

# THIS IS HARTWICK'S FLIGHTPATH

**IMPACT** Fall 2021



“I had never been away from home before and my mom was worried. She didn't have to be. There are a lot of people here who care about you, encourage you, and make it easy to connect. I love Hartwick and can't see myself anywhere else.”

Sofia Escobar '24

Sofia and her friends Joe Calatano '24 and Kevin Mason '24 are volunteering to help first-year students get a good start at Hartwick. She's majoring in creative writing, Joe in psychology, and Kevin in biology and biochemistry.



# ALUMNI STEP UP

**Justin Hoskins '17 had a plan, what he needed was a chance. Thanks to invested Hartwick alumni, he got it. Three times over.**

Business major and finance minor Justin Hoskins '17 graduated from Hartwick in three years. Some students choose this option to get a jump on graduate school or careers; for others it's a matter of affordability. Hoskins says, "It wasn't the plan; it was all I could afford."

Ambitious and focused, Hoskins' plan included securing two internships before he graduated. An opportunity at Maxim Group LLC investment bank in New York City looked promising. One problem: like so many first internships, it was unpaid. So he took a second job and landed a Hartwick scholarship for internship support endowed by alumni couple Bob Hanft '69 H'18 and Pat Russell Hanft '72.

"The Hanft Scholarship had a huge impact on my life," says Hoskins. "I wouldn't have been able to start my career in finance without it. Because of

the Hanfts, I was not only working in a professional setting for the first time in my life, I was in the Chrysler Building in New York City. At Maxim I supported traders, now I am one!"

Back on campus for his second year, Hoskins applied the experience to his studies and earned the recommendation of his faculty for a fully funded Baker-Simpson Entrepreneurship Fellowship in San Francisco. "It was a unique opportunity to work in a public market with start-ups," he says of that summer. "Simon became a great mentor to me," Hoskins says, referring to Simon Baker '83 who created the rare Silicon Valley opportunity for Hartwick students with his friends Sharon and the late Barclay Simpson. "I learned how to sell; how to research, analyze, and interpret data; and developed my analytical skills."

**GG In two college internships I learned two completely different sides of finance. I was able to experience both because of the phenomenal support I got at Hartwick."**

**Justin Hoskins '17, CIMA®**  
Equity Derivatives, Global Markets Division  
Goldman Sachs, Chicago office

**GG I was glad to say Yes when President Drugovich asked me to talk with Justin. He showed a lot of promise and has become a great addition to the firm."**

**Edward Droesch '82**  
Hartwick College Trustee  
Managing Director, Municipal Bond Department  
Goldman Sachs, New York City

As graduation approached, Hoskins was more than ready. Again, all he needed was a chance. "President Drugovich spent a lot of time helping me grow and develop," Hoskins recalls of his Hartwick years. She introduced him to Trustee Ed Droesch '82 and the two "hit it off right away." When Droesch invited Hoskins to meet at his Goldman Sachs offices in Manhattan, he remembers thinking, "Wow!"

Hoskins left the meeting cautiously optimistic about the possibility of

joining Goldman Sachs. "It's tough to get into investment banking," he says. "But Ed soon called with what he said was a great opportunity for growth." The job was in operations in Salt Lake City, supporting the trade desk. Though Hoskins knew nothing of operations or Utah, "Ed told me to take it from there." He did.

Promoted twice since joining the firm four years ago, Hoskins is now working in the Chicago office "orchestrating transactions for hedge funds." As for the future, Hoskins has a plan. "I'm going to build the skills to climb the ranks of Goldman Sachs or open my own investment shop," he says. "I work very hard and I love what I do."

**Give a Hartwick student a chance.**  
Join TrueBlue Connect, Hartwick's online networking and mentoring community.

[trueblueconnect.hartwick.edu/](http://trueblueconnect.hartwick.edu/)



THIS IS HARTWICK'S  
**FLIGHTPATH**  
INCREMENTAL CAREER PREP