



# DEAN'S REPORT 2022



Terry College of Business  
UNIVERSITY OF GEORGIA



**BENJAMIN C. AYERS**  
Dean of the Terry College of Business  
Earl Davis Chair in Taxation



## DEAN'S MESSAGE

It has been a momentous year for the Terry College of Business in ways that both inspire us and remind us of the impact of those who have generously supported our efforts. Our undergraduate and graduate programs continue to garner top rankings nationally, reflecting a standard of academic excellence that is embraced by students, faculty and staff alike.

In October, we grieved the loss of Mary Virginia Terry. Together with her late husband, Herman, Mary Virginia was responsible for setting the college on a path of growth and transformation that continues to this day. We remember the Terrys for their outstanding support of the college that bears their name.

The Terrys' impact went far beyond their financial gifts. Their tireless support cleared the way for countless others to make their own mark by furthering the college's educational mission. Together, our alumni and friends continue to ensure Terry College students are among the most well prepared anywhere to lead and serve in their careers and their communities.

Thanks to these partnerships, we are making strides toward realizing the goals outlined in our recent strategic plan, hiring new faculty and launching programs and opportunities in key areas such as innovation, leadership, sustainability and data analytics.

As we celebrate recent successes we also look to our future — a future that is brighter than ever, thanks to our Terry College community. Thank you for your continued support.

Sincerely,

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

### TERRY RANKINGS

# Academic Programs

The Terry College boasts **13 academic programs ranked among the 20 best** public programs in the country, including **six in the top 10**.



# #13

**TERRY COLLEGE OF BUSINESS**

*U.S. News & World Report  
Undergraduate Program Ranking*

# #1

**RISK MANAGEMENT  
AND INSURANCE**

*U.S. News & World Report  
Undergraduate Program Ranking*

# #8

**J.M. TULL SCHOOL OF  
ACCOUNTING**

*U.S. News & World Report  
Undergraduate Program Ranking*

# #15

**MASTER OF SCIENCE IN  
BUSINESS ANALYTICS**

*U.S. News & World Report*

# #2

**MASTER OF BUSINESS  
AND TECHNOLOGY**

*U.S. News & World Report*

# #9

**MANAGEMENT  
INFORMATION SYSTEMS**

*U.S. News & World Report  
Undergraduate Program Ranking*

# #16

**DEPARTMENT OF  
MARKETING**

*U.S. News & World Report  
Undergraduate Program Ranking*

# #3

**REAL ESTATE**

*U.S. News & World Report  
Undergraduate Program Ranking*

# #12

**FULL-TIME MBA**

*The Economist*

# #17

**DEPARTMENT OF  
MANAGEMENT**

*U.S. News & World Report  
Undergraduate Program Ranking*

# #6

**EXECUTIVE MBA**

*Fortune*

# #15

**DEPARTMENT  
OF FINANCE**

*U.S. News & World Report  
Undergraduate Program Ranking*

# #19

**PROFESSIONAL MBA**

*U.S. News & World Report*



# A Singular Impact



In 1990, Herman and Mary Virginia Terry made a record-setting gift to the University of Georgia in support of the university's College of Business Administration. Thanks to the momentum sparked by their efforts, over the past three decades the C. Herman and Mary Virginia Terry College of Business has become a top-15 public business school recognized for the strength of its brand, excellent academic programs, leading faculty research, public service initiatives and influential alumni network.

## ABOUT THE TERRYS

Herman Terry was an emeritus trustee of the UGA Foundation and a 1986 recipient of the Terry College's Distinguished Alumni Award. A charter inductee of the college's Pinnacle Society and emeritus trustee of the UGA Arch Foundation, Mary Virginia Terry was a major supporter of education, children's charities and the arts. In 2008 she received the Dean's Distinguished Service Award, and in 2009 she was awarded an Honorary Doctorate of Humane Letters — the highest recognition UGA can bestow. In September 2022, Mary Virginia received the Regents' Hall of Fame Alumni and Distinguished Friends Award from the University System of Georgia Foundation.



***“Where Herman and I saw a great need, we tried to do what we could to make things better.”*** — MARY VIRGINIA TERRY



# Becoming Terry College: A Timeline

1991

UGA's College of Business Administration is renamed in honor of alumnus C. Herman Terry (BSC '39) and his wife, Mary Virginia Terry.



1986

John Neter, a professor in the college's Department of Management Sciences and Information Technology, is appointed to the first C. Herman and Mary Virginia Terry Chair in Business Administration.

1997

Sanford Hall opens its doors. Named in honor of Charles S. Sanford, the \$7 million building is funded exclusively by private gifts.



2000

Terry expands to Atlanta with the creation of Terry Third Thursday, a monthly executive speaker series and networking event for the city's professionals.



1998

Herman Terry dies after a brief illness while on a family vacation in Europe. He is survived by Mary Virginia, his brother and two sisters and other relatives.



1985

1986

1987

1988

1989

1990

1991

1992

1993

1994

1995

1996

1997

1998

1999

2000



Business Students Enrolled at UGA

In 1991: 4,641

In 2022: 9,541

Source: UGA Office of Institutional Research



U.S. Gross Domestic Product

In 1991: \$6 trillion

In 2022: \$23 trillion

Source: Bureau of Economic Analysis



Top Grossing Movie in the U.S.

In 1991: *Terminator 2: Judgment Day*

In 2022: *Top Gun: Maverick*

Source: U.S. Census Bureau



# Becoming Terry College: A Timeline

2001

The college launches the Executive MBA program, as well as a Master of Internet Technology (later renamed Master of Business and Technology) to meet the demand for specialized knowledge brought about by the boom in business use of new technology.



2002

Terry begins offering undergraduate business courses at the UGA Gwinnett Campus in Lawrenceville.



2005

The Terry Executive Education Center, a 38,000-square-foot satellite campus home to the Executive and Professional MBA programs and UGA Executive Education, opens in Atlanta's Buckhead neighborhood. Mary Virginia Terry cuts the ribbon at the grand opening celebration.



2009

Doug Ivester, former chairman and CEO of The Coca-Cola Co., hosts the inaugural class of Deer Run Fellows at his property in South Georgia.



2010

The Terry College launches the annual Professional Women's Conference in Atlanta focusing on personal and professional development, leadership and career growth.



2001

2002

2003

2004

2005

2006

2007

2008

2009

2010

2011

2012



Best Selling Album in the U.S.

In 1991: Mariah Carey, *Mariah Carey*

In 2022: Taylor Swift, *Midnights*

Source: Billboard



Population of Georgia

In 1991: 6.6 million

In 2022: 10.8 million

Source: U.S. Census Bureau



# Becoming Terry College: A Timeline

**2013**

The college establishes the Mary Virginia Terry Student Support Fund in honor of its surviving namesake, supporting annual financial awards for undergraduate business majors.



**2014**

Made possible by the Building Terry campaign — a \$140 million project funded equally by the state of Georgia and an impressive group of the college's most generous donors, including Mary Virginia Terry — construction begins on the Business Learning Community, the Terry College's state-of-the-art, six-building home in the heart of UGA's campus.



**2017**

A small group of outstanding students become the first cohort of Sea Island Scholars, a personal and professional development program born out of the donor-funded Terry Women's Initiative.



**2019**

UGA opens Studio 225, a student entrepreneurship hub, in downtown Athens. The center is home to the Terry-housed Entrepreneurship Program, which prepares students to create and lead startup ventures in private, public and nonprofit sectors.



**2020**

Chick-fil-A pledges \$10 million to Terry's Institute for Leadership Advancement, the largest single commitment dedicated to an academic program in the college's history.



**2022**

Mary Virginia Terry passes away peacefully at her home in Jacksonville, Florida.



2013

2014

2015

2016

2017

2018

2019

2020

2021

2022



College Football National Champion

**In 1991: Miami Hurricanes, Washington Huskies (split) In 2022: Georgia Bulldogs**



Athens-Clarke County Population

**In 1991: 86,742 In 2022: 127,358**

Source: U.S. Census Bureau



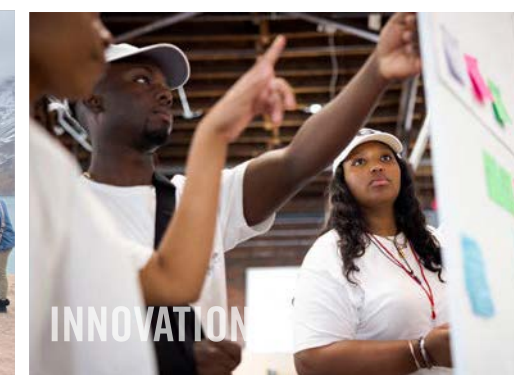
TERRY GROWTH

# Pursuing Our Strategic Initiatives

ANALYTICS · INNOVATION · LEADERSHIP · SUSTAINABILITY

All Terry programs and initiatives connect to at least one of four key drivers of contemporary business, giving students the ability to compete and succeed in an ever-changing global market.

- Area of Emphasis in Business Analytics
- Institute for Leadership Advancement
- Studio 225
- UGA Entrepreneurship Program
- Business in Germany
- Leadership Dawgs
- Online MBA
- UGA Sustainability Certificate
- Executive Education
- Terry Leadership Speaker Series
- Innovation Speaker Series
- Tel Aviv Study Abroad
- UGA Discover Abroad
- Dawg Camp Innovate
- UGA Electric Mobility Initiative
- Professional Women's Conference
- Deer Run Fellows
- Sea Island Scholars
- Student Managed Investment Fund
- Women in Technology
- FinTech Certificate
- Sustainable Business Society
- MBA Social Innovation Focus
- Master of Science in Business Analytics





TERRY 2022

# Year in Review

From top program rankings to inspiring guest speakers, amazing students to impactful giving, and faculty excellence to festive celebrations, 2022 was a truly memorable year for the Terry College of Business.



## JANUARY

The Online Master of Business and Technology degree was ranked No. 3 by *U.S. News & World Report* among online specialized master's programs in business, the third straight year the program ranked in the top five nationally, and the second consecutive year it ranked No. 2 among public programs.



## FEBRUARY

The Home Depot co-founder **Arthur Blank** advised students gathered for his Terry Leadership Speaker Series lecture to seek work in an industry that shares their values. "If you're involved in something very meaningful to you, you're going to be financially successful," Blank said. "If you chase the dollars first ...you won't have the kind of success that you want."



## MARCH

Aflac Inc. Chairman and CEO **Dan Amos** (BBA '73) served as keynote speaker for the Georgia MBA Alumni Symposium. The second-longest tenured CEO in the Fortune 200, Amos told an audience of students, alumni and faculty about his history, his company's history and the importance of diversity and taking risks in keeping a business viable and thriving.



## APRIL

Calendly founder and *Forbes* billionaire **Tope Awotona** (BBA '02) told an audience gathered for his Terry Leadership Speaker Series lecture to persevere and learn from their failures. He told students to stretch themselves but to not take uninformed risks. "Whatever it is that you do, make sure you go into it with your eyes wide open," he said.



## MAY

After a two-year hiatus, Terry's annual Convocation ceremonies returned to Stegeman Coliseum. Retired Frazier & Deeter partner **Ruth Bartlett** (BBA '76) and AT&T Performing Arts Center president **Debbie Storey** (MBA '06) told students to harness the power of their Terry education. More than 2,200 undergraduates and nearly 600 graduate students earned business degrees during the 2021-2022 academic year.



## JUNE

The Terry College received a \$1 million gift from **Scott Sink** (BBA '84) and **Linda Sink** to support students and faculty pursuing work and study abroad opportunities. The gift will fund travel, research, internships and other expenses, with first priority supporting trips to Bermuda and London for students in Terry's Risk Management and Insurance (RMI) program.



## JULY

**Scott Graffin**, the Synovus Chair in Servant Leadership, was appointed to head the Department of Management. Graffin, who came to UGA as an assistant professor in 2006, succeeds Robert Vandenberg, who retired last summer. Graffin has served as the department's Ph.D. coordinator since 2019.



## AUGUST

The University of Georgia dedicated its newest residence hall, Black-Diallo-Miller Hall, named in honor of **Harold Alonza Black** (BBA '66), **Mary Blackwell Diallo** (AB '66) and **Kerry Rushin Miller** (BS '66), the first African American students to enroll as freshmen and complete their undergraduate degrees at UGA.



## SEPTEMBER

*U.S. News & World Report* ranked seven academic majors at Terry among the top 20 public business schools in their respective fields, tying a record set last year. Risk Management and Insurance led the way with its No. 1 overall ranking. Terry's undergraduate program was ranked No. 23 overall and 13th among public business schools in the U.S.



## OCTOBER

**Mary Virginia Terry**, the Terry College's surviving namesake, passed away at the age of 103. "Her longstanding support enabled us to make tremendous strides educating students and forging a better future for the college and university and the generations of students she benefited," said Dean Ben Ayers. "We will miss her dearly and remember her always."



## NOVEMBER

The University of Georgia announced the launch of the new **Online MBA**, a fully online, fully accredited version of the Terry College's highly regarded Professional MBA. The inaugural Online MBA cohort is slated to begin virtual classes in fall 2023.



## DECEMBER

Georgia Economic Outlook returned to the Georgia Aquarium in Atlanta to kick off the 2022-2023 series, which brings research-driven insights from the Selig Center for Economic Growth to cities across the state. The annual forecast, Terry's flagship public service initiative, celebrated its 40th anniversary.





# TERRY STUDENTS

## Students of the Year

Five graduating seniors were nominated as the Terry College Student of the Year in April.



The winner was **Emma Biancheri**, of Brentwood, Tenn., who earned degrees in international business, finance and management information systems. Emma served as vice president of the Corsair Society, co-president of the Kennedy Society, co-president of Women in Finance and as part of the Student Managed Investment Fund and the Terry’s Women’s Initiative.

The finalists included:

**Skylar Aledia**, from Suwanee, earned a degree in management information systems, a minor in sport management and was a Leonard Leadership Scholar. She served as a teaching assistant for a Computer Programming in Business course, on the MIS Advisory Board and as team captain of the UGA Club Softball team.

**Sabina Ashurova**, of Tashkent, Uzbekistan, earned a master's degree in business analytics, a bachelor's degree in economics, a minor in Russian and a certificate in personal and organizational development. She was a Deer Run Fellow and a member of the Blue Key Honor Society.

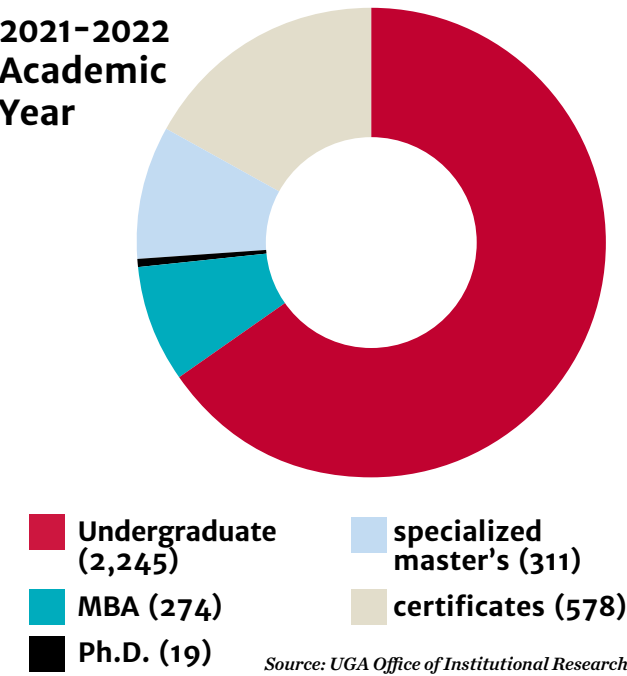
**Owen Condon**, from Oklahoma City, Okla., earned degrees in finance and real estate and was a Deer Run Fellow. A member of the 2021 National Championship football team, he co-founded the DGD Fund to support nonprofit organizations and participated in the UGA Athletic Association Leadership Academy.

**Lauren Ford**, from Brookhaven, earned a degree in finance. She was a Leonard Leadership Scholar, a member of the Corsair Society and the Student Managed Investment Fund, president of the Apollo Society and co-president of Women in Finance.

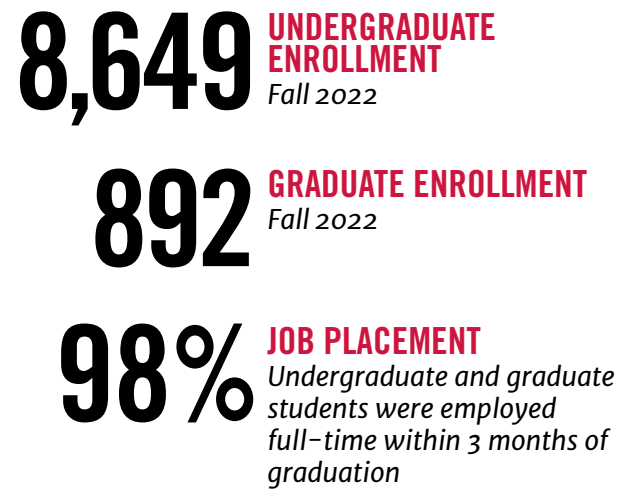


## DEGREES CONFERRED

2021-2022  
Academic  
Year



## STUDENT POPULATION



# TERRY STUDENTS

## Student Accolades

A team of marketing students took the top prize at Terry’s Digital Marketing Case Competition in March. The students — **Jackie Nemanich, Lexi Graff, Amanda Stefani, Lauren Barton and Attie Ridley** — presented a plan to market Kwikset Halo smart door locks to brand representatives. The competition, organized by senior marketing lecturer Jen Osbon, has served as a capstone experience for students pursuing Terry’s Digital Marketing Area of Emphasis since 2014. About a dozen teams started the process of developing a campaign for Kwikset in February. By the final pitches, only six teams remained. The winners traveled to California in April to meet digital marketing leaders from Kwikset and other brands.



Full-Time MBA student **Kristen Dunning** won several awards to expand her clean skin care line, Gently Soap. In February Dunning’s business took home first prize and \$10,000 at UGA’s Venture Prize Competition. In March a team of judges, veterans of the consumer products industry, awarded her the top prize of \$25,000 in the Collegiate Great Brands Competition. It was the first time a UGA student won the nationwide competition, held at Studio 225.

Terry student **Elise Karinshak** was among 417 undergraduates across the nation recognized as 2022 Barry Goldwater Scholars, the highest undergraduate award of its type for mathematics, engineering and the natural sciences. She was also selected as a Schwarzman Scholar and will pursue a one-year master’s in global affairs in Beijing this fall. Karinshak, from Lawrenceville, is a Foundation Fellow majoring in marketing and data science and pursuing a minor in studio art.

Marketing and international business co-major **Valeria Brenner** took home the top prize at UGA’s Next Top Entrepreneur national pitch contest in April for Thryft Ship, her website that streamlines shipping for businesses selling clothing or other goods through Instagram by providing an easy way to collect information and a portal to purchase postage at reduced rates.



**Halle Bynum**, a management student, won first place at the UGA Entrepreneurship Program’s 2022 Summer Launch Demo Day pitch contest and \$5,000 to invest in her business, H&L Marketing, a platform designed to streamline the fundraising process for schools and sports organizations.

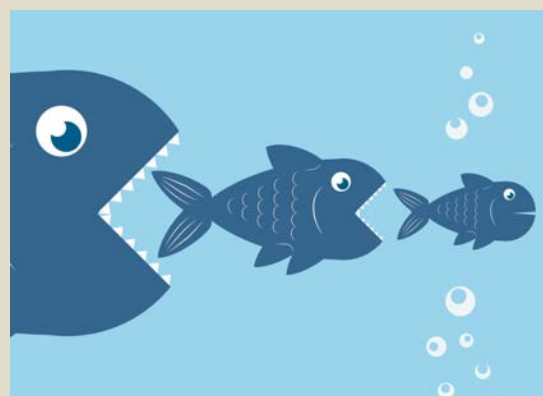
**Kevin Kamau, Sophia Ige, Lauryn Sanders and Phillip Ellington** took first prize at an Undergraduate Business Case Competition held by the National Black MBA Association in September, winning the top spot and \$15,000 for developing a plan to help companies recruit Generation Z graduates. Their team, the first to represent Terry at the event, topped teams from Emory University, the University of Southern California and Purdue University.

Management information systems student **Matt Tesvich** earned first prize at the UGA Entrepreneurship Idea Accelerator Demo Day in October for his product, Ox Sox, an antimicrobial line of socks that neutralizes foot odor.



# Research News

Through continued excellence in teaching and research, Terry faculty earn national awards and publish in top journals while training future leaders.



## MERGERS CAUSE CUSTOMER DISSATISFACTION

When two companies merge, they benefit, but consumer dissatisfaction often erodes the new company's value. A group of researchers including Coca-Cola Chair of Marketing **Sundar Bharadwaj** analyzed more than 2,000 mergers. They found most companies lost market value in the long run, overshadowing the cost savings initially gained from the merger.

"Whatever you gain in efficiency, you often lose through the loss of customers," Bharadwaj said. "But we found a possible solution to this. If you have marketing expertise on the board of directors, presumably you stay more focused on customers' sentiment, and then you mitigate this effect."

## THE TRUE COSTS OF FRIENDLY SERVICE

Managers know that happy employees provide better customer service, but what is the cost of that service with a smile? Terry professors **Fadel Matta** and **Jessica Rodell** found that becoming a happy, helpful employee takes effort, and that effort can erode the energy needed to do one's job.

"We want people to be in a good place, but we want them to come to work in a good place," said Matta, an associate professor of management. "If something bad just happened to you at work, the work that's required to get you to a better place may not be worth it."



## TAKING ADVICE FROM YOUR DEVICE

With autocorrect and auto-generated email responses, algorithms offer plenty of ways to help people express themselves. But assistant professor in management information systems **Aaron Schecter** found that people who rely on algorithms for assistance with language-related tasks didn't improve their performance and were more likely to trust low-quality advice.

"Often when we're talking about whether we can allow algorithms to make decisions, having a person in the loop is

given as the solution to preventing bad outcomes," Schecter said. "But that can't be the solution if people are more likely than not to defer to what the algorithm advises."



# Select Awards

**SUSAN COHEN**, assistant professor of management, was awarded a \$400,000 Ewing Marion Kauffman Foundation Knowledge Challenge grant with researchers from Georgia State University and Georgia Tech. The team will assess the impact the HOPE Scholarship program had on the rate of business startups in Georgia since its inception in the 1990s.

The American Marketing Association recognized **SON LAM**, Terry Dean's Advisory Council Distinguished Professor in Marketing, with the 2022 Excellence in Research Award. Lam's research focuses on the organizational and personal performance factors that lead sales professionals to be successful.

The Deutsche Post Foundation and the University of Bonn invited **IAN SCHMUTTE**, associate professor of economics, to join the Institute of Labor Economics as a research fellow. The Deutsche Post Foundation is a nonprofit research institute and the leading international network in labor economics.

Regents Professor and J. Fuqua Distinguished Chair for Internet Strategy **RICK WATSON** and **XIA ZHAO**, an assistant professor in management information systems, received an \$80,000 grant from the Alfred P. Sloan Foundation to develop a data mining method and coding protocol for social science research data.

**LAURA ZIMMERMANN**, an associate professor of economics who has an appointment at UGA's School of Public and International Affairs, was invited to join both the International Science Council, an international group of researchers who coordinate the review process for the United Nations 2023 Global Sustainable Development Report.

## NEW FACULTY

Terry welcomed 15 new full-time faculty members this fall.



**JIM BERRY**  
Associate Professor,  
Department of  
Economics  
Ph.D.,  
Massachusetts  
Institute of  
Technology



**CHAD HUGIE**  
Lecturer, J.M. Tull  
School of Accounting  
MAcc, Brigham  
Young University



**MAURICE MURPHY**  
Assistant Professor,  
Department of  
Management  
Ph.D., University of  
Southern California



**SIMOON CANNON**  
Lecturer,  
Department of  
Management  
Ph.D., Georgia State  
University



**GERALD KANE**  
Professor,  
Department of  
Management  
Information Systems  
Ph.D., Emory  
University



**ABIGAIL QUIGLEY**  
Lecturer, J.M. Tull  
School of Accounting  
MAcc, University of  
Georgia



**BETHANY CHAPMAN**  
Lecturer, J.M. Tull  
School of Accounting  
MBA, University of  
Georgia



**DINKAR KUCHIBHOTLA**  
Lecturer,  
Department of  
Economics  
Ph.D., Washington  
State University



**ALICE SCHOONBROODT**  
Senior Lecturer,  
Department of  
Economics  
Ph.D., University of  
Minnesota



**BRAIDEN COLEMAN**  
Assistant Professor,  
J.M. Tull School of  
Accounting  
Ph.D., Indiana  
University



**ANDREW MILLER**  
Lecturer,  
Department of  
Management  
Information Systems  
Ph.D., Mississippi  
State University



**POK-MAN TANG**  
Assistant Professor,  
Department of  
Management  
Ph.D., Texas A&M  
University



**LYNN GUHDE**  
Senior Lecturer,  
Department of  
Management  
Ph.D., Kent State  
University



**MICHELE MINETOLA**  
Lecturer,  
Department of  
Management  
Information Systems  
Ph.D., Kennesaw  
State University



**AKHIL VOHRA**  
Assistant Professor,  
Department of  
Economics  
Ph.D., Stanford  
University



# International Business Education

Terry has long emphasized the importance of preparing students for the global marketplace by offering opportunities to study, work and volunteer internationally. These opportunities can be transformative, providing students with meaningful learning experiences in an internationally attuned curriculum. The college offers many ways for students to gain this global knowledge.

## EXISTING PROGRAMS

### INTERNATIONAL BUSINESS CO-MAJOR

International Business is a popular co-major offered to Terry undergraduates. More than 280 students were enrolled in the IB co-major in 2021-22. In 2022, 102 students graduated from Terry with the IB co-major.

### STUDY ABROAD AND STUDENT EXCHANGE

Terry students account for almost one-third of all UGA study abroad. The college offers a variety of study abroad programs throughout the year to maximize students' ability to participate in international education. Faculty-led programs allow students to take an international business course taught by a Terry faculty member abroad. Foreign exchange programs allow students to live and study abroad independently.

### INTERNATIONAL VISITING SCHOLAR PROGRAM

The program offers opportunities for prominent scholars from non-U.S. institutions to collaborate and engage with Terry faculty and students. The program is intended to enhance academic research and allows scholars to share their expertise through teaching and speaking opportunities. Appointments span up to two weeks, and the program supports one or more visiting scholars each academic year.

### INTERNATIONAL GRADUATE STUDY

Students in the Full-Time MBA, Executive MBA, Professional MBA and Online MBA can participate in an immersive international residency, gaining vital exposure to global business. Students in the Master of Accountancy, Master of Science in Business Analytics and Master of Marketing Research will soon have similar opportunities.

### INTERNATIONAL INTERNSHIPS

International internships allow students to gain valuable work experience abroad. Students can work abroad through a Terry faculty-led program or through placements they find via an external provider, recruiter or their personal network.

### GLOBAL GEORGIA

This faculty-led program travels to multiple cities in Georgia to visit companies, network with corporate executives and discover the international business expertise in our own state.

### COLLABORATIVE ONLINE INTERNATIONAL LEARNING (COIL)

These virtual global programs engage faculty and students with peers from a UGA-sponsored foreign exchange institution in projects that promote business and cultural education. COILs are co-led by faculty from both institutions and may be offered either as hybrid or online programs.

### STUDENT EXCHANGE

Semester-long programs give students greater immersive experiences to fortify the global competencies that employers want. Terry supports more than 15 student exchange partnerships with top academic institutions on five continents.

### PASSPORT TERRY SCHOLARSHIPS

Terry awards need- and merit-based scholarships for business majors to participate in approved international business programs. Scholarship awards range from \$500 to \$5,000.

## PLANS TO GROW OUR REACH

### RESEARCH AND FACULTY SUPPORT

To grow Terry's footprint globally, we seek to increase our faculty's exposure internationally at leading conferences and global academic institutions. Funding for these efforts will allow us to establish collaborative research, programmatic and student initiatives with global institutions to ensure Terry students are prepared to excel in a globally competitive business environment.

### ALUMNI ENGAGEMENT

Terry benefits from a robust global alumni network. As part of our increased international efforts, we are launching an extensive campaign to re-engage key alumni abroad and create an International Alumni Advisory Board to assist with mentoring current students, hosting students for site visits and networking events and strengthening the Terry brand worldwide.

### CAREER SERVICES

UGA provides all students with valuable career services, including networking events, career coaching, interview preparation and more. With financial support for Terry's International Business Program, we aim to internationalize this experience for Terry students, giving them the contacts and connections necessary to kickstart a global career.

### ACADEMIC PROGRAMS

To ensure that our students are prepared to serve, excel, and lead in businesses with a global footprint, we plan to continue to expand our international business programs. We plan to expand study abroad programs into additional high-growth international markets, collaborations with leading international institutions, international internships and consulting projects, in addition to other academic initiatives.



To make a gift to support these or other funding priorities, please contact Kathy Ortstadt: [ortstadt@uga.edu](mailto:ortstadt@uga.edu) or 706-247-2627.



# 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 college. In particular, members advise the Dean, help foster corporate relationships and participate in or lead activities for the good of the college.

## OFFICERS

**Laura E. Brightwell** (Chair)  
Former SVP  
Public Affairs & Communications,  
Coca-Cola Enterprises

**David G. Salyers**  
(Vice Chair)  
VP Marketing,  
Chick-fil-A Inc.

## MEMBERS

**Frank Anderson**  
President and CEO,  
RBW Logistics

**Danette M. Beck**  
National Construction  
Practice Leader, USI  
Insurance Services

**W. Douglas Benn**  
EVP and CFO (Retired),  
The Cheesecake  
Factory Inc.

**Susan M. Boyd**  
Consultant, S. Boyd  
Holdings LLC

**Elizabeth W. Camp**  
President and CEO,  
DF Management Inc.

**Philip E. Casey**  
Chairman (Retired),  
Gerdau Ameristeel

**Richard W. Courts IV**  
President, Atlantic  
Realty Co.

**Samantha Crosby**  
Chief Marketing  
Officer, Tyler  
Technologies

**Jacob F. Crowe**  
Owner, Crowe Family  
Ventures and Partner,  
GreenSky

**Darren W. DeVore**  
Managing Partner,  
Broad Pine  
Investments

**Virginia C. Drosos**  
CEO, Signet Jewelers

**William F. (Woody) Faulk**  
VP Innovation and New  
Ventures, Chick-fil-A  
Inc.

**Hillel A. Feinberg**  
Chairman Emeritus,  
Hilltop Securities Inc.

**Michael Fierman**  
Co-Founder and  
Co-CEO, Angel Oak  
Companies

**C. William Griffin**  
EVP & Senior Managing  
Director, Black Knight  
Financial Services

**David E. Homrich**  
Chief Financial and  
Investment Officer,  
AMB Group LLC

**John W. Jackson**  
President and CEO,  
State Bank & Trust Co.

**Ryan Katz**  
Founding Partner,  
Route 66 Ventures

**Lisa G. Laube**  
Former President, Floor  
& Decor

**William H. Linginfelter**  
Area President,  
Georgia/South  
Carolina, Regions  
Financial Corp.

**Lewis Massey**  
Partner, Impact Public  
Affairs

**Jeffrey F. Reed**  
Former Chairman and  
CEO, Duravant LLC

**David G. Salyers**  
VP Marketing,  
Chick-fil-A Inc.

**Win Stewart**  
CEO,  
Bibb Distributing Co.

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Former COO, Triad  
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RoundRock Capital  
Partners

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**Carol B. Yancey**  
EVP and CFO (Retired),  
Genuine Parts Co.

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President, General  
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# ALUMNI BOARD OF DIRECTORS

The Terry College of Business Alumni Board serves in an advisory capacity to the Dean and faculty of the Terry College. Board members promote and support Terry programs and activities in order to cultivate and encourage a continuing affiliation between and among former students and the institution.

## OFFICERS

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VP and Managing Director,  
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Past Chair) BBA '98  
Principal, Hight Knox  
Properties LLP

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VP, Everest Insurance

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COO, Emory Healthcare

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Partner, Deloitte

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President and CEO, First  
Financial Bancorp

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BBA '94, MBA '95  
President, Major Account  
Services & ADP Canada, ADP

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Global Partner Development  
Manager, Amazon Web Services

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Owner, The Lighting Chambers

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Real Estate Investor

**C. Ron Cheeley** BBA '73  
President, The Cheeley  
Consulting Group

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Managing Partner,  
Rainmaker Partners Inc.

**Read Davis** BBA '87  
Regional President, McGriff

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Communications, CoStar Group

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Advisors, LLC

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Chief Customer Officer,  
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SVP, PNC

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Principal, Hight Knox  
Properties LLC

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General Counsel, Norfolk  
Southern Corp.

**Jaime Russell Hockin** MBA '05  
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Power

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Managing Director, CIBC Private  
Wealth Management

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Parts Co.

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SVP, PIMCO

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Southeast Regional  
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**Dasha Walker**  
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# YOUNG ALUMNI BOARD

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

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Enviro-Master Services

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Tigris Fulfillment Partners

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BBA '14, MAcc '15  
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American Elevator Group

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Johnson & Johnson

**Brittany Sink Chitwood**  
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**Will Ferrand** BBA '15  
Protiviti

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BBA '15, MAcc '16  
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Holt Lunsford Commercial

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S3 Ventures

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Chick-fil-A Inc.

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Jamestown LP

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BBA '11, MAcc '12  
Chick-fil-A Inc.

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Young Alumni Board

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MBA Advisory Board  
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