

Terry Dean's Advisory Council

Minutes — April 15, 2011

Participants

- C. Scott Akers
- George M. Boltwood
- Susan M. Boyd
- Frank W. Brumley
- Elizabeth W. Camp
- Phillip E. Casey
- Richard W. Courts IV
- Jay M. Davis
- Darren W. DeVore
- Elisha W. Finney
- Ted R. French
- S. Taylor Glover
- Lizanne C. Gottung
- John C. Heyman
- David E. Homrich
- John W. Jackson
- Walter J. Muller III
- W.E. Stewart, Jr.
- Kessel D. Stelling, Jr.
- Barry L. Storey
- William D. Young, Jr.

Terry staff

- Dean Robert T. Sumichrast
- Martee T. Horne
- Jill S. Walton
- Shannon Caldwell
- Katrina Bowers
- Amelie B. Gregory

Guests

- Ted McMullan
- Christopher M. Cornwell
- Stephanie Chapman
- Patrick Fitzmaurice
- David Malison

Welcome

Vice Chair Darren DeVore called the meeting in order, introduced conference call participants, and welcomed guests. Dean Sumichrast introduced attending Terry Staff.

Campaign Cabinet Report

DeVore mentioned the agreement reached between the UGA foundation and the Arch Foundation, and acknowledged Chair Bill Young's instrumental role in their announced merger. Young explained that the merger would go into effect on July 1st, 2011 (pending the Board of Regents' approval) and confirmed that he has to Chair the new Foundation. Due to this new responsibility, he must step down from his current position as Chair of the Building Terry Campaign Cabinet. Sumichrast thanked him for his services to Terry and UGA, and announced that Dan Amos had agreed to take over as Chair of the Campaign Cabinet.

Young reported that Terry has already raised \$36.6M of the \$90M goal. The site issue should be resolved by the end of 2011. Sumichrast gave a quick update on his recent discussions with Sigma Chi. Young underlined the importance of continuing to solicit principal, leadership and major gifts prospects to achieve our \$35M in gifts and pledges by early 2012. That progress will make it possible to break ground by fall 2012, concurrent with Terry's 100th anniversary celebration.

Katrina Bowers gave out personalized "volunteer folders", containing renderings of the BLC, elevator speeches and confidential information on a small number of prospects identified at the last TDAC meeting. The Development office will be in touch with each of the recipients to discuss strategy.

Economics Student Report

Department head Chris Cornwell gave a brief overview of the Economics department and introduced students Patrick Fitzmaurice, Stephanie Chapman and David Malison. All three reviewed their experiences within the College and noted the dedication of Economics professors toward their impressive professional and personal success. Sumichrast thanked Cornwell for his commitment to students and the community.

College Report

Sumichrast explained his vision of National Prominence for the College. Aiming at being the best business school in the country is directly related to high rankings, respect from peers, attraction of top faculty and students, support from business and alumni and eventually, career success. Sumichrast reviewed recent rankings and other recognitions of which the College can be proud (see PPT) and gave a quick update on faculty hiring: we are on track with this goal as defined by the Operational Plan. Sumichrast also highlighted what was new to the College, including Foundations First, freshman admission, new courses, the MBA re-organization, Next Top Entrepreneur competition and the Music Business Program. Student services also underwent great improvements. Phil Casey noted that we need to better prepare our students to network. Jill Walton confirmed they are working on business card program for Terry student by fall semester.

Corporate Engagement Task Force

Susan Boyd enumerated TDAC hiring/internship success stories, and thanked everyone for remaining "engaged". To facilitate out-of-state contacts and networking, an online alumni directory was created. Printed materials to promote the hiring of our MBA and BBA students to alumni and companies were handed out and members discussed ways to make the most out of these pieces. Shannon Caldwell will gather success stories of hired alumni, to include in promotion material. As of April 15, only 19 MBA students were still looking for employment. Boyd referred to a bound document gathering profiles and resumes of those students and asked members to "adopt" a student. It will be the student's responsibility to contact the member and follow up. Boyd also gave an overview of BBA students' employment statistics, reflecting that marketing majors had the greatest potential for improvement. In order to bring exposure to companies who are hiring, Stelling and Glover suggested that Sumichrast do a presentation to the Metro Atlanta Chamber of Commerce. Stelling will help.

Terry Alumni and Young Alumni Boards Report

Vice Chair Ted McMullan reported that the Board had already exceeded its goals for Gala corporate sponsorships. Tickets sold out for the 5th year in a row with over 650 expected attendance. McMullan thanked members in advance for their participation and generosity. McMullan discussed success of first-time event "Day with Terry Alumni" which provides much needed interaction between students and alumni. AB/YAB's priorities are student placement and mentoring, and outreach. McMullan also reminded Council members about deadlines for YAB/AB nominations (respectively May 1 and May 31).

Closing

DeVore summarized TDAC bylaws and reminded members that 2011 is an election year (vice chair, emeritus members), and called for new members nominations. Glover suggested inviting someone from a prominent southeastern company, within a thriving industry.

Next Meeting

The fall meeting has been set for September 16, 2011, 3:00 pm to 5:00 pm in the Peabody Board Room, Athens, Georgia (NOTE: elections, emeritus members, nominations of new members).

The winter meeting has been set for January 27, 2012, 3:00 pm to 5:00 pm in the Hopkins Board Room of the Terry Executive Education Center, in Atlanta, Georgia.

Action Items

- The Terry Development office will contact the members who received a "volunteer folder", to discuss strategy.
- The Undergraduate Student Services & Corporate Relations will work on business card program for Terry student by fall semester, to better prepare our students to network.

- The Corporate Engagement Task Force will gather success stories of hired alumni, to include in promotion material.
- Kessel Stelling to facilitate a presentation by Dean Sumichrast to the Metro Atlanta Chamber of Commerce.
- Members to elect vice chair at fall 2011 meeting. Emeritus members will be invited to attend.