

BUILDING



LEARNING



COMMUNITY



DEAN'S REPORT 2019



Terry College of Business
UNIVERSITY OF GEORGIA

Dean's Message

To look at the Business Learning Community today, it's remarkable to see how far the Terry College has come since 2014. It was the year construction began on Correll Hall, and while it was a time of optimism and anticipation, there was also an unknown: Will the plan that took years to develop for a new home for the Terry College come to fruition? We can answer that today with a resounding yes.

But facilities were not the only piece of Terry to discover new growth in the past five years. Our student population has grown considerably, as thousands more undergrads found their academic home and earned a degree from Terry. New programs arrived — the Entrepreneurship Program (and its new base Studio 225), a STEM MBA and MBA dual degrees in Engineering, Law and Public Health, a Master of Science in Business Analytics, and new areas of focus in consulting, human resource analytics, supply-chain management, and healthcare management were launched. We established the Terry Women's Initiative and introduced new study abroad programs.

As Terry achieved greater rankings, enhanced our impact in scholarship as a thought leader, and achieved high employment rates for our graduates, we find ourselves in 2020 in a magnificent new home with so much to celebrate. I am grateful to the students, faculty, staff, alumni, and friends who have made this growth a reality.

Sincerely,

Benjamin C. Ayers, Dean
Earl Davis Chair in Taxation
busdean@uga.edu



Terry's Academic Programs

Twelve are **ranked in the top 20** among public programs in the nation.

#12 BUSINESS SCHOOL
U.S. News & World Report

#2 RISK MANAGEMENT AND INSURANCE PROGRAM
U.S. News & World Report

#4 REAL ESTATE PROGRAM
U.S. News & World Report

#11 J.M. TULL SCHOOL OF ACCOUNTING
U.S. News & World Report

#11 MANAGEMENT INFO SYSTEMS PROGRAM
U.S. News & World Report

#16 MARKETING PROGRAM
U.S. News & World Report

#18 FINANCE PROGRAM
U.S. News & World Report

#9 FULL-TIME MBA
The Economist

#4 EXECUTIVE MBA
Financial Times

#10 MASTER OF ACCOUNTANCY
Public Accounting Report

#12 MASTER OF BUSINESS AND TECHNOLOGY
U.S. News & World Report

#5 ACCOUNTING PHD
Public Accounting Report

THE FUTURE IS NOW

The Business Learning Community is complete, a benchmark in the remarkable growth of the Terry College.



STUDIO 225

CORRELL HALL

BENSON HALL

AMOS HALL

MOORE-ROOKER HALL

FOLEY
COURTYARD

IVESTER HALL

SANFORD AND
BARBARA ORKIN
HALL

COCA-COLA PLAZA

CORRELL HALL

It serves as home for Terry's graduate programs and opened for classes in the fall of 2015

1. RIBBON CUTTING

A.D. "Pete" Correll (BBA '69), chairman emeritus of Georgia-Pacific and his wife, Ada Lee Correll, are surrounded by family during the Phase I dedication of the Business Learning Community in September 2015.

2. BUILDING PORTRAIT

The 74,000-square-foot facility, seen here from the Foley Courtyard, was funded entirely by \$35 million in private donations. In addition to graduate programs, it also houses Terry's dean, associate deans and development and alumni relations offices.

3. INNOVATION LAB

Students work at large video displays in the Innovation Laboratory on the ground floor of Correll. It is one of 10 classrooms throughout the four-story building.

4. GRADUATE COMMONS

The commons, on the ground floor of Correll, offers comfortable seating, high ceilings and a quiet place for Terry graduate students to study and network before, between and after classes.



1



2



3



4



AMOS HALL

The center of the Business Learning Community, it is a hive of constant activity

1. RIBBON CUTTING

Dan Amos (BBA '73), CEO of Aflac, is surrounded by family during the Phase II dedication of the Business Learning Community in September 2017. Amos Hall houses two auditoriums, undergraduate classrooms, Terry's finance and economics departments and the Rothenberger Café.



1

2. BENN CAPITAL MARKETS LAB

The state-of-the-art Benn Capital Markets Lab has 12 Bloomberg terminals with six laptop inputs at each work table. Three, 90-inch LED monitors adorn the walls, which can link with the lab's cable TV feeds, and a NASDAQ ticker scrolls continuously above the lab's outer doors.



2

3. TEAM ROOMS

With eight teams rooms on the ground floor and seven more on the second, Amos boasts private study space for students to gather at any time of the day.



3

4. CENTURY WALL

Highlights and historic moments in the 107-year life of the Terry College, welcoming those entering the ground floor of Amos Hall from the Coca-Cola Plaza.

5. CASEY COMMONS

With high ceilings in 5,000 square feet of space, Casey Commons is where students, faculty and staff can meet, eat and study. The main room has seating for 150 and includes three study rooms facing Foley Courtyard.



4



5



BENSON HALL

Classrooms big and small are the main feature throughout the east side building facing Lumpkin Street

1. RIBBON CUTTING

Benson Hall is named for one of Athens' most community-minded families: patriarch W. Howard Benson, son H.E. "Ed" Benson (BSC '42) and grandson Larry R. Benson (BBA '74). Pam Benson, Larry Benson, Sally Benson, Ed Benson and Robin Jones Benson gathered in September 2017 during the dedication for Benson Hall.

2. CLASSROOMS

Benson Hall houses six undergraduate classrooms of varying sizes and types to include traditional tiered and non-traditional flexible classrooms.

3. BUILDING PORTRAIT

In addition to the six classrooms, Benson Hall is home to Terry's management, marketing and management information systems departments.



MOORE-ROOKER HALL

The diverse building includes classrooms, a recording studio, and a room to entertain hundreds

1. RIBBON CUTTING

Moore-Rooker Hall is named in honor of the Dudley L. Moore Jr. family of Atlanta and the John W. Rooker family of Atlanta. Pictured are Peggy and Dudley Moore (BBA '57), and Cindy and Jack Rooker (BBA '60).

2. STELLING FAMILY STUDY

Moore-Rooker Hall features a multipurpose room capable of hosting 160 for a seated dinner, and many more for college events and presentations. When it's not being used for special events, the room is open for student use.

3. MUSIC BUSINESS LAB

Moore-Rooker Hall is home of the Music Business Certificate Program and includes a recording studio and a classroom with student work tables stocked with iMacs, complete with Apple's ProTools, and multi-track recording software. The recording studio is sound-proofed, with dampers connecting all wires through the ceilings, which goes to the control room next door.

4. BUILDING PORTRAIT

Moore-Rooker Hall also houses the J.M. Tull School of Accounting, the risk management and insurance program, the real estate program and legal studies program. Offices for the Institute for Leadership Advancement and International Business Programs reside in Moore-Rooker Hall as well.



IVESTER HALL

With three large classrooms and an auditorium, the building opened for business in 2019

1. RIBBON CUTTING

Doug (BBA '69) and Kay Ivester celebrated the opening of Ivester Hall during the Phase III dedication of the Business Learning Community in September 2019.

2. CLASSROOMS

Large whiteboards and tiered, well-lit classrooms make for a conducive learning environment throughout Ivester Hall.

3. IVESTER AUDITORIUM

The auditorium with state-of-the-art technology anchors the ground floor of Ivester Hall and can accommodate 350 students.

4. BUILDING PORTRAIT

The four-story building also features a seminar room and two conference rooms. It is also home to the Selig Center for Economic Growth, Terry College's marketing and communications, information technology, and business offices.



SANFORD AND BARBARA ORKIN HALL

With large auditoriums and small interview rooms, it fits the needs of all Terry students

1. RIBBON CUTTING

Sanford Orkin (center) joined his family for the Phase III dedication of the Business Learning Community in September 2019, when the Terry College celebrated the completion of Sanford and Barbara Orkin Hall.

2. AUDITORIUMS

Sanford and Barbara Orkin Hall includes two state-of-the-art auditoriums including the 350-seat Godfrey Auditorium (pictured) and the 140-seat Feinberg Auditorium.

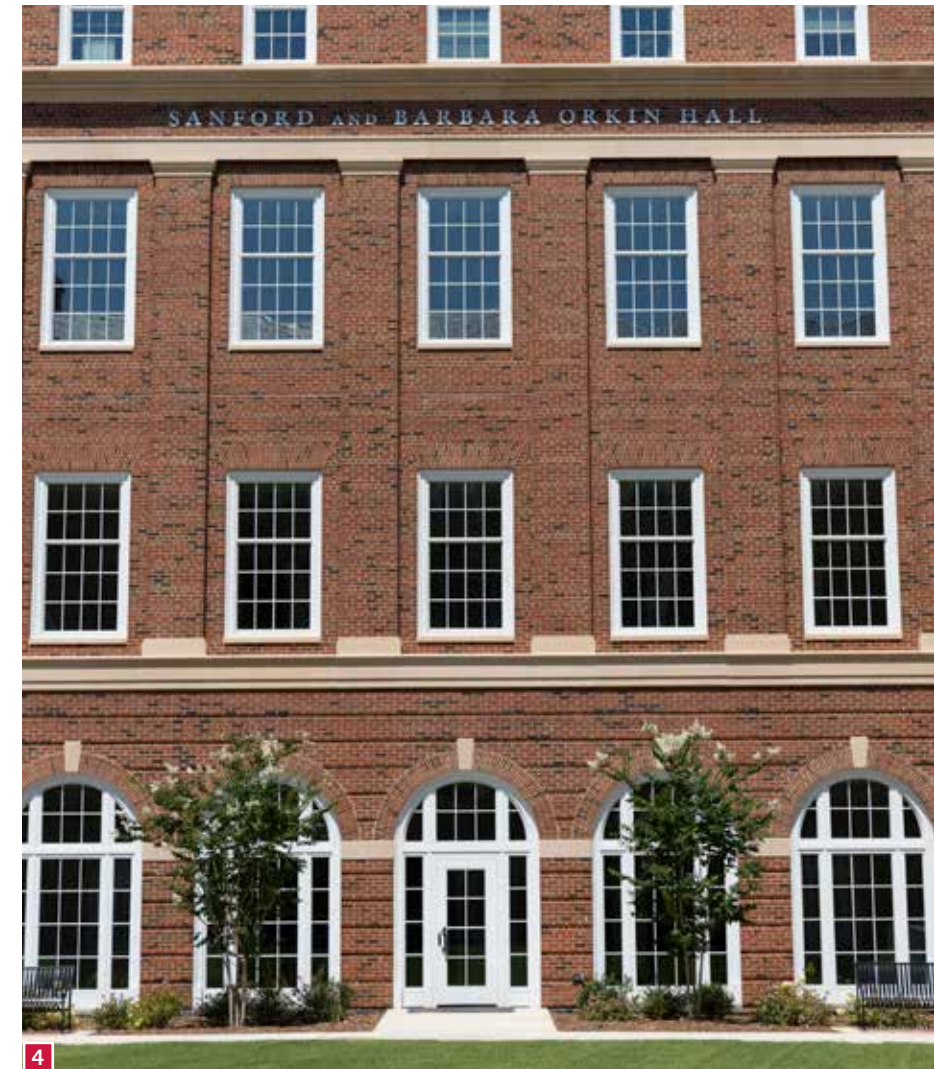


3. CLASSROOMS

Sanford and Barbara Orkin Hall includes four undergraduate classrooms seating between 65 to 90 students.

4. BUILDING PORTRAIT

The four-story building has a behavioral lab and computer lab for marketing research, interview rooms and spaces for formal and casual interaction among faculty, students, alumni and employers. It also houses Terry's Undergraduate Student Services.



STUDIO 225

UGA's new home for student entrepreneurship sits across from downtown Athens

1. UPSTAIRS

The two-story, 11,000-square-foot collaborative space and new home for the Entrepreneurship Program has areas set aside for team discussions, pitch competitions and incubator meetings. A welcoming open space is backed by large LED screens and ringed with easily movable tables and chairs, creating the perfect spot for a rapt audience. Highlighted by exposed brick, original wood beams and overhead ring lights, the presentation floor faces the SunTrust Foundation Pitch Deck, where several times a year student teams pitch their ideas to a panel of judges for seed money.

2. DOWNSTAIRS

Mini boardrooms contain whiteboards for brainstorming sessions, comfortable rolling chairs and mounted TVs for exclusive product demonstrations. In one corner sits a makerspace with tables on wheels and square cubby shelving begs for prototype experimentation.

3. CONFERENCE ROOMS

Studio 225 has two conference rooms where students can meet with clients to propel their startups.

4. TELEPHONE BOOTH

Four enclosed rooms where entrepreneurs can conduct business in private.



1



4



2



3



TERRY EXECUTIVE EDUCATION CENTER

Terry College's 'home away from home' located in the Buckhead district of Atlanta

1. EXECUTIVE LEARNING

Designed and constructed to maximize the educational experience, the 33,000-square-foot facility boasts modern conference rooms, team rooms, private break-out space, and tiered executive classrooms.

2. BUILDING PORTRAIT

TEEC is conveniently located in close proximity to MARTA, restaurants, lodging and more. Employers and students from a variety of industries utilize this space year-round to take courses, become industry certified, attend forums and conferences and participate in custom executive programs.

3. TERRY THIRD THURSDAY

The center boasts a 120-capacity special events space, which each month hosts Terry Third Thursday, a breakfast speaker series for the Atlanta business community that features influential speakers, as well as special guests from the University of Georgia, who bring local and global perspectives on business and innovation.



A Year of Growth

Terry continued to **excel in 2019**, earning top rankings while giving students the tools they need for future success.



JANUARY

Terry was ranked one of the “Best Undergraduate Business Schools” in the country by the business education website *Poets&Quants*. The Terry College rose two spots to No. 29 nationally and is the **12TH RANKED PUBLIC BUSINESS SCHOOL** in the annual ranking. *Poets&Quants* compiles the most comprehensive assessment of undergraduate business programs by any college guide.



FEBRUARY

Shepherd Center co-founder **ALANA SHEPHERD** urged students to volunteer, rely on themselves and be kind in all they do — traits that helped her change the world. She delivered her remarks at the Mason Public Leadership Lecture. Shepherd and her family co-founded the Shepherd Center in Atlanta to treat spinal cord injuries.



MARCH

Student entrepreneurship at UGA has a new home, as **STUDIO 225** opened in downtown Athens. The 11,000-square-foot space is the first physical manifestation of the university's deepening focus on innovation and entrepreneurship. It houses spaces where student entrepreneurs can meet with mentors and each other to develop ideas, as well as faculty offices.



APRIL

The inaugural class of **MASTER OF SCIENCE IN BUSINESS ANALYTICS** students readied to graduate. Students accepted job offers from The Home Depot, Chick-fil-A, Analysis Group, and Booz Allen Hamilton, among others. “The job placements of our first MSBA graduates are a testament to the market-ready curriculum we developed,” said Santanu Chatterjee, director of the MSBA program.



MAY

JOHN W. JACKSON (BBA '76), executive vice president and market president of Cadence Bank, delivered the keynote address at the Terry Undergraduate Convocation, where more than 1,400 bachelor's degree candidates attended. The day before, **TED MCMULLAN** (MBA '93) delivered the keynote address at the Terry Graduate Convocation, the college's first graduation ceremony solely for master's and doctoral degree candidates.



JUNE

The Terry College became an affiliated member of the **EUROPEAN FOUNDATION FOR MANAGEMENT DEVELOPMENT** this past year. EFMD is the leading global network of accredited business schools and corporations dedicated to excellence in management education and development. EFMD has more than 600 academic institutions in its membership, mostly in Europe.



JULY

The Full-Time Georgia MBA Class of 2018 graded their alma mater **AMONG THE WORLD'S BEST** in the latest student survey from *Bloomberg Businessweek*. The questionnaire asked 10,473 graduating MBA students at 126 schools worldwide to rate aspects of their education, including instruction, competition and academic rigor.



AUGUST

MICHAEL D. PFARRER was named associate dean for research and graduate programs. He succeeds Marisa Pagnattaro, who was named UGA's vice provost for academic affairs. In his new role, Pfarrer will oversee the Full-Time, Executive and Professional MBA programs as well as Ph.D. programs, the international business co-major and study abroad opportunities.



SEPTEMBER

UGA dedicated the final two buildings of the Business Learning Community in a ceremony on the Coca-Cola Plaza. The new buildings, **IVESTER HALL** and **SANFORD AND BARBARA ORKIN HALL**, complete the nearly 300,000-square-foot home of the Terry College of Business.



OCTOBER

Three professors were appointed to endowed professorships. **SON LAM**, associate professor of marketing, and **JESSICA RODELL**, professor of management, were each named to Terry Dean's Advisory Council Distinguished Professorships. **JOHN TURNER** was named the Nicholas A. Beadles Professor of Economics.



NOVEMBER

The **FULL-TIME MBA PROGRAM** was ranked among the top 10 U.S. public business schools by *The Economist* in its worldwide survey of the 100 best graduate business programs, called “Which MBA?” The Georgia MBA ranks No. 9 among public universities in the U.S., No. 25 among all U.S. business schools and No. 33 in the world. It rose 11 spots in the global ranking from last year to this year.



DECEMBER

An **ACADEMIC MINOR IN BUSINESS** will be UGA's first high-demand minor when it becomes an undergraduate option in the spring 2020 semester. Administered by the Terry College of Business, the new minor will provide a solid foundation in the business fundamentals through 15 credit hours of coursework in economics, accounting, finance, marketing and management.

Advancing Knowledge

Terry faculty continue to publish **meaningful research**, garner national awards, and prepare future business leaders in the classroom.



Whose stars shine brighter?

Top-ranked customer reviewers don't always hold the key to boosting online sales, according to new research by Terry College marketing professor **ELHAM YAZDANI**.

Online shoppers read and pay attention to customer reviews on sites such as Amazon for guidance and validation before clicking the "Buy Now" button.

Reviewers with badges, such as "top 50 reviewer," next to their names on e-commerce sites typically are seen as those who generate a high volume of influential word of mouth and earn positive feedback, such as "helpfulness" ratings voted on by online users.

But reviewers who don't post as often have more influence on purchasing decisions, according to the study, which analyzed new music album sales.

"What we are showing is that the people with these badges are not the ones who are more influential on product sales," said Yazdani, an assistant professor whose research specialty is online word of mouth and social networks.

The paper, "Preaching to the Choir: The Chasm between Top-Ranked Reviewers, Mainstream Opinion, and Product Sales," was published in the journal *Marketing Science*.

The study used designated market area sales data for 182 albums released over a three-month period in 2014 and user review data from Amazon.com.



Born to be wild

Younger siblings often take more risks as chief executives, just like they did when they were kids trying to keep up with their older brothers and sisters, according to Terry management professor **SCOTT GRAFFIN**.

"They have to compete with siblings just to get their parents to spend time with them and to spend money on them. In order for them to get what they want, they had to take more risks," said Graffin, who co-authored the study who holds the Synovus Chair in Servant Leadership at Terry.

A higher level of risk-taking is associated with those who are later in their birth order. Statistically, the results were 19% more risk for the second oldest, up to 38% more for the third born, according to "Born to Take Risk? The Effect of CEO Birth Order on Strategic Risk Taking." The study by Graffin and Robert J. Campbell, a doctoral student in strategic management who graduated in 2019, was published in the *Academy of Management Journal*.

Previous studies have examined how different characteristics of CEOs, such as how long they have held the position, the amount of power they have and current job responsibilities, are of primary importance in their decision-making. The Terry researchers are advancing strategic management research with their findings about how birth order shapes CEOs and their strategic decisions.



Working parents fight image battle on two fronts

Managing a reputation as both a good employee and devoted parent can lead to serious consequences for working parents, according to a study by Terry College management professor **LAURA LITTLE**.

In the community and at the office, working parents are judged on their "work-family image," which includes their competencies at managing their home and work lives, said Little, who co-authored the study. The judgments often function on a sliding scale, where success in one domain can signal failure in the other.

"In our experiences studying working parents, we heard a lot of people say things like, 'He's a great employee but he doesn't know his children's names.' Consistently, we would hear dual judgments that would seem intractably intertwined," Little said. "We wanted to find out if facing those kinds of judgments influence people's behavior. It could be a mother who doesn't want to stay late at work because she's afraid people will think she's a bad mother, or a father who doesn't want to take time off to see his kid's game because people might assume he's less dedicated to his career."

The research, published in the *Academy of Management Review*, proposed that when working parents feel they aren't meeting the appropriate ideals, they engage in image-management behaviors aimed at altering others' views of them, which can cause stress or lead to a full-blown identity change.

NEW FACULTY *Terry College welcomed nine new faculty members this fall.*

KAYLA FREEMAN

Associate professor,
Department of Finance
Ph.D., Indiana University



KARIM JETHA

Lecturer, Department of
Management Information
Systems
Ph.D., University of
Georgia



FARHAN MAJID

Assistant professor,
Department of Economics
Ph.D., University of
California, Riverside



TERENCE SALDANHA

Assistant professor,
Department of Management
Information Systems
Ph.D., University of
Michigan



MIKE SCHUSTER

Assistant professor, Legal
Studies Program
J.D., South Texas College
of Law



NIKKI SKINNER

Assistant professor, J.M. Tull
School of Accounting
Ph.D., University of
Colorado



KRISTEN VALENTINE

Assistant professor, J.M. Tull
School of Accounting
Ph.D., University of Texas



MALCOLM WARDLAW

Assistant professor,
Department of Finance
Ph.D., University of Texas



SARAH WHITLEY

Assistant professor,
Department of Marketing
Ph.D., Boston University



SELECT FACULTY AWARDS FROM 2019

Associate professor of accounting **JOHN CAMPBELL**'s paper, "Skin in the Game: Personal Stock Holdings and Investors' Response to Stock Analysis on Social Media," received BlackRock's 2018 *Review of Accounting Studies Conference Best Paper Award*.

JACQUELINE HAMMERSLEY, a professor in the J.M. Tull School of Accounting, received the 2019 Deloitte Foundation Wildman Medal Award for a paper she co-authored called, "Audits of Complex Estimates as Verification of Management Numbers: How Institutional Pressures Shape Practice," published in the Fall 2015 issue of *Contemporary Accounting Research*. The award was presented in the form of a medal and a monetary prize at the American Accounting Association's annual meeting in San Francisco. The Deloitte Foundation Wildman Medal Award was founded in 1978 to commemorate John Wildman and to encourage research relevant to the professional practice of accounting to which much of Mr. Wildman's life was devoted.

TINA CARPENTER, associate professor of accounting and EY Faculty Fellow, received the American Accounting Association's Contribution to the Auditing Literature Award for her paper, "Auditors' Use of Brainstorming in the Consideration of Fraud: Reports from the Field." Published in the *Accounting Review* in 2010, the paper was selected for the award as the best paper in the last 10 years to make a significant contribution to literature, practice or teaching.

AARON SCHECTER, assistant professor of MIS, received the Young Investigator Award from the Army Research Office for his proposal, "Human-Machine Team Dynamics." The award includes a \$300,000 grant over three years.

BEN WHIPPLE, associate professor of accounting, received the Financial Accounting and Reporting Section's Excellence in Reviewing Award from the American Accounting Association. The

award recognizes reviewers who demonstrate superior abilities in reviewing papers as part of the paper selection process for the FARS midyear meeting and AAA annual meeting.

DENNIS BERESFORD, executive-in-residence at the J.M. Tull School of Accounting, was inducted in the National Association of Corporate Directors' NACD Directorship 100 Hall of Fame. The NACD Directorship 100 is an annual recognition of the leading corporate directors, corporate governance experts, policymakers and influencers — leaders who significantly affect boardroom practices and performance. Beresford was chairman of the Financial Accounting Standards Board and was a former director of Fannie Mae, Kimberly-Clark, Legg Mason and WorldCom.

HANI SAFADI, assistant professor of management information systems, won the Best Division Paper Award for his publication, "Who Contributes Knowledge? Embeddedness and Marginality in Online Communities," at the annual meeting of the Academy of Management. The paper applies a multiple embeddedness perspective to better understand individual knowledge contribution in online communities.

ANNETTE POULSEN, the Augustus H. "Billy" Sterne Chair of Banking and Finance and Meigs Distinguished Teaching Professor, was named one of this year's Top 50 Undergraduate Business Professors by business education website *Poets&Quants*. Among other pedagogical accomplishments, Poulsen has overseen the Student Managed Investment Fund, developed courses for study abroad programs in China and England, and chaired the Student Life committee of the University Council.

Associate professor of marketing **PIYUSH KUMAR**'s paper, "The Long-Term Impact of Service Failure and Recovery," was selected winner of the *Cornell Hospitality Quarterly's* 2018 Best Paper Award.

Community of Learners

Terry students are winning national awards and helping businesses **solve problems** all while learning the skills to become future business leaders.

Terry College undergraduate enrollment for Fall 2019 is

8,093

854

students enrolled in Terry College's graduate programs in Fall 2019

95%

of undergraduate and graduate students who graduated in Spring 2019 were employed full-time within 3 months of graduation



What's new?

- A new **FOCUS IN SOCIAL INNOVATION** positions Georgia MBA students to apply their acumen to the interconnected worlds of business and society. Beginning last fall, students in the Terry College's Full-Time MBA Program can add the social innovation emphasis through 15 credit hours of dedicated coursework, including an applied learning experience in the social innovation space. Through the area of focus, Georgia MBA students will have opportunities to work with a variety of businesses seeking to benefit their communities.
- A new **FINTECH CERTIFICATE** provides students with educational opportunities and access to the high-demand career field of financial technology. Almost 70 percent of all U.S. credit and debit payment swipes are processed through companies based in Georgia, putting Terry students in prime position to take advantage of job opportunities.
- A new **ACADEMIC MINOR IN BUSINESS** is open to all undergraduate non-business majors at the university, but as a high-demand minor, students will be competitively selected for admission each semester. Academic requirements for the business minor can be completed within one year of acceptance into the minor.

"By giving our students the skills necessary to do good while doing well, the Terry College is evolving with the marketplace and the job-ready skills that can be put into practice immediately."

— Terry College Dean Benjamin C. Ayers

Consulting with companies

- When bus maker **BLUE BIRD** had a problem with the peaks and valleys of their production schedule, they turned to students in Terry's **MASTER OF SCIENCE IN BUSINESS ANALYTICS** program for a solution. The dilemma stemmed from their business model. Because each bus Blue Bird makes is built to order, and because schools tend to order buses only at certain times of year, many employees had stretches of time where the workload slowed to a crawl. The rest of the year, they were slammed. The company approached Terry's MSBA to ask for help finding a solution. The executives wanted to see if there was a way to unpack the complexities of bus design and find a 'standard bus,' that could be completed in the slow season and sold later. A team of 11 MSBA students met with top executives as part of their graduate program's capstone project. The Terry team compiled Blue Bird's data into a digital dashboard they created. The customizable platform allows the bus maker to spot trends and identify common configurations, leading to improved efficiency.
- A team of **GEORGIA MBA STUDENTS** helped Athens-based home builder Imery Group achieve B Corp. certification, the first home builder in Georgia to do so. "I'm truly grateful to the student team from Terry College. ... We couldn't have done it without them," said Imery Group CEO Luis Imery (MBA '03). "We've always tried to be transparent and accountable in the way we do business. The B Corp assessment rewards this approach and challenges us to go even further in creating benefits for the community."

SELECT STUDENT ACCOLADES FROM 2019



Terry alum awarded Schwarzman Scholarship

SHAUN KLEBER was one of 148 candidates selected internationally as a Schwarzman Scholar, a graduate fellowship designed to prepare the next generation of leaders with an understanding of China's role in global trends. The fully funded, yearlong master's program in global affairs is offered at Tsinghua University in Beijing. Kleber graduated from UGA in 2016 with bachelor's degrees in international affairs, political science and economics. He spent two years with McKinsey & Company as a business analyst before transitioning to work with City Year, an AmeriCorps program. He is now a team leader with City Year in Boston and supervises student success coaches at UP Academy Boston, developing tailored strategies for student achievement.

Terry team first at insurance case competition

A team of risk management and insurance majors captured first prize at the 2019 Talent Development Competition hosted by the National African American Insurance Association in Atlanta. Terry College seniors **JACQUELINE PATTERSON**, **KERRY MARTIN** and **SERENA ALUKO** won \$500 each after judges determined they had the best solution to a case study about how to properly assess the internet of things to improve risk management decisions. The team received the case in April, and began weekly phone calls with mentors from Liberty Mutual and faculty advisor Jenny Atkinson.



Terry student named Beinecke Scholar

SEBASTIAN PUERTA, a junior earning his combined bachelor's and master's degrees in economics, was one of 20 students nationwide selected this spring as a Beinecke Scholar. The scholarship awards \$34,000 to third-year students with demonstrated financial need who will pursue graduate studies in the arts, humanities or social sciences. Puerta is the second UGA student to receive the honor. Puerta, an Honors student and Foundation Fellow, plans to earn a doctorate in economics. His focus will be on education policy with an emphasis on gifted instruction and peer effects as sources to identify and improve outcomes for disadvantaged students.

Students of the year

CHIP CHAMBERS (AB '19), centered at right, was named the Terry Student of the Year. He graduated with degrees in economics and biology; a minor in health policy and management; and certificates in interdisciplinary writing, and personal and organizational leadership. He was joined by finalists **STEVEN FENG** (AB '19), **NIVE GUPTA** (BBA '19), **ELIZABETH G. DOHERTY** (BBA '19) and **ERIC SUTLIFF** (BBA '19).



Gifts of Impact

Generous support from alumni are helping students take advantage of opportunities they can only find at the Terry College.



Leonard Scholars Forever

In 2001, Earl Leonard and his wife Bebe pledged \$2 million in seed money to establish the **BEBE AND EARL LEONARD LEADERSHIP SCHOLARS PROGRAM**, a two-year leadership development curriculum for Terry undergraduates. The gift helped establish the **INSTITUTE FOR LEADERSHIP ADVANCEMENT**, and the program has since expanded to include the Leadership Fellows Program, which is open to UGA students in all majors. ILA has graduated nearly 1,300 students through the two flagship programs. Today the Leonard Leadership Scholars Program provides personalized leadership development through innovative courses, enriching extra-curricular activities and challenging service opportunities.

The Leonard Scholars Forever campaign is the opportunity to finish what Earl Leonard started. Funding the future of the Leonard Leadership Scholars Program is a step toward securing the entire ILA program. A fully endowed Scholars Program ensures future generations will experience ILA essential programming while supporting integral activities such as service-learning projects, the Terry Leadership Speaker Series and Diversity and Inclusion Speaker Series. A gift of any size will help reach the \$3 million goal — an investment in ILA is an investment in future values-based, commitment-driven leaders.

“As the years pass, it’s critical for the graduates of this program to return the investment Mr. and Mrs Leonard and the Institute for Leadership Advancement made in us to the current generation of students. The Leonard Scholars and ILA brand is a gold standard, and we must all strive to maintain our commitment to this program.”

— **Andrew Dill (BBA '06)**

Passport Terry

The Passport Terry campaign aims to make study abroad opportunities a reality for all Terry students. Nearly one-third of all Terry undergraduate students have documented financial need. We need your help so every student has the opportunity to participate. Today’s business leaders must have a clear sense of the opportunities and challenges that international business presents. To prepare students for the global marketplace, Terry offers programs to study, work and volunteer internationally. Through these programs, Terry students build business competencies that employers seek, while earning credit toward their degree.

Terry’s study abroad programs provide students with specially designed experiences that broaden their education and impact their worldview. The goal is to foster an internationally attuned curriculum through meaningful and diverse learning opportunities. Terry’s goal is to raise \$10 million in endowed funds for this purpose. Endowments, which begin at \$125,000, will establish international business scholarships to benefit Terry students in perpetuity.



“My Terry study abroad scholarship gave me a great opportunity to broaden my horizons and learn in a different environment, which I otherwise wouldn’t have had the chance to do.”

— **TERRENCE THOMPSON (BBA '20)**



Rob Hoyt (above) is head of the Insurance, Legal Studies and Real Estate Department and Dudley L. Moore Jr. Chair of Insurance. Annette Poulsen (at right) is the Augustus H. “Billy” Sterne Chair in Banking and Finance.



Endowed professorships and chairs

Recruiting and retaining the very best faculty is essential to remaining one of the nation’s top business programs. Every prominent business school is led by the highest quality faculty committed to excellence in the classroom and advancing their field. A top priority for the Terry College is to recruit and retain outstanding faculty to drive innovation in our programs and within their field of research.

To attract, retain and support outstanding faculty, the Terry College awards endowed professorships or chairs. An endowed professorship or chair is a permanently named faculty position within the college awarded to distinguished faculty as acknowledgment of their great work within the field. The endowed position is funded by philanthropic support and, as desired, can be designated to be in a certain department or research area. Named professorships or chairs are prestigious in nature and ensure faculty members have funding for their research, teaching and service advantage. Thus, they play a critical role in retaining our top faculty.

Establishing a named professorship or chair creates a lasting legacy as donors may celebrate their commitment to the College or a specific area by naming the professorship or chair. As of fall 2019, the Terry College has 34 endowed professorships and chairs. Our current goal is to create an additional 10 endowed professorships or chairs. An endowment of a minimum of \$1 million will establish a named professorship within the Terry College of Business (\$2 million for named chair) and will impact the Terry College and an exponential number of Terry students in perpetuity.

To participate in these campaigns, please contact Katrina Bowers at kbowers@uga.edu or 706.542.0041

Terry Dean’s Advisory Council

The Terry Dean’s Advisory Council is the senior-level task force of volunteers established for the purposes of promoting and improving the Terry College. In particular, members of TDAC advise the Dean, help foster corporate relationships, and participate in or lead activities for the good of the Terry College.

OFFICERS David E. Homrich (Chair) Chief Financial and Investment Officer, AMB Group LLC	C. William Griffin EVP and Senior Managing Director, Black Knight Financial Services
E. Howard Young (Vice Chair) President, General Wholesale Beer Co.	John W. Jackson President and CEO, State Bank & Trust Co.
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Hillel A. Feinberg Chairman and CEO, Hilltop Securities Inc.	Barry L. Storey Principal, BLS Holdings Group
Elisha W. Finney EVP and CFO (Retired), Varian Medical Systems Inc.	Deborah L. Storey Former EVP Mobility Customer Services, AT&T
	Peter R. Vig Managing Director, RoundRock Capital Partners

Alumni Board of Directors

The Terry College of Business Alumni Board serves in an advisory capacity to the Dean and faculty to further the goals of continuous improvement in instruction, research and service and professional activities in business administration. Board members work to promote and support the programs and activities of Terry College in order to cultivate and encourage a continuing affiliation between alumni and the institution.

OFFICERS Danette M. Beck (Chair) BBA '94 National Construction Practice Leader, USI Insurance Services	Scott Ferguson BBA '77 Owner and EVP, The Underwriters Group	John O'Neill MBA '05 President Southeast & South Central Region, Cushman & Wakefield
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Ed Ferguson BBA '93 Managing Director and Branch Manager, Raymond James & Associates Inc.	Maripat Newington BBA '87 SVP and District Manager, CSI Leasing	
	Brian Nixon BBA '99 VP of Sales, The Coca-Cola Co.	

Young Alumni Board

The Terry College of Business Young Alumni Board exists to bridge the gap between the Terry College student experience and greater alumni network. The board's mission is to develop initiatives that support the goals of the Terry College.

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	Katherine Siuta O'Shea AB '11, BBA '11, JD '14 Ford Harrison	



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