



Presenter Bios

A Conversation with Dan Lugo, Trinity's 23rd President

Dan Lugo, Trinity President-Elect

Dan Lugo begins his service on July 1 as Trinity's 23rd president. Formerly president of Queens University of Charlotte, Lugo is driven by a lifelong passion for the mission of higher education and has centered his career on leadership that enhances institutions and their profiles.

Under Lugo's presidency since 2019, Queens University of Charlotte developed an ambitious strategic framework with goals to deepen its connection with the local community of Charlotte, to reshape and develop new multidisciplinary academic programs, to support the holistic wellness and well-being of the university community, and to create an integrated approach to diversity, equity, and inclusion that begins on campus and extends into the surrounding community. Most notably, Lugo led efforts to strengthen Queens' branding and enrollment efforts, which have yielded a 50 percent increase in undergraduate applications; executed a \$25 million capital improvement plan to address long-standing deferred maintenance opportunities; and reclassified the university's 25 NCAA sports to Division I competition.

Prior to his tenure at Queens, Lugo served in key leadership roles at three prominent liberal arts colleges—Colby, Franklin & Marshall, and Carleton.

As the vice president of college advancement at Colby from 2015 to 2019, Lugo oversaw the ambitious and successful \$750 million "Dare Northward" comprehensive campaign, the largest of its kind for any liberal arts college. Colby subsequently has increased the campaign goal to \$1 billion. Lugo led strategies to build alumni engagement and to deepen connections between the campus and alumni, including introducing technology and programs for alumni to mentor students and to enhance philanthropy for the student experience.

Lugo brings deep expertise in enrollment and admissions. As the vice president and dean of admissions and financial aid at Franklin & Marshall from 2011 to 2015, Lugo led a global talent strategy that resulted in a 45 percent increase in applications, yielding a more academically talented and diverse class. While at Carleton, Lugo supervised the admissions process and enrollment marketing strategy and helped to develop cultivation and solicitation strategies for leadership donors.

Formerly an intellectual property and entertainment attorney, Lugo changed his professional trajectory because he believed strongly in the transformative power of higher education. A first-generation college graduate, Lugo earned a B.A. in political science from Carleton and a J.D. from the University of Minnesota Law School.

Moderator Claire Capeci '85, President, Arnold Worldwide

Claire is President of Arnold, a consumer creative agency known for its effective work and deep skills across all brand categories with strength in health and wellness. Arnold NY manages clients whose brands are breaking ground in beauty and body augmentation, mental wellness, ocular, respiratory and skin conditions, depression, infant health, to name a few.

Prior to Arnold, Claire spent 12 years at J. Walter Thompson (part of WPP) where she was Global President of Retail and co-President JWT New York. Her personal experience spans automotive, QSR, finance, health and mass merchandise. For nearly a decade she managed both Macy's and Energizer Personal Care (now Edgewell). Her Macy's work led to both multi-year business success and industry recognition (Cannes Lion, Effies, Webby). For Edgewell, she globally managed brands across men's/women's grooming, feminine care, sincere and baby categories.

Prior to JWT, Claire was EVP Managing Director at Lowe Worldwide (now MullenLowe) and started her career in Media.

Claire is a past *Mediaweek* Media All-Star, was named one of the "30 Most Powerful Women in Advertising" by *Business Insider* and has been a non-executive board director of Quarto Publishing Group (LSE: QRT). Currently she is on the advisory board of AIM for Melanoma, Coalition for Healthcare Communications, and Investor/Advisor of DeckFusion, and AI based start-up, and a member of Trinity's Board of Fellows.

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Innovation in Entrepreneurship: Threads Driving the Future *Risk-Taking, Teaching Entrepreneurship and Leading Social Change*

Lou Shipley '85, is a seasoned entrepreneur, sales innovator, investor, business writer, educator, and mentor.

Lou served as President and CEO of Black Duck Software, which was acquired by Synopsys in 2017. Prior to Black Duck, he held CEO positions at Turbonomic (IBM) and Reflectent Software (Citrix Systems). Early in his career, Lou worked at Avid Technology, Inc. and WebLine Communications (Cisco).

Lou is a Senior Lecturer at Harvard Business School, where he teaches four sales courses. He has published four HBS Case studies as well as articles in the *Wall Street Journal*, *Forbes.com*, and *Harvard Business Review*. Lou is the co-author with Tricia Favreau of the upcoming book *Unlikely Entrepreneurs* (Wiley), slated for publication in early 2026.

He is a board member of high-growth technology companies, including Wasabi Technologies, Fairmarkit, CustomerGauge, Leapwork, and Teamworks. Lou is a member of Trinity's Board of Trustees, made the founding gift to establish Trinity's Entrepreneurship Center and has been active fundraising for the center.

Abigail Cook Stone '10, Co-Founder, Otherland

Abigail Cook Stone is the co-founder of Otherland, a modern candle brand known for transforming everyday spaces into immersive, artful experiences. Otherland was acquired by Curio Brands in 2023, and Abigail continues to oversee brand strategy and execution.

Before launching her company in 2016, Abigail began her career as an art buyer for Ralph Lauren, traveling the globe in search of design treasures. Inspired by her passion for art and interiors, and a lifelong love of candles, she launched Otherland while earning her MBA from Columbia Business School.

While attending Columbia Business School, she was an associate at Founder Collective, a seed stage venture fund, and a partner at Dorm Room Fund, First Round Capital's student-run VC fund.

Liz Elting '87, Co-Founder, Transperfect, Founder and CEO, Elizabeth L. Elting Foundation

Liz Elting is a trailblazing entrepreneur, philanthropist, bestselling author, and advocate for women's leadership and equality. She is the Founder and CEO of The Elizabeth Elting Foundation, where she champions systemic change to empower women, marginalized people, and underserved communities.

A passionate linguaphile and global thinker, Liz co-founded TransPerfect in 1992 from an NYU dorm room after receiving an MBA at the NYU Stern School of Business. She served as Co-CEO for 26 years and grew it into the world's largest provider of language and technology solutions for global business, generating over \$1.2 billion in revenue with offices in 140+ cities worldwide.

Liz has served on Trinity's Board of Trustees and has received numerous awards for her leadership and humanitarian work, including honors from Ernst & Young, the American Heart Association, and Forbes' Richest Self-Made Women list (2015–2025). In September 2023, Liz published her debut bestseller, *Dream Big and Win*, sharing her career wisdom and inspiring others to turn their passions into purpose and transform dreams into reality.

Danny Meyer '80, Founder and Executive Chairman, Union Square Hospitality Group; Founder and Chairman of the Board, Shake Shack

Danny was a Political Science major and in his junior year he studied International Politics and Italian Language at Trinity's campus in Rome. In 1985, at the age of 27, he opened Union Square Cafe, his first restaurant in New York City. Today, as Founder and Executive Chairman of Union Square Hospitality Group (USHG), he oversees some of New York's most beloved restaurants, Union Square Cafe, Gramercy Tavern, The Modern, Manhatta, Ci Siamo, Daily Provisions and more. He is also the visionary behind Shake Shack, which became a public company in 2015, and where he continues to serve as its Chairman of the Board.

Under Danny's leadership, USHG has become synonymous with "Enlightened Hospitality," setting new standards for employee care, leadership, and social responsibility. Meyer, his restaurants, and his chefs have won an unprecedented 28 James Beard Awards, and his New York Times bestselling book, *Setting the Table* continues to inspire leaders of organizations, well beyond the world of restaurants.

In addition to his contributions to the culinary world, Danny has served on Trinity's Board of Trustees and on the boards of Share Our Strength and the Union Square Partnership.

Presenter Bios

Beyond the Diamond: The Sport and Business of Baseball *Fandom, Player Performance, Branding and Globalization*

Sam Kennedy '95, President and CEO, Boston Red Sox; CEO, Fenway Sports Group
Sam Kennedy is President and Chief Executive Officer of the Boston Red Sox and a partner in Fenway Sports Group. Now in his 23rd season with the Red Sox and ninth as CEO, Kennedy has been a driving force behind the team's four World Series Championships, the preservation of Fenway Park, and the club's evolution into a global sports brand.

With nearly 30 years in Major League Baseball, Kennedy also oversees Fenway Sports Management and Fenway Sports Group Real Estate, and plays a key leadership role in MLB as Chairman of the President's Working Group and a member of the league's International Committee.

A Boston native, Kennedy has been recognized by *Sports Business Journal* and *Boston Business Journal* for his influence and leadership in the sports industry. He serves on the boards of Dana-Farber Cancer Institute, Camp Harbor View, and the Winsor School.

Derek Falvey '05, President, Baseball and Business Operations, Minnesota Twins

Derek Falvey is President of Baseball and Business Operations for the Minnesota Twins, the first in club history to oversee both sides of the business. Falvey took over a club that ranked 29th in MLB over the prior five years and helped transform it into a consistent contender, with four postseason appearances, three AL Central titles, and one of the league's top 10 records during his tenure. Derek is credited with modernizing the Twins' baseball infrastructure, driving advancements in player development, scouting, analytics, and coaching. He has also led efforts to strengthen the club's culture, with a focus on employee development, mental health, strategic planning, and community engagement.

Derek spent nearly a decade with the Cleveland Guardians, rising from intern to Assistant GM and helping guide the team to the 2016 World Series. Derek and his wife, Meghan, both Massachusetts natives and Trinity graduates from the class of 2005, now live in Edina, MN, with their three children.

Dan Good '95, Vice President, Business Development, St. Louis Cardinals

Dan Good is Vice President of Business Development for the St. Louis Cardinals, where he plays a key role in managing the organization's strategic investments and business ventures. Since joining the team in 2014, Dan has worked closely with the Chairman and President to oversee assets such as the Cardinals' player development complex in Florida, as well as ownership interests in Bally Sports Midwest and several minor league affiliates.

Dan began his career in New York City as an analyst in the middle-market M&A group at Price Waterhouse (now PwC), later serving as a Vice President in Investment Banking at CIBC Oppenheimer and Merrill Lynch. In 2001, he relocated to St. Louis, where he joined Tower Hill Wealth Management as Managing Director before co-founding Conway Investment Research in 2010.