility in my career while aligned with an organization that I am passionate about and is passionate about me.

THE PROP: Hilina D. Ajakaiye's family is a constant support system as she spends

ANTHONY E. AUTIELLO III, 33

Vice president -A. Autiello Construction Co. Inc.

What is your favorite Rhode Island escape or hobby?

I competitively race my Stohr F-1000. It has taken me all over the country competing at the Circuit of the Americas in Austin, Texas, to Watkins Glen in New York, and everywhere in between.

What is your favorite Rhode Island restaurant?

My mother's kitchen is No. 1 but Camille's is a close second.

Is your career arc moving fast enough? Why or why not?

I realize that my career path moves as fast as I push it, but it's not a race to achieve success rapidly, it's more important to build a great team around you with all the necessary resources and processes, so that every opportunity has a successful outcome. The people and companies I emulate don't have an arc in their success; they build up their achievements, and when they are unable to build it anymore they pass

THE PROP: Anthony E. Autiello III sports a hard hat at work every day, but in his

MOVERS. SHAKERS. FRIARS.



Andrea Galgay



Shawna Hassett Iannuccilli

Providence College congratulates

Andrea Galgay '02 and Shawna Hassett lannuccilli '03

for being named to Providence Business News' 2016 list of "40 under 40."





She's the honoree. And we're honored to work with her.

We're thrilled to see Jill DeShiro — our senior vice president, CFO and treasurer - recognized among this year's Providence Business News "40 Under 40." Her skills, expertise, talent, and passion for her work are an asset to Centreville Bank — and to the communities and people we serve. Congratulations on this well-deserved honor, Jill. You make us all proud.



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MIKE BACKUS, 39

Division general manager - Blount Fine Foods

Where do you see yourself professionally in 10 years?

The chief operating officer or CEO of a manufacturing company. Also, to serve as an executive coach and to continue volunteering in my hometown.

What's the best career advice you've received?

My first manager, Leo Sirois, emphasized the importance of lifelong learning and personal development. He advised me to never settle and to keep striving. By following this advice, my career has grown well beyond what I envisioned.

What advice would you give your 22-year-old self?

Be approachable, listen well and encourage collaboration.

What's the last book that you read and what quote can you remember from it?

"Leaders Eat Last" by Simon Sinek. "As leaders, it is our sole responsibility to protect our people and, in turn, our people will protect each other and advance the organization together."



DAVID J. BURNETT, 38

Chief of staff -Neighborhood Health Plan of Rhode Island

What advice would you give your 22-year-old self?

Work hard, listen, take advice, and read everything you can get your hands on. Experiences and the knowledge you pick up along the way will shape your perspective, so make sure it's as well-rounded as possible.

What is your favorite Rhode Island restaurant?

My two favorites are in Providence - El Rancho Grande and Los Andes.

What's the last book that you read and what quote can you remember from it? I recently read Malcolm Gladwell's "The Tipping Point." This quote reminds me that anything is possible: "Tipping Points are a reaffirmation of the potential for change and the power of intelligent action. Look at the world around you. It may seem like an immovable, implacable place. It is not. With the slightest push – in just the right place – it can be tipped"



THE PROP: Mike Backus values both his family and his work, holding a photo of his wife, Bethany and sons, Ben, William, Patrick and a group photo from Blount Caleb, 9, Riley, 6, and Fine Foods.

THE PROP: A family man, David J. Burnett holds a portrait of his three children: Caleb, 9, Riley, 6, and Evie, 15 months.

Bryant University CONGRATULATES

the 2016 Providence Business News 40 Under Forty Awards Honorees

THESE DISTINGUISHED INDIVIDUALS JOIN MANY PAST BRYANT HONOREES WHO HAVE GONE ON TO EXCEL PROFESSIONALLY AND MAKE A DIFFERENCE IN THEIR COMMUNITIES.

Jeffrey Agonia '14 MBA; Michael Backus '10 MBA; David Burnett '06 MBA; Jillian DeShiro '00; Andrea Galgay '08 MBA; Matthew Wischnowsky; and David Xavier '09

The University also salutes all of the accomplished award winners who share this honor and recognition.



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CONSTANTINOS H. DAFOULAS, 35

Finance director - International Game Technology PLC

Why did you select your profession?

Growing up in the restaurant business, working in environmental consulting and serving in the military, I have many interests in people, how things work and solving problems. My role as a finance director at IGT allows me to explore these passions in a fascinating industry with a dynamic company located in my home state.

Where do you see yourself professionally in 10 years?

To be part of IGT's management team, continuing to lead the preeminent gaming company in delivering world-class products and services to customers globally.

What advice would you give your 22-year-old self?

Any advice to my past self would have altered the experiences, good and bad, that make me who I am today. I'm fortunate to have family and friends who challenged and supported me through failure and success.

THE PROP: Constantinos H. Dafoulas is honored to have served his country for six years as an active-duty and drilling soldier, having been awarded 12 medals, including four commendations for achievements in leadership and training.

BRADFORD S. DEAN, 38

President -

Dean Warehouse Services Inc.

Why did you select your profession?
It was a family business. My father wouldn't let me work for him right out of college. He wanted me to work for someone else first so I would appreciate being my own boss. After working in the corporate world for a couple of years I joined the family business

Where do you see yourself professionally in 10 years? Hopefully, offshore fishing.

What's the best career advice you've received?

From my father, "family first."

What advice would you give your 22-year-old self?
Stay focused.

What is your favorite Rhode Island restaurant?

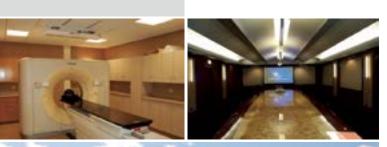
Kay's in Woonsocket.

Is your career arc moving fast enough?
Why or why not?
Yes, my career arc is moving at a good

pace. We are growing, but not too fast, keeping the pace at a level where I love my job and have time to spend with my family.

THE PROP: Following his father's advice, Bradford S. Dean puts his family first, holding a family portrait of his wife, Hannah, and children, Kelsey, 3, and Bradford, 7











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LISA MARIE DECOSTE. 38

Chief operating officer -Performance Physical Therapy

Why did you select your profession?

I probably have the same generic answer that everyone else has had that chose PT as a profession: "I want to help people." I am now able to fully understand the profound difference that I can make in a person's life as a physical therapist.

What advice would you give your 22-year-old self?

Don't beat yourself up over mistakes.

What is your favorite Rhode Island restaurant?

Jacky's Waterplace & Sushi Bar

Which social media platform do you use the most, and why?

Honestly? Facebook because it's one of the few social media platforms that I use to connect and interact with friends/family versus having a workrelated agenda.

What's the last book that you read and what quote can you remember from it?

The quote is actually the name of the book, "You Can't Send a Duck to Eagle School." ■

THE PROP: Performance Physical Therapy has a human skeleton in every location, says Lisa Marie DeCoste. It reminds the staff of the power of their profes

DR. JULIO CESAR DEFILLO-DRAIBY, 37

Assistant professor of medicine - University Medicine Foundation Inc., division of geriatrics and palliative medicine, Warren Alpert Medical School, **Brown University**

Why did you select your profession?

Helping others was innate in me. I feel responsible for the well-being of others. Funny as it is, it got me into trouble several times until I found my calling of being a physician. As you can imagine, I encounter my own problems and imperfections, humbling my view of us humans and allowing me to empathize with others' challenges.

Where do you see yourself professionally in 10 years?

Teaching geriatrics and internal medicine, involving myself in a community. As a Latino it is my impression we should all be more involved with our youth and their older family members those struggling to become a functional part of

What is the last book you read and what quote can you remember from it?

"The Old Man and the Sea" by Ernest Hemingway: "I hate a cramp,' he thought. It is a treachery of one's own body." =

THE PROP: Dr. Julio Cesar Defillo-Draiby's stethoscope is a tool of his trade as a

t's our annual one-stop download of lists, essential data and thousands of high-level company

contacts.



JILLIAN J. DESHIRO. 37

Senior vice president/chief financial officer and treasurer - Centreville Bank

Why did you select your profession? I enjoyed accounting early on in high school and had wanted to follow in the steps of other CPAs in my family. Subsequently, at my first employer out of college I found

Where do you see yourself pro**fessionally in 10 years?**I see myself still in banking with a

the banking industry to be a good fit.

broader scope of responsibilities and continuing in a senior leadership

What's the best career advice vou've received?

Remain confident and slow down.

What is your favorite Rhode Island escape or hobby?

Visiting the beautiful beaches in this

Is your career arc moving fast enough? Why or why not?

Yes - I think it's moving faster than I would have anticipated back when I was just beginning, but today I am very pleased to be where I am and what I am doing to further my career.

THE PROP: Jillian J. DeShiro is pictured with photos of her husband, Eric, son, Matthew, 9, and daughter, Leah, 7

JENNIFER M. ETUE. 37

Clinical administrator, children's service department -Family Service of Rhode Island Inc.

Why did you select your profession?

I knew I wanted to work in providing a safe space for children who didn't have the support to help them through life's challenges. Breaking the chains of abuse, oppression and injustice is part of my job and in my volunteer service. I get to live out my dream and impact the lives of

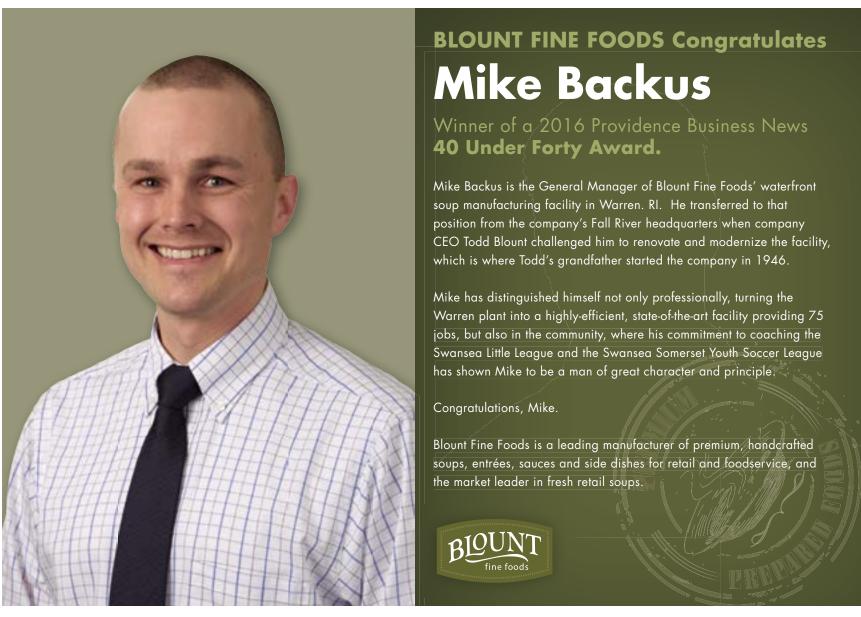
What advice would you give your 22-year-old self?

Live it up; life goes so quickly. Before you know it, it's years later and you're left to wonder where the time went.

Is your career arc moving fast enough? Why or why not?

Some days are like the speed of light, while others seem not so. I work with a great team and have amazing supports in my life. I am thankful for such hardworking, dedicated people who make each day the best it can be for those we help and for balance at the end of the day.

THE PROP: Jennifer M. Etue is passionate about "breaking the chains" of abuse that impact many children and families' lives in Rhode Island



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CASEY FERRARA, 39

Director of early childhood -**Meeting Street**

Why did you select your profession?

Watching children make progress and seeing the look on their parents' faces when their child achieved something was the most rewarding a job could ever be for me.

What's the best career advice you've received?

Listen to what people have to say and always be fair.

What advice would you give your 22-year-old self?

Pace myself and really take everything in and learn from everyone. When you slow down you are able to see so much more and everyone you come in contact with has a lesson vou can learn.

What is your favorite Rhode Island restaurant?

ANDREA GALGAY, 35

Twin Oaks in Cranston. Their food tastes like my grandmother made it.

Is your career arc moving fast enough? Why or why not?

Director, ACO development - Rhode

I declared my major in health policy and man-

agement at Providence College after taking the

Why did you select your profession?

major's introductory class. I instantly

found the subject matter interesting

and knew a career in health care

would be meaningful and reward-

Where do you see yourself

professionally in 10 years?

The health care industry will

undoubtedly continue to evolve

to play a role in shaping how this

Is your career arc moving fast

Rhode Island that are considered

the most innovative in the country.

portunity to work with exceptionally

intelligent people and make me feel

challenged and fulfilled every day.

These projects afford me the op-

over the next 10 years. I hope

evolution takes shape here in

enough? Why or why not?

Yes. I am lucky enough to be

heavily involved in projects in

Rhode Island.

Island Primary Care Physicians Corp.

I am moving at exactly the right pace for me. I have grown at the pace that still allows me the time to be a mom of two.

THE PROP: Casey Ferrara holds dear the first book that she ever read to her class, "Brown Bear, Brown Bear, What Do You See?" by Eric Carle

NELSON M. FERREIRA. 36

Vice president -TRAĊ Builders Inc.

Why did you select your profession?

I remember my father giving me my first claw hammer when I was 8 years old and doing handyman work with him. I think that moment of my life started to slowly mold some of the handson and creative thinking I have developed over time. There is such an indescribable sense of accomplishment when working in construction and completing a project.

What advice would you give your 22-year-old self?

Your time spent volunteering with careerrelated nonprofits will be worthwhile because vou'll be able to meet with professionals in the

What is your favorite Rhode Island escape or hobby?

I enjoy exercise training with Cross-fit Providence. It's a community of local people having similar interests in health and wellness. It has become a part of my life. ■



THE PROP: From a young age, Nelson M. Ferreira knew he wanted to design and

MEGHAN GRADY, 31

Chief operating officer -YWCA Rhode Island

Why did you select your profession?

I want to make an impact in my community by helping others. The nature of the work means every day is different but just as fulfilling as the one before.

What advice would you give your 22-year-old self?

The best way to predict your future is to create it.

What is your favorite Rhode Island escape or hobby?

Walking and running on Blackstone Boulevard. I like getting exercise while enjoying fresh air and seeing neighbors and friends.

What is your favorite Rhode Island restaurant?

Llove all of the restaurants in the Newport Restaurant Group. At all of their locations across the Ocean State, the food and views are fantastic!

Which social media platform do you use the most, and why?

Luse Twitter because it is an easy way to follow breaking news and interact with interesting people.

THE PROP: Meghan Grady is an avid reader who doesn't go anywhere without a

ADAM GREENMAN, 34

Executive vice president and director, community investment -United Way of Rhode Island

Why did you select your profession?

My profession chose me. I started my career with Teach For America, teaching middle school in Camden, N.J. I had intended to go to law school after my two-year commitment, but right away knew that was not going to happen. I found that so much of what happened inside my classroom was affected by things outside the classroom, and my career has been focused on trying to solve those problems ever since. Now, I get to work every day for an organization committed to solving those same prob-

What advice would you give your 22-year-old self?

Make sure you stretch after running, and do yoga.

What is your favorite Rhode Island escape or hobby?

My family lives in Pawtucket, and I'm a big baseball fan, so we love riding our bikes to PawSox games during the summer. ■

THE PROP: Adam Greenman, holding a portrait of his family, is grateful that he



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ELISABETH HARRISON, 39

News director -Rhode Island Public Radio

What advice would you give your 22-year-old self?

experiences.

What is your favorite Rhode Island escape or hobby? When I want to get away, I head to the

beach for a swim in the waves. It's even better when we can stop for fresh corn. tomatoes and raspberries on the way home!

What's the last book that you read and what quote can you remember from it?

I recently re-read Jane Austen's "Sense and Sensibility," and this quote stood out to me: "Know your own happiness. You want nothing but patience - or give it a more fascinating name, call it hope.'

Is your career arc moving fast enough? Why or why not?

In the last year and a half, my career has moved much faster than I had planned. I'm still a bit surprised, but I love the challenge that comes with running a newsroom! ■



Jennifer P. Hogencamp, CPA. CHAE BlumShapiro

'Jen has been pivotal in positioning BlumShapiro as a leading service provider to the hospitality ndustry. This, along with her dedication to client service and development of staff, has made her a leader within our firm."

Gregory Cabral, RI Office Managing Partner

Congratulations, **Jennifer Hogencamp!**

We applaud our own Jennifer Hogencamp, Leader of our firm's Hospitality Industry Group, on earning a spot in PBN's 40 Under 40 Class of 2016!

Jennifer's vision and passion for her work, along with her outstanding dedication to her clients and the community, make her an invaluable asset to our firm.

BlumShapiro Accounting Tax Business Consulting

Rhode Island Massachusetts Connecticut 401.272.5600 blumshapiro.com

THE PROP: Outside the office, Andrea Galgay is a mom of 11-year-old Katie and 8-year-old Sarah, who both offer her challenges and fulfillmen

THE PROP: Elisabeth Harrison followed a graduate school professor's advice to record everyday life and uses her microphone to produce reports that have an impact on the community.

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JENNIFER P. HOGENCAMP, 38

Partner -BlumShapiro

Why did you select your profession?

I love a challenge, and the constantly changing landscape in business and accounting drew me in. It keeps me engaged, and I love dealing with different people, from large companies to small mom-and-pop businesses. Knowing I can be instrumental in assisting businesses to grow and prosper is extremely rewarding.

Where do you see yourself professionally in 10 years?

A partner at BlumShapiro. It's a great firm to work for. We are continually growing, I work with amazing people, and the firm allows for a strong work-life balance.

What is your favorite Rhode Island escape or hobby?

I love fishing and boating with my family and going to the beach.

Is your career arc moving fast enough? Why or why not?

Yes! Love where I am now in my career, and I thank all who helped me along the way.

SHAWNA HASSETT IANNUCCILLI. 34

Senior account supervisor, public relations - Duffy & Shanley

Why did you select your profession? I love the satisfaction of seeing my work positively impact my clients' businesses.

and interacting with fantastic clients, contacts and colleagues every day.

What is your favorite Rhode Island escape or hobby?

Relaxing with my family at the beach and Warwick Country Club ... only wish those summer months would last longer!

What is your favorite Rhode Island res-

Plum Point Bistro is phenomenal - and owned by great people!

Which social media platform do you use the most, and why?

I prefer Instagram - only to share an obnoxious amount of pictures of my children!

What's the last book that you read and what quote can you remember from it?

"Me Before You," by Jojo Moyes (and cried my way through it!). "You only get one life. It's actually your duty to live it as fully as pos-

Why did you select your profes-

me when I received my first pair of eyeglasses, then again with contact lenses. After seeing the improvements in my vision, I wanted to have that kind of impact on people's lives.

advice you've received?

rather than the disease.

give your 22-year-old self?

THE PROP: Jeffrey S. Kenyon may spend most of his time in his doctor's jacket, but his children Isla, 2, and Mason, 5, are never far from reach

DR. JEFFREY S. KENYON. 36

Optometrist and owner -Blackstone Valley Eye Care

It was a life-changing event for

What's the best career

Intently listen to your patients and always treat the person

What advice would you

When you're busy, it's easy to fall into a daily routine and lose sight of the big picture. Set long-term goals, track your progression, and revise as needed.

What is your favorite Rhode Island escape or hobby?

I have fond childhood memories of Colt State Park. My grandparents would bring me there to go fishing, and I now enjoy taking my family there for a picnic or walk along the shoreline.

United Way of Rhode Island salutes Adam Greenman upon being named a 40 Under Forty award recipient.



"I help because when I was a middle school teacher, my students needed more than just a great education. It is great to work in a place that helps get kids and families everything they

-Adam Greenman, Executive Vice President, Director of Community Investment



All of our fundraising costs, including this ad, are paid by a trust.



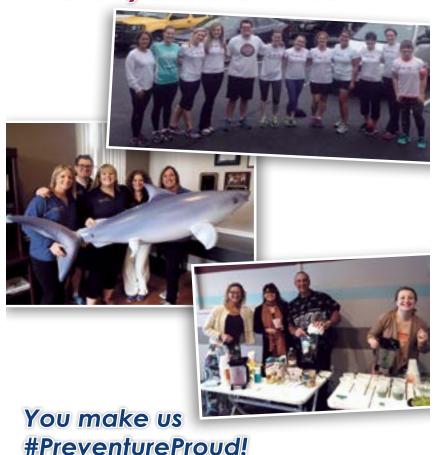
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Thank you to our team!

THE PROP: Jennifer P. Hogencamp is happy her firm allows for her to have a

healthy work-life balance that includes spending time with her children, Cole, 7, and Will, 5.







THE PROP: Shawna Hassett lannuccilli shows her enthusiasm for her clients by

modeling samples from Staples, Dunkin Donuts', Ray Ban sunglasses, and Luca +

TULAY LAWTON, 38

General manager -The Savory Grape Wine Shop

Why did you select your profession? In my personal life, I love to talk about food and wine so why not seek to do this at work? What could be better than that?

Where do you see yourself professionally in 10 years?

Traveling the world, guiding and educating the history of each region's wines and their local cuisine to our clients and customers.

What's the best career advice you've received?

Do not accept limitations and do not allow anyone to tell you what you cannot do - translate it into "I CAN!" My grandmother taught herself to read and write when she was 65 years old with this attitude

What is your favorite Rhode Island restaurant? Jamestown Fish.

Is your career arc moving fast enough? Why or why not?

Yes. I started my career in the business as an intern and am now the general manager of an almost \$2 million com-



CONGRATULATIONS, MATT VANGIERI Congratulations to Matt Vangieri, Senior Director of Development at Mystic Aquarium, on being selected for Providence Business News 40 Under Forty Class of 2016. Your outstanding work inspires people to care for and protect our oceans. Thank you for all you do for our community. MYSTICAQUARIUM.ORG

THE PROP: Tulay Lawton toasts to achieving her dreams with a flute glass and a

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DR. JOHN Z. LUO. 29

Founder and president -Doctor's Choice

Why did you select your profession?

I'm passionate about making health care understandable and affordable. Helping retirees navigate Medicare is a first step in improving

What's the best career advice you've received?

Commit to a vision and then figure it out.

What advice would you give your 22-vear-old self?

Don't let perfect stand in the way of great. Take immediate action toward whatever it is you want

What's the last book that you read and what quote can you remember from it?

"The Aladdin Factor," "If you don't ask, the answer is always no."

Is your career arc moving fast enough? Why or why not?

I'm a believer we dictate our own career arc. There has never been a better time to think outside of the box and not let traditional career

The Prop: John Luo makes sure that his 1-year-old son Orion gets the best of him.



We are proud to congratulate our Vice President Nelson M. Ferreira

Named Providence **Business News 40 Under Forty Class of** 2016!



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arcs [keep us] from dictating our own productivity.

ERIC MOUNSEY. 33 Owner and president -

M. Weisman Roofing Co. Inc.

Why did you select your profes-

There weren't a lot of opportunities right out of college. A business degree was great, but due to the recession, there wasn't much work. A good friend got me into this industry and helped me start my career.

What's the best career advice you've received?

Hit-by-a-bus theory. If someone is removed or temporarily out, the person under them or next to them needs to be able to come in and take over seamlessly. If you know everyone's job, then you're always the next one up that will be relied on. Never shy away from the opportunity.

Is your career arc moving fast enough? Why or why not?

Absolutely not. It wouldn't be fun to slow down right now. We have a good time here, but know the foot needs to be pushed down on the pedal at all times. Thank you to the Weisman family and supporters.



CARRIE L. ORTNER. 39

Vice president and general counsel A.T. Cross Co.

Why did you select your profes-

I was a patent agent and pursued a law degree because I found patent law intellectually challenging and enjoyed working with inventors and entrepreneurs.

Where do you see yourself professionally in 10 years?

Ten years from now I will continue to be a generalist lawyer and business adviser.

What's the best career advice vou've received?

The best career advice I've received is to do what you love and follow your

What is your favorite Rhode Island escape or hobby?

Of everything Rhode Island has to offer, my favorite is morning walks on the beaches in Newport and Middletown.



THE PROP: Carrie L. Ortner holds pens from her company, A.T. Cross, featuring

BRANDON D.L. MARSHALL, 32

Assistant professor -**Brown University School of Public Health**

Why did you select your profession?

Working in epidemiology combines my love for science with the health and social justice values that I've always held dearly. During my undergraduate training I volunteered at YouthCO, Canada's largest youth-driven HIV/AIDS and hepatitis C organization. That experience drove my interest in understanding the social determinants of drug use and addiction, particularly among young people.

What's the best career advice vou've received?

Surround yourself with people who enjoy what they do and are passionate about research. There's nothing more rewarding in [academia] than solving a problem collaboratively.

What is your favorite Rhode Island restaurant?

North in Providence, I'm from Vancouver, so their wonderfully creative dishes remind me of izakayas (Japanese-style gastropubs) back home.



Congratulations to Neighborhood's Chief of Staff **David Burnett**

on his distinction as a "40 Under Forty" honoree!



Dave's guidance has helped Neighborhood expand its offerings to more Rhode Islanders than ever before—from new commercial plans for small businesses to the state's only Medicare-Medicaid Plan, launched this summer.



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THE PROP: Eric Mounsey takes his work very seriously, as the clipboard with

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THE PROP: Brandon D.L. Marshall's anatomy books are a symbol of his passion

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SANDY F. ROSS. 38

Senior manager, accounting, audit and nonprofit services group -Kahn, Litwin, Renza & Co. Ltd.

Why did you select your profession? As a middle schooler, I helped my parents with the accounting records for their construction company. Later on, I committed myself as an accounting major during my freshman year of college. It wasn't until my first year at KLR that I began to develop my interest in specializing in nonprofit organizations. I have been blessed to work with so many great people that care deeply about their work and want to make a difference in the world.

What's the best career advice you've received?

Always listen to the whole problem before you try to solve it.

What is your favorite Rhode Island escape or hobby?

Colt State Park has been one of my favorite places to take a walk, bike, rollerblade or to take a few photos of my boys.



THE PROP: With her camera in tow, Sandy F. Ross enjoys photography in her

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ASHLEY SADLIER. 32

Director - Rhode Island Skilled Pediatrics and Adult Nursing Office in BAYADA **Home Health Care**

Why did you select your profession? I feel like my career

found me in a way. I

stumbled across the

Associate Leadership Development Program with BAYADA Home Health Care, and they were willing to give me all of the training and education I needed to transition into the health care industry. I have certainly found my forever home with a company that truly cares about the work we are do-

What's the best career advice you've received?

ing while also supporting my growth.

Lead with your heart.

What is your favorite Rhode Island escape or hobby?

My partner and I go downtown, park anywhere and use the YELP App to find new restaurants and bars. This usually turns into a night of many stops and new experiences at each place. Providence is ever-changing and evolving, so there are always new places to explore.

THE PROP: Ashley Sadlier connects to BAYADA's mission statement both professionally and personally, a link she holds dear along with the one with her family



Constantinos Dafoulas

> Along with all the other **40 Under Forty** honorees

JUSTIN SAVAGE, 28

Founder and CEO -**EveryBill LLC**

Where do you see yourself profes sionally in 10 years?

We have been working feverishly on some big problems, such as a system to show patients all of their medical bills in one place. In 10 years, we hope to be solving even bigger, more difficult

Innovation begins with copying the things that other people have done well. Most of business has been figured out. Recognizing that fact allows you to concentrate 100 percent of your energy on things that really make a difference.

enough? Why or why not?

The question is not whether your career arc is moving fast enough, the question is whether or not all of the animals are on it. TOBY SHEPHERD, 31 Strategic initiative officer -Rhode Island Foundation

Why did you select your profession?

Nelson Mandela said education is the most powerful weapon you can use to change the world. I agree.

Where do you see yourself professionally in 10 years?

If I'm lucky, still fighting to ensure that all kids in Rhode Island have equal access to the opportunities they deserve.

What advice would you give your 22-vear-old self?

Work hard, stick with your passion and the rest of your career will fall into

What is your favorite Rhode Island escape or hobby?

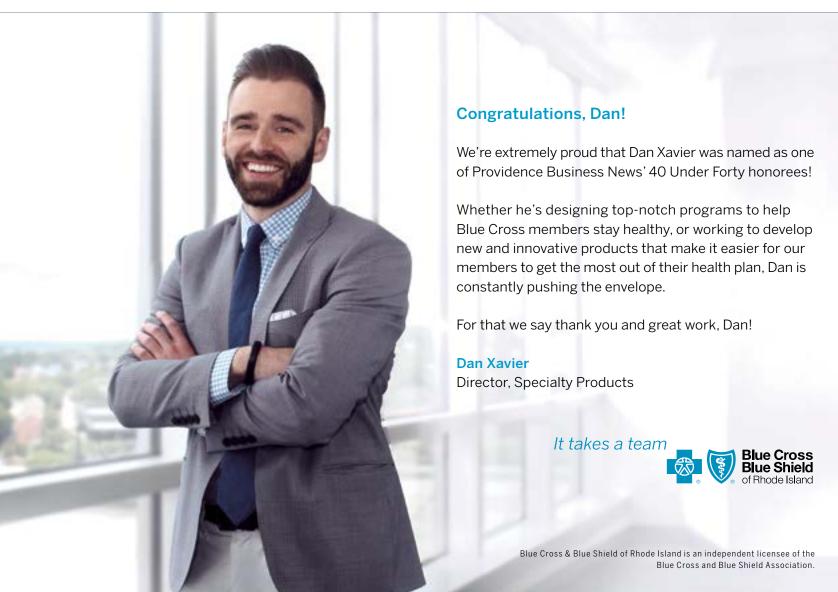
Spending the day with my wife and three kids at Third Reach in Middletown.

What is your favorite Rhode Island restaurant?

Impossible to choose ... but Louis Family Restaurant has a special place in my heart.

THE PROP: Toby Shepherd holds a lamp, symbolizing the Jewish adage that our





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What advice would you give your 22-year-old self?

One of the biggest mistakes I feel young people have is the desire and focus to have their careers just take off and get that quick promotion. Although on the surface there is nothing wrong with that, you need to also make sure to maintain the patience required for the pieces to fall into place. Secondly, understand human behavior. What makes people tick? What can you learn from them? Build relationships with people and they will be willing to help you grow and mature both personally and professionally. Lastly, master your current position, before becoming focused on the next move. This will both let your managers know that you are not only dedicated and qualified for your current role but also ready to take on that next challenge. Let it happen naturally.

What is your favorite Rhode Island restaurant?

For Italian, Camille's; for Portuguese, Riviera, Jacky's Waterplace & Sushi Bar.



THE PROP: Sergio E. Sousa can be found with a microphone in hand, either for professionally announcing winners at the casino or for letting loose during kara-

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THOMAS STEHL, 37

Deputy director -

Why did you select your profession?

I wanted to find a job where my energies could go toward helping others. A path led me to graduate school, where I was fortunate to meet Dr. Patricia Wolff, the founder of Meds & Food for Kids, a startup nonprofit making enriched peanut butter for Haiti's malnourished children. The work was exactly what I wanted. After nearly eight years with MFK, my wife and I moved to New England. I connected with Navyn [Salem] and Maria [Kasparian] and joined the Edesia team.

Where do you see yourself professionally in 10 years?

Continuing to help Edesia reach more malnourished children. Our goal is to reach 10 million children by 2020 and to diversify our offerings to other affected populations.

What is your favorite Rhode Island escape or hobby?

I love Bristol and its little grassy patches overlooking the bay.

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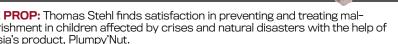
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THE PROP: Thomas Stehl finds satisfaction in preventing and treating malnourishment in children affected by crises and natural disasters with the help of Edesia's product, Plumpy'Nut.



NOW OPEN

MATTHEW VANGIERI. 32

Senior director of development -Mystic Aquarium

Where do you see yourself professionally in 10 years?

I used to spend a lot of time thinking about this question and in doing so, I realized that I lost out on being present and living in the moment. You can only live life to the fullest if you are present. The past and future are distractions. I'm not sure where I see myself in five or 10 years. I focus more on where I see myself in the next five or 10

What's the best career advice vou've received?

Something simple: "Work hard and be nice to people."

What advice would you give your 22-year-old self?

A great quote from Mark Twain: "Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do, so throw off the bowlines, sai away from safe harbor, catch the trade winds in your sails. Explore, Dream Discover."

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Congratulations to:

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on being named a Providence Business News' 40 Under Forty winner for 2016.

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LAURA WALMSLEY. 39

Chief business development officer Preventure

THE PROP: Matthew Vangieri finds no trouble in living in the moment as father to

Why did you select your profession?

I feel my purpose is to improve the lives of others. I see an untapped potential of synergy of meaningful work for people and the bottom line businessimprovement companies can achieve from engaged employees. At Preventure, I get to contribute to better workplaces and better bottom lines. which improve the lives of many every

What's the best career advice you've received?

The purpose of communication is not about being understood - it is understanding others. Nearly every relationship and business deal I've enjoyed over my career has been based on taking the time to really understand the person and their problem.

What is your favorite Rhode Island escape or hobby?

Being on our little boat in the middle of Charlestown pond. Nothing is as wonderful as salt water and silence.



THE PROP: I aura Walmsley credits her strong relationships with family, friends and co-workers to taking the time to understand each person individually, building up their relationship, as represented by Lego blocks.

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DANIELLE M. WARD, 35

Senior vice president, institutional market investment director - U.S. Trust (a division of Bank of America Corp.)

Where do you see yourself professionally in 10 years?

Since our institutional business is growing at U.S. Trust, I can see myself continuing to be a part of institutional investments and would welcome the opportunity to contribute in a more senior leadership position

What is your favorite Rhode Island escape or hobby?

I love the beach. I grew up in Newport and going to the beach every summer was a big part of my childhood.

Is your career arc moving fast enough? Why or why not?

I am satisfied with where I am today in my career because my professional life and personal life have both moved forward substantially in the past five years. I feel my current role is a great fit for where I am professionally, and I continue to be challenged on a daily basis to be a better investor, manager and leader.

TAMMY VARGAS WARNER, 38

Director (interim), Bachelor of Interdisciplinary Studies Program -University of Rhode Island

Why did you select your profes-

Completing my undergraduate degree as a Latina, single parent, full-time professional and nontraditional student was a challenge that only a few understand. I knew sharing my knowledge and insight of my experience would be helpful to others. As a higher education professional I positively impact the college experience, retention and degree completion for students of color in Rhode Island.

What is your favorite Rhode Island

My local favorites are Los Andes and

What's the last book that you read and

what quote can you remember from it? "Mindset" by Carol Dweck. She said "the view you adopt for yourself profoundly affects the way you lead your life." It has given me perspective on my relationships and how to effectively praise and motivate my children.





MATTHEW R. WISCHNOWSKY. 32

Assistant vice president, Gallo | Thomas Insurance Agency Inc., managing director of subsidiary, GT Pro

Why did you select your profession?

My grandmother had been in the insurance industry for many years, and it was her passion and drive that originally piqued my interest. I realized we shared a lot of the same feelings about the business. If it wasn't for her, I would not be where I am today.

What's the best career advice you've received?

My father has always said that you need to be passionate and enjoy what you do. Make that your first priority and everything else will fall into place.

What's the last book that you read and what quote can you remember from it?

"Good to Great" by James Collins. The one quote that stood in my mind is, "The right people don't need to be tightly managed or fired up; they will be selfmotivated by the inner drive to produce the best results and to be part of creating something

THE PROP: Matthew R. Wischnowsky spends his free time with his 5-year-old daughter, Emma, and putting on the green

DANIEL XAVIER, 28

Director of specialty products -Blue Cross & Blue Shield of Rhode Island

Where do you see yourself professionally in 10 years?

I would love to immerse myself in a totally different cultural experience, perhaps working overseas, building on my experiences with teams that encompass a wide variety of backgrounds and perspectives.

What advice would you give your 22-year-old self?

Stop, get centered and learn balance. Taking the time to care for all the core areas of my life, from spending time with family and friends to focusing on my own nutrition and fitness, helps me perform better on all fronts.

Is your career arc moving fast enough? Why or why not?

I'm not focused on measuring the "speed" of my career arc, but on growing and taking on new challenges. I do feel I'm continuing to stretch myself, that I have the opportunity to lead others and do work that has a real impact in the world.



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THE PROP: Daniel Xavier demonstrates his passion for "Star Wars" with a lightsaber, proving that he has found a balance between work and play

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KYLE ZAMBARANO. 37

Shareholder -Adler Pollock & Sheehan P.C.

Why did you select your profession?

Litigating cases and helping people resolve their disputes was the best means. of applying the strengths honed during my education at URI.

Where do you see yourself professionally in 10 years?

In the next 10 years, I want to be able to look back and say my clients achieved positive results while AP&S continued to grow, prosper and maintain its rightful place in the Providence market.

What's the best career advice you've received?

To paraphrase law professor Robert Brydon Kent, "You must read the rules. There is no help for it." To paraphrase history profes-



ERIC N. ZUENA. 37

Managing principal -

Where do you see yourself pro-

fessionally in 10 years? I see my career like one of the projects we design. There is a kickoff, a rewarding design, a construction process full of challenges and obstacles. and a grand opening of the completed work. I'll still be in development and enjoying what I love to do, but hope to someday stand back and celebrate the final product.

What advice would you give your 22-year-old self?

Stav focused on what makes you happy and don't let others blur your vision.

Is your career arc moving fast enough? Why or why not?

Never. I'm always looking for opportunities to move my team or a project forward. If I'm working all night while everyone is sleeping, I'm OK with that. Someone used to always say to me that, "There is magic in momentum!" That couldn't be more true in my profession.

THE PROP: As an architect, Eric N. Zuena never knows when a ruler might come

sor Maury Klein, "When writing, dribble less, What is your favorite Rhode Island restaurant? Some of the oldest and best memories with my family are enjoying clam cakes, chowder and steamers at Aunt Carrie's. ■

THE PROP: Kyle Zambarano cherishes both his work as a lawyer and as a father, holding a file from work and Father's Day gift ties.

UPCOMING PBN EVENTS

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AUGUST 11

Healthiest Employers in Rhode Island recognizes employers who have implemented worksite Health & Wellness programs and have shown a commitment to employee health and safety.

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SEPTEMBER 21

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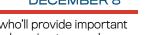
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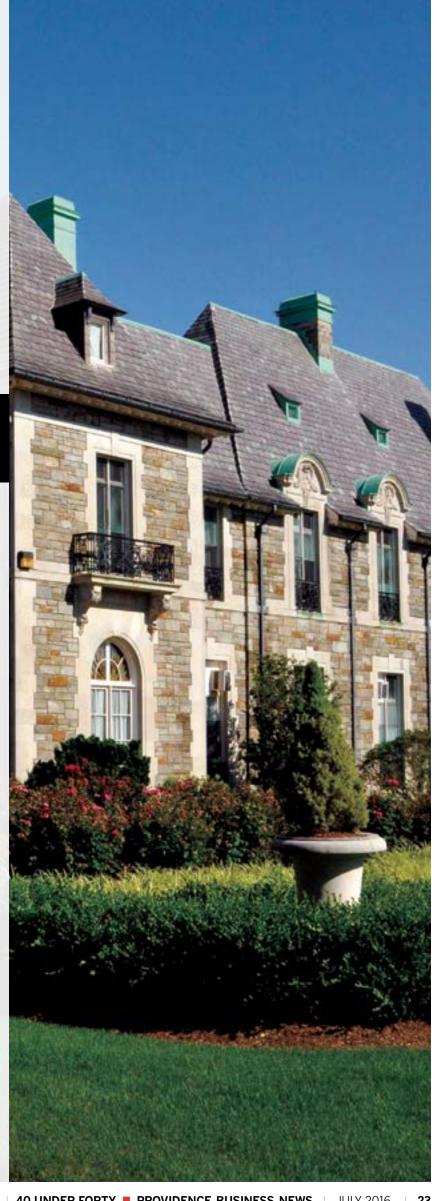
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