

Terry Dean's Advisory Council

Minutes — January 27, 2012

Participants

- George M. Boltwood
- Susan M. Boyd
- Elizabeth W. Camp
- Phillip E. Casey
- Richard W. Courts IV
- Jay M. Davis
- Darren W. DeVore
- Hillel A. Feinberg
- Elisha Finney
- Ted R. French
- Lizanne C. Gottung
- C. William Griffin
- John H. Heyman
- John W. Jackson
- Michael K. Ostergard
- Patrick S. Pittard
- Julio A. Ramirez
- Paul R. Sinsheimer
- Barry L. Storey

Terry staff

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

Guests

- Brantley Barrow
- Bruce Blake
- Rob Hoyt
- Mary Cate McCue
- Jeff Prather
- Scott Mateer

Welcome

Chair Darren DeVore called the meeting to order, introduced conference call participants, and welcomed guests.

Risk Management and Insurance Student Report.

Department Head Rob Hoyt gave a brief overview of the RMIN department and introduced students Mary Cate McCue, Jeff Prather and Scott Mateer. All three reviewed their experiences within the College and credited their success to strong analytic skills acquired during classes and ability to apply those skills in real business situations. Sumichrast thanked Hoyt for his commitment to students and the community.

College Update

The new TDAC directories were included in the meeting materials. DeVore acknowledged first time TDAC members: Mike Ostergard, Julio Ramirez and Paul Sinsheimer (calling in). Sumichrast reviewed funding for the University of Georgia. He also discussed benchmarking data for peer and aspirant schools, which indicates that Terry needs a substantial operating budget increase to achieve parity with peer schools, or even begin approaching the level of aspirant schools. The funding gap is most clear when comparing dollars per degree conferred. Sumichrast went over the number of gifts and total cash by fiscal year and highlighted a 19% increase in the number of gifts compared to January 2011. Sumichrast briefly reviewed recent college rankings (see PPT). Undergraduate student employment at graduation and three months out improved steadily from 2008 to 2011. The college is getting closer to its goal of 80% employment 3 months after graduation. Terry's centennial is in 2012. Sumichrast encouraged everyone to update their contact information and asked council members to encourage other alumni to do the same. Terry Executive Programs has underperformed for some time now. Sumichrast called for suggestions for improvements and reorganization and polled members on the creation of a new task force. (Liz Gottung expressed interest.) Sumichrast gave a brief update on the Business Learning Community.

Curriculum Enhancement Task Force

Ostergard discussed the new task force, inspired by Corsair Society. It will explore the feasibility of more formally integrating Corsair into Terry's curriculum. The task force mission is to support and enhance placements of Terry students in certain higher-paying industries. The Council discussed the goals and approach. Ostergard will provide an update at the next TDAC meeting.

Building Terry Campaign Cabinet Report

Bill Griffin reported the Campaign Cabinet is targeting 100% TDAC participation. Since the last TDAC meeting, \$3M were raised. We are still in the silent phase of the campaign and in order to reach our goal, we need several leadership (7 and 8-figure) gifts. The concept of "Terry Leadership Briefings" was discussed. These dinners are a good way to help participation in the campaign. Horne asked members to let her know if they are willing to host a dinner in Atlanta.

Corporate Engagement Task Force

Co-chair Susan Boyd explained that the focus on student employment is starting earlier this year and highlighted their 2-tiered approach for supporting student employment. Boyd reviewed the progress made by the task force. Council members were provided with brief bios of MBA students searching for employment after graduation in May. Members were asked to review the qualifications of these students and assist with their employment search.

Terry Alumni Board Report

Vice Chair Brantley Barrow gave a quick update on the Alumni Board. He encouraged council members to nominate new members. The 2012 Alumni Awards and Gala is scheduled for April 28 and members are urged to sponsor the event.

Terry Young Alumni Board Report

Chair Blake Bruce explained the mission of the Young Alumni Board. The Terry Rocks concert, the Young Alumni Board's signature project, will be improved this year and will again benefit Terry's Music Business program. Heidrick & Struggles is surveying the whole membership to evaluate the Board engagement, its impact at the college level and to improve its nomination process.

Next Meeting

Friday, April 27, 2012
3:00 – 5:00 pm
Hopkins Board Room, Terry Executive Education Center
Atlanta, Georgia

Action Items

- Create a Terry Executive Programs Task Force to suggest improvements and possible reorganization of the Terry Executive Programs
- The Curriculum Enhancement Task Force will explore options and develop potential solutions to integrate the ideas of Corsair into Terry
- The Campaign Cabinet will work towards reaching 100% Council members participation to the Building Terry Campaign
- The Terry Development Office will reach out to Council members to schedule one or more Atlanta Leadership Briefings
- Council members will review MBA students' profiles and determine if they can assist them with employment search