

Terry Dean's Advisory Council

Minutes — October 15, 2010

Participants

- C. Scott Akers
- George M. Boltwood
- Susan M. Boyd
- Elizabeth W. Camp
- Phillip E. Casey
- Richard W. Courts IV
- Darren W. DeVore
- Elisha W. Finney
- Walter J. Muller III
- Patrick S. Pittard
- Kessel D. Stelling, Jr.
- W.E. Stewart, Jr.
- Lowell W. White, Jr.
- William D. Young, Jr.

Terry staff

- Dean Robert T. Sumichrast
- Martee T. Horne
- Jill S. Walton
- Richard L. Daniels
- Shannon Caldwell
- Amelie B. Gregory
- Roxanne L. Kling

Guests

- Theodore R. French, Jr.
- Michael K. Ostergard

Welcome

Vice Chair Darren DeVore called the meeting to order, introduced conference call participants, acknowledged Terry staff present, and welcomed new attending members George Boltwood and Bill Young, as well as guests Ted French and Mike Ostergard. DeVore gave a brief recap of the TDAC purpose and objectives.

College Report

Dean Robert Sumichrast reported that Terry has raised the bar for hiring quality faculty and has increased the number of faculty hired this year by a net of five. Sumichrast reviewed benchmarking data for peer and aspirant schools from AACSB, which indicate Terry needs a substantial increase in faculty to achieve parity with peer schools or even begin approaching the level of aspirant schools. The budget continues to be of concern; however Terry is able to rely on revenue generated by MBA and executive education programs, as well as increased donations from alumni and friends. Compared to peer and aspirant school budgets, the College falls in the middle range of peer schools and last for aspirants. Sumichrast's financial priorities are to continue to hire additional quality faculty and raise money for the Business Learning Community. He briefly outlined some future potential revenue funding possibilities. Sumichrast noted the new Terry undergraduate cohort system began this fall and is going well and explained a new UGA initiative — First Year Odyssey. He then introduced MBA Programs Director Rich Daniels to give an update on MBA Programs.

Dr. Daniels gave an overview of changes and improvements to MBA student orientation and curriculum, a new leadership fellows program, an update on study abroad plans, and career management successes with internships and employment. He reported that he will be integrating ideas across all three MBA Programs and is restructuring organizationally to take advantage of efficiencies. He continues to engage faculty to help students get jobs.

Sumichrast announced that alumnus Tom Cousins will be the Terry Graduation Convocation speaker on May 14, 2011. All Terry students are individually recognized in this ceremony.

Building Terry Campaign Report

Campaign Advisory Task Force Chair Darren DeVore thanked the task force and briefly reviewed the task force goals that were successfully completed. He welcomed Bill Young as the chair the Campaign Cabinet and turned the meeting over to him. Young noted that the Cabinet, consisting of Dan Amos, Jim Blanchard, Richard Courts II, Darren DeVore and Taylor Glover will have their first meeting on December 1. He congratulated Terry on its best fundraising year ever with \$21M raised last year. The campaign goal is \$90M, with \$70M for new facilities (currently \$19.3M) and \$10M for faculty support and \$10M for program support (\$14 combined currently). The goal to break ground on the Business Learning Community is 2012, with \$35M raised. Sumichrast is hopeful that Sigma Chi will be motivated to move their fraternity house, otherwise the BLC will be built around it.

Corporate Engagement Task Force

Co-Chair Susan Boyd outlined the goals of this new task force, specifically focused on the importance of connecting companies and firms with students for internship and placement opportunities, and the role TDAC and alumni can play in these connections. The MBA Program's Career Management Placement Center (CMC) is making progress and Jill Walton's new position as Director of Undergraduate Student Services and Corporate Relations will coordinate with the CMC and with UGA Career Services to strengthen relationships with companies and alumni. Boyd introduced Alumni Board member Mike Ostergard, who gave first-hand experience with hiring exceptional Terry MBAs and suggested it be an expectation for

Boards and the Council. Boyd asked that TDAC members fill out the Corporate Engagement Task Force survey enclosed in their packets, or an electronic version to be sent to members after the meeting. TDAC members suggested asking students about target industries of interest as well as target companies of interest. Members also briefly discussed ways to use more testimonials like Ostergard's on the web, that Terry has a great student product to advertise, and the need for additional opportunities to interact with students.

Terry Alumni Board Report

Past Alumni Chair Richard Courts reported on the energy and activities of the Alumni and Young Alumni boards. Courts reported that the Boards had 100% participation in giving to the Annual Fund. The Alumni Awards and Gala will be April 16, 2011. TDAC members expressed interest in knowing when AB and YAB meetings are held in case they may be available to attend, and /or interacting with Board members in social setting.

Flag Presentation

Sumichrast invited Lowell White to make a special presentation. As president of the Alumni Board in 2007, in preparation for the first Alumni Awards and Gala held in Atlanta and to kick off the beginning of the planning for a new building, White had two flags flown over the State Capitol by senators Isakson and Chambliss; one to be given to the person making the first significant gift to the new building, the second to be flown over the new facility and then given to the person who names the a building within the new facility. White presented the Isakson flag, framed with a certificate of authentication, to Phil Casey.

Next Meeting

Friday, January 7, 2011
3:00 – 5:00 pm
Hopkins Board Room, Terry Executive Education Center
Atlanta, Georgia

The April 15, 2011 meeting will also be in Atlanta and is the day before the Terry Alumni Awards and Gala at the Intercontinental.

Action Items

- Council members to fill in Corporate Engagement Task Force questionnaire from Council packet. It will also be sent electronically.
- CMC to ask MBA students for target industries as well as target companies.
- Terry College to promote hiring on website.