

Barb Cutillo, MBA, CPA

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Work:

IU Kelley School of Business
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Education

MBA, Kelley School of Business, Indiana University, May 1995. Major: Finance & Entrepreneurship

BS in Accounting, University of Kentucky, May 1989.

Academic Appointments

2019 to present, IU KELLEY SCHOOL OF BUSINESS, Indianapolis, IN
Lecturer of Management
Visiting Lecturer, 2019-2020
Adjunct Lecturer, 2018
IUPUI Innovation Task Force

Courses taught include:

Undergraduate: New Venture Creation, New Venture Pitch Workshop, Introduction to Business Administration (Regular and Honors levels), Introduction to Real Estate Analysis (combo Undergraduate & Graduate levels), Business Communications, Professional Practice Internships, Introduction to Finance, First Year Seminar – Learning Communities

Graduate: GCMM: Healthcare Leadership and Organizational Behavior

1993 to 1995, IU KELLEY SCHOOL OF BUSINESS, Bloomington, IN
Graduate Teaching Assistant, Accounting Department. Discussion sections of courses taught include: Principles of Financial Accounting, Principals of Cost Accounting.

Non-Academic Appointments & Professional Experience

2015 to Present, **PRASADA CONSULTING**, Indianapolis, IN
Managing Partner, Management consulting and professional training services.

2017 to Present, **VISIONTECH ANGELS**, Indianapolis, IN
Member of Midwest angel investing group; largest in Indiana.

2017 to 2019, **TENANT TRACKER**, Developertown Technology Startup, Board Member, Indianapolis, IN

2005 to 2015, **STONEGATE MORTGAGE CORPORATION**, Indianapolis, IN
Co-Founder, managed growth to over 1,300 employees and \$186M in revenue on a national level. Led IPO of company in 2013, raising over \$250M in three years.
Chief Administrative Officer – 2013-2015
Chief Financial Officer – 2005-2012

1997 to 2000, **CITIZENS ENERGY GROUP/CITIZENS GAS**, Indianapolis, IN
Director of Finance, Citizens By-Products, Inc.

1995 to 1997, **TAYLOR-NEWCOMB ENGINEERING**, Indianapolis, IN
Controller

1989 to 1993, **COOPERS & LYBRAND**, Louisville, KY & Indianapolis, IN
Senior Associate – Audit Division

**Professional
Organization
Memberships**

At various times, have been a member of the following organizations:
Indiana Society for CPAs – Current CPA license # CP19300345
American Institute of CPAs
Financial Executives Institute
Society for Human Resource Management
Mortgage Bankers Association
Angel Capital Association

**Professional
Awards and
Honors**

TEACHING

Indiana University

President's Award for Teaching Excellence, Indiana University, 1995

IUPUI Athletic Department

Voted "Favorite Professor" by two student athletes in two different classes, 2019.

OVERALL

Indianapolis Business Journal

Woman of Influence Award, 2013

**Grants in
Teaching**

2020, PATTERN Strategic Feasibility Assessment with M. Kim Saxton, IUPUI Office of Community Engagement, \$7,511 to be used August 2020 – September 2020. This grant will be used to review economic impact, assess strengths and weaknesses, provide recommendations to board of directors.

**Teaching
Administration
and
Curriculum
Development**

2019 to Present, Member, IU Kelley School of Business Indianapolis Undergraduate Curriculum Review Committee– member of subcommittee that designed and proposed new J211 "Mini Core" Course Curriculum

2019 to Present, Co-Sponsor with Todd Saxton of Proposed Undergraduate Entrepreneurship Co-Major, Minor and Certificate Programs at IU Kelley School of Business Indianapolis

2019 to Present, Member, IUPUI Undergraduate Innovation Task Force

2020 to Present, Faculty support for Institute for Engaged Learning – Center for Student Innovation

2020 to Present, "How to Be an Antiracist" Faculty Reading Group, IUPUI Division of Diversity, Equity & Inclusion

2020 to Present, Participant, "Creating Racially Inclusive Classrooms", Webinar Series, IUPUI- Diversity, Equity and Inclusion & Center for Teaching and Learning

June 9, 2020, Participant, "HIPs to What End? Harnessing the Civic Learning Potential of Hybrid Courses" offered by IUPUI Center for Teaching and Learning

July 15, 2020, Participant, " Designing and Implementing Critical Reflection" training offered by IUPUI Center for Teaching and Learning

July 2020, Participant, Faculty Learning Community "Small Teaching Online" course offered by IUPUI Center for Teaching and Learning

August 5, 2020, Participant, Lecturer's Excellence Training Session held at Kelley Indianapolis Lecturer Faculty Meeting

October-December 2020, Recipient, Intercultural Competence Certificate Program offered by IU Office of International Services, Bloomington, IN

November 2019, Participant, "Students in Crisis: What Faculty and Staff Need to Know" training presented by IUPUI's Counseling and Mental Health Services

November 2019, Participant, Lecturer's Excellence in Teaching Workshop, Kelley- Indianapolis Lecturer Faculty

December 2019, Participant, Teaching Excellence Seminar: “Teaching with Technology: Make your Canvas Site More Accessible to Students”, presented by IUPUI Center for Teaching and Learning

December 2019, Participant, Capsim Training Session, Kelley Indianapolis Faculty and Capsim Staff

August 2019, Participant, First Year Seminar Training and Peer Leader Event, First Year Experience at IUPUI

May 2019, Participant, TILT (Transparency in Learning and Teaching Model) Workshop, presented by First Year Experience at IUPUI

March 2019, Participant, Teaching Excellence Seminar: Documenting Teaching Excellence, presented by IUPUI Center for Teaching and Learning

**Service to
Kelley School**

2017 to Present, Executive Committee Member, Kelley Indianapolis Dean’s Council

August & December 2020 Kelley Evening MBA Case Competition Faculty Judge

2019 to Present, Member, Academic Fairness Committee, Kelley Indianapolis

December 2020 and 2019, Source Entrepreneurship Center Accelerator PITCH Fest, Pitch Judge

2019 to Present, Faculty Liaison with Junior Achievement Youth Entrepreneurship Summit

2020 to Present, Faculty Liaison with Indy Youth Entrepreneurship Initiative and Summit

August 2019, January 2020, Kelley Undergraduate Convocation Faculty Panel and Meet/Greet Events

June 2019, Kelley Orientation for Transfer Students, Faculty Expectations Presentation

2019 Kelley Commencement Volunteer

August 2019, Weeks of Welcome Volunteer for Incoming IUPUI and Kelley Students

2017 to Present, Mentor, Business of Medicine MBA –Venture Team Mentoring Events

2018 to Present, Mentor, Kelley Direct MBA – Annual Venture Team Mentoring Events

2017 Panelist for KIMWA Women Leaders Event, Barnes & Thornburg, LLP

**Service to
IUPUI and IU**

2020 Media article published on Start-up Ladies Website for Kelley Indianapolis

2020 to Present, Faculty Sponsor for Student Innovation Club at IUPUI

2020 to Present, IUPUI Jag Starts Pitch Competition Co-Coordinator

2019 to Present, IUPUI First Year Experience Instructor, Learning Community Instructor

**Service to
Community**

2015 to present, Board Member, Boys & Girls Clubs of Indianapolis. Chair of Resource Development/Marketing Committee and Scholarship Committee.

2017 to 2019, Advisory Board Member, The Startup Ladies, Indianapolis, IN

2019, Regenstrief Institute Startup Exploration Event, Pitch Judge

2019, Venture Club of Indiana, Regional Innovation Showcase, Selection Judge

2018, Powderkeg, Indianapolis, IN. Higher Education Pitch Night Event, Selection Judge

2017, Indiana Conference for Women, Pitch Competition, Selection Judge

2015 to 2018, Holy Spirit Parish at Geist, SOUL Kitchen Volunteer. One afternoon a week preparing meals and serving to homeless in downtown Indianapolis.

2012 to 2014, Beyond the Badge, 5k Run/Walk to support the families of Police, Fire and other Safety Professionals that died in the line of duty.

Presentation

TEACHING

Cutillo, Barb, “Small Teaching Online Strategies & Tips” Kelley Indianapolis Lecturer

Training Session, August 5, 2020, Indianapolis, IN

Cuttillo, Barb, "Leading through Crisis" Indianapolis Urban League Exchange Leadership Fellows, May 16, 2020, Indianapolis, IN.

Cuttillo, Barb, "Best Practices for Business Case Presentations" IU Kelley School of Business Evening MBA Program, September 4, 2019, Indianapolis, IN.

Cuttillo, Barb and Westerhaus-Renfrow, Charlotte, "Grit & Resilience," Women's Executive Leadership Program, Indiana Housing and Community Development Authority, August 5, 2019, Indianapolis, IN.

Cuttillo, Barb and Westerhaus-Renfrow, Charlotte, "Executive Presence," Women's Executive Leadership Program, Indiana Housing and Community Development Authority, June 26, 2019, Indianapolis, IN.

Cuttillo, Barb and Westerhaus-Renfrow, Charlotte, "Courageous Conversations," Women's Executive Leadership Program, Indiana Housing and Community Development Authority, May 29, 2019, Indianapolis, IN.

Cuttillo, Barb and Westerhaus-Renfrow, Charlotte, "Innovation and Project Design," Women's Executive Leadership Program, Indiana Housing and Community Development Authority, April 18, 2019, Indianapolis, IN.

Cuttillo, Barb and Westerhaus-Renfrow, Charlotte, "Visionary Leadership," Women's Executive Leadership Program, Indiana Housing and Community Development Authority, March 20, 2019, Indianapolis, IN.

Cuttillo, Barb, "Lessons Learned: The Journey to IPO for Stonegate Mortgage," The Startup Ladies Startup Study Hall, September 20, 2017, Indianapolis, IN.

Barb Cutillo

AACSB Faculty Qualification Points 2017 – 2022

Current Points 2018-2020 (Category of IP – 51 points)

Categories where I earned Faculty Qualification Points.

Media Article (Max 8)

- 2pts – IU-Kelley Students Can Help Your New Venture Think Outside the Box, Startup Ladies Web Blog (September 2020)

Case Competition Judge (Max 4)

- 4pts – MBA Case Competition Judge, Kelley Evening MBA Program (August & December 2020)

Present/teach in executive education program (Max 10)

- 2pts – Women’s Executive Leadership Academy, IHEDA (March - August 2019)

Present/teach in executive education program (Max 10)

- 1pt – Presentation to Indianapolis Urban League Exchange Leadership Fellows (May 2020)

Consulting (Max 5 per year)

- 13 pts – Member, Prasada Consulting, LLC – Management consulting for growing and early-stage companies, (2018-2020)

Maintenance of Professional Certification (Max 5 per year)

- 15 pts – Active CPE license, 40 hours of CPE obtained 2018-2020

Attend Workshop Training on Cultural Competency or DEI Programs (Max 6)

- 3 pts – Earned Intercultural Competency Certificate, December 2020

For Profit Corporate Board of Directors (Max 3 per year)

- 3 pts – Tenant Tracker, LLC, Board Member, 2017-2019

Non-profit board of directors and/or officer (Max 8)

- 4pts – Boys & Girls Clubs of Indianapolis, Board of Directors – Executive Committee, 2015- 2020
- 4 pts – IU Kelley School of Business – Indianapolis, Dean’s Council – Executive Committee, 2017-2020