

# A grand night for Terry

*The Alumni Awards and Gala event raised \$300,000. And with the governor working the auction floor, bidders had fun doing it.*

By Kent Hannon

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PHOTOGRAPHS BY BERT MCDONOLD

**I**t was a black-tie affair at the Westin Hotel in Buckhead, and the guest list included the state's chief executive, Gov. Sonny Perdue, who worked the auction floor as though it were a political convention, coaxing spirited bidding out of a Terry College audience that was clearly enjoying the action. The Saturday evening shopping spree included golf outings with U.S. senators, lunch with the governor at the state capitol, and a day in Athens with Georgia football coach Mark Richt, athletic director Damon Evans (*BBA '92, MEd '94*), and Bulldog football players.

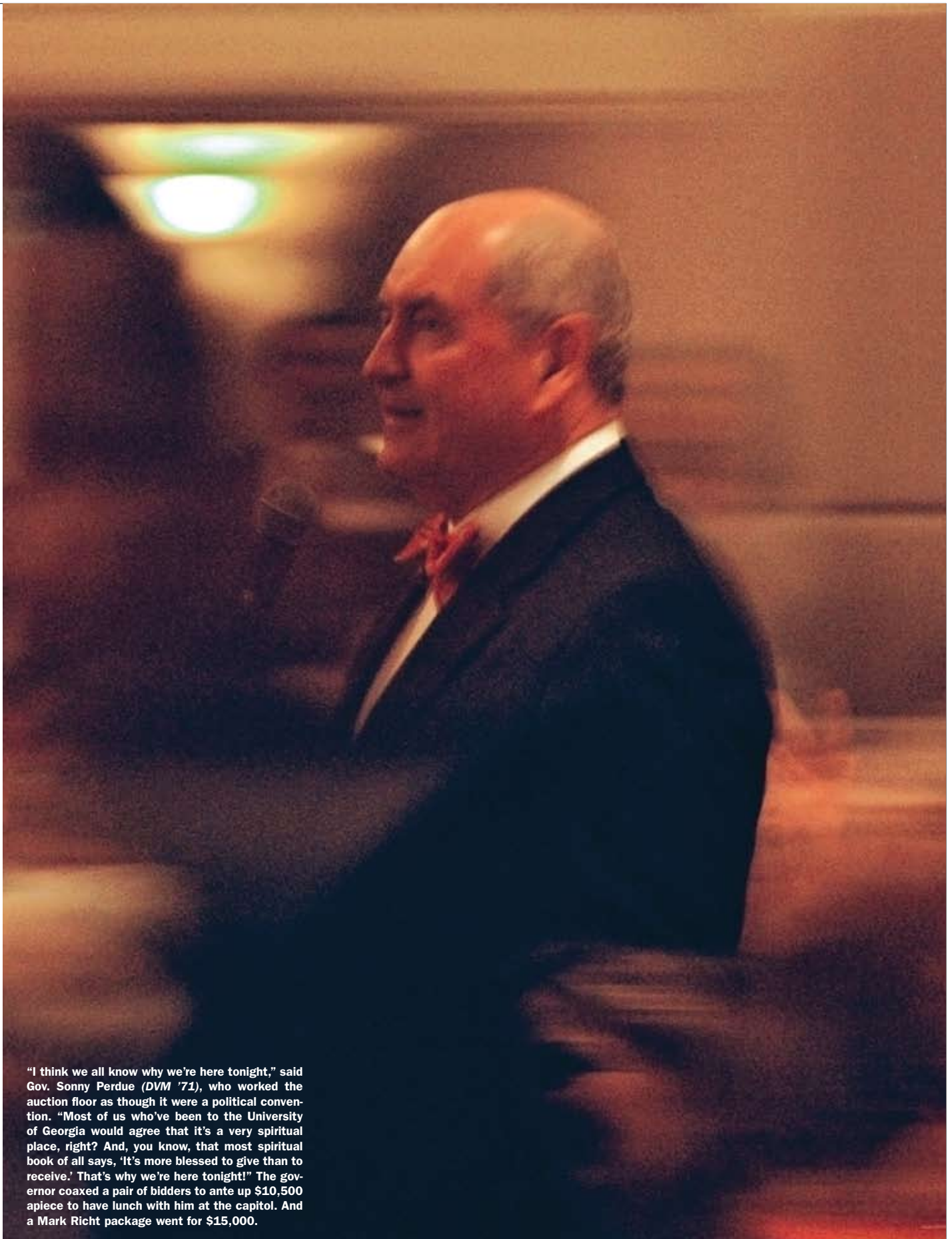
"I think we all know why we're here tonight," Perdue (*DVM '71*) told the Alumni Awards and Gala crowd as the bidding opened on a Reynolds Plantation golf weekend hosted by Sen. Saxby Chambliss (*BBA '66*), who had addressed the crowd in a pre-recorded video because he was visiting U.S. troops in Baghdad on the night of May 5. "Most of us who've been to the University of Georgia would agree that it's a very spiritual place, right?" the governor continued.

"And, you know, that most spiritual book of all says, 'It's more blessed to give than to receive.' That's why we're here tonight!"

With the governor egging the crowd on, the Chambliss weekend went for \$6,000. A similar golf package with Terry's other U.S. senator, Johnny Isakson (*BBA '66*), went for \$7,000. Caught up in the action when his capitol lunch package went for \$10,500, the governor threw in a second lunch-and-tour prize to another \$10,500 bidder. The day with Mark Richt went for a cool \$15,000.

At the outset of the evening, Alumni Board Chairman Lowell White (*BBA '69*) emphasized that fundraising will be more important than ever as the Terry College embarks on an ambitious capital campaign to construct a new Terry building — perhaps even a multi-building complex — near the corner of Baxter and Lumpkin at the heart of the UGA campus.

"The only thing Terry is missing is a modern physical plant commensurate to a perennial top



"I think we all know why we're here tonight," said Gov. Sonny Perdue (*DVM '71*), who worked the auction floor as though it were a political convention. "Most of us who've been to the University of Georgia would agree that it's a very spiritual place, right? And, you know, that most spiritual book of all says, 'It's more blessed to give than to receive.' That's why we're here tonight!" The governor coaxed a pair of bidders to ante up \$10,500 apiece to have lunch with him at the capitol. And a Mark Richt package went for \$15,000.

20 finisher among the nation's public business schools," said White, who noted that Terry currently has 150,000 square feet of space, which works out to 28 square feet per student — compared to a norm of 50 square feet per student at Terry's peer institutions. As a result, the college has no place for student organizations or for students to gather in groups — and no additional classroom or faculty office space to grow Terry's undergraduate population.

"President Adams has given Terry the opportunity to build a new 350,000-square-foot business campus at the corner of Baxter and Lumpkin in the heart of campus," White continued. "The first building will have to be built with private funds — and we accept that challenge."

The Gala auction was an opportunity to remind Terry supporters how expensive individual pieces of a new building or a new complex can be.

"With that bid alone," said emcee Andy Barksdale (BBA '89, MBA '93) of the \$15,000 Mark Richt package, "we have raised enough money to furnish an office for a student organization and enough money to furnish a small student lounge."

The bidding remained spirited long past dessert. When the fun-filled evening had ended and the bookkeeping process was completed, the Terry College's most ambitious Alumni Awards and Gala had raised \$300,000.

"I've been involved in marketing and sales for 35 years, and I can tell you that events like this don't always work . . . but this one did," says Gala chairman Robert Copeland (BBA '70). "What the Terry team delivered that Saturday night at the Westin Hotel was

incredible. The teamwork they displayed was unbelievable, and alumni and friends of the college — people who are already our supporters — came away from the Alumni Awards and Gala with an even stronger feeling for Terry. It was really special."

Ten months in the making, the Alumni Awards and Gala drew more than 500 people to the Westin ballroom, and the evening was an unqualified success for a number of reasons. Support from sponsors — especially \$20,000 donors

SunTrust and Trusco Capital Management — was essential. Terry's Alumni Board members did yeoman work. And various Terry constituencies (alumni relations, development, special events) worked tirelessly to make it all happen.

The evening was also special because of the presence of four award winners — Alison Karl O'Kelly (BBA '94), Jamie Reynolds III (BBA '74), Bill Griffin (BBA '72), and Earl Leonard (ABJ '58, LLB '61) — whose business careers and service to the Terry College merited special recognition (see profiles on p. 23-24). In paying tribute to Leonard, whose \$2 million gift established the Bebe and Earl Leonard Undergraduate Leadership Scholars Program, interim dean Rob Hoyt spoke volumes about the role that all alumni and friends play in the Terry College's future.

"Earl Leonard is a role model for all of us," said Hoyt. "He has invested himself — his financial support, his time, his network of contacts, and his energy — into what we're trying to accomplish here. It's what college leaders everywhere wish their alumni would do for their alma mater. As a mentor to the Leonard Leadership Scholars, Earl has influenced the lives of hundreds of young people, who will in turn influence the lives of so many more, not only here in the state of Georgia but across the nation and the world." ■

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— GALA CHAIRMAN  
ROBERT COPELAND (BBA '70)



**Outstanding Young Alumni Award**

**ALLISON KARL O'KELLY (BBA '94)**

**Home:** Atlanta, Ga.

**Occupation:** Founder/CEO, Mom Corps

**Career highlights:** Supervising senior accountant at KPMG before earning MBA from Harvard. Management trainee at Toys "R" Us, where she developed the original Babies "R" Us web site. Manager, Toys "R" Us store, Alpharetta, Ga.

After the birth of her first child in 2003, Allison O'Kelly found it difficult to balance the home life she desired with her professional responsibilities. She founded O'Kelly & Co., a CPA and consulting firm that worked specifically with small companies, and at the same time began to develop the business plan for Mom Corps. Formed in 2005, Mom Corps supplies top-tier professionals to a growing list of client corporations. By partnering with Mom Corps, these corporations gain added flexibility to operate more productively and cost-effectively, while Mom Corps' working mothers achieve a more desirable work/life balance.

Mom Corps has quickly expanded to include offices in New York, Boston, Chicago, Washington D.C., and Charlotte, N.C.

*Remarks:*

*"I want to thank the Terry College and specifically my favorite professor Dan Smith, who I'm very honored to have join me tonight. It really was the accounting program at Georgia that enabled me to do all of the things that I have been able to do. Trying to be the catalyst to provide flexibility to all working moms, I wouldn't have been able to do that without an accounting degree so I could do accounting work from my home when I had my own children. I hope that you'll think of Mom Corps and support working moms by allowing us to provide access to that great talent."*



**Distinguished Alumni Award**

**JAMES M. "JAMIE" REYNOLDS III (BBA '74)**

**Home:** Greensboro, Ga.

**Occupation:** Co-founder/Managing Partner, American Real Estate Investment

**Vice Chairman/Secretary:** Reynolds Plantation

**Continuing Terry tradition:** Jamie's son, Jamie IV, is a rising junior at Terry

**Career highlights:** Board member: Georgia Department of Natural Resources (also chair), Atlanta Committee for the Olympic Games, Georgia Department of Industry, Trade and Tourism, Shepherd Center, Georgia Environmental Protection Division (chair), BankSouth, American Battle Monuments Commission. Georgia finance chairman for the 2004 Bush-Cheney presidential campaign and state chairman for the Republican National Committee.

Named by *Georgia Trend* as one of the 100 Most Influential Georgians in 2005, Jamie Reynolds is one of the driving forces behind Reynolds Plantation, which features five award-winning championship golf courses (with a sixth under construction), as well as the Ritz-

Carlton Lodge and a residential community with more than 1,500 homes. As co-founder and managing partner of American Real Estate Investment, Reynolds oversees a company that specializes in the acquisition of timberland, farms, commercial properties, residential communities, and manufacturing plants. As an advisory board member of the Shepherd Center in Atlanta, he was instrumental in establishing the Reynolds Assistive Technology Fund, which has now raised more than \$2.8 million to assist people with spinal injuries to seek more independent lives through the use of technology.

*Remarks:*

*"We've all watched with a deep sense of pride, appreciation, and satisfaction as the Terry College has taken its place among the most elite business schools in this country. That's a fitting tribute to the past and present deans, faculty, staff, and students. As I reviewed the list of past recipients of this award, I saw prominent people of vast influence and remarkable accomplishments, both in business and in their civic and community activities. Not only am I honored, I am deeply, deeply humbled to be included on that list of people. To the Terry College, thank you for providing me with the skills that have been so helpful in my business and in my life."*



**Distinguished Alumni Award**

**C. WILLIAM "BILL" GRIFFIN (BBA '72)**

**Home:** Pittsburgh, Pa.

**Occupation:** Managing Director, Fidelity National Information Services

**President:** Oakmont Country Club, host of '07 U.S. Open golf tournament

**Terry College service:** Board of Overseers, Campaign Steering Committee

**Continuing Terry tradition:** Bill's oldest son, Charles Jr. (BBA '05), is a Terry grad.

**Career highlights:** Began career in mortgage finance in 1972 with C&S Bank in Atlanta. In 1975, he joined Ticor Mortgage Insurance, then moved in 1984 to Dallas, Texas, where he founded Highland Park National Bank and its mortgage subsidiary, the Highland Capital Group. In 1987, he co-founded the Stratmor Group, a privately held investment banking firm. In 1989, he joined Lender's Service Incorporated, where he was appointed CEO and president prior to the company's acquisition of Fidelity National Financial in 2003.

As managing director of Fidelity National Information Services, Bill Griffin is responsible for leading the company's efforts to provide services to the largest financial institutions in the world. He recently served on the board of the National Home Equity Mortgage Association and is now a board member of the Title and Appraisal Vendor Management Association. From 1986-87, Griffin served as chairman of the National Cranial Facial Foundation, which raises money for patients who have a critical need for surgery to treat deformities of the skull, face and jaw. His service to his alma mater includes being named a trustee to the University of Georgia Foundation. At home in Pittsburgh, Griffin is president of Oakmont Country Club, which hosted the 2007 U.S. Open Golf Championship in June (see feature story on p. 26).

*Remarks:*

*"I'd like to thank a great friend, Pat Pittard, who got me involved at the Terry College, and who has asked me on several occasions to speak to his leadership classes. And that has been quite an experience — to witness first hand how intelligent and articulate and inquisitive our students are. One of the great things about Terry is that it's always about the students, and that's what we're here for tonight — to raise money for new facilities and to create a better, more competitive learning environment for our students. In every respect, I can say that I'm proud to be involved with the Terry College. I believe we're entering a new era in growth and development, and I think Terry is going to be a very exciting place to be."*



**Dean's Distinguished Service Award**

**EARL T. LEONARD JR. (ABJ '58, LLB '61)**

**Home:** Atlanta, Ga.

**Occupation:** Retired Senior Vice President, The Coca-Cola Company

**Terry College service:** Established Bebe and Earl Leonard Undergraduate Leadership Scholars Program with \$2 million gift. Pinnacle Society. Distinguished Executive-in-Residence.

**Career highlights:** Adjunct journalism faculty while studying for UGA law degree. Press secretary, Sen. Richard B. Russell. Founder, Senate Press Secretaries Association. During pivotal 16-year period in Coca-Cola's evolution, he led corporate affairs division and directed Coca-Cola's communications, government relations, and public relations. Board member: Special Olympics International, Medical College of Georgia, Georgia Chamber of Commerce. Former president: UGA Alumni Society. Emeritus trustee: UGA Foundation.

In 1964, Earl Leonard joined The Coca-Cola Co. in Industry Relations. He was elected assistant vice president in 1976, head of Government Relations in 1978, and senior vice president in 1983. He retired in 1999.

*Remarks:*

*"Look at what you are supporting ... it is very, very rare that you can see the future before it even arrives," said Leonard, directing the audience's attention to a large group of Terry students whom he asked to join him on the awards platform. "But here is the future ... the future of our state, the future of our business system, the future of our country. These are the people who will succeed us — and it is your support, your commitment, and your dedication that makes it possible for you to look at the future tonight. Get to know these young people, shake their hands, touch the future, and know what we are producing. If the Terry College were General Electric, these would be our jet engines, with thrust and readiness to soar into the wild blue yonder. It's why we're here."*



Gala attendees, from left: [Top row] Marilyn McMullan, wife of Arch Foundation trustee John McMullan (BBA '58, MBA '60); Sen. Johnny Isakson (BBA '66) with Alumni Board member Darren DeVore (BBA '86); Leadership Scholars Christy Harris and John Mattioli with Alex Bunn (BBA '06). [Second row] Alumni Award winners received a handcrafted glass vase by artist Paul Bendzunas; Jackie Warnock, wife of Alumni Board member Larry Warnock (BBA '68, MEd '71, EdS '78), with Pam Doherty (BSEd '78), wife of Alumni Board member Rick Doherty (BBA '78). [Third row] Carolyn Baugh Parker (BFA '43) with her grandson, Jamie Reynolds IV; Alumni Board member Ruth Bartlett (BBA '76) with Uga artist Steve Penley; Irene Terrell (BSEd '74), wife of Alumni Board member Joe Terrell (BBA '74), with Dale Halligan (BSEd '77). [Bottom row] Alumni Award winner Jamie Reynolds III peruses auction items; autographed Dogs items were popular bids; Mike Harley (BBA '85) with his bulldog.

