

Terry Dean's Advisory Council

Brooks Hall

September 25, 2009

Agenda

- Welcome (Griffin)
- College Report (Sumichrast)
- BLC Economic Impact (Humphreys)
- Campaign Advisory (DeVore)
- Group photo/break
- Design and Construction (Brumley)
- Special Ops (Stewart)
- Planning (Boyd, Daniels, Caldwell)
- Alumni Board (Barksdale)
- Membership (Griffin)
- Closing Remarks (Griffin)

Prominence among 2,000

- Top 10
 - Real estate, Risk management
 - Accounting (CPA and Public Accounting Report)
 - Marketing (National Sales Competition)
- Major programs
 - BBA improves to top 25
 - EMBA top 25
 - MBA in top 50

Budget News

Bad News

- Endowment reduced
- State funding cut
- Furloughs required
- Substantial oversight

Good News

- Fund raising steady
 - More donors
 - Emphasis on annual \$
- EMBA profitable
 - Adapting
- Exec Ed profitable
- Operational efficiency

Income and Expenses FY 09 vs FY10 Comparison

Income		FY09 (\$M) Actual	FY10 (\$M) Projected	Change (\$M)	Change %
	Foundation (endowed spending)	2.89	1.78	(1.11)	(38.4)
	Foundation (annual fund)	1.72	1.95	.23	13.4
	State funds/tuition	26.5	26.1	(.40)	(1.5)
	Program fees/grants	2.28	3.33	1.05	46.1
	Executive Education	1.43	1.55	.12	8.3
	Misc.	0.49	0.50	.01	2.0
Total		35.3	35.2	(.10)	

Income and Expenses FY 09 vs FY10 Comparison cont.

Expenses		FY09 (\$M) Actual	FY10 (\$M) Projected	Change (\$M)	Change %
	Tenure-track Faculty	16.0	15.8	(.20)	(1.3)
	Other Faculty	4.17	3.32	(.85)	(20.4)
	Staff	6.77	6.42	(.35)	(5.2)
	Graduate Students	2.26	2.27	.01	.44
	Operating/Travel Expenses	6.55	7.28	.73	11.1
	Total	35.8	35.1	(.70)	(1.95)
Income Less Expenses		(.50)	.10	.60	

New Revenue

- State fund increase unlikely for 2 years
 - Redistribution?
- Options
 - Donations
 - Tuition and fees (e.g. EMBA)
 - Non-credit executive education

A New Program for 2010

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The Atlanta Leadership Symposium

Business Expertise from Professors and Practitioners

An Innovative Program Co-Developed and Delivered By:

University of Georgia
Terry College of Business
Office of Executive Programs
Institute For Leadership Advancement (ILA)

and

University of Michigan
Ross School of Business
Executive Education Center

Employment Concerns

- BBA Employment stats available
 - 85% response
 - 50% unemployment
- National Prominence?
- Terry graduates know their professions
- Why?
 - Networking limited
 - Communication/presentation limited

Undergraduate Changes

- Advising reorganized
- Fall 2010
 - Calculus
 - Cohort junior year
 - Bus Leadership, Careers and Culture
 - Revised IB major

Future Academics

- Space for community
- Scheduled class and breakout rooms
- Specialized classrooms
- Student organization space
- Enhanced career services

Alumni Relations

- Strong Council and Boards
- Alumni receptions/events planned
- New opportunities
 - Young Alumni Board
 - TRAN (“Franchising” Terry clubs)
 - Program specific organizations
 - Alumni panels for students (8/yr)
 - Alumni mentoring of students

Other News

- Spring events
 - Terry Honors Day (April 6, 2010)
 - Terry graduation (May 1, 2010)
- New business connections
 - Continuing Executives-in-Residence
 - Executive-at-large
 - Entrepreneur-in-residence

Economic Impact of the Business Learning Community

Jeffrey Humphreys, Director
Selig Center for Economic Growth

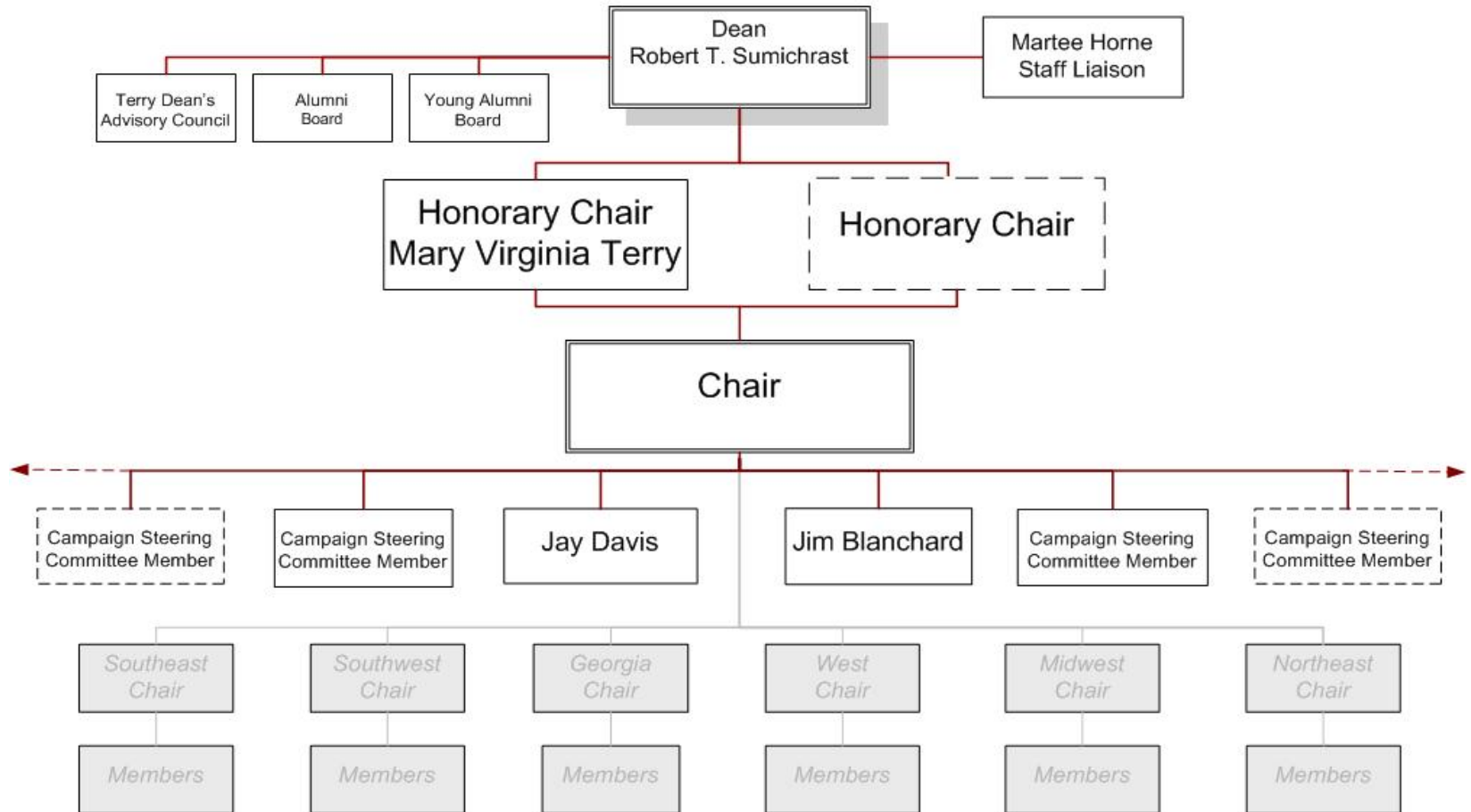
Campaign Advisory Task Force

- Darren W. DeVore
(Chair)
 - James H. Blanchard
 - Elizabeth W. Camp
 - Richard W. Courts IV
 - Jay M. Davis
 - Hillel A. Feinberg
 - C. William Griffin
- Ex-Officio
- Andy Barksdale
 - J. Carey Bloomfield
 - Martee T. Horne
 - Erik D. Kahill
 - Robert T. Sumichrast

Campaign Advisory Goals

1. Identify/Recruit campaign leadership
2. Refine the case for support
3. Review Campaign Plan (including time line)
4. Identify/eliminate obstacles
5. Liaise with Central Administration

Building Terry Campaign Cabinet and National Committee



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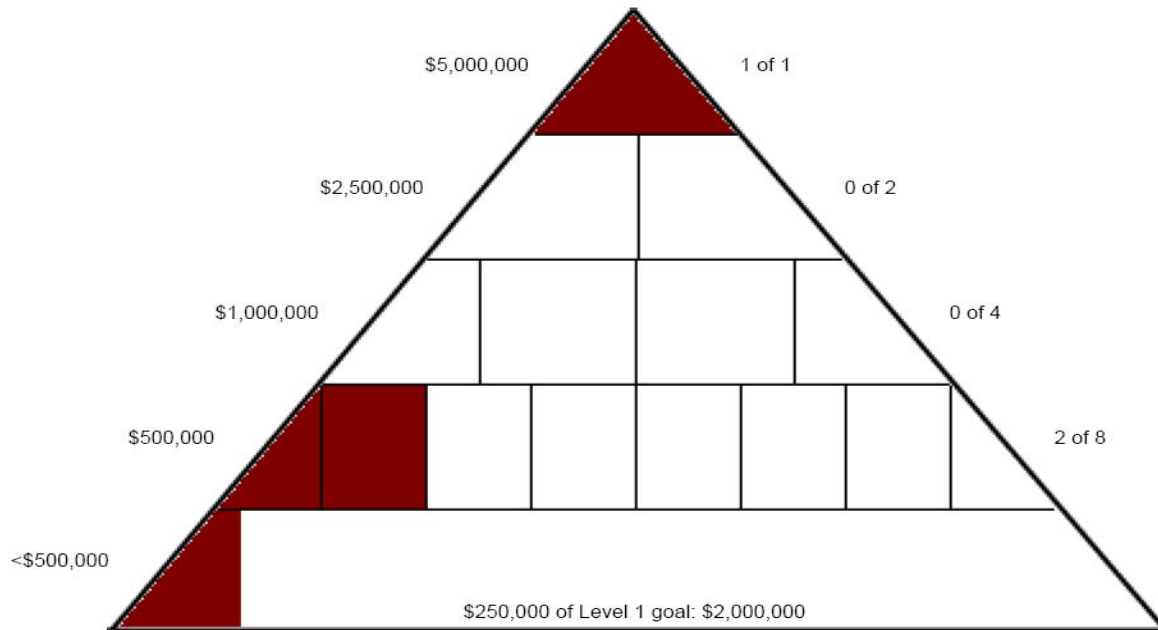
Gift Table

Type of Gift	Number of Prospects Required	Number of Gifts Required	Gift Level	Total Dollars Required	Cumulative Total
	3	1	\$30,000,000	\$30,000,000	\$30,000,000
Principal Gifts	3	1	\$10,000,000	\$10,000,000	\$40,000,000
	6	2	\$5,000,000	\$10,000,000	\$50,000,000
Leadership Gifts	9	3	\$2,500,000	\$7,500,000	\$57,500,000
	30	10	\$1,000,000	\$10,000,000	\$67,500,000
Major Gifts	24	8	\$500,000	\$4,000,000	\$71,500,000
	60	20	\$250,000	\$5,000,000	\$76,500,000
	90	30	\$100,000	\$3,000,000	\$79,500,000
	Many	Many	Less than \$100,000	\$10,500,000	\$90,000,000
	225+	75+			\$90,000,000

TDAC Gifts/Pledges

As of 9/25/2009

\$6,250,000 pledged/gifted to BLC
\$75,000 pledged to Terry Annual Fund
by 16.6% members



Building Terry Campaign

Through September 18, 2009

Facilities:

Cash gifts \$ 2.22 M

Gala Proceeds (3 yrs) 645 K

Written pledges 2.65 M

Verbal pledges 9.0 M

TOTAL FACILITIES \$ 14.5 M

Building Terry Campaign

Through September 18, 2009

Programs/Faculty

Cash gifts \$3.0 M

Written pledges 1.0 M

Verbal Pledges 1.3M

Total Programs/Faculty \$ 5.3M

Campaign Total

\$19.8 M

Break/Group Photo

Design and Construction

Task Force

- Frank W. Brumley, Chair
- Phillip E. Casey
- Barry L. Storey
- John W. Jackson
- Lowell W. White, Jr.

Ikon.5

- Joe Tattoni
- Arvind Tikku

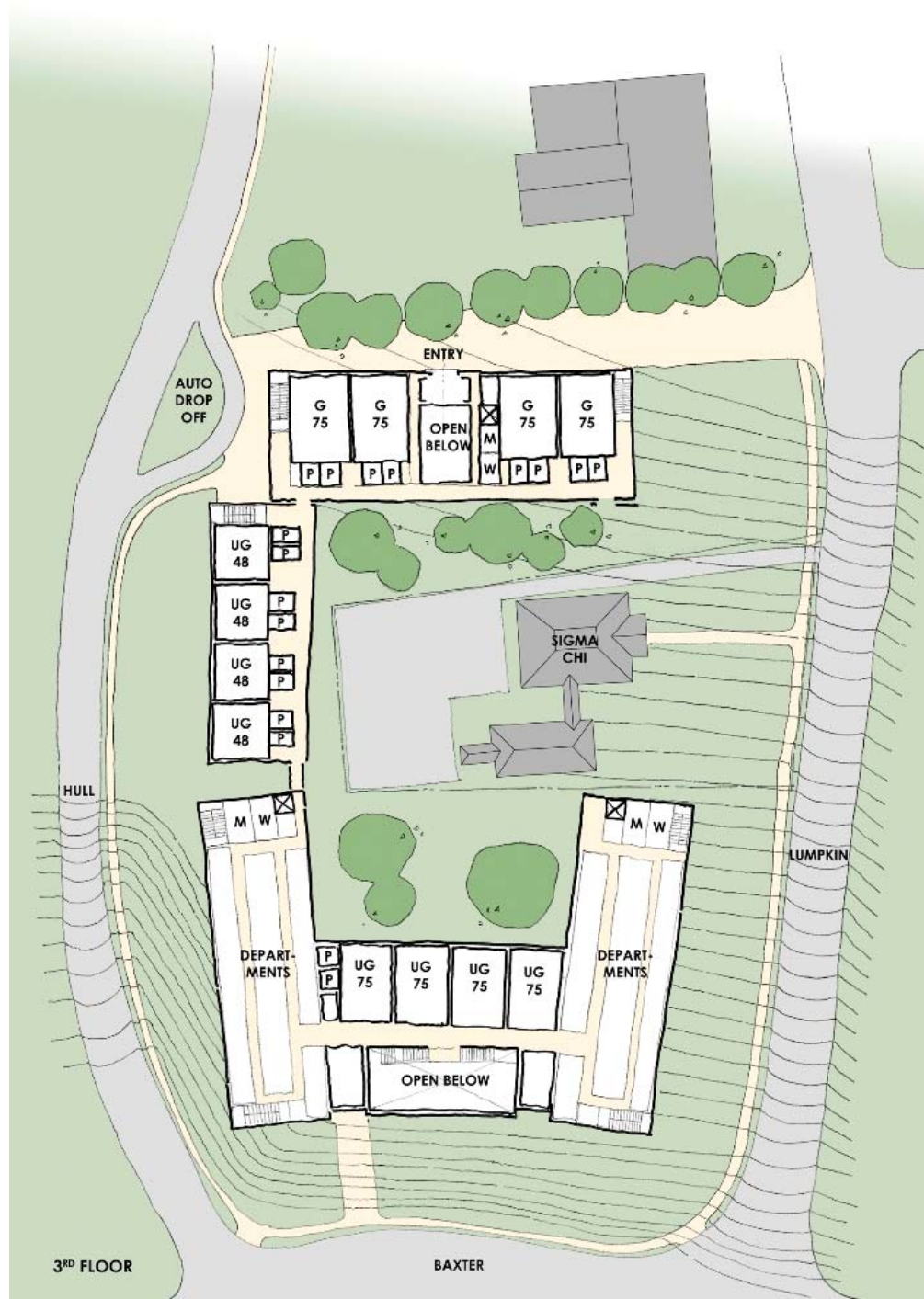
UGA

- Danny Sniff
- Linda Henneman

Design Update

- Focus on “Exploration C”
 - Excellent design without Sigma Chi
 - Good design with Sigma Chi
 - Initial building the same
- Notes
 - Provides useful space in first phase
 - Complete with either “C” or “modified C”
 - Columns and details still to come
 - Floor numbers refer to a consistent level in all buildings.
(North end has no first floor.)

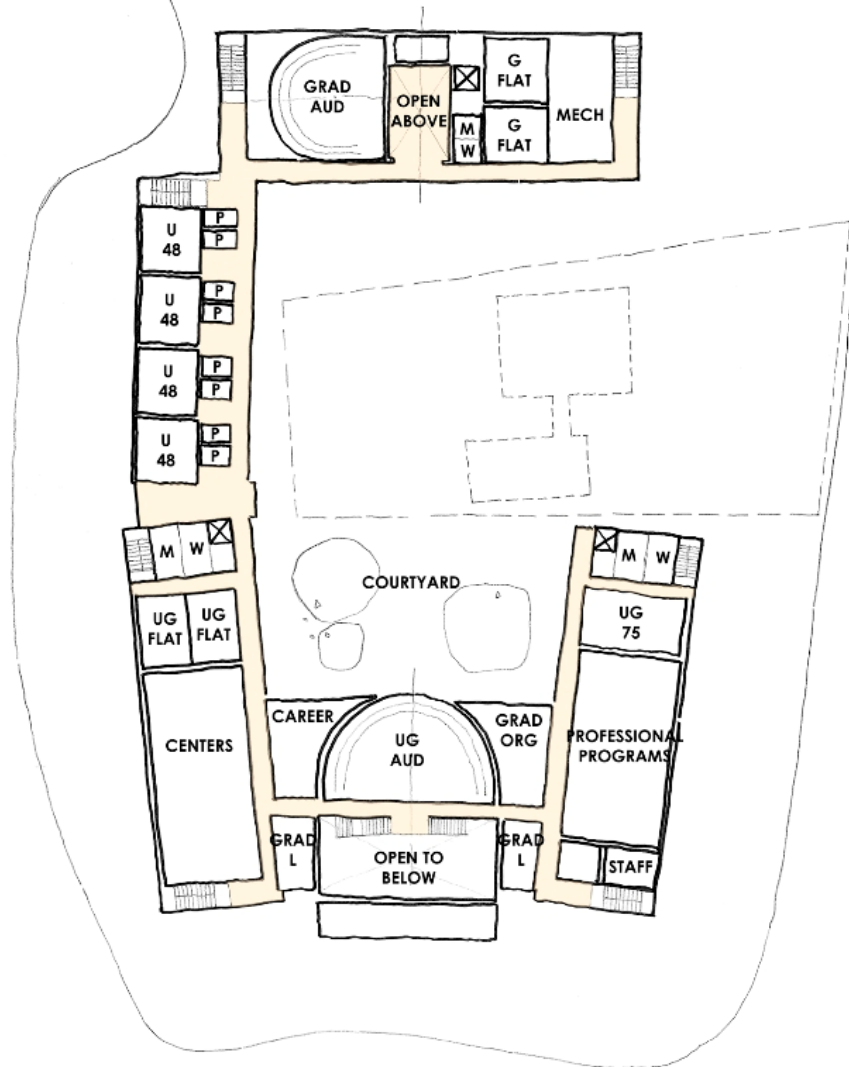
Modified C Floor 3



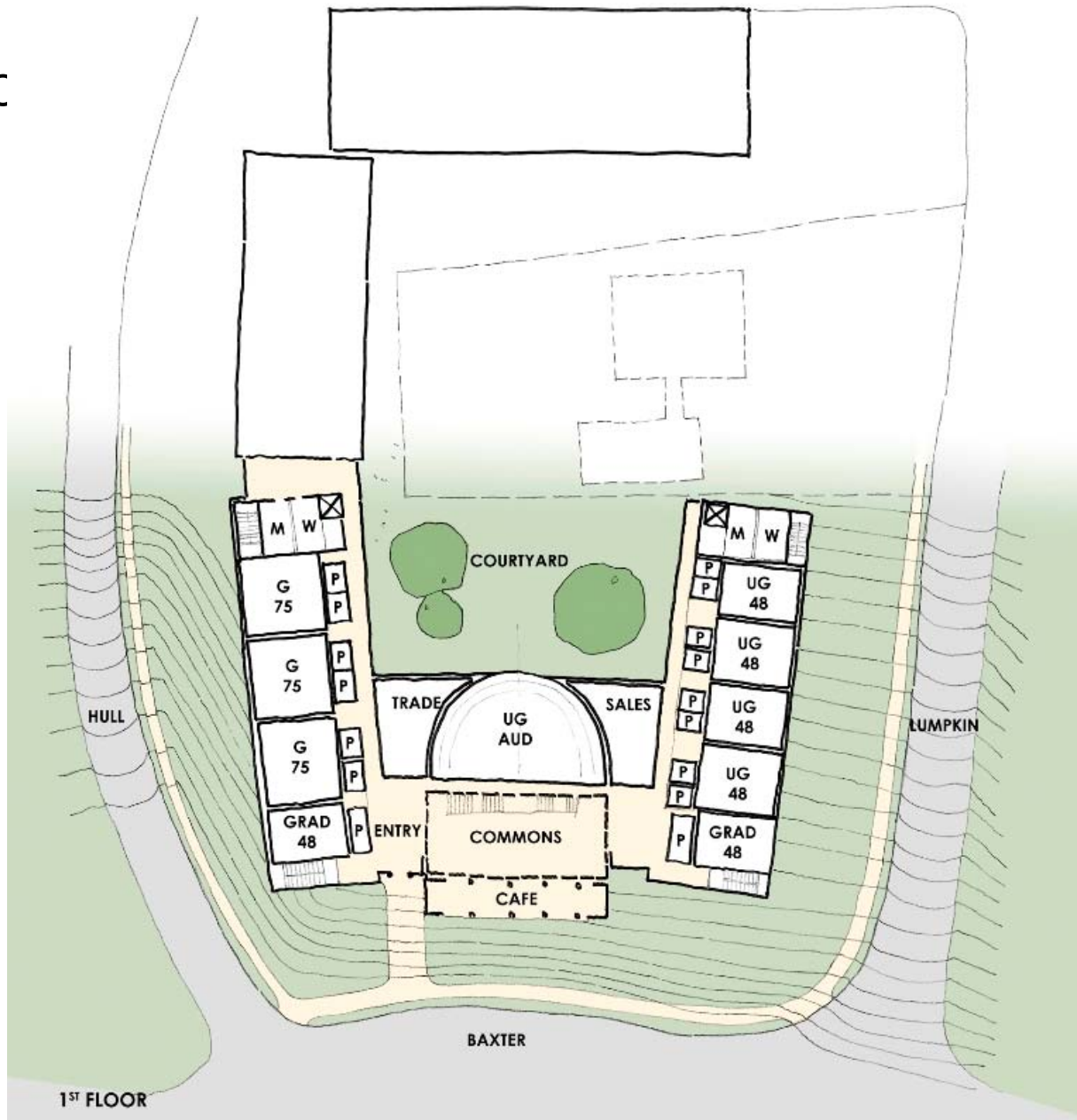
3RD FLOOR

BAXTER

Modified C Floor 2

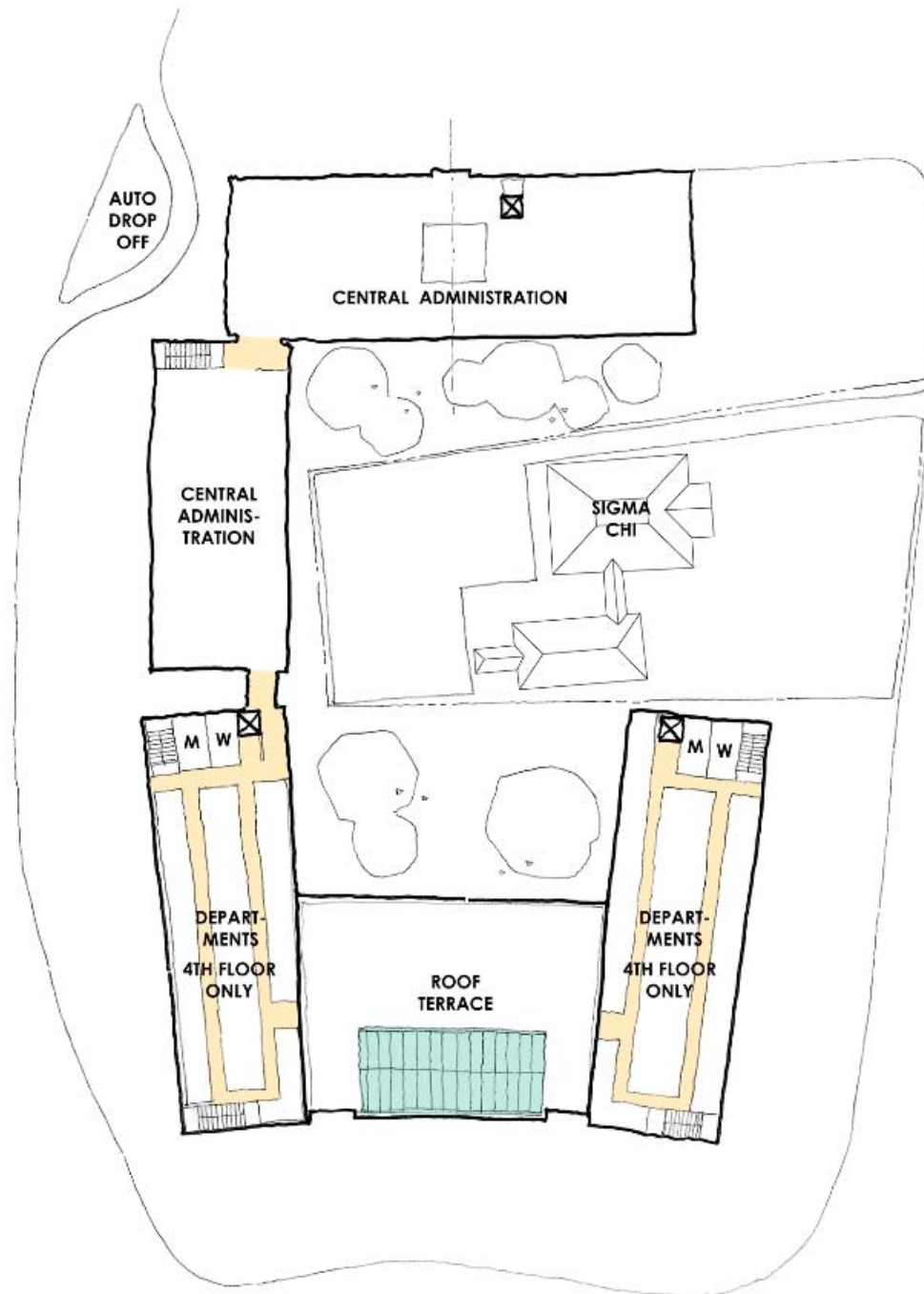


Modified C Floor 1

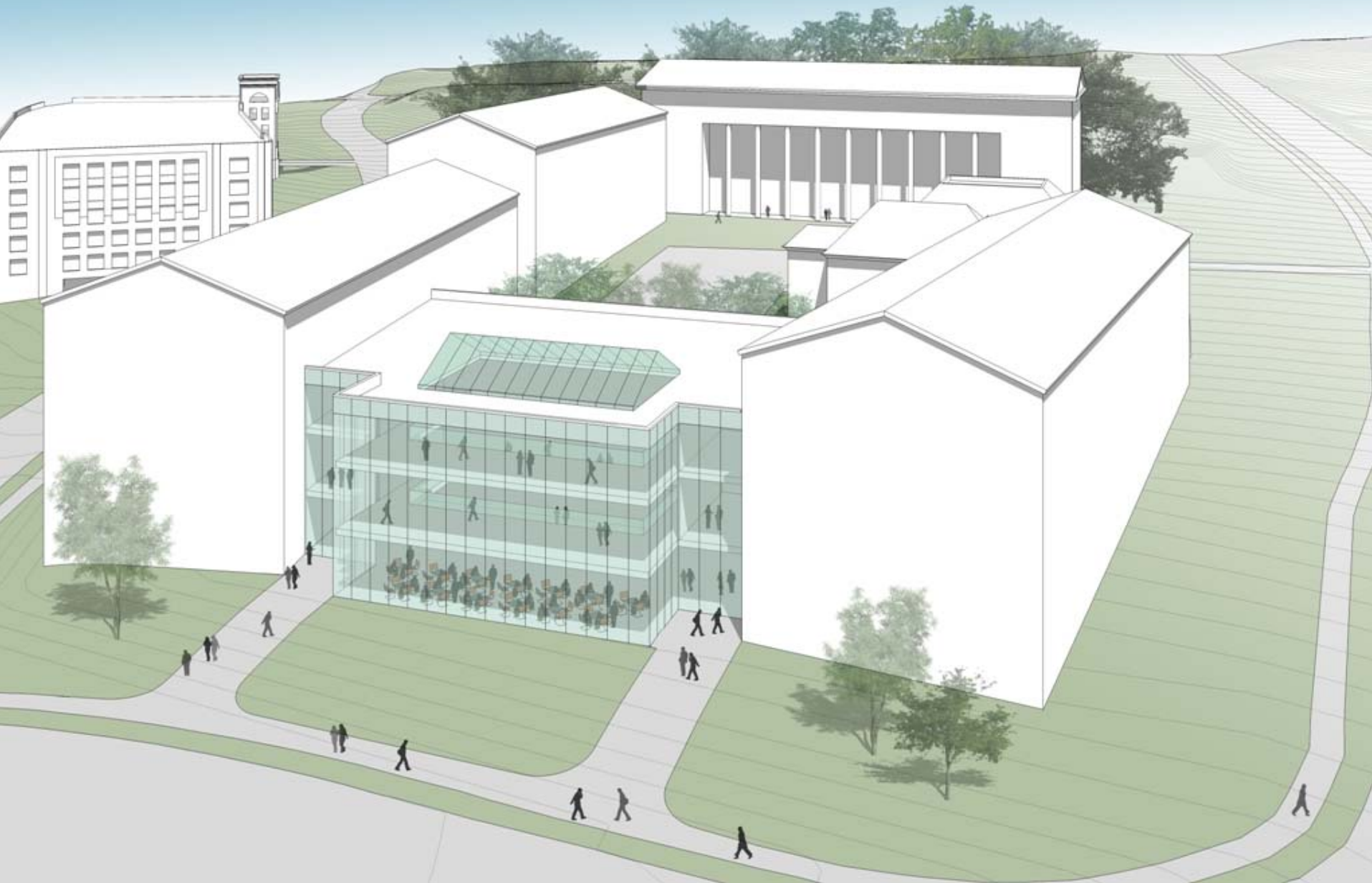


1ST FLOOR

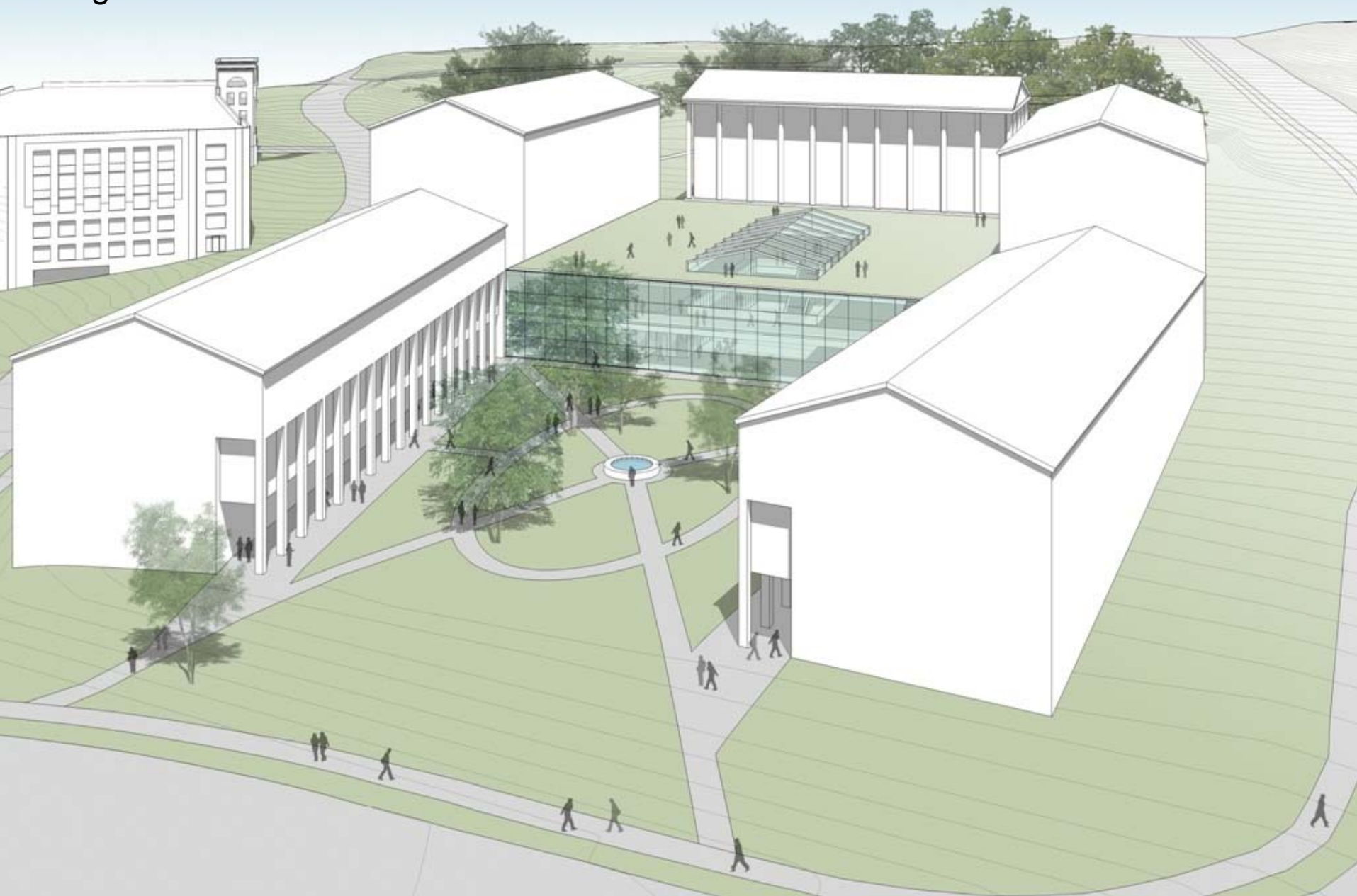
Modified C Floors 4 & 5



Modified C



Original C



Special Operations Task Force

- W. E. (Brother) Stewart, Jr., Chair
- S. Taylor Glover
- Patrick S. Pittard
- Kessel D. Stelling, Jr.

Planning Task Force

- Susan M. Boyd, Chair
- Lizanne C. Gottung
- Harold A. Kelly, Jr.
- Walter J. Muller
- Charles S. Sanford, Jr.

Status

Review

- Peer & aspirant schools
- Vision
- Mission
- Strategic Priorities
 - MBA
 - BBA
 - Research

Current work

- Define measurable goals over time
- Explain how to achieve
- Estimate costs
- Determine financial strategy

25 General Goals

- Maintain accreditation (faculty, teaching, etc.)
- Communicate effectively with alumni and businesses
- Seek and use student input

MBA Improvement

- Leadership centralized
- Focus on career success
 - Admission
 - Attitude
 - Curriculum
 - Business Community Related Activities
 - Community Services
- Rich Daniels will provide details

Undergraduate Rigor & Relevance

- Admissions processes and standards for all majors and certificate programs
- Revise college-wide curriculum to promote collaboration, integration of subjects, and connections to practice
- Increase rigor in majors
- Improve placement

Research with Impact

- Define, measure and reward productivity
- Place our Ph.D.'s at better schools
- Assure resources to attract doctoral students are competitive

Financial Strategy

- Largest cost increases
 - Additional faculty
- Main sources of new funds
 - UGA funds
 - MBA Programs (EMBA, etc.)
 - Executive education (non-credit)
 - Donations
- Developing details and timing

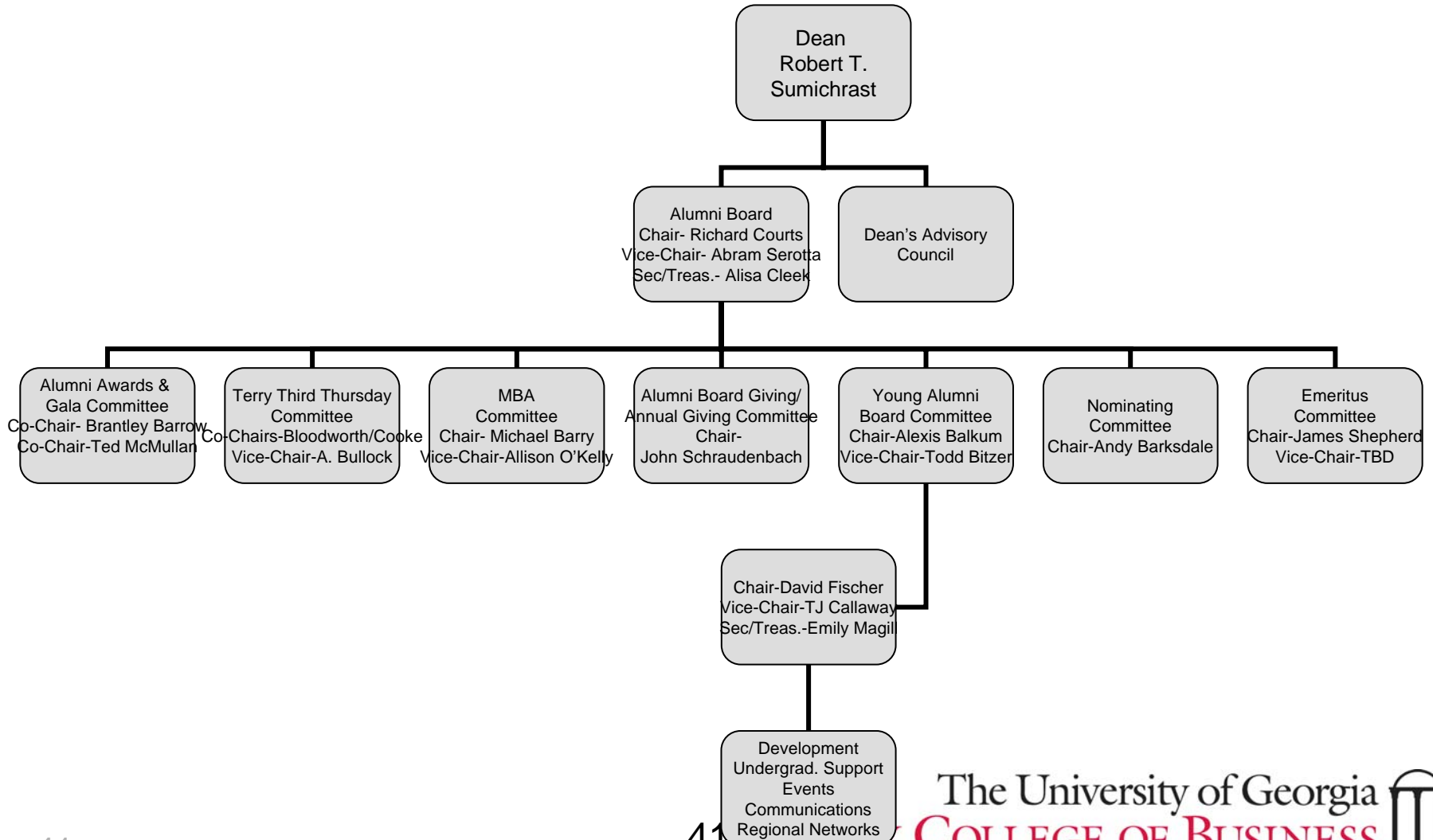
Strategy for MBA Improvement

Rich Daniels, Director
MBA Programs

Alumni Board Update

Richard W. Courts IV

2009/2010 Terry College Board



New Initiatives

Alumni Board Giving / Annual Giving Committee

Emeritus Committee

Student Experience Committee

City/Regional teams (NYC, Dallas, Jacksonville, Charlotte)

Board Diversity

2009 Gala Recap

- **Total Dollars Raised (After Expenses) = \$215,000**
- **Total in Attendance**
 - Total Paid Seats = 750
 - Total Attendance = 650 (capacity)
- **2010 Gala goal \$260,000 or \$1 million over 4 years**

Membership

- Terms expiring in 2010 or 2011
- Nominations for new members
- Structure for Emeritus Members

TDAC Schedule

- Today
 - President's Club 6:00 (Tate Center)
- Saturday
 - President's Pregame Reception 5:00
 - ASU Game 7:00
- January 8, 2010, Atlanta
- April 23, 2010, Atlanta