

Road Trip for Men of Color

Minnesota professionals share career opportunities with Hobart men

(July 22, 2004) Minneapolis, M.N.-- For the second consecutive year, Hobart College graduate and Trustee of the Colleges Horace D. Allen has given to students and young alums of his alma mater something that he never had--a mentor of color.

Growing up in a working-class family in Syracuse, N.Y., and studying economics at Hobart, Allen didn't have contact with white-collar professionals, let alone black business executives. In fact, Allen did not have a professional relationship with an executive of color until he began his career at the IBM Corporation in 1985. Determined that this would not be the case for future graduates, he created an externship for Hobart students of color. Last spring, five young men from Hobart traveled to Minneapolis to attend seminars and meetings with top leaders from IBM, the Minnesota Vikings and other businesses in the Twin Cities area. Allen, co-founder and chief operating officer of TSG Server & Storage in Edina, Minn., was their host.

"I wanted the students to see the things I've done and other business executives have done so they can say 'I can do that too,'" says Allen. "If nothing else, maybe I can improve someone's dreams and create the desire to do more and achieve more."

This year, during the July 4th holiday weekend, Allen invited two recent Hobart alumni, Lawrence Moultrie '04 and Oscar Veras Jr. '04, along with three current Hobart men of color, Harry Gomez '05, Alex Bell '05 and Altwon Webster '06 to Minnesota. The five visited businesses executives from netASPx, Polaris Industries, Inc., Minnesota Wild NHL Franchise and Equus Computer Systems, Inc., as well as social services officials from the local YMCA. They also enjoyed a Twins game and a participated in a golf clinic.

Bell, of Bronx, N.Y., appreciated the opportunity. "It was awesome," he says. "Before this trip, I didn't know too many people who worked in senior management positions, let alone a CEO from a publicly held company that made \$10 million a year in salary and stock options. The experience makes me eager to achieve bigger things. I am grateful to Mr. Allen, and hope someday I will be in the position to give back as he has."

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Posted on Friday, July 23, 2004



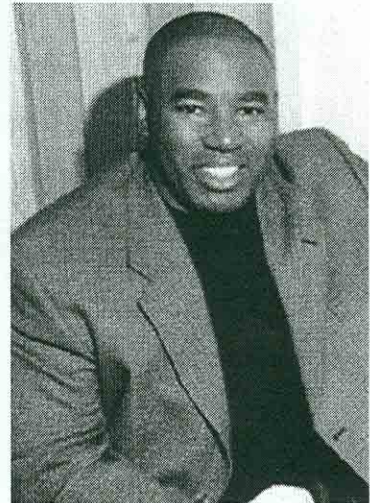
Tasting Corporate Life During Spring Break

Hobart alum gives what he never had—an African-American mentor

March 7, 2003 Minneapolis, M.N.—When Horace Allen studied economics at Hobart College in the 1980s, he didn't know any African American business executives. Allen grew up in Syracuse, N.Y., where his mother worked as a janitor and his father worked in a foundry. At the time, the family didn't have any contact with white collar professionals.

This spring, Allen, co-founder and chief executive officer of Total Solutions Group (TSG), located in Edina, Minn., intends to make sure that such is not the case for those attending his alma mater.

Next week, during spring break, five Hobart students will travel to Minneapolis to stay with Allen. They will experience Allen's lifestyle while also attending seminars and meetings with top leaders from IBM and other businesses in the Twin Cities area. The following month, April 25-27, 50-plus Hobart students of color have been invited to do much the same, on a grander scale.



"One-on-one contact exposes one student. I said why not invite them all?" explains Allen. "I'd like the students to see the things I've done so they can say 'I can do that too.' If nothing else, maybe I can improve someone's dreams."

Hobart junior Lawrence Moultrie describes Allen, whom he met when the alumnus visited campus, as "motivational and straight to the point." He adds that Allen has given practical advice on how a person of color can surmount obstacles encountered in the business realm. Moultrie, of Albany, N.Y., intends to participate in both events.

"It will be a new adventure to see Horace Allen's company and what's going on," says Moultrie.

TSG is an IBM business partner with sales of approximately \$10 million per year.

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Posted on Friday, March 07, 2003