

# **Terry Dean's Advisory Council**

## **Minutes — September 16, 2011**

### **Participants**

- C. Scott Akers
- James H. Blanchard
- Elizabeth W. Camp
- Phillip E. Casey
- Richard W. Courts IV
- Darren W. DeVore
- Ted R. French
- Lizanne C. Gottung
- C. William Griffin
- David E. Homrich
- John W. Jackson
- Patrick S. Pittard
- Kessel D. Stelling, Jr.
- W.E. Stewart, Jr.
- Barry L. Storey
- Lowell W. White, Jr.
- William D. Young, Jr.

### **Terry staff**

- Dean Robert T. Sumichrast
- Martee T. Horne
- Katrina L. Bowers
- Penny Morrison-Ross
- Jill S. Walton
- Shannon Caldwell
- Amelie B. Gregory
- Roxanne L. Kling

### **Guests**

- Daniel P. Amos
- Richard Courts II
- Michael K. Ostergard
- Julio A. Ramirez
- Paul Sinsheimer
- David Battle
- Les Franks
- David Sutherland
- Katie Shaub

- Chris Heins

## **Welcome**

Chair Bill Griffin called the meeting to order and welcomed attendees and guests. Conference call capability was not available for this meeting.

## **Building Terry Campaign Report**

Chair Dan Amos reported that the Campaign Cabinet is excited about the opportunity to improve how students learn through the proposed Business Learning Community (BLC). President Michael Adams attended the 3:00 Campaign Cabinet meeting and Amos reported on his support of the project. Amos stressed the need for 100% participation by TDAC in terms of Council leadership and to meet the immediate goal of raising 60% of the total goal by December 2012. We are currently at 52% of overall \$90M goal. **We have more work to do for the BLC component of the overall goal.** Participation by TDAC includes personal gifts as well as connecting Dean Sumichrast and Martee Horne's staff to alumni and potential donors. Amos asked members to review the "elevator speeches" in the TDAC folder and encourage potential donors to give a gift at a level that is meaningful to them. Consider honoring parents or making a gift in honor of a professor who made a difference in their life. Several members who have agreed to help solicit received specific information from Horne to review. To keep the momentum going, several large gifts must be in place by the end of 2011.

## **College Update**

Sumichrast reiterated that the BLC is the cornerstone of the Capital Campaign and how the facility will positively influence and change education for Terry students. He then gave a brief overview of the College including the Strategic and Operational plans; faculty hiring progress; budget overview; current programs, and updates to curriculum and admissions, rankings, and student services. [see slides]. He noted the increased role of alumni in mentoring, presentations to classes and panels, and placement of graduates in jobs and internships.

## **MBA Student Report**

Sumichrast introduced faculty member David Sutherland who gave a brief overview of his corporate background. He introduced MBA students Katie Shaub and Chris Heins who described their projects and how the experience is excellent preparation for jobs as well as generating interest in job interviews.

## **Corporate Engagement Report**

Co-chair Kessel Stelling briefly reviewed the goals of the Corporate Engagement Task Force and mentioned previous hiring success stories involving TDAC members. He highlighted the increase in placement results for BBA students at three months of graduation, and reviewed MBA student placement trends and goals at graduation and three months out. Kessel asked for members' help. (See questionnaire in packet).

DeVore introduced David Battle and Les Franks from Corsair Society. The Corsair Society mentors and helps place UGA's top students in the banking industry. It has helped many students get employment on Wall Street by assuring they are ready to be productive immediately, and by utilizing a network of alumni within the Corsair Society. (More details were sent to TDAC members by David Battle).

## **Elections**

According to the Bylaws, Darren DeVore assumed the role of new Chair of the Council and Susan Boyd was unanimously elected vice-chair

## **Next Meeting**

Friday, January 27, 2012

3:00 – 5:00 pm

Hopkins Board Room, Terry Executive Education Center  
Atlanta, Georgia

## **Action Items**

- Council to connect Sumichrast and Horne to potential donors.
- Council to fill out Corporate Engagement Indication of Involvement questionnaire
- Walton/Caldwell to follow up on Corporate Engagement Indication of Involvement questionnaire.