

# TERRY

The University of Georgia

FALL 2008

For Alumni and Friends of the Terry College of Business



## TAMING THE MONSTER

Terry graduates boast first-time CPA exam pass rates that are consistently among the 10 best in the nation

## PILOTING THE STATE'S CHIEF ECONOMIC ENGINE

Savannah has the fastest-growing port in the nation — and it may be the best managed, thanks in part to GPA Chairman Steve Green (BBA '71)

## Island Visionary

With Amelia Island, Wild Dunes, and Kiawah Island already on his résumé, Frank Brumley (BBA '62) has now turned his attention to Daniel Island



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# Davis Chair is a living legacy to a legend

## “Good afternoon.”

On paper, it may read like a nice greeting. But as Terry alum Ken Jackson recalls, if you had the misfortune of arriving late to Earl Davis' morning tax research class, it “was anything but a ‘good afternoon’ in college.”

Jackson (*BBA '79, MAcc '80*) was one of countless students who learned over the years that when Prof. Davis said class began at 7:50 a.m., he meant it. Otherwise, you would get “the greeting.”

But sarcasm over one's lack of punctuality was nothing compared to arriving unprepared. Davis, a lawyer and former FBI man, grilled his students relentlessly on the work they were assigned. Mike Maxey (*BBA '75, MAcc '76*) says if Davis discovered you weren't up to the challenge, he took you to task right there in front of your peers.

“One day, Dr. Davis took a guy's *Code and Regulations* off his desk, threw it in the trash can, and told him, ‘This is how much good it's doing you!’”

But Davis never demanded more from others than he did from himself. And, like the notorious Prof. Kingsfield from *The Paper Chase*, Davis was not only feared, but also revered and, yes, loved — though the latter feelings didn't always surface until a student had survived Davis' class or perhaps until they had secured a job. Whether it happened sooner or later, there was inevitably that moment where a tax class alum thanked his or her lucky stars that Dr. Davis had insisted on them being uber-prepared for the challenges of the accounting field.

Davis, who passed away on Aug. 8, was known affectionately as “Uncle Earl” and he was held in the same esteem as fathers and pastors because he was a true mentor to his students.

Walt McGill (*MAcc '80*) says that Davis was, for all practical purposes, the career placement program for tax students in the accounting program. And you didn't have to be at the top of his grade book for him to go to bat for you. Davis endeared himself to students for his never-say-die efforts to find every last one of them a job. And he did it with little or no fanfare.

“In the two years I worked with Dr. Davis, there were a number of students who were uncertain about where to begin, or they were shy,” says McGill. “And you would see him pull them aside, help them get their résumé right, coach them on the interview, and then call the firms to get them an interview. You would see those acts of kindness all the time, but he never advertised it.”

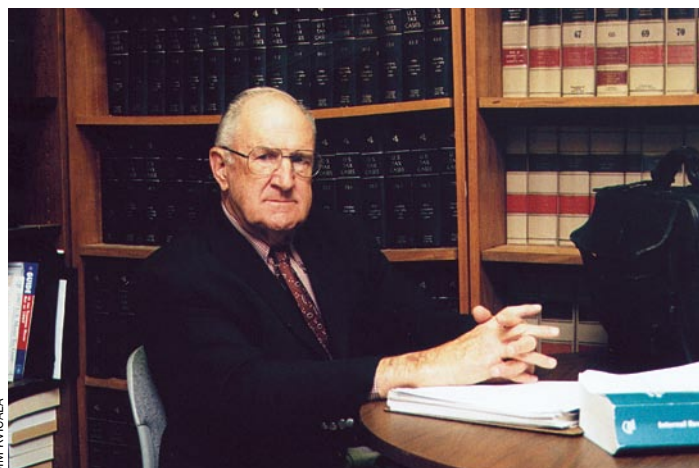
Bill Lankford (*BBA '70, MAcc '71*), managing partner of Moore Stephens Tiller, LLC, a 130-person accounting firm in Atlanta, credits Davis for his start. “I have never had anything but one job [and] he's responsible.”

It's little wonder that the man so often described as the “heart and soul of Terry's tax program” inspired his students to make an endowed chair in his name a reality while he was still alive.

According to Ben Ayers, director of Terry's J.M. Tull School of Accounting, the endowment will help Terry attract the very best tax faculty — and that is a living tribute to a man who spent his life building a program with a reputation for its rigor and production of outstanding students.

“When you think about the Tull School of Accounting's tax program,” says Ayers, “for many decades you thought about Earl Davis.”

And thanks to the \$2 million raised by alumni and friends of the Terry College to fund the Earl Davis Chair in Taxation, we'll be thinking about Prof. Davis and his legacy for decades to come. ■



A lawyer and former FBI man, Davis was often described as the “heart and soul of Terry's tax program.” He was a great classroom teacher — and, for all practical purposes, the program's career placement director, too. He will always be known affectionately as “Uncle Earl.”

*Kent Hannon*

KENT HANNON

khannon@terry.uga.edu



# Deloitte is a Proud Sponsor of the Terry College of Business and the Terry Third Thursday Series.

Terry Third Thursday is a breakfast speakers series for the Atlanta business community and holds its monthly meetings in Buckhead at the Atlanta Executive Education Center at One Live Oak on Lenox Road, across from Lenox Square Mall.

Third Thursday programs feature influential speakers, as well as special guests from the University of Georgia, who bring local and global perspectives on business and innovation.

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# What we mean by national prominence

From a new strategic plan to a fresh approach in how we're marketing the Terry College, we are taking several steps this year that will have vitally important implications for Terry. As we move closer to the landmark that will be our centennial celebration in 2012, I want to focus your attention on three specific actions we've taken.

Over the summer, two task forces began a series of discussions to assess the strategic direction of the Terry College of Business. It was the most extensive strategic planning we'd done in almost a decade. The task force internal to the college was composed primarily of faculty, staff and students, while the other task force consisted of external constituents from the business community – specifically members of the newly appointed Terry Dean's Advisory Council [see story on p. 9]. While the revised strategic plan is still a draft, these two very different groups came to the same conclusions on several key concepts that are crucial to our future. There was a clear consensus that no matter how deservedly proud we are of the quality of the Terry College, we aspire to significantly raise the bar and we want to have this accomplishment recognized beyond our community of alumni and friends. This is what we mean when we say we want national prominence.

The two task forces also concluded that we need to reach a consensus on a short list of strategic priorities for the college. These priorities will assure that our undergraduate students complete degrees that prepare them for promising careers and also ensure that they are equipped with the tools to succeed over the long term. Additionally, these priorities will assure that our MBA program is increasingly respected by the business and academic communities, and that our faculty advance our understanding of business and, ultimately, improve its practice. I am especially grateful to Terry Dean's Advisory Council member Bill Griffin (*BBA '72*) for leading this effort.

We also are re-casting the Terry brand. This is another effort that relies on the opinions and hard work of our alumni working with our faculty and staff. Andy Barksdale (*BBA '89, MBA '93*), who is chairing the Alumni Board this year, has worked closely with our Marketing and Communications staff to better define our brand and increase its impact. In the months ahead, you will see a new look used consistently in brochures, marketing materials and any other items displaying the Terry logo.

As the strategic planning and re-branding initiatives illustrate, the Terry College gains in many ways when we stay connected with our alumni. I believe that our alumni also gain from this connection to each other and to the college. I want to keep stepping up the level of communication with alumni, including this magazine, departmental newsletters and our bi-monthly electronic newsletter, Terry FYI, which we began publishing last spring. (Add your own subscription by emailing [news@terry.uga.edu](mailto:news@terry.uga.edu).) Also new this year, we are developing regional alumni networks to connect with our alumni and to make it easier for them to connect with each other. These clubs are being organized by local alumni and will work in collaboration with the UGA Alumni Association as a better way to align with their common interests as graduates of Terry. As a pilot program, we will organize the first clubs in New York and Charlotte, where we have a large number of Terry alumni living. I hope to see you at some of our upcoming events. ■



TERRY ALLEN

ROBERT T. SUMICHRAST, *Dean*

# TERRY To Do's

DATE	EVENT
November 14	<b>Terry Leadership Speaker Series</b> Speaker: Lizanne Gottung, Senior Vice President and Chief Human Resources Officer, Kimberly-Clark Corp. 10:00 a.m. UGA Main Library, Room B-2. Free.
20	<b>Terry Third Thursday</b> Speaker: Paul Wood, President and CEO, Georgia EMC. Reservations required: \$30 per person. 7:00-9:00 a.m. Terry College Executive Education Center, Atlanta. Reservations: (706) 583-0397. <a href="http://www.terry.uga.edu/ttt/">www.terry.uga.edu/ttt/</a>
December 3	<b>26th Annual Georgia Economic Outlook Luncheon</b> Speaker: Steve Forbes, CEO of Forbes, Inc. and editor-in-chief of <i>Forbes</i> magazine; and Robert T. Sumichrast, Dean, Terry College of Business Reservations required: \$80 per person. 11:00 a.m.-2:00 p.m. Georgia World Congress Center, Atlanta. Contact Executive Programs: (706) 425-3280 <a href="http://web.terry.uga.edu/exec_ed/eol/">web.terry.uga.edu/exec_ed/eol/</a>
February 3	<b>14th Annual Southeastern Bank Management and Directors Conference</b> Mansion on Forsyth Park, Savannah Contact Executive Programs: (706) 425-3054 <a href="http://www.terry.uga.edu/exec_ed/banking/">www.terry.uga.edu/exec_ed/banking/</a>
12	<b>14th Annual Southeastern Bank Management and Directors Conference</b> The Gwinnett Center, Duluth Contact Executive Programs: (706) 425-3054 <a href="http://www.terry.uga.edu/exec_ed/banking/">www.terry.uga.edu/exec_ed/banking/</a>
27	<b>Terry Leadership Speaker Series</b> Speaker: Bo Means (BBA 1971), Partner, Means Brothers LLC. 10:00 a.m. Location TBD. Free.
April 10	<b>Terry Leadership Speaker Series</b> Speaker: John Jackson (BBA 1976), President and CEO, Bank of Atlanta 10:00 a.m. Location TBD. Free.
19-21	<b>Trucking Profitability Strategies</b> The Georgia Center for Continuing Education, Athens, Georgia Contact Executive Programs: (706) 425-3280.
25	<b>Alumni Awards and Gala</b> Reservations required. Intercontinental Buckhead, Atlanta. Contact Alumni Relations: (706)542-0397.

## *fine print*

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Mark C. Dawkins, **Associate Dean for Academic Programs**  
 Daniel C. Feldman, **Associate Dean for Research & International Programs**  
 Donald R. Perry, **Senior Director for Finance & Administration**

Craig L. Shane, **Director of Undergraduate Programs**  
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 James B. Kau, **Director of PhD Programs**

Brad J. Hunt, **Director of Information Technology**  
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 Dale E. Gauthreaux, **Institute for Leadership Advancement**  
 Charlotte H. Mason, **Coca-Cola Center for Marketing Studies**  
 Dwight R. Lee, **Ramsey Center for Private Enterprise**  
 Jeffrey M. Humphreys, **Selig Center for Economic Growth**

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Benjamin C. Ayers, **J.M. Tull School of Accounting**  
 Annette B. Poulsen, **Banking & Finance**  
 Christopher M. Cornwell, **Economics**  
 Robert E. Hoyt, **Insurance, Legal Studies & Real Estate**  
 Allen C. Amason, **Management**  
 Richard T. Watson, **Management Information Systems (Interim)**  
 Charlotte H. Mason, **Marketing**

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 Timothy P. Burgess, **Senior VP for Finance & Administration**  
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The University of Georgia  
**TERRY COLLEGE OF BUSINESS** 

*Cover photograph by William Struhs*



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*By Kent Hannon*

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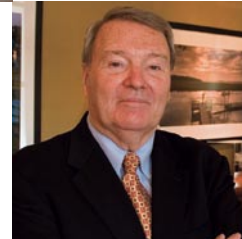
When Kevin Killips (BBA '07) took on the nation's best collegiate salesmen, he had a seasoned pro, Terry marketing professor Kevin Ellis, in his corner.

*By Matt Waldman (AB '96)*



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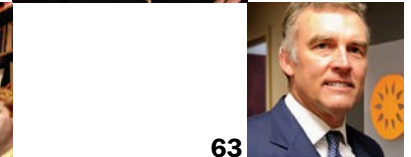
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**Children's Healthcare plans \$2.5B expansion**

By Urvaiah Kankaria

Children's Healthcare of Atlanta plans to invest about \$2.5 billion. You think it's a big deal. The decade-long investment is hefty — in dollars and scope. It involves physical expansions and strategic moves that would position Children's as a research powerhouse and ensure a future physician supply.

The ambitious plan, dubbed Vision 2018, would include a 100-bed hospital in Forsyth County and boost the health system's workforce by more than 70 percent, to about 12,000.

The super-sized investment — which Children's has yet to rattle up the money for — has raised eyebrows. Children's cap-ex plan "is the single

► See CHILDREN'S, 18A

**Forsyth may get new 'Pill Hill'**

By Urvaiah Kankaria

Children's Healthcare of Atlanta has acquired 28 acres in Forsyth County — real estate it plans to develop into a medical campus, in what some say could become the demographic center of metro Atlanta.

The development, at the intersection of Georgia 400 and Peachtree Parkway, will cost up to \$100 million and employ as many as 500. The campus would include outpatient

► See FORTHYTH, 18A

**Alston & Bird may move offices**

By Douglas Sams and John Manasse

Alston & Bird LLP, the prominent Atlanta law firm that's been a fixture in Midtown's One Atlantic Center since the building opened in the 1980s, is considering a new home.

And, according to commercial real estate brokers, its search will include buildings outside of Midtown, the office, retail and arts district that has become home to Atlanta's largest law firms, including King & Spaulding LLP and Kilpatrick Stockton LLP.

Alston & Bird led the exodus of law firms from downtown to Midtown in the late 1980s. While starting its search doesn't mean the firm will abandon its spot in the former IBM tower, it does kick off more than a year of intense courting on behalf of Atlanta's office developers.

Alston & Bird, whose lease expires in 2013, has almost 430,000 square feet of office space spread out between One Atlantic Center and Atlantic Center Plaza.

► See ALSTON, 17A

**Banks forced to confront their problems**

By Joe Rauch

As Georgia banks lurch toward second-quarter earnings and financial reports in the coming weeks, fears of what may be reported are shaking confidence in the industry.

In an industry once categorized as uniquely safe — given its highly regulated structure and a reputation for business conservatism — uncertainty and regulation now reign.

"Folks in my chair are looking at metrics and numbers that would have been unthinkable 10 or 15 years ago," says Joe Rauch.

► See BANKS, 18A



# quikkbites

NEWS ABOUT TERRY COLLEGE STUDENTS, FACULTY AND ALUMNI

## Terry Dean's Advisory Council formed

By David Dodson (ABJ '89)

**T**he Terry College of Business has formed a new senior-level committee of volunteers to advise the dean on the strategic direction of the college, to help foster corporate relations, and to lead initiatives for the good of the college.

The Terry Dean's Advisory Council is composed of 25 members, but that's not a fixed number, says Dean Robert Sumichrast. In forming the council, Sumichrast says he targeted business leaders who were enthusiastic about giving their time and expertise, in addition to their financial support, to promote the goals of the college.

"We've also made an effort to recruit TDAC members who are widely dispersed across the country," he adds, "so that we expand the reputation of the college and capture a more complete picture of the business climate throughout the nation in the council's deliberations."

Taylor Glover (BBA '73) is chairing TDAC in its first year. Glover is the president and CEO of Turner Enterprises Inc. in Atlanta, a former Merrill Lynch executive, and past member and chair of the college's Board of Overseers.

"I commend Dean Sumichrast for seeking out an Advisory Council to help him develop the strategic goals for the Terry College and then deliver on those initiatives," says Glover. "Members are passionate about the Terry College and the University of Georgia, and we look forward to helping Dean Sumichrast realize our goals."



(from left) Bill Griffin (BBA '72), Dean Sumichrast, and Taylor Glover (BBA '73) discuss the strategic direction of the college at the September meeting of the Terry Dean's Advisory Council. Glover is chairing the 25-member council in its first year. TDAC will complement the Alumni Board and the Young Alumni Board.

The council has formed two task forces. The first is a Strategic Task Force, which will assess the college's current strengths and advise the college on long-term business trends that may affect the curriculum and, more generally, the college. The second is a Facilities Task Force, which will assist with all aspects of developing a plan to replace Terry's current facilities.

Sumichrast says the council will serve a complementary role to the college's two other volunteer boards — the Alumni Board of Directors and the Young Alumni Board.

"The majority of Dean's Advisory Council members are alumni, but there's a place for non-alumni as well," says Sumichrast. "Many business leaders understand the importance

of supporting UGA and the Terry College. We want to be able to accept help from these leaders and their organizations.

"I envision that TDAC will be asked to provide advice on strategic issues, while the Alumni Board is more likely to get directly involved in alumni programs, ensuring the continuing success of big events like our Alumni Awards and Gala and the Terry Third Thursday speaker series. And in many cases, the Young Alumni Board will function as a junior partner to the Alumni Board, helping them host events like the gala, as well as addressing the interests of recent graduates with their own programs." ■

For a full list of TDAC members, see p. 67, or go to [www.terry.uga.edu/tdac](http://www.terry.uga.edu/tdac).

## APPOINTMENTS

### Mason is new department head and MMR director in Marketing

**Charlotte H. Mason** joined the Terry College this summer as the new head of the Marketing Department.

She also serves as director of the Master of Marketing Research program, an internationally recognized graduate program administered by the college's Coca-Cola Center for Marketing Studies.



**MASON**

Mason, an authority on development and estimation of marketing models, has been on the marketing faculty at the University of North Carolina since she earned her doctorate from Stanford University in 1985. She succeeds marketing professor **Rich J. Fox**, who was the interim head.

### Cornwell heads Econ Department

**Christopher M. Cornwell** has been promoted to head the Economics Department. He joined the Terry College in 1988 as an assistant professor. Since 2004, Cornwell has been director of the Leonard Leadership Scholars Program in Terry's Institute for Leadership Advancement. He will step away from that role to serve as department head. Cornwell succeeds **William D. Lastrapes**, who stepped down June 30 after six years as department head to return to the faculty full-time.



**CORNWELL**

### Director of diversity appointed

**Randy Groomes** (BBA '92) is Terry's new director of diversity relations and recruitment. Groomes had served in a similar capacity as director of multicultural programs for the UGA Alumni Association since 2005. He also served on the alumni association's board of directors and its executive committee prior to assuming his staff position. He succeeds accounting professor **Mark C. Dawkins**, who served as the founding director of the college's diversity relations initiative before being appointed associate dean for academic programs last spring. Groomes will coordinate efforts to recruit and retain diverse faculty, staff, and students. ■



**GROOMES**

## U.S. News ranks undergrad program in top 30 for 10th consecutive year

**T**erry's undergraduate program is ranked 30th overall and 18th among public business schools, according to the 2009 edition of *U.S. News & World Report's* annual ranking of the "Best Business Programs." This year's ranking marks the 10th consecutive year Terry has been ranked in the top 30. Of the more than 2,000 U.S. business schools, fewer than 500 have achieved full accreditation and are eligible to be ranked by *U.S. News*.

Among the dozen "business specialties" ranked this year by *U.S. News*, Terry appears in four of them.

- Risk Management and Insurance maintained its No. 2 ranking nationally.
- Real Estate repeated its No. 3 ranking from last year.
- Management Information Systems broke into the top 10 and is now ranked No. 9 in the country — a rapid rise of seven spots in the past two years.
- J.M. Tull School of Accounting is ranked No. 18.

"This is another affirmation of the high quality of the undergraduate program and the Terry College overall," says Dean Robert Sumichrast. "It's now time for Terry to expand from these areas of strengths, like risk management and real estate, and advance across an even broader front of program improvement. When we adopt our new strategic plan later this year, we'll be in a better position to pursue our vision of national prominence."

The magazine's business school ranking is based wholly on a peer survey. *U.S. News* surveyed deans and senior faculty at each undergraduate business program accredited by AACSB-International. They were asked to rate the quality of all programs they are familiar with on a scale of 1 (marginal) to 5 (distinguished); 38 percent of those surveyed responded. ■

— David Dodson (ABJ '89)

## Accounting team reaches finals of national KPMG competition

**Competing against 26 of the top accounting schools** in the country, a team of Terry accounting majors made it all the way to the five-team finals of the KPMG National Audit Case Competition in New York City in April.

The competition consisted of student teams being asked to complete a series of audit tasks and use a Web-based application to simulate a series of interactions with a KPMG audit client. This year's case involved a retailer of manufactured homes. Teams selected as finalists traveled to New York to present their audit findings and answer questions posed by a panel of judges that included academics, audit committee members, and KPMG partners.

Chosen by the accounting faculty and advised by professor Michael Bamber, the Terry team included Ryan Friday, Lauren Pavia, Katie Morris, and Suraj Amarnani, who recently accepted a job with KPMG and will join the firm following his graduation this spring.

Other accounting teams reaching the final round were Bentley College, UC-Santa Barbara, Illinois, and Virginia. UVA, which won the competition, and UGA were the only institutions to repeat as finalists from last year's competition.

"My presentation and public speaking skills benefited enormously," says Friday of the competitive experience. "Since we were strictly prohibited from seeking outside help, Suraj took on the role of mentor and filled it superbly."

Amarnani found the realism of the competition good preparation for the full-time position he'll assume with KPMG. "Presenting to an audit committee especially made me feel more confident about this aspect of the job," he says.

Friday says the competition encouraged him about the career path he's chosen. "It really has gotten me excited for my future accounting studies at UGA and hopefully a career in the field. I believe I'll look back on my undergraduate years and see this competition as a defining experience." ■

— Matt Waldman (AB '96)



**Terry's KPMG National Audit Case team consisted of (from left) Suraj Amarnani, Katie Morris, Lauren Pavia, and Ryan Friday.**



# Selig Center: UGA has \$2.1B impact on Athens' economy

**U**GA pumped at least \$2.1 billion into the Athens-area economy in FY07, according to a study by Terry's Selig Center for Economic Growth that measures the economic impact of the 35 institutions in the University System.

According to the study, UGA spent nearly \$572 million in salaries and \$315 million in operating expenses during the fiscal year. UGA's 33,405 students spent nearly \$414 million, bringing the direct economic impact to \$1.3 billion. For every dollar of initial spending, another 59 cents is generated for the local economy through subsequent spending, bringing UGA's total impact on the Athens-area to \$2.1 billion.

"There's a huge benefit that comes from UGA being in Athens — even for people who don't work or study here," says Jeff Humphreys, director of economic forecasting for the Selig Center. "There are actually more jobs that owe their existence to the university off-campus than on-campus."

UGA directly employed 8,700 people in FY07. Spending by the university and its faculty, staff, and students created an additional 10,200 jobs, bringing the total number of university-related jobs to nearly 19,000. Put another way, says Humphreys, each on-campus job created 1.2 jobs off-campus.

The findings are part of a larger study that the Selig Center conducted for the Intellectual Capital Partnership Program. The study found that the 35 institutions of the University System had a direct impact of \$11 billion on the state. UGA's \$2.1 billion economic impact accounts for 19 percent of that figure, making it the single largest contributor to the system's statewide impact.

The study underestimates the true extent of UGA's economic impact, says Humphreys, because it doesn't take into account spending by UGA retirees, consulting and investment income from UGA employees — and, most notably, spending by people who visit Athens because of the university.

"Tens of thousands of visitors come to Athens every year because of the presence of the university," says Humphreys. "They



**UGA directly employed 8,700 people in FY07, and spending by the university and its faculty, staff, and students created an additional 10,200 jobs.**

come for meetings and conventions, to visit their sons and daughters, and to see sporting and cultural events."

The study also doesn't take into account the impact of the creation of new businesses through UGA programs such as the Georgia BioBusiness Center, expertise offered through the Small Business Development Center, and the impact of volunteer and service-learning activities of students, faculty, and staff.

"The main limitation of the study is what's not included," says Humphreys, "but we wanted to use data that all 35 institutions could provide so that we could get a true apples-to-apples comparison."

The Selig Center report comes on the heels of a May report by the Atlanta Regional Council for Higher Education that found that the Atlanta metro area (including Athens) led the nation in higher education enrollment growth. The study found that enrollment increased by 62 percent — from nearly 109,000 to 176,000 from 1989-2005, the last year for which figures are available. The Atlanta area was one of five metro areas with more than \$1 billion in research expenditures. ■

— Sam Fahmy (BS '97)

To view the Selig Center report, go to:  
[www.icapp.org/pubs/usg\\_impact\\_fy2007.pdf](http://www.icapp.org/pubs/usg_impact_fy2007.pdf)

## ACCOLADES

### Feldman wins Best Paper Award at Academy of Management

**Daniel C. Feldman**, along with his co-author, Thomas Ng, won the 2008 Best Paper Award from the Academy of Management's Careers Division for their research paper, "How Broadly Does Education Influence Job Performance?" This is the fourth time in 10 years that Feldman has won the award. The article



**FELDMAN**

will be published in *Personnel Psychology*. This year, more than 100 career-related manuscripts were submitted for Best Paper consideration. Feldman, who holds the Synovus Chair of Servant Leadership, is the college's associate dean for research and international programs. Ng (PhD '06) is a professor at the University of Hong Kong.

### Research by Ben Ayers earns 2008 Tax Manuscript Award

Tull School of Accounting Director **Benjamin C. Ayers** and two co-authors won the



**AYERS**

American Tax Association's Tax Manuscript Award for their research article on "Capital Gains Taxes and Acquisition Activity: Evidence of the Lock-in Effect." The award goes to the top tax manuscript published in the preceding three years. Ayers' paper appeared in the summer 2007 issue of *Contemporary Accounting Research*. He previously won the Tax Manuscript Award in 2003. His co-authors on the capital gains paper were Craig E. Lefanowicz (University of Virginia) and John R. Robinson (University of Texas).

### MBA teaching award winners

Professors in accounting, finance, and legal studies were honored with teaching awards from the graduating classes of Terry's three MBA programs. **Linda S. Bamber**, who holds the J.M. Tull Chair of Accounting, was presented with the Hugh O. Nourse Outstanding Teacher Award at the spring graduation ceremony for the full-time program. Legal studies lecturer **Charles A. Lankau III** was named Outstanding Instructor of the Evening MBA program. **James S. Linck**, an associate professor of finance, was chosen as the Outstanding Instructor of the Executive MBA program for the second time. ■

## GIFTS & GRANTS

### **Faculty support fund in insurance honors '63 grad Joseph M. Golub**

**Tom Golub** (BBA '80) of Atlanta has pledged \$500,000 to establish a faculty support fund for the Risk Management and Insurance program. The fund is named in honor of his father, **Joseph M. Golub**. "This fund will help us fill an important void in the resources that we have to support the research and scholarship of our junior faculty," says Rob Hoyt, head of the Department of Insurance, Legal Studies and Real Estate. Joseph Golub, who's 86 years old, is retired and lives in Athens with his wife, Maryann. He had returned to school in the middle of his career at Westinghouse to complete his college degree and graduated with a bachelor's from Terry in 1963.

### **Peter Vig of Dallas donates \$500K to proposed learning community**

Dallas executive **Peter Vig** (BBA '62, MBA '64) has committed \$500,000 toward the proposed multi-building Terry College learning community near the corner of Lumpkin and Broad streets. Vig founded RoundRock Capital Partners in 2001 as an energy sector hedge fund. Prior to RoundRock, he was a portfolio manager at Barrow, Hanley, Mewhinney & Strauss Inc. In the late 1990s, he was a managing director of Tiger Management, then the world's largest hedge fund. Before joining Tiger Management, Vig served as chairman and CEO of Toreador Royalty Corp., a publicly traded mineral company owning oil and gas rights to 500,000 acres in West Texas.

### **Hotel Indigo project team donates \$100K to Music Business Program**

The project team developing Hotel Indigo in downtown Athens will donate \$100,000 to the UGA Music Business Program when the hotel opens next August. In a unique arrangement, the project team members — consisting of the hotel's developers, investors, general contractor, architects, engineers, interior designers, attorneys, consultants and others — have agreed to donate a portion of their fees generated by the hotel's development to Music Business. **Barry S. Rutherford** (BBA '79), the project's co-developer at Rialto Property Partners in Atlanta, says it's one of Hotel Indigo's tenets "to demonstrate not only our commitment to environmentally sustainable goals, but also in ways that will enhance the quality of life for the people of the local communities in which we develop." ■

## China teaches MBAs the art of negotiation

One after another, 29 Terry MBA students presented their pre-trip research on China — and the news was anything but sunny. Pollution. An energy crisis. Censorship. Human rights issues. By the end of class, the idea of traveling to China for an eight-day study abroad program was enough to depress finance department head Annette Poulsen. But upon their arrival, it wasn't difficult for the Terry contingent to see beyond the grim headlines and enjoy a trip that gave them a far more humanistic and invaluable perspective of modern-day China, and of business in the Far East.

Poulsen, who, with legal studies professor Peter Shedd, accompanied the 18 evening and 11 full-time MBA students to Beijing and Shanghai for an on-site tour of six companies last spring, says the experience was eye-opening.

"When you get over there, you see that those problems are there, but it's not like



**Legal studies professor Peter Shedd, who teaches negotiations classes, saw value in the everyday buying and selling that Terry students engaged in with street vendors in China.**

they are ignoring them," says Poulsen, explaining that the Terry group couldn't visit Tiananmen Square because the People's Congress was in session discussing the same issues and concerns that her students presented in class prior to the trip. "There are real issues that we also struggle with in the United States. We came in ready to condemn a lot of what was going on, but instead we recognized the problems as something that this vibrant and growing economy is dealing with as part of its growth."

The Terry contingent coupled an ambitious itinerary of business presentations and on-site tours with sightseeing trips to Beijing and Shanghai, the Forbidden City, the Great Wall, and the Shanghai Circus. The Terry team visited multinational corporations PricewaterhouseCoopers, Cisco Systems, and Phillips Investment Resources; learned about the Chinese legal system at the British law firm of Allen & Overy; and toured the Chinese-owned, New Summit Biopharma.

"It was great to hear about [what] took place in order to do business in China. The multinational corporations that we visited seemed like your normal company that you would find anywhere else," says Adrienne Hudson (MBA '08), a consultant for Capgemini's BIM group in Atlanta.

According to Peter Shedd, on-site visits weren't the only learning experience students received on conducting business abroad. "I teach negotiation classes and every time we walked outside the building students were having negotiation experiences," says Shedd, who shared examples ranging from students buying goods from street vendors to a few students traveling to Beijing two days early at the arrangement of a friend to have custom suits made. "To watch them negotiate with the tailor about the fabric and the cut was a fascinating process."

Poulsen and Shedd explained that even a simple ride on a Beijing subway or city bus in Shanghai underscored the important differences between the two cultures. These intangible lessons will aid students in understanding how to succeed in today's global economy.

"The students were taking full advantage of the wide breadth of experiences. We were learning every moment — and it's something you cannot teach in a classroom," says Shedd. "You don't get the sense of it without going. The educational value of it, in my opinion, is beyond question." ■

— Matt Waldman (AB '96)



## Terry student receives study abroad grant from Phi Kappa Phi

**S**arah Alongi, a double major in marketing and public relations, was one of three UGA students who received a 2008 Study Abroad Grant from the Phi Kappa Phi honor society. Alongi recently completed a Maymester program in Tanzania that was sponsored by Terry's Institute for Leadership Advancement. She studied the country's developing economy firsthand by visiting businesses and meeting with government officials and university administrators in several cities.

"I am thrilled to be the recipient of this grant," says Alongi. "I feel extremely fortunate to have the opportunity to travel to Tanzania to study global leadership and international communications."

Alongi has participated in numerous activities that have furthered her interest in global and community service career pursuits. She has been involved with Women to the World and the Global Text Project, and she has served as co-director of AIDS Walk/Run Athens.

Phi Kappa Phi, founded in 1897, is the oldest, largest, and most selective all-discipline honor society. The Study Abroad Grant program is open to members and non-members who are pursuing study abroad opportunities related to their field of study. Fifty awards of \$1,000 each are given out annually. ■

For more information on Phi Kappa Phi, visit <http://www.phikappaphi.org>. For more information on UGA's Honors Program, visit <http://www.uga.edu/honors>.



ALONGI

## Honors students participate in Washington Internship

**Six of the 11 UGA Honors students** who participated in the Honors in Washington Internship Program this past summer — gaining real-world experience in congressional offices, corporations, and non-profit organizations — were Terry students.

"This year's interns were among the most qualified and motivated students that have been selected as Honors in Washington Interns," says Don DeMaria, director of UGA's Washington Semester Program.

The interns received \$3,000 stipends, and they typically put in 40-hour work weeks for a minimum of eight weeks. The Honors Program also hosted a number of academic enrichment events throughout the summer to give participants an opportunity to network with UGA alumni living and working in the D.C. area.

Terry is well represented in Georgia's congressional delegation, and Sen. Johnny Isakson (BBA '66) and Jack Kingston (AB '78) found jobs for Terry students in their offices.

Only sophomores and juniors enrolled in the Honors Program are eligible to apply for the internship program, and they must have stellar academic credentials and outstanding leadership skills.

The Terry students who participated were Anita Ashong (intl. business/Rep. Hank Johnson); John Jennings (finance/Rep. John Barrow); Kathleen Robinson (finance/Sen. Johnny Isakson); Meghan Royal (intl. business/



UGA ATHLETICS

### Terry College Olympian

Economics major Sebastien Rouault competed at the 2008 Summer Olympic Games in Beijing, along with eight other UGA swimmers and a diver. Representing his native country France, Rouault competed in the 400-meter and 1,500-meter freestyle events. Rouault, who co-captained Georgia's men's team as a senior in 2007-08, has another connection to Terry. He was the recipient of the Damon Evans Swimming Scholarship, which was created by a gift from Georgia athletic director and Terry College alumnus Damon Evans (BBA '92, MEd '94). As a sophomore, Rouault was the NCAA champion in the 1,650-meter freestyle, and he set a new Georgia record in the process.

Rep. Jack Kingston), and Mark Silver (economics/Gov. Sonny Perdue). ■

For more information on the Honors in Washington Internship Program, visit: [www.uga.edu/dcsemester/summer.html](http://www.uga.edu/dcsemester/summer.html).

## LECTURE CIRCUIT

### ARTHUR BLANK

Atlanta Falcons CEO and owner

Blank was the inaugural speaker for the Terry College's Workforce Diversity Series at a packed University Chapel on Aug. 28. He spoke about "The Business Case for Diversity."

"People often think of diversity from a racial standpoint or a gender standpoint. It means that, but it means going beyond that. It means you want to unlock the brains of everybody in the building. In an organization you want no walls, you want no floors. You want great ideas to come up and to be nourished from wherever they may come."



BLANK

### KEN JACKSON (BBA '79, MACC '80)

CFO, Shaw Industries Group Inc.

Shaw is the world's largest carpet manufacturer and a subsidiary of Berkshire

Hathaway, which is led by famed investor Warren Buffett. At July's Terry Third Thursday breakfast speaker series in Buckhead, Jackson described what Buffett told him should be management's mindset, regardless of whether the economic cycle is moving up or down.

"He said, 'I want you to manage this business as if it were the only asset your family will ever own and you're going to have to own it for the rest of your life.' I can tell you that is empowering and rare....When he gives you that kind of guidance, it allows you to do things the right way."

### SONNY SEILER (BBA '56, JD '57)

Owner of UGA's bulldog mascots

At August's Terry Third Thursday — shortly before Uga VII made his debut at Georgia's first home football game — Seiler repeated the story of how Georgia's bulldog mascot got his distinctive moniker.

"My classmate, Billy Young, and I were having coffee in the old co-op right after we got the dog. He said, 'Seiler, if I had that dog I'd name him Ugh-uh.' I said, 'What is Ugh-uh?' He said, 'You know, U-G-A. University of Georgia.' I said, 'Billy, that's about the smartest thing I've ever heard you say.' So that's how Uga got his name." ■



JACKSON



## Consumer spending in tough economic times

By Joanna Carabello

In today's troubled U.S. economy, individuals and families face difficult decisions in order to make ends meet. For some, the answer is merely to trim non-essential spending habits, such as eating out at restaurants. For others, it may be necessary to cut back on essential items, like prescription medicine. Predicting how consumer spending will respond to economic pressures is of vital importance to government officials and public policy analysts, and a research article co-authored by Terry marketing professor Rex Du outlines a new model for understanding how consumers pick and choose where to spend their money.

"These days, budget constraints are even more rigid because the credit market has tightened and people can't borrow to cover higher costs," says Du, whose research article, "Where Did All That Money Go: Understanding How Consumers Allocate Their Consumption Budget," will appear in the November issue of the *Journal of Marketing*. "Energy and health care costs have increased so dramatically that the question becomes, 'Where do people cut?'"

Finding that answer should be easier with the help of Du's model.

"Public policy makers need this tool to predict how different tax levies and tax rebates will affect individual households," says Du. "For researchers and business analysts who are concerned about the trajectory of a whole industry, this is relevant because now they can combine this model with predicted demographic changes."

Du and Duke marketing professor Wagner Kamakura created their computational model by analyzing the spending patterns of 66,000 households across 31 different consumer categories from 1982-2003. Their research takes components of the economy — income, demographics, and consumer prices — and combines them to create an economic model that can predict future outcomes.

The model examines the difficult

tradeoffs consumers sometimes have to make in tough economic times, such as forgoing medical care to pay the heating bill. It also shows that marketers need to look beyond their product categories to get the full view of their competition. The article cites a recent study that showed a decline in candy sales among teens was the result of young consumers choosing to spend their money on text messaging rather than sweets.

To illustrate how their model works, Du and Kamakura applied it to three hypothetical scenarios — a spike in fuel prices, a \$500 tax rebate, and lower prescription drug costs. When they began working on the paper, they didn't know just how prescient the first two scenarios would prove to be.

"When we first proposed a 50 percent increase in fuel prices, one of the (journal) reviewers said that was unrealistic. Obviously that's not the case anymore," says Du, who was recently honored by the Marketing Science Institute as a 2009 Young Scholar.

Faced with a spike in fuel costs, consumers reduced their spending on motor and home heating fuels as well as their spending on education, health care, charities, personal care, and home furnishings, according to the model. How much they cut back was related to overall wealth. The poorest households cut energy use 43 percent after the price spike; the richest one-fifth of households reduced their energy use by 20 percent. After fuel spending, the next-largest budget cut for the poorest households was for prescription drugs, which dropped 27 percent. The most significant changes in the richest households were 31 percent spending cuts on both education and jewelry-watches.

When consumers enjoy even a small windfall, such as a \$500 tax rebate, the model suggests they are just as choosy about where to spend it. For all households, the



largest portion of the extra money would be spent on food at home, so grocery stores likely received the biggest boost from the federal tax stimulus checks distributed earlier this year. For poor households, one out of every five rebate dollars would be spent on food, followed by extra spending on health insurance, electricity, and recreation. In rich households, spending priorities for the extra money, after groceries, were recreation, eating out, and apparel.

This model gives researchers the ability to do counterfactual analysis, such as looking at how consumer spending might have been different from 1982-2003 if prescription drugs had followed the average inflation rate of about 91 percent for that period rather than the 262 percent that the prices actual increased. The model shows that consumers could have saved an average of 37 percent on their prescription drug spending — money that would likely have been spent on such things as extra insurance, household services, dining out, alcohol, and tobacco.

"After going through all of the literature, what was missing was a tool to allow consumer spending to be examined at a very granular level," says Du. "This model gives researchers the flexibility to drill it down." ■

# SAT writing portion: Better predictor of success

By Sam Fahmy (BS '97)

**T**wo Terry economics professors and an undergraduate researcher have completed the first independent, academic study of the redesigned SAT college entrance exam, and their findings indicate that the new writing portion is a much better predictor of academic success than the verbal and math portions.

The researchers analyzed data from more than 4,300 test takers and, unlike a recent study published by the group that administers the test, they accounted for several key factors that strongly influence success in college — including the level of parental education and the quality of the high school the student attended.

The writing section of the test was introduced in March 2005, and the lack of data on its effectiveness has led nearly half of the nation's colleges and universities to disregard the scores. David Mustard, who co-authored the study with economics department head Christopher Cornwell and student Jessica Van Parys, says the research team's findings suggest that schools shouldn't ignore SAT writing scores.

"Schools that don't use the writing portion are forgoing an opportunity to choose students who will score higher GPAs, take more hours, be less likely to withdraw from classes and more likely to do well in an array of different variables," says Mustard. "They're throwing out information that will help them choose a more qualified class."

The researchers found that with each 100-point increase in SAT writing scores, first-year students:

- Earn GPAs that are, on average, .07 points higher.
- Earn .18 points higher in freshman English classes.
- Earn .54 more credit hours.

The SAT verbal (now known as the critical-reading section) was also a significant predictor of collegiate success, but not nearly as powerful as the writing section. With each 100-point increase on the SATV, students earned freshman GPAs that were .03 points higher, less than one half the .07 increase for the SATW.

Cornwell says the significance of SATV scores diminishes when the writing score is taken into account.

"Statistically speaking," he says, "the verbal section doesn't add much predictive value beyond the writing section."

Still, the researchers say it is too soon to eliminate the verbal portion of the test. "The writing section could be a better measure of academic ability than the verbal," says Van Parys [see related story on p. 47], "but another explanation is that it's so new that students haven't yet learned to game the test."

High school GPA is still a much stronger predictor of collegiate success than any individual or combined sections of the SAT, but the researchers say the test is clearly useful in differentiating between students who have similar or equivalent GPAs. They examined data from incoming UGA students in 2006, when the first cohort of students to take the redesigned test enrolled. They believe their results will likely apply to other large, selective public universities.

The UGA study comes on the heels of one conducted by The College Board, which administers the SAT. That study used a larger sample, says Mustard, but it only took into account broad institutional characteristics such as size and selectivity and whether the

college or university was public or private. The College Board study looked only at the predictive value of SAT scores with regard to one variable — freshman GPA — while the UGA study looked at other variables in addition to freshman GPA, including grades in freshman English and math, hours enrolled and earned, and the probability that a student will lose the HOPE scholarship. The researchers found that the predictive effect of the SATW is higher than the SATV in all of the outcomes, excluding those related to mathematics.

The UGA study also controlled for personal variables, such as the number of AP classes taken in high school and the level of parental education. These controls are critical, the researchers note, because they have a significant influence on collegiate success. Controlling for the student's high school — taking into account the quality of the school, community demographics, and the effects of peers —



increases the explanatory power of their model by 50 percent.

"There are so many variables that influence success in college that simply correlating SAT scores with first-year GPAs doesn't tell you much about the predictive value of the test," says Mustard. "By holding constant a range of factors, we were essentially able to take a person who has the same family characteristics, education, high school GPA, race, ethnicity, and gender and then see how well variations in SAT scores predict success in college. Despite what critics might say, the test scores really do matter."

UGA admissions director Nancy McDuff is intrigued by the Terry research team's findings. "Most universities like UGA have to wait to see if adding writing assists in predictability — and it takes a few years to build a strong database of classes and cohorts," says McDuff. "We are now looking at the second class to have taken the SAT writing exam. The early results look positive to using writing as one of many admissions factors, but we will have to review this over the next several years to learn more. I am hearing from colleagues that they are reviewing their limited information and will likely move to begin using writing over the next few years." ■



# terrygatherings



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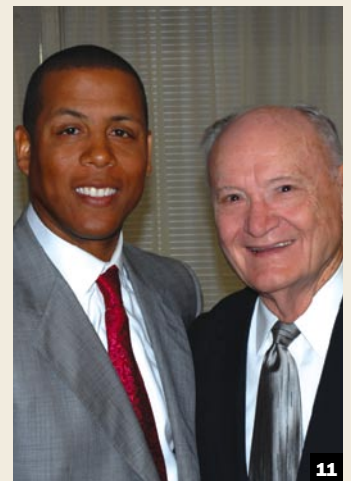
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**1-2 Maymester trip to China** (1) Terry visitors to the Great Wall included (from left) MIS instructor Dennis Calbos, Eli O'Quinn, Kendall Connell, Josh Tarica, Brandon Smith, Jordan Spivack, and Collin Chung. (2) Participants in a tea ceremony at the Beijing Gengxian Tea Company included (from left) Terry student Robyn Gamsey, a local performer, and student Josh Tarica.

**3 Sonny Seiler at Piedmont Driving Club event** Young Atlanta-area alumni got the inside scoop on Uga VII at a Piedmont Driving Club reception prior to the new mascot's first game at Sanford Stadium. (from left) The event was hosted by Buck Wiley (MBA '92, JD '92), who is shown here with Uga's owners, Cecelia and Sonny Seiler (BBA '56, JD '57), and Richard Courts IV (BBA '95).

**4 Student exchange program with Peking University** Administrators from the Guanghua School of Management visited the Terry College to discuss a student exchange program with Terry finance department head Annette Poulsen and Dean Robert Sumichrast. The visiting administrators were (far left) Janet Wang, (second from right) Xinzhong Xu, and (far right) Shujun Mo.

**5 Frances Wood Wilson Scholarship Luncheon** Attendees included (from left) Mary Virginia Terry, Terry Wingfield (BBA '51), foundation president Blich Ann Byrd, foundation vice chairman Jack Edmunds, and Dean Robert Sumichrast.

**6 License plate loyalty!** (from left) Andrew and Matthew Guest leave no doubt where their allegiances lie. The big-boy Mustang belongs to their granddad, Terry Alumni Board member Larry Webb (BBA '69, MBA '70), CFO of Athens Regional Health Services. The boys' mother is Courtney Webb Guest (BBA '95).

**7 Management program PhDs at Honors Day** (from left) Ted Waldron, Ryan Vogel, Frankie Weinberg, Kanu Priya, and Laura Stanley.

**8 Tom Cousins draws SRO crowd** Atlanta developer Tom Cousins (BBA '52) discussed his real estate career at the spring Leadership Speaker Series.

**9 MBA Reunion 2008** Current MBA students who profited from networking with Terry MBA grads included Maxime Jones, Kathryn Moore, and J.R. Hill.

**10 Trucking Profitability Strategies Conference** Terry's Executive Programs staff took time out from their duties at this annual conference to pose for a photo: (from left) Elizabeth Kirby, Amy Moon, Maggie Pollock, Courtney Anderson, Christina Allen, and Elizabeth Bohler.

**11 Evans talks sports at TTT** (from left) Athletic Director Damon Evans (BBA '92, MEd '94), shown with Professor Emeritus J. Don Edwards, spoke at Terry Third Thursday in April. A recent survey ranked UGA's athletic department No. 1 in the country in net profit. Asked how he runs such a successful operation, Evans

said, "It wasn't rocket science. Terry taught me."

**12-13 Young alumni reception in New York**

(12) Craftbar was buzzing at a June reception for NYC alums, including (from left) IMG producer Kerri Waggoner (BBA '01) and Vivian Pepper (BBA '02), a Bank of New York Mellon wholesaler. (13) To be heard above the din, Dean Sumichrast climbed a tabletop and gave a brief Terry update. At right is Ron Cheeley (BBA '73), senior VP for global human resources at the Schering-Plough Corp.

**14 Golub gift** (from left) Maryann and Joseph Golub (BBA '63) got a surprise gift from their son, Tom Golub (BBA '80), who had Terry development officer Penny Morrison-Ross help him deliver the news that he had established the Joseph M. Golub Fund in honor of his father. The \$500,000 fund will support faculty research in the Risk Management and Insurance program.

**15 Terry Travels** Legal studies prof Dawn Bennett-Alexander accompanied Terry undergrads to Budapest, Prague, and Krakow. This photo was taken at the Wawel Royal Castle in Krakow.

**16 Terry in new Gwinnett Campus** Legal studies prof Bob Boehmer, who also serves as associate provost for institutional effectiveness, welcomes visitors to UGA's new Gwinnett campus (2530 Sever Rd., Lawrenceville, just off I-85 at the Old Peachtree Road exit), where Terry offers Evening MBA and Master's of Internet Technology programs.

**17 Uga VII makes his debut** It was a long, hot day for Uga VII, but his Sanford Stadium debut was a huge success. Here, he and owner Sonny Seiler (BBA '56, JD '57) cool off while listening to Coach Richt's post-game victory speech to the team. ■











When Frank Brumley and his older brother George bought Daniel Island from The Guggenheim Foundation for \$12 million in 1997, the island was deserted except for the remains of seven truck farms. To foster the idea of community in their ambitious mixed-use development, they donated land to churches and schools and set aside hundreds of acres for parks. They added homes in phases, a neighborhood at a time, some million-dollar mansions, some middle-class homes, some affordable housing.

# island visionary

*Frank Brumley (BBA '62) learned the coastal development business from the inimitable Charles Fraser (BBA '50), creator of Sea Pines. With Amelia Island, Wild Dunes, and Kiawah Island on his resume, Brumley has now turned his attention to Daniel Island.*

Frank Brumley's not a Texan, by a stretch. He's more comfortable in a hunting cap than a 10-gallon hat. Instead of snakeskin boots, you're likely to find him wading through thickets in leather snake-leggings. Still, a phrase from Texas best defines Brumley's secret to success: Howdy, podnuh!

"You get a lot of good things done when you have like-minded, ethical people pulling on the same rope," says Brumley, winner of a 2008 Terry College of Business Distinguished Alumni Award [see story on p. 36]. "I like to think that picking partners is one of my specialties."

Plenty of partners have pulled a rope with Frank Brumley. He's fired the dreams and balanced the interests of bankers, realtors, planners, contractors, politicians, environmentalists, civic groups, churches, educators, administrators, restaurateurs, other developers — any and everybody it takes, in fact, to build and foster successful communities.

In his 35-year career as a development executive, Brumley and various partners have assembled ventures in some of America's most famous and most successful planned communities, taking them from

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**by charles mcnair**

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**photo by william struhs**

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marsh lands and vegetable fields through acquisition, zoning, and construction phases all the way to the operation of retail, hotel, and sports enterprises. He helped build Amelia Island Plantation, and he also helped develop Wild Dunes and Kiawah Island.

Brumley has now turned his attention to the development of Daniel Island, just across the Cooper River from Charleston, S.C., on land purchased in 1997 from the Guggenheim family of New York. (Yes, those Guggenheims.) As chairman/CEO of the Daniel Island Company, Brumley and his newest partners, including a sharp protégé with a Columbia M.B.A. named Matt Sloan, oversee a bona fide Texas-sized vision — a 4,000-acre island town with 20 miles of waterfront. When complete, Daniel Island will be home to 7,000 residences and 18,000 people, two designer golf courses, 2.3 million square feet of office and commercial space — and hundreds of acres of protected natural areas.

You won't catch Frank Brumley bragging about any of these achievements, of course. Like many rurally bred Southerners, he is not a bragging man. In fact, it seems the more he's accomplished, the more humble he's grown.

"Frank shies away from recognition," says Kitty Robinson, executive director of the Historic Charleston Foundation, where Brumley, a former president of the foundation, is a trustee and a long-time champion of preservation efforts. "It's part of his persona. He just feels it should naturally be done, and he doesn't seek credit."

Humble or not, a lot of people see Brumley forever wearing a conspicuous 10-gallon hat. A white hat.

See, Frank's considered one of the good guys, a developer who has shown great sensitivity as he built communities, preserved history, conserved natural areas and, generally, gave back to Georgia and the South the good fortune he's been blessed to receive.

## small town boy, big ideas

Brumley reminisces at a table in his corporate offices on the second floor of the NBSC Bank Building at the main crossroads of Daniel Island's commercial center. It seems a fitting location for a man who started out his career after UGA as a small-town banker, way back in 1963. He's bursting with energy for a man with a resume 45 years long, talking without a break for three hours, exhaustively pulling names and details from memory. At lunch, he outwalked his visitor to his automobile, despite a leg brace he's worn since he "popped a quad tendon" and endured two surgeries after a fall. As Brumley drives, storytelling all the while, he's prone to suddenly stab a hands-free phone button on

*"Frank's been successful because he's very bright. That's the first thing you notice about him. He's well read, well traveled, very sophisticated, actually. But even more, he's a great people person. He has great empathy for you, and he's a great listener. There's nothing showy or self-centered about him."*

*- Jimmy Blanchard (BBA'63, LLB '65),  
former Synovus CEO*

his rear-view mirror, bark "Office" in his south-Georgia accent, and leave a git-'er-done message with Joyce Bradford, his administrative assistant of 20 years. He can be nostalgic, remembering the long-ago and long-changed coastal town where he grew up.

"St. Mary's was a Huck Finn life," he says. "You knew everybody, and everybody knew you. There's a Trident submarine base down there now, with more people living on the base than in the whole county when I was growing up."

Brumley's granddaddy grew up on Maryland's eastern shore, where he made a living as a truck farmer. That gene clearly passed to Frank . . . only he likes to grow communities instead of cabbages.

The Brumleys moved to Florida in 1902 to take advantage of cheaper dirt, warmer winters, and fresher orange juice. Brumley's father grew up in central Florida, then went off to World War II. He came home in one piece, and took a job with Gilman Paper Company in St. Mary's as a lab chemist. By the time he retired, he ran the paper mill, even pulling a hitch in New York City to close out a brilliant career as an executive.

Frank and his siblings, including older brother George and sister Martha (BSHE '59), had their run of the coastal waterways, and of the timberlands and woods owned by the mill. The outdoors gave the Brumley kids their requisite southern hunting and fishing skills, along with a love of firearms. After graduation from Camden High School in 1958, Frank enrolled at, brace yourself, Georgia Tech. But St. Mary's hadn't prepared him for engineering.

"I'd never even seen a set of drawing instruments," he recalls. "I was taking remedial everything."

He toughed it out two years before transferring to UGA in 1960. There he plunged into a business curriculum, finding it a better fit. He pledged Sigma Alpha Epsilon, finding life-long friends in the fraternity in people like former Synovus CEO James Blanchard (BBA '63, LLB '65). Brumley today serves on the Synovus board.

"Frank's been successful because he's very bright," says Blanchard. "That's the first thing you notice about him. He's well read, well traveled, very sophisticated, actually. But even more, he's a great

(below) Frank and his wife, the former Blanche Cauthen of Thomasville, have wonderful memories of college — including this Magnolia Ball photo they posed for at the SAE house. Perhaps it was all meant to be, given that Blanche's great-great grandfather built and lived in the home that later became the SAE house. (photos at right) Jack Nicklaus designed a golf course for Brumley at Kiawah Island. The Daniel Island Country Club has courses designed by Tom Fazio and Rees Jones.





people person. He has great empathy for you, and he's a great listener. There's nothing showy or self-centered about him."

It's likely that Brumley tried to show off once or twice for a pretty girl from Thomasville, Ga., named Blanche Cauthen. Whatever he did to catch her attention, it worked. Frank and Blanche have been married 46 years now, their vows blessed by three children and eight grandchildren.

Frank is gallant enough to immediately point out that Blanche is the first — and finest — partner he ever picked.

"There's deep red Georgia blood in Blanche," says Brumley, tracing her family line back generations. (In a strange twist of happenstance, Blanche's great-great grandfather built a personal residence in Athens in 1842. That home later became the SAE fraternity house where Brumley pledged.)

When Blanche graduated in 1963, the couple returned to St. Mary's. For six years, Frank made a respectable living at St. Mary's State Bank. He got into real estate and a little insurance too, with his father and a brother-in-law. Things looked promising as a family partnership, and Brumley could have lived and died as a good citizen of this little coastal Mayberry.

Then one day a man walked into the bank and made Frank Brumley an offer that changed everything.

## fraser's siren song

To use a popular phrase from 1969, Charles Fraser [see sidebar at right] really had it going on. A persuasive and brilliant Terry grad (*BBA '50*) and Yale-educated lawyer, Fraser's bank visit and a subsequent introduction to his innovative development at Sea Pines on Hilton Head left Brumley starstruck.

Fraser's vision of a newly created community "built into" the coastal environment, not superimposed on it, was unique for the time. It had so many elements that attracted Brumley. Sheer scale, for example: At the time, Sea Pines was the largest island development ever undertaken by a company on the East Coast — on a piece of land larger than the island of Manhattan. It had aesthetics; fastidious land studies and architectural planning led to houses and buildings that organically fit the natural fabric of Hilton Head. The concept was as revolutionary as Seaside, the world-famous neotraditional community that rose up in the Florida Panhandle 20 years later.

But of all the alluring elements on Hilton Head, the most singular was this: Sea Pines Corporation had Fraser — a man you simply couldn't turn down.

Frank Brumley tried.

Fraser was asking him to be the point man on Sea Pines's next high-profile development — 3,000 acres on lovely old Cumberland Island, just a short boat ride from St. Mary's. Brumley knew this part of the world; he had a reputation for honesty and creativity. Fraser wanted him, and no one else.

(below, from left) Brumley was at the St. Mary's State Bank when Fraser, fresh out of Yale law school, made him an offer he couldn't refuse.



## charles fraser: *Patriarch of Planned Coastal Living*

"If Hilton Head Island had its own currency, Charles Fraser's picture would be on it."

Timothy Guidera of the *Savannah Morning News* wrote this tribute to Fraser (*BBA '50*), who died in 2002 in a boat explosion in the Caribbean.

Today, his legacy is pervasive in the world of coastal development. His vision of "contractual community," where restrictive covenants control design and growth and blend development into natural settings, can be found from Maine to California.

In 1955, two years out of Yale law school, Fraser talked his father, a timber magnate, into

selling him 4,500 acres of a barely populated Hilton Head Island. By 1956, the two men had the state building a bridge to the island, and, in 1957, Fraser started the Sea Pines Company.

Initially, Fraser operated from a ratty trailer amidst sweltering marshland. But with a determination that became legendary, he combined the key style elements of California Modern, Japanese, and Frank Lloyd Wright. End result: The Hilton Head Style of Architecture. Fraser broke the mold on ocean-front property design, positioning rows of lots on "T-roads" at right angles to the ocean, instead of facing it. He drew up a European-style town center with pedestrian paths, not paved streets.

Harbour Town Lighthouse, the first built on the East Coast in 70 years, earned a nickname: Fraser's Folly. Undeterred, he went on insisting that people and beauty come ahead of profits. Once, to save a single oak tree, he spent a half million dollars to redesign a man-made harbor. He mixed living spaces so different generations could be coaxed to live together. He was among the first developers to marry golf and real estate.

Fraser never hesitated in pursuing his vision, and he lived long enough to see Sea Pines transform the image and economy of coastal Georgia, South Carolina, and Florida. Subsequent developments wrought by Brumley, who was one of his prize pupils, are a testimony to the ferocious energy, persistence, and ingenuity of this Hinesville, Ga., native.

Fraser once summed up his development philosophy in an interview with *Southern Living*: "I felt you could be economically successful developing this beach either way, ugly or beautiful," he said. "There's no law of economics that says ugliness pays. I selected beauty and set out to make it work economically."

By any standard, Charles Fraser did a truly beautiful job. ■

— Charles McNair



*Brumley played a prominent role in the creation of an Amelia Island community that adroitly blended human habitat and nature. He handled complex zoning issues, walked a tightrope between competing interests, spread risk among various partners, and oversaw the construction of the island's first homes and a Pete Dye golf course.*

"I talked it over with my father, and he was skeptical," Frank recalls. "He knew I had a sure thing going at home, with the bank and the real estate."

Bowing to his father's judgment, Brumley told Fraser no.

But the phone rang again. It was Fraser, offering, selling, convincing. If Brumley wouldn't come on board full-time, wouldn't he just agree to be a consultant, to work part-time on the most pressing issues at Cumberland Island?

Brumley's father reconsidered. His son could surely get valuable experience this way, taste big-time development, earn a few financial and civic merit badges — and he could keep the secure job at the bank and the nascent family ventures. So the two Brumleys agreed to a consulting arrangement.

Fraser must have high-fived someone when Brumley said yes.

The developer's sharp hook, baited so skillfully, was already half-way down Frank Brumley's throat.

## brumley goes island hopping

He loved the work, of course. Really loved it. Frank Brumley took to the development business like a fish to water. He worked with Fraser as a consultant for six months, until it became evident to everyone that Brumley's passion lay in the development business.

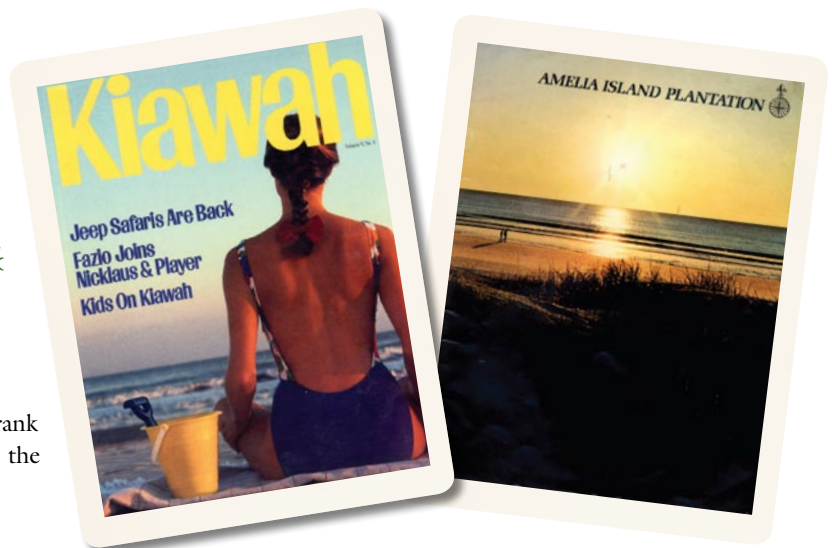
Brumley soon went full-time with Fraser, and made his bones with the Sea Pines Company. He learned how to network, how to politic, how to partner. The people skills that came so naturally grew refined, strategic, even more effective. In truth, they had to; the proposed Fraser development on Cumberland outraged the locals, who valued the idyllic splendor and peace of the oak-shaded place more than boatloads of money (the history of these islanders, after all, was a history of the Carnegies and Candles). As vice president and general manager of the Cumberland Island Holding Co., Brumley had to deal with unhappy protests, face hostile media, manage deteriorating public relations. It wasn't long before Brumley and Fraser and their partners chose to look around for some other island.

"There are some places that should never be developed," Brumley says in hindsight. "Cumberland Island is one of those places."

The company moved to Amelia Island, which it purchased for \$4.6 million in 1970. Once again, smart planning and careful development in a natural setting proved a winning formula.

Brumley as GM played a prominent, conspicuous role in the creation of an Amelia Island community that adroitly blended human habitat and nature. He learned to handle complex zoning issues, to walk the tightrope between competing interests. He learned it was very smart to spread risk among various partners. He oversaw the island's first homes and the construction of a Pete Dye golf course.

Next up? A problematic development at Kiawah. A group of Kuwaiti businessmen owned the island, and Fraser threw Brumley to the sheiks, as CEO of the Kiawah Island Company.



After several frustrating years of juggling the interests of foreign owners, local interest groups, and other parties with divergent agendas, Sea Pines abandoned the Kiawah venture. This was 1974, at a time Fraser was facing financial catastrophe with an ill-advised investment in Puerto Rico. He couldn't hold onto his properties or people, and Brumley, now on his own, was hired by the Kuwaitis to manage affairs at Kiawah. Just three years later, in 1978, Brumley left after a management disagreement.

"I not only know where the skeletons are buried on Kiawah," he laughs. "I know where the shovels are."

He and Pat McKinney, a real-estate partner, consulted next on the successful development of the 1,000-acre Wild Dunes. Gaining confidence, Brumley then had an opportunity to enter into a partnership that bought out Kiawah from the Kuwaitis for \$105 million in 1988. At the time, it was the largest real estate transaction ever made in the state of South Carolina. Brumley and his partners found a way to retire \$75 million of debt in just two years, spending only \$2 million along the way. Things were obviously going well. "We were welcomed back to Kiawah with open arms," he explains.

But Frank Brumley had no way of knowing that another success would soon open arms even wider.

## the path to daniel island

"I have been honored to serve on many boards of directors in Charleston at one time or other," Brumley notes.

True. The list includes The Nature Conservancy of South Carolina, the Lowcountry Open Land Trust, the Civic Design Center of the City of Charleston, the Coastal Community Foundation, and a dozen others.

In networking and partnering with Charleston's business leaders, Brumley met a businessman who knew a man on the board of directors of the Guggenheim Foundation, owners of a huge tract of land east of Charleston. The foundation was looking for development proposals for Daniel Island, part of its holdings. Daniel lay between the Cooper and Wando rivers just minutes from downtown Charleston on the far side of a newly planned interstate connector.

Brumley got some partners together and made a pitch. His group placed in the top five of 17 competitors, but lost to Olympia & York, then the world's largest real estate development company. Still, he earned a consolation prize. The winners asked Frank to join them in a consulting role on the development.

Not long afterward, Olympia & York dumbfounded the world by declaring bankruptcy. The Guggenheim Foundation ultimately



**Brumley calls the family cemetery on Wadmalaw Island a prayer garden. His mother and father are buried there, along with ashes from his older brother George and his family — 12 of whom died in a tragic plane crash in Kenya five years ago.**

decided to sell Daniel Island outright, so Brumley and Matt Sloan got together with Frank's older brother George, by now a noted neonatal physician who headed the pediatrics unit at Emory University Hospital. George, in addition to inventing life-saving techniques in childhood medical care, had prospered financially, and George's brother-in-law, Fred Stanback, had a close friend named Warren Buffett. The Stanback family had made serious money with its famous headache powders ("Snap back ... with Stanback!"), then reinvested its earnings in Buffett's young company, Berkshire Hathaway.

So it was that the Brumley brothers and a few other investment partners began the ultimate development project of their lives, creating a community on a spoil island and marshland just over the water from Charleston. When the Brumleys bought it for just \$12 million in 1997, the island was deserted except for the remains of seven truck farms.

In the fullness of his powers, Brumley now knew how to bait a hook, too. To foster the idea of community, the Brumleys donated land to churches and schools, and set aside hundreds of acres for parks. They worked out deals with Charleston to be annexed into the city, in return for police, fire, and sanitation services. They found a corporate anchor, then banks followed. They brought in the Family Circle Tennis Tournament, and they built one of the finest tennis facilities in the nation. They added homes in phases, a neighborhood at a time, some million-dollar mansions, some middle-class homes, some affordable housing. They brought in partners to manage various profit centers outside their own expertise. To avoid debt, Brumley brought in the Crow family from Texas as his joint venture partners in the golf and residential segments of the island.

It's a success story, but now one that's bittersweet. Brumley's brother George and 11 other members of the Brumley family lost their lives in a small-plane crash in Kenya five years ago.

"I think about them every day," Brumley says.

That mind-numbing tragedy is the reason Brumley started his most beloved development, a small one and maybe his last, at his favorite place on earth.



## wadmalaw island, place of peace

Frank Brumley calls it a prayer garden. His mother and father lie here, under the shade of great trees. Half the ashes from George's family lie here. A chest-high wall of 200-year-old brick salvaged from a river surrounds their gravestones, these made of gleaming white Georgia marble. Brumley and his beautiful Blanche will lie here one day too, in the soft shadows of this private family cemetery.

Five hundred wild acres on Wadmalaw Island is Frank Brumley's place of peace. He comes here at least once a week. After his dad died in 1989, he came almost every day, and on the trip from Charleston, he would talk with his mother the entire 45-minute drive.

"Mom said she got lonely about the time Dad used to get home from work," Brumley explains. "It did us both good to talk."

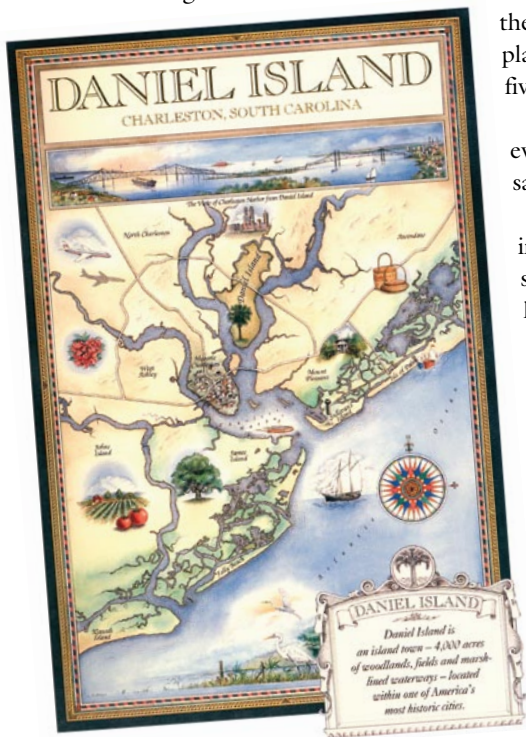
The plantation is a retreat, but it takes a lot of work. Brumley drives his own tractor and keeps the fences up. He and Blanche recently placed a conservation easement with the Lowcountry Open Land Trust that will prevent this land from ever being developed.

Brumley cherishes a new role in his life. He's become a surrogate grandfather to 10 remaining grandchildren in George's family. Add in eight grandchildren of his own, and you can understand why he's built a family compound that sleeps 32. He recently added a new outdoor pavilion with state-of-the-art sound, and a new bunkhouse waits for bedtime ghost stories and the laughter of children.

An estuary with a priestly blue heron flanks the main house, and banana spiders as big as a man's hand hang over the flowerbeds. Out the windows, past a billion shining bayonets of spartina, sparkles the sea. Blackbeard and other pirates once sailed just there. Confederate blockade runners and grim slave ships passed too, not so long ago.

It's a place to consider history. How nothing stays the same.

But some places on the Brumley place feel a thousand years old. Long-leaf pines whisper in the breezes. Elephantine oaks grow too thick to reach around, their heights cloudy with Spanish moss. On a long lone road, Gullah islanders watch cars pass. Frank Brumley has learned a great deal about development in his amazing career. Luckily, he has learned when to let things stand still, too. ■



*When the Brumleys bought Daniel Island for just \$12 million in 1997, it was deserted except for the remains of seven truck farms. When complete, the 4,000-acre development will be home to 7,000 residences, 18,000 people, two designer golf courses, and 2.3 million square feet of office and commercial space.*

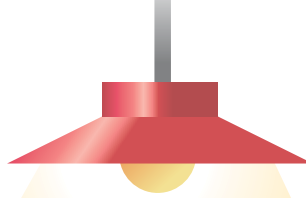
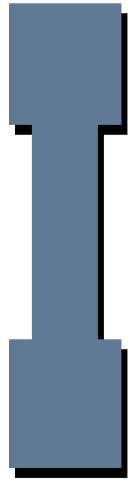
# TAMING the MONSTER



Terry graduates boast first-time CPA exam pass rates that are consistently among the 10 best in the nation

by **MATT WALDMAN** (AB '96)





It's a 14-hour rite of passage split into four parts. It tests knowledge, organization, and expression through its battery of questions. Those who pass each section with a minimum score of 75 percent earn the initials signifying their technical excellence like a badge of honor. It is the Certified Public Accountants licensing examination, and its difficulty is so renowned that the long-running joke among accountants is that CPA exam centers serve as their profession's unofficial reunion place.

"I remember overhearing two people who had obviously seen each other at the exam before. It was their twelfth and thirteenth time there," says Terry accounting professor Denny Beresford, thinking back on his angst-ridden, two and a half days in the Santa Monica Civic Auditorium as one of 1,500 accounting graduates taking the exam. "It made my heart drop, thinking that could wind up being me," recalls the former two-term Financial Accounting Standards Board chairman and audit committee chairman of Fannie Mae's board of directors.

Beresford passed on his first attempt, although he says there were two sections "where it could have gone either way." Yet even by today's standards — where calculators are permitted, the exam is computerized, and accounting grads have the option to schedule the exam's four parts at their convenience — Beresford fared better than most aspiring CPAs. Nationally, the highest initial pass rate for the CPA exam in the last 10 years was 20 percent (2003). Compared to the bar exam's national pass rate, which has consistently remained for the past decade between 63-67 percent (1998-2008), accountants envision lawyers exiting exam centers skipping and singing.

Which is not to imply that first-time CPA exam pass rates are a grim statistic for graduates of Terry's J.M. Tull School of Accounting. Quite the opposite, in fact. According to the latest results published by the National Association of State Boards of Accountancy, the first-time pass rate for Terry's accounting graduates in 2006 was an eye-popping 71.7 percent — fifth-best among any school where first-time candidates without advanced degrees took the examination (See chart on p. 27). In fact, since 1998, Terry's first-time pass rate has been two and a half to three times higher than the national average.

What makes Terry accounting grads consistently among the top 10 in the country on the CPA exam? The explanation begins with faculty who are the complete package of researcher and instructor. Support from organizations and

individuals who benefit from the program is also important, as is a unique accounting curriculum structure, and the innovative approach of professors like Linda Bamber and Dan Smith, who are revolutionizing the way accounting is taught.

One thing conspicuously absent from this equation is any semblance of strategy that teaches the CPA exam or emphasizes passing the test.

"We are proud of our CPA pass rates, but instead of teaching to the end result, we see passing it as more of a by-product of a good program," says Ben Ayers, director of the J.M.

Tull School of Accounting, who stresses that Terry doesn't believe in teaching to the exam, much less offering CPA exam review courses within the curriculum. "The end result of completing our program should be leaving here with a strong fundamental understanding of accounting and tax rules in addition to long-term life skills of researching and learning. We have a very rigorous program that challenges students, and, as a result, helps our graduates get up to speed quickly so they are ready to be successful."

Ayers' personal CPA exam war story deals with pre-exam angst as a new hire at KPMG's Atlanta office. "It was my first day at work, my cube mate had just failed all four parts of the exam and was nervous to the hilt," says Ayers. Although he passed on the first try, Ayers recalls balancing a new job by day and studying for the exam at night as a "grueling experience."

Even for full-time students, it's an ultra-demanding balancing act to devote prep time to the exam. It was 1975 when Terry professor Linda Bamber stacked her fall course load so she could devote 40-50 hours per week to prepare for the CPA exam in her final semester at Wake Forest. "It never occurred to me that I would pass the entire exam the first time," says Bamber. "All I wanted to do was get some parts completed, so next time I could take fewer parts."

Bamber couldn't imagine feeling more out of her element when she entered Winston-Salem's convention center in her "lucky exam clothes" and saw 500-600 others seated at row upon row of large wooden tables — and, even on test day, most were dressed for success. "I was wearing a pair of jeans, a funky-looking top, and my hair was in pigtails with red ribbons," Bamber recalls. "I show up looking like I'm in junior high, and there are all of these people in suits . . . I was so intimidated, thinking, *What am I doing here?*"

Nervous because she finished the exam 45 minutes early, Bamber was even more surprised later when she learned she had nailed all four parts of the exam, scoring in the top one and a



**“I want my students to have the same experience I had — to be in the CPA exam and think, this is a piece of cake compared to what I did at school!” says Linda Bamber. “I want them to be surprised and delighted by the idea that school prepared them so well.”**



Linda Bamber

half percent of all candidates and earning national recognition as an Elijah Watt Sells Award Finalist.

Bamber draws upon her CPA exam experience to prepare her students for the eventual transition from college to a client service industry. Because the demands of the corporate world can wreak havoc on studying, Bamber gives long-form, evening exams in her Cost Accounting 5100 course to simulate the testing environment of the CPA exam.

“I want my students to have the same experience I had — to be in the CPA exam and think, *This is a piece of cake compared to what I did at school!*” says Bamber. “I want them to be surprised and delighted by the idea that school prepared them so well.”

From her desk drawer Bamber pulls out a thick, red packet that she creates for students in her cost accounting class.

“I have handouts for every chapter that explain why you should be interested in the topic, what is important to get out of the chapter, and helpful hints,” says Bamber. This customized course supplement is currently 272 pages long, and it’s crammed full of business press articles, problems more difficult than the textbook offers, plus case studies and writing assignments. “I have to coordinate this with the syllabus, library materials, and my class web site.”

Updating this material has become one of Bamber’s summertime rituals for the past 20 years, but it is this type of instructional planning that is necessary to remain current with accounting practices. The field is so quick to evolve with continual rule changes — making it difficult, if not impossible, for the textbook industry to keep up. Bamber credits the School of Accounting Excellence Fund for making a significant impact on students through its support of faculty.

“The proportion of state funds is dwindling rapidly at universities nationally. We’re asked to take more students with less faculty. And to do that you’ve got to have better faculty,”

explains Bamber, who says the excellence fund is supported by public accounting firms, corporate contributions, alumni, and even some accounting professors themselves. Besides giving scholarships to students, Ben Ayers has used the fund to attract and retain top faculty.

“Ben Ayers does a great job of making sure that people who excel as teachers are appreciated for that function — and that’s really unique,” says Bamber, who emphasizes that the Tull School valued the importance of quality instruction long before teaching became a higher priority to accounting programs around the country.

“We have a long track record of caring about it from the beginning, so it’s not lip service,” says Bamber. “We’ve been able to hire really good, young faculty because it’s a good research institution, as well as a good teaching environment. If we didn’t have the support from the accounting firms, corporate employers, and alumni, Terry would not command the attention of up-and-coming professors in demand around the country.”

Take new hire Andy Call, for example. He teaches Intermediate Accounting II, part of a sequence of three intermediate courses that form the backbone of the curriculum. Call covers material that makes up the biggest portion of the CPA exam — and, according to Ayers and Bamber, his first-year teaching evaluations were among the highest they have ever seen.

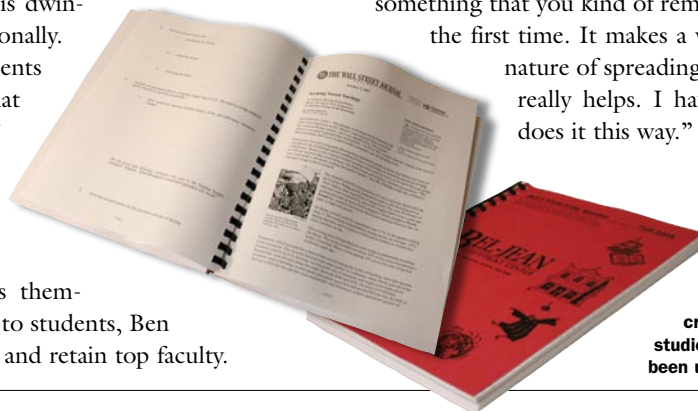
Call is a big fan of the way Terry’s accounting program divides intermediate material into three semester-long courses, which he says is unique.

“It really spreads out the syllabus, so professors can go into greater depth and give real-world insights about the topic,” says Call, who believes the end result is that students retain the material better and longer. Which is vitally important, given that students typically take the CPA exam two years after they initially took the courses.

“Whenever you’re studying for the CPA exam, you’re going to be re-learning a lot of stuff,” says Call. “If you’re actually re-learning something you learned once, that’s a better situation than learning something that you kind of remember seeing, but never really knew the first time. It makes a world of difference, and I think the nature of spreading it out across three semester courses really helps. I haven’t heard of another school that does it this way.”

Ayers, Bamber, and Call all

**Linda Bamber creates a customized course supplement for cost accounting students. Currently 272 pages long, it’s crammed full of business press articles, case studies, and writing assignments — and she’s been updating it for 20 years.**





## Terry doesn't believe in teaching to the exam, much less offering CPA exam review courses within the curriculum.

credit colleague Dan Smith for jump-starting new hires and for passing on this unique delivery method to students. "I give a lot of credit to Dan," says Call, who spent part of his first semester on campus as an observer in Smith's class. He took notes, consulted with Smith on a daily basis, and felt enriched by the experience. "Dan has a way of presenting the material to the students that is intuitive, easy to remember, and is correct."

Smith's method is a welcome departure from tradition.

"Eighty percent of the people across the country who teach intermediate accounting do so as the memorization of a bunch of unrelated rules . . . whereas, Dan teaches it from a theoretical perspective," says Bamber, who credits Smith's technique with teaching students how an accounting rule was created through real-life cases brought to the Financial Accounting Standards Board.

"If you can remember who won the battle, you can remember the accounting," says Bamber. "That is nowhere in any textbook."

Smith provides students with a textbook, so they do have hypothetical problems to solve. But he estimates that probably 95 percent of what he teaches is a reflection of real-world scenarios that he

has adapted into what and how he teaches.

"I've won a few teaching awards, but whatever I learned about teaching I learned from Dan," says Bamber, who recently was honored with an MBA teaching award for the accounting program. "Whenever I have an issue, I still come to him. I attribute a large part of our success on the CPA exam to the way he teaches the intermediate classes."

Isabel Wang (*PhD '05*), who posted stellar evaluation scores as an instructor at Michigan State, wishes Smith would collect his teaching notes into a little book.

"My teaching evaluations have been about an average of 1.4 or 1.5 (1 being the highest possible score on a scale of 1-5) in the past three years that I taught," she says, "and I owe a lot of it to Dan's effort in teaching me to be a better teacher."

For his part, Smith says he "discovered early on that students get disenchanted if you just tell them to go do something. I try to get students to understand more about the accounting standards we have to work our way through. What was going on that made this come to pass? Why was it important? And what does the FASB say we

### Schools with Highest Passing Rates Among First-Time Candidates Without Advanced Degrees (2006)

Rank	Institution	Number Fail	Number Pass	Number of Candidates	Percent Passing
1	University of Texas at Austin	29	96	125	76.80%
2	Texas A&M University	20	55	75	73.33%
3	University of Iowa	8	22	30	73.33%
4	University of Kansas	7	18	25	72.00%
5	University of Georgia	15	38	53	71.70%
6	University of Wisconsin-Madison	11	26	37	70.27%
7	University of Virginia	12	26	38	68.42%
8	Auburn University	16	33	49	67.35%
9	University of Michigan-Ann Arbor	13	26	39	66.67%
10	University of Washington	9	18	27	66.67%
11	Southern Methodist University	8	16	24	66.67%
12	Santa Clara University	7	13	20	65.00%
13	University of Tennessee-Knoxville	12	20	32	62.50%
14	Brigham Young University	11	17	28	60.71%
15	Florida State University	10	15	25	60.00%
16	University of Illinois At Urbana-Champaign	69	95	164	57.93%
17	Colorado State University	10	13	23	56.52%
18	Lehigh University	10	13	23	56.52%
19	University of Northern-Iowa	38	49	87	56.32%
20	University of Arizona	14	18	32	56.25%
21	University of Florida	9	11	20	55.00%
22	University of Wisconsin-Whitewater	14	17	31	54.84%
23	University of Notre Dame	10	12	22	54.55%
24	Arizona State University	14	16	30	53.33%
25	University of California-Los Angeles	28	31	59	52.54%

**Kelly Newman (BBA '07, MAcc '07),  
a tax staff accountant with Porter,  
Keadle, Moore, says that Prof. Dan  
Smith's classes were so thorough that  
she and her classmates thought their  
class notes were better study tools than  
the Gleim or Becker review courses.**

ultimately have to do about it?"

Smith, who is approaching his 18th year at Terry, spent his first 20 years as an instructor at the University of Florida, where he worked with Jerry Salamon, former editor of *The Accounting Review*, which is one of the preeminent academic journals in the field. Salamon had already established himself as one of the best researchers in financial accounting, but he wouldn't commit to teaching his primary area of expertise until Smith agreed to tutor him on his methods of class instruction.

"When I made this switch, I made it after I got an agreement from Dan to help me — and he was incredibly good," says Salamon. "I bet we spent two or three hours on the phone on some of the more difficult topics. I taught a long time and I never won any teaching awards until I started teaching from Dan's notes and examples. And then I won them fairly regularly when I started teaching this way."

Smith says the tutoring sessions with Salamon epitomize the shortcomings of strictly teaching by the book.

"If you have a guy this distinguished — and he's reading the book and he can't make it work — then you begin to understand that you've got to do something else for students to make it bearable for them," says Smith. "If Jerry can't do it, how in the world can you expect even a very bright undergraduate student to begin to get their arms around it without some help?"

Kelly Newman (BBA '07, MAcc '07), a tax staff accountant with the Atlanta firm Porter, Keadle, Moore, says that financial accounting is the most difficult section of the CPA exam. But Smith's classes were so thorough that she and her classmates thought their class notes were more effective study tools for that section than either the Gleim or Becker CPA exam review courses. "He has a gift for making complicated things easier to understand," says Newman, who passed the exam on her first attempt in 2007. "It was difficult, but I really haven't had any friends [from Terry] that had trouble passing."

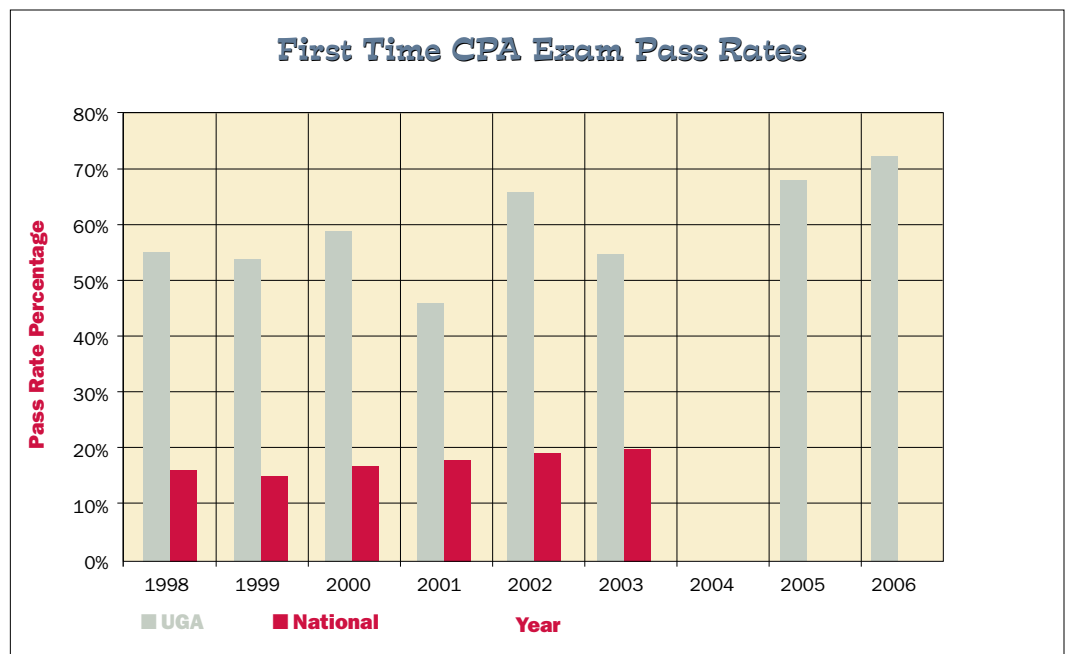
Asked why Terry graduates

do well on the CPA exam, Smith stresses the accounting program's rigor.

"There are a number of faculty who take that approach to education here and push the kids

very hard, because we want them to be successful," says Smith, who echoes Ayers' sentiments about Terry not teaching to the exam. "We take passing the CPA exam to be a foregone conclusion — and a by-product of what we're trying to do.

"One thing that's true about accounting — especially at a place like the University of Georgia, where the vast majority of our graduates goes to work in Atlanta — is that we're going to get feedback from partners over there. One of the interesting things about being an accounting professor is you have a more direct feedback loop than most faculty at the university. When my students are in a firm's start group of 55-60 people in Atlanta, I don't care where those other people came from. The things we do with the Terry students — their understanding of what accounting is, and having some perspective on whether it is good or bad — will make them better than others in their group. When the partners get around to ranking the Terry kids at the end of the first year, I don't want to be responsible in any way for them being ranked anywhere but at the top of their class." ■



First-time pass rates were not available in 2004. In 2005, the national average for first-time pass rates, as a percentage of all participants taking all four parts of the exam, was not released.





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By Krista Reese (MA '80)  
Photos by Harry Middleton)

# Piloting the state's chief economic engine

Savannah has the fastest-growing port in the nation — and it may be the best managed, thanks in part to GPA Chairman Steve Green (BBA '71)



It's just a short drive from Savannah's elegant historic district, if you take Bay Street past the old, ornate Cotton Exchange Building, the gold-domed city hall, and that cobblestoned St. Patrick's Day standby, River Street. There, the little bars, restaurants, and specialty shops bear witness to a daily parade of container ships from around the world chugging up the Savannah River to dock at the Port of Savannah's Garden City Terminal. These ships are so immense that they loom above the city's skyline, and seem to barely fit under the graceful span of the Talmadge Bridge, despite its 185 feet of clearance.

Savannah's historic district is renowned for its beauty, charm, and graciousness — as well as a good bit of guile and the love of a good party. But just a short trek from the city's lacy wrought-iron gates, lushly landscaped squares, and burbling fountains lies Savannah's port — as powerful, massive, and bustling as its squares are demure, quiet, and leisurely. The Port of Savannah is the fastest-growing port in the nation.

And yet, the city's ornate homes, its *Midnight in the Garden of Good and Evil* history, and even resident Food Network star Paula Deen are all better known around the country — and in their own state — than the port, which is perhaps the state's single biggest economic engine.

"It's pretty much taken for granted," says Savannah Area Chamber of Commerce President Bill Hubbard. "It's viewed as a Savannah asset rather than a state asset," seconds Chamber VP Trip Tollison.

The Port of Savannah is one of four in the state, all operated by the Georgia Ports Authority, which was established in 1945. The GPA's 13-person board of directors is appointed by the governor and its task is to establish the vision for Georgia's maritime trade and chart the long-term course for both the authority and the shipping industry in collaboration with a multitude of stakeholders who are affected by the four ports.

At the helm is GPA Chairman Steve Green (*BBA '71*), who oversees what, in these tough economic times, is an extraordinary success story. The Port of Savannah's rapid growth currently ranks it No. 4 in the nation [see sidebar on p. 33], and one major distributor recently told *Time* magazine that he expects Savannah to overtake No. 3 New York/New Jersey "within the next decade."

Jeff Humphreys (*AB '82, PhD '88*), chief economic

forecaster for Terry's Selig Center for Economic Growth and the author of a study of the port's economic impact, states unequivocally, "It's the best-managed port in the country."

Which is where Green's leadership comes into play.

"He's the kind of guy who comes up with these out-there ideas, and you think he's kidding," says Hubbard. "And then he does them . . . and they're great."

For example, during Green's first term as chairman of the Savannah Chamber, he launched a discussion among local business leaders on repositioning the tourism market, focusing on a visitor demographic interested in art and culture, toward high-end, affluent consumers. As part of that initiative, he arranged a group tour of Santa Fe, N.M., where boutique hotels and gourmet restaurants

We had to show people in Congress that the Savannah port is local to them.

It may not be in their district, or their state, but they've got 5,000 workers dependent on it. That makes it of vital interest to their constituents.

— Steve Green, chairman of the board, Georgia Ports Authority

keep traffic manageable and income high.

Green pioneered a similar outreach program for the GPA to develop broad-based Congressional support for the Savannah Harbor Expansion Program, which proposes deepening the shipping channel to 48 feet by 2014. This depth will allow the largest cargo vessels, called Super Post Panamax ships, to call on the Port of Savannah, keeping it competitive as the shipping industry shifts



COURTESY: GEORGIA PORTS AUTHORITY

The Port of Savannah currently ranks No. 4 in the nation and a major distributor recently told *Time* magazine that he expects it to overtake No. 3 New York/Newark "within the next decade."





Under Green's leadership, the GPA board has created a \$1.4 billion capital improvement plan. Coupled with the proposed deepening of the Savannah River channel to 48 feet, the plan will ready the Savannah port for a new generation of Super Post Panamax container ships bearing the cargo equivalent of what 5,800 semi tracker-trailers or 570 Boeing 747s could haul.

computerized facilities in the country, allowing every unloaded container to be tracked from port of origin to final destination. A unique aspect of the Savannah port is its success in attracting large distribution centers, marketing to national corporations that direct their cargo to Savannah. Some retailers, such as Target, operate their own distribution centers near the port, unloading their own shipments and whisking them away via a complex logistics system directly to their retail outlets.

Savannah's geography is another important component of the port's success: The major interstate arteries of I-95 and I-16 allow direct access for trucking imports to 80 percent of the American population in the eastern U.S. Major railroads (CSX, Norfolk Southern) also operate at the port, allowing more direct shipments of goods.

Perhaps the Savannah port's most distinctive aspect is the fact that once these enormous ships are unloaded, they don't leave empty-handed. Georgia maintains an enviable balance of trade, currently exporting slightly more products than it imports — a unique status

the core of its business toward these giant-sized cargo haulers. In the quest for federal funds for SHEP, Green called on his political experience to identify Congressional districts all over the country whose products moved regularly through Georgia's ports.

"You know the saying, 'All politics is local,'" says Green, who majored in management at Terry. "We had to show people in Congress that the Savannah port is local to them. It may not be in their district, or their state, but they've got 5,000 workers dependent on it. That makes it of vital interest to their constituents."

Headly leadership is vital when you're talking about a potential armada of next-generation ships — bearing the cargo equivalent of what 5,800 semi tractor-trailers, or 570 Boeing 747s could haul — arriving at the docks. Vessels that call on Savannah's Garden City and Ocean Terminals embark from China, South Korea, India, Germany, and Brazil. From the mouth of the Savannah River, they are escorted by tugboats that nudge them into berths like valets negotiating snug-fitting parking spots. These floating warehouses are piled high with a variety of goods — furniture, toys, hardware, beer — and the list of importers includes industry giants like Home Depot, Target, Ikea, Oneida, Wal-Mart, and Heineken.

Atop a Garden City Terminal crane, an operator peers down through steel mesh from a 367-foot tower, from a unit certified to lift 65 tons at a time. Here, Super Panamax ships — currently the largest at the port — are unloaded in little more than one container per minute. Specialized automobile transporters, called Roro ships, deliver new cars to the Port of Brunswick's Colonel's Island Terminal, where 368,351 vehicles and pieces of machinery — including BMW, Volkswagen and Porsche — arrived on U.S. shores in FY 08. Both the Savannah and Brunswick ports are among the most highly automated and

## GEORGIA PORTS BY THE NUMBERS

The Georgia Ports Authority oversees the Port of Savannah's Garden City and Ocean City Terminals, as well as Brunswick Harbor's Colonel's Island Terminal and smaller facilities in Bainbridge and Columbus.



among the nation's ports. The state's top exports to the rest of the world — kaolin, wood pulp, fabrics, poultry, paper — usually leave from a ship docked at a Georgia port. They travel to Europe and, via the Panama Canal, to Asia; through the Suez Canal, they reach India and the Middle East.

With an eye to the future, the GPA board crafted its 2015 Plan, a \$1.4 billion capital improvement strategy, to assure that, along with the channel deepening of Savannah, Georgia's port facilities will continue to keep pace with change in the shipping industry.

The Port of Savannah figured prominently in studies prepared for the 25th annual Georgia Economic Outlook meeting of more than 1,000 executives in December 2007, where Terry College Dean Robert Sumichrast joined Gov. Sonny Perdue and David Wyss, chief econo-

The value Steve brings to the table is getting all the various stakeholders to agree, and to insure the process is as transparent as it possibly can be.

— Curtis Folz, COO Georgia Ports Authority

mist for Standard & Poor, to assess the state of the state's economy. Using Humphreys' detailed economic analysis, Sumichrast noted that "Georgia's ports are poised to set another in a long series of new cargo volume records," a forecast that has begun to materialize. Savannah is the only U.S. port to chart double-digit growth for the last five years, at rates nearly twice those of its nearest competitors. Perdue characterized the state's twin deepwater ports as "a heart, driving development and pumping commerce."

Noting that the ports have outperformed his most optimistic projections, Humphreys was surprised at how quickly Georgia's ports took advantage of labor problems at West Coast ports, snaring significant percentages of their business. "They turned on a dime," he says. "I learned that the loyalty to the port is not the bottom line — it's not the warm and fuzzy personal relationships. The pace of globalization doesn't allow for that. And it cuts both ways — business can be lost just as quickly if you don't keep up with your competitors. If you're not keeping up, you're falling behind."

At the authority's offices, upriver from Savannah in Garden City, GPA Executive Director Doug Marchand is being interviewed in a conference room overlooking a nonstop stream of trucks entering and exiting the multi-laned port entrance. The day before, Green and other GPA leaders had led U.S. Commerce Secretary Carlos Gutierrez on a tour of the port, outlining their harbor deepening

plans. "It went well," says Marchand of the meetings with Gutierrez. "He was very interested. He recognizes the strong role we play."

Marchand's decade-long tenure and career port management experience are often cited as essential to the port's success. But there also seems to be near-unanimous consensus among observers that the port's prosperity is also the result of a secure and unified network of supporters from across the political spectrum, crafted through the efforts of past GPA boards going back decades, and filtering out to the business community and the state capitol. In addition to top-notch professional management, GPA's long-range stewardship came about because civic-minded businessmen and politicians from other realms used their connections and expertise to make the port's success a priority.

A Southern drawl and a self-deprecating sense of humor are also assets when they're wielded by someone like Steve Green, who displays both down-home political savvy and man-about-town style. Green is likely to dismiss a too-simplistic analysis with "as my dad used to say, it's a thin slice of ham that doesn't have two sides." Or he may criticize the herd mentality with "as my mother used to say, don't follow the bell cow."

Green first made his mark in the family business, a Frito-Lay distributorship, and later entered politics as chief of staff and campaign manager to former congressman and Sigma Nu fraternity brother Lindsay Thomas. Green returned to the private sector, founding a real estate investment and development company. ("In a moment of lunacy, I got in the inn business," he says of his newest venture, the President's Quarters Inn in Savannah's historic district.)

In addition to his GPA post, Green is returning to a stint as board chair of the Savannah Chamber. He was a founding organizer of the First Chatham Bank, where he is vice chair of the bank's board and holding company. He is a commissioner of the Savannah/Hilton Head International Airport, and recently joined Georgia Power's board of directors. When you add volunteer stints with the American Heart Association and Armstrong Atlantic State, it's a level of civic involvement that would exhaust many twenty-somethings.

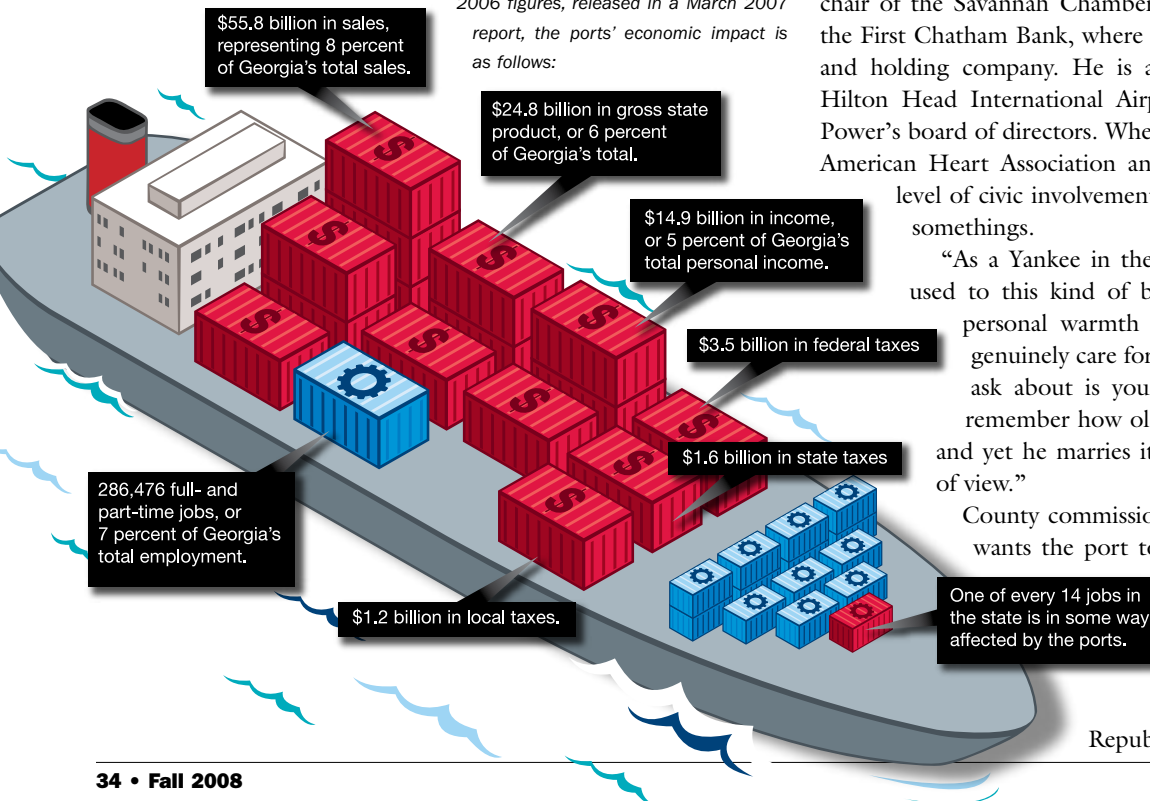
"As a Yankee in the South," says Hubbard, "I wasn't used to this kind of business person. There's a kind of personal warmth here, even in business — people genuinely care for one another. The first thing they'll ask about is your father or your son — and they remember how old they are! Steve really brings that, and yet he marries it with a real get-things-done point of view."

County commissioner Patrick Shay, a Democrat who wants the port to be "as green [sustainable] as we can make it," wholeheartedly supports the channel-deepening project as efficient, ecologically sound, and economically important. And he notes that Republican-leaning Green puts aside par-

## THE PORT AND GEORGIA'S ECONOMY

According to Jeff Humphreys, director of Terry's Selig Center for Economic Growth, the Georgia ports are an economic powerhouse for the state. Based on fiscal year

2006 figures, released in a March 2007 report, the ports' economic impact is as follows:





tisan politics to forge coalitions for the common good. Shay also attributes the GPA's success in part to the fact that "it's run as an enterprise, not a bureaucratic program."

First Chatham Chairman Arnold Tenenbaum cites Green's unselfishness, with Green suggesting Tenenbaum for board chair when he might have been in line for the position himself. "He's a caring and sympathetic person, loyal and supportive," says Tenenbaum. "He's got a soft underside, with a strong sense of humanity. But he's also complex — he can be strong, determined, forthright. You can't run over him."

"He's more than a cheerleader," says Marchand. "He wants to be intimately involved."

Former U.S. Sen. Mack Mattingly lauds Green's apparently effortless ability to merge the personal and professional: "Steve brings a lot to the table," says Mattingly. "Sometimes the good guys really do finish first."

Green describes his UGA career with typical self-effacement: "I did graduate," he says, "but I didn't rush into it."

Even as a student, he found a way to make unorthodox methods pay off. To avoid the fall registration agonies of early wake-ups and long lines, Green signed up for whatever sections were available, often ending up with undesirable first period classes. He would later seek out instructors of sections held during more appealing time slots, unfailingly persuading them to add him to their course rosters. Ironically, one of the former student deans who had observed his registration end run later enlisted him to become registrar at Brenau. "I didn't have to pay him much," says Green with a grin, recalling his first job out of school.

Beneath his warm and breezy exterior, another story emerges, one tinged with near-tragedy and shaped by raw experience at a young age. While Green was working at Brenau in the early '70s, his father was shot in the course of a botched robbery at the family's Savannah office. Then in his 60s, the elder Green turned over much of the day-to-day business operations to son Steve, still in his 20s. Over time, he became head of the family business and, eventually, the family. His parents remain, by far, his strongest influences; years after their passing, he still refers to them often.

"I had so much love and support . . . I had parents who never talked at me, but with me," says Green. "I had peers who worked for their parents who never had any authority. Initially, I ran the sales force. Dad never second-guessed me. We had a great relationship, but one day, we had a disagreement — nothing serious, we just didn't see eye to eye. When we finally talked about it, he told me, 'I don't expect that we'll always agree. You're going to think like a 25-year-old man. I think like a 65-year-old man. I'd be even more surprised if we always agreed.' He allowed me to be my own man. It was an extraordinarily generous thing to do."

Rock-solid self-confidence built from those experiences has allowed Green to venture just about anywhere he wants to go. He once con-



(above) Green developed his business savvy working alongside his father, who ran a Frito-Lay distributorship. Credited with getting a wide range of stakeholders to agree on complicated issues, Green (bottom row/left in group photo) learned the value of diplomacy as chief of staff for former congressman Lindsay Thomas.



COURTESY, STEVE GREEN

templated running for Congress, with the enthusiastic support of many influential friends, but at the last moment he withdrew his name, citing family reasons. Trip Tollison thinks Green should run for state office or Congress, but Green frowns at the public scrutiny that political life has come to require. "I just don't think my medical records and financial statements are anyone else's business," he says.

Green's devotion to the public good is the hallmark of his tenure as GPA chairman.

"The value Steve brings to the table is getting all the various stakeholders to agree," says the GPA's COO Curtis Folz, "and to insure the process is as transparent as it possibly can be."

The key to being a success, says Green, is maintaining balance.

"You're not there to oversee day-to-day operations. Managers might do things differently from the way you'd do them. You have to allow them leeway to do their jobs. You have to look at their results, not their process. We have to ask, 'Are we being fair about how we award projects? Are there enough women and minorities? Are salaries where they should be?' We can't say, 'You need to pay so-and-so X dollars.' But at a board level, we can set ranges based on a variety of criteria."

Green's political savvy came in handy during the recent visit of Commerce Secretary Gutierrez, who must be persuaded that deepening the port is crucial to its continued economic vitality.


Over a lunch of fried chicken, green beans, and Georgia peach cobbler, Green engaged Gutierrez in a conversation about his native Cuba and how the future cabinet member emigrated to the U.S. at age 6. But Green also drove home some key points about the ports having a direct effect on both the state's and the country's economy. Before he left, Gutierrez promised to put in a good word about the channel-deepening project to his fellow cabinet members.

Lobbying an emissary of the president is an example of what Green means when he says, "We [the board] are the nexus where day-to-day policy and long-term strategy connect."

Asked how he'd like to be remembered — community leader, consensus builder, businessman, politico? — Green answers, characteristically, with a favorite quote, paraphrased from Einstein:

"Seek to be a man of value," he says, "not success." ■





TERRY  
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# 2008 ALUMNI AWARDS AND GALA RAISES THE ANTE ON INAUGURAL EVENT

by KENT HANNON



hen the inaugural Alumni Awards and Gala

was held in May 2007, the Terry College wasn't sure it would be an annual event. But 560 alumni and friends showed up at the Westin Buckhead that night, and they had a rousing good time — thanks in part to the efforts of Gov. Sonny Perdue, who worked the auction floor as though he were prying votes out of delegates at a political convention.

Except in this case, Perdue was looking for people who wanted to write a \$15,000 check to spend a day with UGA football coach Mark Richt. Or a \$10,500 check to have lunch with the Guv at the Capitol. As you might imagine, the state's chief executive found those check-writers — and many others. When the bookkeeping was done, the Alumni Board had raised \$300,000 for the Terry College.

"The inaugural event was such a success," says Alumni Director Jill Walton, "that we added a band to the 2008 event so people could continue having fun until midnight."

The dance band was one of several new wrinkles that made the 2008 event more enjoyable, more memorable — and, more importantly, a staple on the Terry College's annual calendar. Attendance for the 2008 event again topped 500, and, despite spending more to put on the event in order to enhance the experience for attendees, the college still netted \$215,000.

A date has already been set for the 2009 Alumni Awards and Gala — April 25 at the InterContinental Buckhead hotel in Atlanta — and it promises to be another alumni event to remember.

"We don't have anything like it for alumni in Charlotte, I can tell you that!" says Andy Barksdale (*BBA '89, MBA '93*), moderator of the event who is a senior vice president at UVEST Financial Services in Charlotte. "It's a black tie affair, everyone you went to school with is there — and in just two years I think we have established the Alumni Awards and Gala as *the* place to be on that Saturday night in Atlanta!"

GALA PHOTOGRAPHY BY Bert McDonald

*Mark your calendar  
for April 25, 2009,  
because these Terry-  
filled evenings just  
keep getting better*

It's also an occasion for Terry to recognize alumni and friends of the college who are difference-makers in the truest sense. The Terry College is proud to be associated with them, and it was evident from what Hill Feinberg, Mary Virginia Terry, Frank Brumley, and Michael Barry said in accepting their awards that they have great love for the Terry College.

Distinguished Alumni Award winner Hill Feinberg (*BBA '69*) has the perspective of someone who grew up in Columbus, Ga., but who now lives in Dallas, Texas, where he is chairman and CEO of First Southwest Co. Recently, Feinberg established a faculty support fund that will make it possible for Terry finance professors to attend national and international conferences. The Feinberg Family Support Fund will also expose Terry students to financial markets through speakers and site visits.

Working with Terry faculty and staff to set up the fund, Feinberg was reminded what a "diamond in the rough" the Terry College is.

"And we really need to leverage that," said Feinberg in accepting his award. "It's not about being the biggest . . . it's about being the best."

One of the people most responsible for the rising national stature of the Terry College is Mary Virginia Terry, who, along with her late husband, C. Herman Terry, made a landmark \$6 million gift that funded five faculty chairs, established merit scholarships, and provided fellowships for faculty research. In October 1991, the college was named



(from left) Award winners Hill Feinberg, Mary Virginia Terry, Michael Barry, and Frank Brumley are all difference-makers in their own right. To learn more about these Terry supporters, see p. 39-40.

in honor of the Terrys, whose financial support had a transforming effect on the Terry College that is still felt today.

"Do you have about half an hour . . . I have a long speech!" said Mrs. Terry in accepting the Dean's Distinguished Service Award. She was kidding, of course. "Thank you from the bottom of

my heart," is all she said before blowing a kiss to the audience.

Brumley (*BBA '62*) has built a legendary career as the CEO and partner of several major coastal developments, including Amelia Island Plantation, near Jacksonville, Fla., as well as Wild Dunes and Kiawah Island, near Charleston, S.C. He is currently chairman and CEO of the Daniel Island Co., a 4,000-acre island town with 20 miles of waterfront near Charleston. [See cover story on p. 18.]

Brumley credits part of his success to the business education he received at Terry — and also to his mentor and fellow Terry alumnus, the late Charles Fraser (*BBA '50*), who pioneered coastal development in the southeast by creating the Sea Pines development at Hilton Head Island, S.C. Brumley introduced numerous family members from the podium as he accepted his Distinguished Alumni Award.

In accepting his Outstanding Young Alumni Award, Atlanta attorney J. Michael Barry Jr. (*BBA '93, JD '96, EMBA '05*) paid tribute to both the undergraduate education he received and to Terry's Executive MBA program for "producing and delivering an outstanding intellectual challenge and opportunity, a terrific leadership development program, and an overall experience that is second to none."

"It's a great time to be a Terry alum," said Barry, referring to the capital campaign that's about to begin for a proposed Terry complex near the corner of Baxter and Lumpkin streets. "I'm excited, as I know all of you are, to see where the college goes in the coming years — not only for our current students, but for our alumni, our programs, and our state."







## DISTINGUISHED ALUMNI AWARD

**FRANK W. BRUMLEY** (BBA '62)

*Home:* Charleston, S.C.

*Occupation:* Chairman and CEO, Daniel Island Co.

*Career highlights:* CEO and partner of several major coastal resort developments, including Amelia Island Plantation, Wild Dunes, and Kiawah Island. Since 1997, he has been the chairman/CEO of the Daniel Island Co., a 4,000-acre planned community near Charleston. Zoned for 7,000 single-family homes and more than 2 million square feet of commercial space, the island town has 20 miles of waterfront. Brumley had served as a development advisor to the Daniel

Island Development Co. in the early 1990s. The Brumley family purchased the Daniel Island assets from the Harry Frank Guggenheim Foundation in 1997. Today, the ownership and management team is in the process of implementing the town's master plan, which won the Urban Land Institute's Award for Excellence in creative land use and planning. A finance major at Terry, Brumley spent seven years as a commercial banker before beginning his real estate development career at Sea Pines Resort on Hilton Head Island, where he worked for Charles E. Fraser (BBA '50).

[See cover story on Brumley, plus sidebar on Fraser, beginning on p. 18 of this issue.]

*Business affiliations:* Board of directors of Columbus, Ga.-based Synovus Financial, National Bank of South Carolina.

*Civic involvement:* Terry Dean's Advisory Council, state trustee of the Nature Conservancy, trustee and past president of the Historic Charleston Foundation. Board of directors of the Lowcountry Open Land Trust, Charleston Civic Design Center, and Coastal Community Foundation.

*Personal:* Grew up in St. Mary's, Ga., where his father was a paper mill executive. Brumley and his wife, Blanche Cauthen Brumley (BSEd '63), have three children — Jane, Leigh and Kate (BSEd '91) — and eight grandchildren.



## DISTINGUISHED ALUMNI AWARD

**HILL FEINBERG** (BBA '69)

*Home:* Dallas, Texas

*Occupation:* Chairman and CEO, First Southwest Co.

*Career highlights:* First Southwest is a privately held investment banking firm that established its prominence in the public finance arena, most notably for its work in the 1970s developing the financial plan that made the Alaska pipeline a reality. The firm has financed sports arenas, airports, toll roads, and secondary schools. Under Feinberg's leadership since 1991, First Southwest has continued to expand its investment banking expertise to include debt, equity and clearing

services. It has become the second largest financial advisor to municipal governments in the country. The company's client list includes Houston's Toyota Center, Minute Maid Park, and Reliant Stadium, plus the American Airlines Center in Dallas. First Southwest's client list also includes SMU, Texas A&M, Texas Tech, UT-Austin, and the University of Alabama, as well as the Dallas-Fort Worth Airport, the cities of Atlanta, Dallas, and Memphis, the Orlando-Orange County Expressway and Miami International Airport, and both the City of Anchorage and the State of Alaska. Before joining First Southwest, Feinberg was a senior managing director at Bear Stearns & Co. and a vice president and manager of Salomon Brothers in the Dallas office.

*Business affiliations:* Past chairman of Municipal Securities Rulemaking Board, where he led a review of the use of derivatives in the municipal market, encouraged timelier disclosure policies related to municipal securities, and initiated a review of Rule G-37 involving restrictions for dealers on contributions to political candidates. Feinberg also serves on boards of Compass Bancshares, Energy XXI Ltd., and Greater Dallas Chamber.

*Civic involvement:* Terry Dean's Advisory Council, chairman of board of directors of the Phoenix Houses of Texas and of the MBM Foundation, which is the governing board of the partnership between Menninger Clinic and Baylor College of Medicine. Board member of Cardiopulmonary Research Science and Technology Institute, St. Mark's School of Texas, and board of visitors of UT Southwestern Health System.

*Personal:* A standout football player at Columbus (Ga.) High School, Feinberg spent a year in Vietnam as an officer in a combat unit of the Army Corps of Engineers. He and his wife Renee have two sons, Steven and Max.

(at left) Georgia head football coach Mark Richt and his boss, athletic director Damon Evans (BBA '92, MEd '94) were both on hand to encourage the audience to support the Terry College during the live auction phase of the evening. Dean Robert Sumichrast was clearly enjoying his first Alumni Awards and Gala. (at right) Attendees included Dana Pittard, wife of Pat (BBA '67), and UGA's associate athletic director Arthur Johnson (BBA '92, MEd '94). And there was plenty of music to dance to, courtesy of Atlanta band Mo' Sol.





## OUTSTANDING YOUNG ALUMNI AWARD

**R. MICHAEL BARRY JR.** (BBA '93, JD '96, EMBA '05)

*Home:* Atlanta, Ga.

*Occupation:* Partner, Epstein, Becker & Green P.C.

*Career highlights:* Barry is a member of his firm's practices in health care and corporate and securities law. He represents clients in joint ventures, private securities offerings, and other complex business transactions, including health care regulatory guidance. In 2005 and 2006, he was named a Georgia "Rising Star," a distinction awarded to less than 2.5 percent of young attorneys practicing in the state. He also was a participant in the 2005 class of Leadership Georgia. Prior to joining EBG's law practice in 1998, Barry was a tax consultant for two years with Arthur Andersen. While at Andersen, he also served on the firm's staff leadership committee and was active in recruiting for the firm.

*Business affiliations:* Member of the Georgia Bar, American Bar Association, and American Health Lawyers.

*Civic involvement:* Member of Peachtree Presbyterian Church and the Piedmont Park Conservancy, in addition to serving as president of his homeowners' association. Served as president of Sigma Nu fraternity as an undergraduate and remains active as an alumni leader, serving as a chapter advisor and vice president of the house corporation. He is involved in ongoing discussions with the university regarding development of the proposed River Road fraternity park.

*Personal:* Barry grew up in St. Simons, Ga., his younger sister Patricia Barry (BBA '97) is a Terry alum, and he loves to travel. He's already visited China, Central America, and Europe. One of his favorite hobbies is scuba diving.



## DEAN'S DISTINGUISHED SERVICE AWARD

**MARY VIRGINIA TERRY**

*Home:* Jacksonville, Fla.

*Service to Terry:* Benefactor Mary Virginia Terry and her late husband, insurance executive C. Herman Terry, have a long record of support for UGA and the Terry College of Business — which has borne their name since 1990, when the couple gave the business school \$6 million. At the time, it was the largest individual gift in university history. That gift and others that have followed have made a dramatic difference in the overall quality and capabilities of the Terry College — funding faculty chairs, scholarships, summer research support, and facility upgrades to Terry's Executive Education Center in Atlanta. The couple also made gifts to support other faculty chairs at UGA, and they have supported the university's general scholarship fund. Mrs. Terry endowed a faculty chair in UGA's College of Pharmacy in honor of her husband's father, who was a pharmacist. She also gave the university \$300,000 to support research and treatment of asthma and other respiratory illnesses, which were contributing factors to her husband's death in 1998.

*Civic involvement:* Mrs. Terry has long been a major supporter of education, children's charities, and the arts. She has been a trustee of Jacksonville University and served on the boards of the Wolfson Children's Hospital, the Children's Home Society, the Salvation Army, the Sulzbacher Center for the Homeless, and the Jacksonville Symphony. In 2002, she received the Blue Key Service Award from the UGA chapter of Blue Key National Honor Society.

*Personal:* Mrs. Terry grew up in the small southern town of Quitman, Ga. Married in the 1940s, she continues to display the passion for civic and philanthropic involvement that she shared with her late husband, who passed away in 1998.



(above) Alumni Board president Andy Barksdale (BBA '89, MBA '93) with auctioneer Doug Sims (BBA '69); Renee Feinberg makes a bid; group photo includes Christie Nally (BBA '98), Chloe Thompson (BBA '06), Mai-Lise Nguyen (BBA '05), Aaron Kelley, Eric Viola (MBA '03), and Tim Price (BBA '05). (left) TJ Callaway (BBA '07) and Brooke Braswell on the dance floor. (right) Acapella group Noteworthy.







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# BIRTH *of a* SALESMAN

When Kevin Killips took on the nation's best collegiate salesmen, he was coached by a seasoned pro from the corporate sector — marketing professor Kevin Ellis *By* **Matt Waldman** (AB '96)





It was only two and a half minutes, but it felt like an eternity to Kevin Killips. Like 103 other students from 53 schools in the same competitive situation, the Terry marketing major had only 20 minutes to pitch his product. But six minutes into his presentation, the buyer got up and briefly left the room.

As Killips sat there with a camera trained on him from the corner of the office, only one thing came to mind:

Don't look stupid.

Killips knew that the sudden exit and subsequent return of his would-be buyer was a curve ball thrown at him by the judges. But unbeknownst to him, a National Collegiate Sales Competition audience of 500 was watching his reaction to this scenario on closed circuit TV — and they were both amused and impressed with his composure. Many of these judges and professional recruiters paid upwards of \$25,000 to see some of the best marketing students in the country sell NetSuite's software management tool in elaborate role-playing sessions.

Thanks to the counsel of Terry marketing professor Kevin Ellis, who prepped his students for the rigors of the NCSC through hours of practice — the Terry College senior laughed all the way to the bank. He walked out of Kennesaw State University that night with a \$1500 suit, a new laptop computer, and — for coming within decimal points of winning the whole thing — a third-place check for \$1000.

"Kevin is intense. He is results oriented. He's a competitor who is involved in every aspect of his life," says Ellis, who admires Killips for his performance not only in class, but also as a member of both the LEAD program and UGA's prestigious Arch Society, a select group of 36 students who serve as goodwill ambassadors for the university.

Ellis knows a thing or two about competition himself; the New Jersey native's Brooks Hall office is home to a pair of steer horns — a memento of his days as a professional bull rider.

"The rodeo came in the late 1940s to early 50s. It was something I wanted to do. So I sent my money to Pauls Valley, Oklahoma, and next thing you know I got a permit," says Ellis, who understands that a New Jersey native riding bulls professionally seems odd. But he loved it from the get-go. "I paid my money and went down there

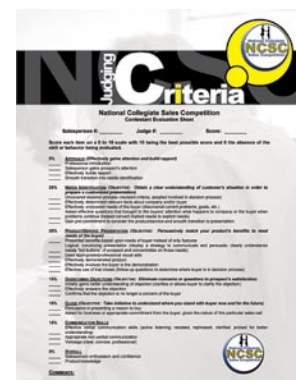


Ellis (left) stresses action-based learning in the classroom, and a Terry sales tournament helped prepare Killips (right) for the rigors of the National Collegiate Sales Competition. He placed third at NCSC, winning \$1,000, a laptop computer — and a \$1500 business suit.

and bought my stuff. I rode home on a subway with a bull rope and a bareback rig."

Being a subway cowboy is just one of many colorful tales that Ellis weaves together with the ease he exhibited when breaking the ice with a client during his high-profile career as a brand manager. Before that, Ellis worked on a New York City construction crew pouring concrete on the floor of the J.C. Penny Building — the same locale where he would later accept his first corporate job with Shell Oil. Ellis also held high-level positions with Volkswagen and Porsche-Audi at the height of those companies' popularity. He dodged gunfire as an E&J Gallo executive during the Chavez boycotts in Chicago. He had successful tours of duty with Avon and M&M Mars. And during his days in the beer business, he developed a relationship with the legendary Chicago White Sox owner and promoter extraordinaire Bill Veeck.

"Kevin Ellis has done everything from serving in the military to being a professional bull rider to helping establish one of the



most world-renowned ad campaigns — Volkswagen's 'Think Small' campaign," says Killips, who first enrolled in Ellis' Consumer Behavior course as a junior. Later, he took Ellis' Professional Selling class. "He has all this knowledge and experience to impart. He's worked with business people from other countries, and he can give you a perspective on every single angle that you could be interested in."

Ellis is a strong proponent of action-based learning. He began his Terry career in 1987, teaching the evening program in marketing and giving seminars on team building to small businesses for the institute for business.

"The more I did all this kind of stuff, the more I realized how critical the sales function was," says Ellis. "My objective is to get as many of our students acclimated to this process as possible so we can dramatically increase their employment probabilities and capabilities."

Ellis had a hand in creating the new Terry Sales Competition, a corporate-sponsored, campus-wide event that models the structure of the National Collegiate Sales Competition and serves as a qualifying tournament for the NCSC.

"We put them through a pretty extensive, unsettling test," says Ellis, who believes that, for many students, their greatest fear is the unknown. "The buyer will throw all kind of things at them, such as, 'You're late!' when they're not really late, or 'What are you doing here? I never agreed to any appointments,' or 'You're awfully young, why should I be talking to you?' or 'Do you even know what you're talking about?'"

This aspect of the NCSC competition didn't faze Killips, who, as a member of the UGA Arch Society, is no stranger to dealing

The National Collegiate Sales Competition pitted 103 people from 53 schools against each other in high-pressure, one-on-one sales situations. The judges threw Killips a curve by having his would-be sales target get up and briefly leave the room in the middle of his sales pitch. A closed-circuit TV audience of 500 eavesdropped on the proceedings and was impressed with Killips' composure.

with important people and thinking on his feet.

"A lot of our students walk into assignments pretty blind. They could be doing anything from passing out programs to leading around guests of the president or the provost," says T.W. Cauthen, assistant director for the Center for Leadership and Service and advisor to the Arch Society. "We worked the Carter conference and that was a huge example of being flexible and doing anything that was needed at the drop of the hat. (Students) really have to be composed and on point with handling situations and being flexible."

Killips acquired a good bit of his confidence, composure, and ambition long before arriving in Athens.

"I had to stick up for myself amongst an older crowd," says Killips. The youngest of four siblings, he and his brothers Brian and Aaron were all self-described gym rats and the playing field was their babysitter — the natural result of having a former college basketball coach and athletic director for a father.

Killips' family encouraged him to be smart and independent.

"My parents took the stance that they would help me out when needed, but that I would provide for myself in college," says Killips, a HOPE scholarship recipient, who originally wanted to follow in his father's footsteps and forge a career in athletics. But he noticed how well his sister and brother-in-law were doing in media sales, so he got involved in a side venture of theirs called Ad Mobile that employs tri-fold billboard technology. Killips was soon making sales to bring Ad Mobile to UGA home football games.

After Ad Mobile, Killips took an insurance sales internship with Northwestern Mutual Life. He enjoyed the experience enough to switch to a sales-oriented track in the Terry College's marketing department. It was in Ellis' class that he gained additional sales experience and practice.

"The actual lessons and slides

TERRY COLLEGE OF BUSINESS





CHRIS TAYLOR



JOSH WEISS

from his classroom are great, and he requires you to give three presentations with a group during the semester. And for the professional sales class we did role plays,” says Killips, who participated in NCSC at Ellis’ urging. “He says, ‘You can learn about it all you want, but until you have to sit down in front of other people and partake in it, you’ll never really know what it’s like.’”

When Ellis put together Terry’s original five-man NCSC team, Killips wasn’t on the roster.

“Kevin was really good, but he was not the person who won our Terry competition,” says Ellis. “He was in our top seven, but the first two people who won had jobs.”

Killips, who was next on the list, was someone Ellis was happy to offer a shot at competing.

“He’s one person that you can see the intensity in him — the desire, the fire.”

The NCSC tournament is a playoff system. In the first round, the 103 contestants are assigned to rooms. The top two performers in each room advance to the quarterfinals, but Killips did not close the sale within the time limit and placed third in the opening round, sending him to the wild card elimination round.

“From that point on, you had to win your room in order to advance,” explains Killips. “I did not take the easiest route to the championship round to say the least.”

But it was exactly what Killips needed for his competitive juices to kick in.

“I knew we had him then,” says Ellis with a certain amount of relish. “He was ready to listen . . . there’s nothing like getting bounced on your head to open up your ears! I knew he was going to go back, prepare for the wild card, and knock them out. The fact that he didn’t make it through the quarterfinals the first time was a tremendous motivational factor for him.”

Killips rebounded from near-elimination with consecutive wins in the wild card and quarterfinals, but the semifinals offered him a more complex scenario with only 45 minutes to prepare. Ellis advised Killips to illustrate his understanding of the company’s unique business model with a customized flow chart, and Killips

**(from left) To approximate real-world situations, Ellis’ classroom technique includes using role-playing scenarios to sharpen his students’ sales skills. Killips (shown with University System Chancellor Erroll B. Davis Jr.) developed his leadership skills as a member of UGA’s Arch Society.**

credits Ellis’ recommendation as the key to him advancing to the championship round.

“This put a lot of chips in my hand, enabling me to ask the buyer questions I already knew the answer to – a huge plus in a successful sales call,” Killips explains. “With most of my bases covered, none of the objections caught me off guard. There’s no question that Professor Ellis’ suggestion to present the flowchart helped me win that round and advance to the finals. It was something he recommended that I wouldn’t have done otherwise, and it set me apart from the other competitors.”

Ellis is quick to point out that simply participating in NCSC is a win-win situation.

“Talk about a target-rich environment. Imagine being 22 and walking in for an entire weekend with nothing but companies that want to hire you,” says Ellis. “You’re in a very exclusive club for a weekend. By showing up, you’ve already won.”

Killips was already ahead of the game, having accepted an offer as an account executive with The Hartford prior to the competition. As he wraps up his six-month training period at the company’s Atlanta offices, he can’t wait to become a full-fledged Hartford sales associate.

“The investment they are making in our development is encouraging. However, it didn’t take long for me to start itching to get out there and actually perform!” says Killips. “Thanks to my experience in Professor Ellis’ class, my previous sales internships, and my experience at NCSC, I’m confident I’m well ahead of the learning curve when it comes to training for consultative sales.”

The helping hand Killips got from Terry was etched firmly in his mind when he graduated in May.

“God willing . . . I make some money,” he says, “and I want to establish a small scholarship some day. It doesn’t have to be in my name, but just to have that opportunity when I had a rough time paying for college . . . I think it will be important for me to give back to Terry.” ■

**Ellis held high-level marketing positions with Volkswagen and Porsche-Audi, and dodged gunfire as an E&J Gallo executive during the Chavez boycotts in Chicago. He had tours of duty with Avon and M&M Mars, and during his days in the beer business he worked with Chicago White Sox owner and promoter extraordinaire Bill Veeck.**

*Master's of Business Administration*

# Rising to investment fund challenge

By Matt Waldman (AB '96)

**D**an Cahill (MBA '08) has led an interesting life, to say the least. And the concept of “momentum” has had a lot to do with it — from his nomadic childhood existence, to his stint as a naval officer patrolling Africa and the Persian Gulf, to his tenure at GE where he worked in a wind turbine manufacturing plant.

But if you ask Cahill about momentum as a financial theory, he will explain how he and eight of his fellow Terry MBA classmates used momentum to wring profits out of a bear market and win the 2008 Sterne, Agee & Leach Student Investment Fund Challenge.

“We didn’t all agree on an official strategy, but looking back on it, more often than not, we approached our investments more from a momentum standpoint than a value standpoint,” says Cahill, who notes that the value approach is most often used for long-term investments.

The Terry team felt it made more sense to use a momentum strategy based on stock trends to capitalize on the relatively short time span of the seven-month competition.

“We would concentrate on a sector or a stock that stood out and was continuing towards that upward trend,” Cahill adds. “There were a couple of sectors that were really hot over the past year: commodities and technology.”

When the challenge ended last April, the Terry team finished with a total account value of \$52,820, representing a 5.64 percent return on investment. The University of Louisville finished a distant second, with a loss of 8.32 percent. The University of Mississippi, the University of Alabama, and Auburn University posted losses between 9 percent and 31 percent.

To put that 5.64 percent return into proper perspective, consider that the S&P 500 stock market index lost 10.5 percent of its value during the same period as the competition.

“It was shocking to me how much they not only beat their competition but the broad market in general,” says Terry finance professor Tyler Henry, who served as the team’s faculty advisor in addition to teaching the MBA program’s investments course last fall.

Henry says that Cahill, who also won the class portfolio management contest, was captivated by the material from the beginning.

“From day one after my first lecture, Dan showed up at my office trying to figure out how a certain type of security worked,” says Henry. “We sat here — drawing on the board, working through it. Ironically, he won the in-class competition using some of the strategies that he came in to talk about that first day.”

Cahill, who facilitated a highly collaborative approach with the Terry team, credits both Henry’s course and classmate Nick Keller, a former options trader, for the team’s success.

“I didn’t have very much investing experience going into this,” says Cahill. “I learned a lot from class and Nick Keller.”

Keller, who is on track to receive his MBA in 2009, serves as the current president of the Terry Investment and Finance Club. He believes Cahill’s leadership style and the team’s approach is something future MBA teams should use as a model.

“What I learned from Dan was to take everyone’s suggestions seriously regardless of whether or not you agree with them,” says Keller. “Overall, we were very conservative, which was the name of the game last year when the credit crisis began gaining momentum. A lot of people were unsure of what to do — as were we — and I think the key was keeping a decent amount of cash in our portfolio until we had what we thought was a really great idea.” ■



CHRIS TAYLOR

Led by Cahill (third from left), the Terry team won the 2008 Sterne, Agee & Leach Student Investment Fund Challenge. They were the only team to show a positive return, and they beat the S&P by 16% over the seven-month investment period.

Terry’s team of full-time MBA students was the only university contingent in the invitational competition to take the initial \$50,000 brokerage account they were given to work with and show a positive return at the end of the contest period.

Cahill, who graduated in the spring and has taken a job with Citigroup in New York, served as the team’s portfolio manager. The other team members were Matt Barnett, Drew Green, Scott Hampton, Nick Keller, J.R. Hill, Bradley Martin, Bali Shah, and Ashton Windham.



## Department of Economics

# Fast track to research career

By Kent Hannon

Jessica Van Parys' grad school applications will list three degrees from UGA — A.B. and M.A. in economics, B.S. in political science — and she also found time to earn a minor in math, which has come in handy in the research career she began as an undergraduate.

Here's what Terry economics professor David Mustard said about Van Parys in recommending her for the Marshall Scholarship:

"Her class . . . was the best of nine Law and Economics classes I have taught. Jessica finished in a tight cluster of six people at the top of the 38-person class. This group also included one Marshall Scholar who is at the London School of Economics, two students at Harvard Law School, one student at the University of Chicago Law School, and a Fulbright Fellowship recipient who is now at Duke."

Van Parys, who was a finalist for the Marshall Scholarship, credits UGA's Center for Undergraduate Research with heightening her interest in doing academic research — and Mustard for coming up with the ideal CURO project for her.

"Chris Cornwell and I had discussed doing research on the impact of the new writing portion of the Scholastic Aptitude Test, which was introduced in 2006," says Mustard. "I knew the SAT data was available, the study was tractable and well-defined, and it seemed like the perfect project for Jessica to collaborate on with Chris and me."

Van Parys was entrusted with crunching the data on 4,300 freshmen who had taken the new writing portion of the SAT prior to enrolling at UGA for fall semester 2006. "The data was very raw and I had to perform a number of operations in Excel and Stata, such as converting alpha numeric data to code," says Van Parys, who had to clean the data, define the sample, merge the information from three UGA departments — registrar, admissions, financial aid — and then generate the research paper, using regression analysis.

"Chris and I worked very closely with her," says Mustard. "She wrote the initial draft of the research paper, we recommended a couple revisions, and Jessica ended up winning an award for the best CURO paper of the year in the social science category."

Van Parys also received a second-place award from the UGA Library in campus-wide competition for the best undergraduate research paper of the year. She then took the paper global with a presentation at an international CURO symposium in Costa Rica, followed by a presentation at the American Education Finance Association conference in Denver. The paper is currently being considered for publication at the *Economics of Education Review*.

Unlike a recent study published by The College Board, which administers the SAT, the Terry research team took into consideration several key factors that strongly influence success in college — including the level of parental education and the quality of the high school the student attended. The researchers found the writing portion to be a much better predictor of academic success than either the verbal or math portions.



Van Parys crunched data on 4,300 UGA freshmen who took the new writing portion of the SAT prior to enrolling for fall '06. The research team's findings — that the writing portion of the SAT is a better predictor of academic success than verbal or math — could change the way admissions officers evaluate prospective students.

"If you look at our findings for the writing portion of the SAT — that for each 100-point increase in the writing score there was a .07 increase in a student's GPA — you can see that, for example, a 300-point increase in the writing score could mean the difference between a 3.79 GPA and a perfect 4.0. That's pretty significant," says Parys.

The SAT verbal (now known as the critical-reading section) was also a significant predictor of collegiate success, but not nearly as powerful as the writing section. With each 100-point increase on the SATV, students earned freshman GPAs that were .03 points higher, less than one half the .07 increase for the SATW.

Van Parys thinks the Terry study — and others that are sure to follow at institutions across the country — has the potential to change the way college admissions officers look at prospective students in the future.

Van Parys isn't sure what career path she'll follow, but she expects to be involved in setting or remaking public policy. "Human behavior is fascinating to me," she says. "How people make choices with regard to health, economics, and human capital — and what repercussions those choices make in the labor market — that's my passion!" ■

*Institute for Leadership Advancement*

# Leonard Leadership Scholars on Wall Street

By Doug Monroe (*ABJ '69*)

Chloe Thompson (*BBA '06*) admits she felt a bit intimidated when she found herself surrounded by Ivy League B-school grads during her internship with J.P. Morgan on Wall Street. One day, in an elevator, a trader asked her where she went to school. UGA, she replied.

"What are you doing here?" the trader asked. "I heard this is where the big boys play," said Thompson, "and I wanted to see if I could hang."

Thompson, who delivered the student commencement address as a senior at UGA, proved she could, indeed, hang with the big

six-year-old program. By helping scholars who come after them, these Wall Street Dogs are exhibiting important lessons that they learned from former Coca-Cola executive Earl Leonard (*ABJ '58, LLB '61*), who, along with his wife Bebe, donated \$2 million to start the scholars program: They give back.

Compared to the Wall Street networks built up over the years by Ivy League schools, the Leonard Leadership Scholars' network is in its infancy. But it's growing stronger every year, and in light of the current economic crisis networking and internships will be more important than ever in landing jobs in the financial industry.

"As a rule, Wall Street firms do not recruit at UGA," says ILA director Dale Gauthreaux. "But the Leonard Leadership Scholars network is a way to make yourself known to important people in the business world."

Only 30 juniors make the cut each year for the two-year scholars program. Those chosen undergo an intense experience that drives them both inward and outward. The experience can be profound, says former SGA president Jamie Peper. "We had to write a paper that was 25 pages long about who we are, including our mission statement," says Peper (*BBA '07*), a former Lehman Brothers intern now working at Bain & Co. in Dallas. "It was one of the hardest papers I ever had to write."

Much of what the scholars learn about themselves comes in team-building service projects. "The program allows people to interact and work on projects outside class," says Navid Abghari (*BBA '05*), a credit hybrids trader for J.P. Morgan Securities, who credits Terry economics professor Chris Cornwell with helping him land his job.

While in Athens, the scholars meet top executives in candid real-world information sessions. One of the perks of the program is having access to a world-class mentor like Earl Leonard.

"He's someone I lean on for advice to this day," says Joe Lariscy (*BBA '07*), an investment banking analyst at J.P. Morgan. "We still talk every couple of months."

Steven Otu, who had a summer internship at Morgan Stanley, met several Leonard Scholars who were already established in investment banking. "They shared their experiences and gave me tips for negotiating New York and Wall Street," says Otu, who hopes to return to New York when he graduates in May.

One of the qualities that exemplifies Leonard Leadership Scholars is their willingness to take big risks for big rewards.

Jared Schmidt (*BBA '04*), now in asset management at Goldman Sachs, sold his car and made the leap to New York without even having a place to stay. Here again, the Terry network came into play, as Schmidt ended up rooming with a fellow Leonard Scholar.

"Most Leonard Leadership Scholars are, by nature, optimistic," says Hunter Fleetwood (*BBA '07*), who made the transition from J.P. Morgan to Warner Music. "They believe things will get better." ■

— Mai-Lise Nguyen (*BBA '05*) assisted with this article.



A dozen Leonard Leadership Scholars had full-time jobs or internships at Wall Street firms this past summer, including (from left) Steven Otu, Gabriel Sibony, Hunter Fleetwood, Navid Abghari, and Jared Schmidt.

boys. She was hired by J.P. Morgan, and she recently moved back to Atlanta to become an analyst with EARNEST Partners.

Thompson is one of a growing number of Leonard Leadership Scholars who have made the leap from Athens to Wall Street. A dozen Leonard Scholars had full-time jobs or internships on Wall Street firms this summer, which is a considerable feat for the



Department of Insurance, Legal Studies and Real Estate

# Helping Asian children cope in America

By Matt Waldman (AB '96)

Adopting a child from China involves voluminous paperwork, the flexibility to travel at a moment's notice, and having more cash in hand than most Americans feel comfortable carrying overseas. But for those parents who succeed in getting a child through the international adoption process, those challenges are merely a prelude to the long-term acclimation process that adopted children face with their new families in the U.S.

"You can't look at my son and know immediately that he's adopted," says Dorothy Boothe (BS '83, MS '85, PhD '91) of her domestically adopted son Luke. "Whereas, you see my daughter Christina and you know she's an adopted child. There are issues for parents that have adopted trans-racially and trans-culturally, and you have to be aware of those things to help a child grow up and function in today's society. We try to instill in Christina the pride that she's from China, but she's also an American citizen — she's both."

Ping Ma understands the adjustments that 8-year-old Christina Boothe is having to make in order to adapt to the differences between Asian and American culture. Unlike her American classmates, Ma grew up in Beijing. She takes classes in a second language she didn't grow up with. And like other international students, who comprise four percent of Terry's undergraduate enrollment, Ma has to master that second language while living and working in a new culture with customs she must absorb on the fly.

"The way you talk, the way you dress, the food you eat, even the way you make jokes . . . it's hard to explain to people" how different American culture is from China, says Ma, a senior risk management-insurance major who is lending a helping hand to children like Christina as president of the Asian Children Mentor Program. Her efforts recently earned ACMP a Student Organization Achievement & Recognition Award in just its second year of operation.

"She has done a wonderful job," says Boothe, who helped start ACMP in 2006 and who serves as its advisor. According to Boothe, ACMP really took off after Ping Ma became president in 2007. "It's basically been under Ping's leadership that this organization has done so much."

Ma began her term by calling each family to determine its needs. Families then reapplied under a more stringent membership process to insure the best match between mentors and children. A licensed social worker was brought in to conduct a training seminar for mentors. To maximize the organization's effectiveness, Ma told the officers, "Our goal is not to think about getting big, but to serve the parents we have."

The changes Ma brought about generated instant success. One highlight was an adoption panel, which featured seven adults discussing their experiences growing up as trans-racial adoptees.

"Most of the parents say it was one of the best programs they ever attended," says Boothe.

Terry professor Marisa Pagnattaro says her adopted daughter,



Ping Ma (shown here with her 14-year-old mentee, Andrew Tang) took steps to maximize the effectiveness of UGA's Asian Children's Mentor Program by creating an adoption panel and bringing in a licensed social worker to train mentors.

4-year-old Sophia Ying-Mei, cherishes the time she spends with her ACMP mentors.

"Sophia loves to look at photos taken with them," says Pagnattaro. "I know from my conversation with other parents that this kind of special, one-on-one activity is leaving a lasting impression for entire families who want to know more about how we can celebrate our children's Asian heritage."

Ma's mentee is 14-year-old Andrew Tang, an adoptee from Shanghai.

"I tutor him a lot on his school work and we spend time watching movies," says Ma, who says other mentors teach parents about Asian culture and how to prepare foods native to their child's country of origin.

"A lot of parents are very interested in Asian culture," she says. "They ask a lot of questions, and sometimes we even have to go back and do research for answers because we're not sure."

For Ma, who just completed a summer internship in Philadelphia with Wachovia and wants to work for an international firm upon graduation, the experience has been amazing. "I'm proud of myself for being able to go to another country, speak another language — and do things for people, no matter where they're from." ■





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**T**he Archway to Excellence Campaign was a tremendous success, surpassing the \$500 million goal by over \$150 million. A total of \$653,647,368 was received in gifts and commitments to the University. Our sincere thanks to alumni, friends, corporations, foundations, faculty and staff who so generously supported this campaign. Their contributions enabled the Terry College to do many things including open the new executive education center in Atlanta, create the Music Business program, provide numerous graduate fellowships and assistantships, and establish endowed chairs and professorships. This support has made a difference in the lives of countless students by strengthening our educational programs, supporting faculty research initiatives, and supporting outreach programs

to serve the state and nation.

I believe this campaign also accomplished a very important first by creating a culture of giving to this institution that previously did not exist. The Terry College expresses its deep appreciation to the following alumni and friends who were instrumental in creating this culture of giving by making a leadership gift to Terry through the Archway to Excellence Campaign. These pioneers have made a profound difference and positive impact that will continue to be felt for generations!



by MARTEE HORNE

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 Angel H. Davis and G. Lee Davis  
 Delta Air Lines Foundation  
 Phillip Asa Dorsey  
 Charles D. and DeLee L. Eden  
 James Arthur Ellison  
 Lee Epting Catering  
 Lee Erwin Epting  
 Equifax, Inc.  
 C. Michael Evert Jr. and  
 Angi Wheeler Evert  
 Mr. and Mrs. James H. Floyd  
 Steven Follin  
 Gallup, Inc.  
 Leslie W. Gates and Greg B. Gates  
 Georgia Music Hall of Fame  
 Georgia Power Foundation, Inc.  
 Georgia Transmission Corporation  
 Georgia-Pacific  
 Robert L. Goocher  
 William Walter Green III and  
 Tressa C. Green  
 The Guardian  
 Jeffrey A. Hackman  
 Michael Haggerty  
 Buddy Hendrick and  
 Portia P. Hendrick  
 Frank Moore Henry and  
 Linda Henry  
 Henry & Company, LLP  
 Douglas G. Hoffman and  
 Claudia J. Hoffman  
 Kenneth H. Holcomb and  
 Ann Holcomb  
 Terry R. Huggins and  
 Katherine S. Huggins  
 Charles Ellis Izlar  
 Ted Jones  
 Ted Justiss  
 Steven Paul Kahn and  
 Linda H. Kahn  
 The Kahn Family Trust  
 Kusiel Kaplan and Paula Kaplan

## Heritage Society

*The Heritage Society honors alumni and friends who have pledged planned gifts to the University of Georgia. Among the types of planned gifts are bequests, life insurance policies, pooled income funds and charitable remainder trusts. The following individuals have designated their planned gifts to the Terry College of Business and been inducted into the Heritage Society.*

Mr. and Mrs. W. Richard Acree	Robert D. Leebern
Mr. and Mrs. Bob Baldwin	Dr. E. J. Leverett Jr.
*Mr. Gerald Byron Ballard	Dan K. Lowring and Abbie N. Lowring
Elizabeth Barth	Mr. and Mrs. Michael G. Maxey
Troy W. and Diana Davis Beckett	Mr. J. Warren Mitchell Jr.
*Martha Earnest Bonbright	John L. Murphy
Charles B. Bonner	David G. Newton
Barbara L. Botts	Steve D. and Mary Ann Palmour
Max W. Carnes Jr.	Donald W. Pearson Jr.
Alfred L. Cohen	George Junius Polatty Jr.
Mr. Thomas W. Crawford	Mr. and Mrs. David M. Rainey
James C. Cripps	Mrs. John B. Reeves
Mr. and Mrs. Paul E. DeMersseman	*Lewis Reeve Sams Jr.
Mr. Philip Henry Dohn Jr.	William H. Settle Jr.
Bill and Lisa Douglas	Mr. D. Ramsay Simmons Jr.
Scott Foster	Mr. and Mrs. William Osborne Solms
Andrew L. Ghertner	W. Jefferson Stubbs Jr.
John P. Gill	Mr. and Mrs. V. Carlyle Sullivan Jr.
Dr. and Mrs. Mark R. Greene	Mr. and Mrs. James S. Tardy Jr.
Connie R. Guy	Mr. and Mrs. R. Scott Taylor Jr.
Paul S. Handmacher and Barbara Handmacher	Reese J. Thompson and Pam M. Thompson
Mr. and Mrs. Samuel D. Holmes	Lindsey William Trussell Jr.
Mr. and Mrs. J. Gibson Hull (ANON)	Curtis L. Turner III
William Ellis Jackson	Steven E. Weinstein
Mr. and Mrs. James L. LaBoon Jr.	Mr. and Mrs. Samuel M. Wellborn III
Donald M. Leebern Jr.	Mr. and Mrs. William C. Wise Jr.

#### \$2,499-\$1,500

Kenneth Gregory Abele and  
 Sara McCrary Abele  
 AOL Time Warner Foundation  
 Mr. and Mrs. William C. Archer III  
 Gus Arrendale  
 Athens First Bank & Trust Co.  
 Atlanta Chapter of the  
 CPCU Society  
 Atlanta Claims Association  
 Mr. and Mrs. William B. Barkley  
 John Patrick Barrack and  
 Marion Stevens Barrack  
 Barron's Rental Center  
 Barry Real Estate Companies, Inc.  
 BDO Seidman  
 Belle Marks Foundation  
 Michael Lawrence Benner and  
 Leslie Anne Benner  
 Joe and Mary Beverly  
 Bill Heard Chevrolet Inc. -  
 Union City  
 Frank and Ann Boyd  
 Joe Brannen  
 Charles P. Butler Jr.  
 Randy Butler

Wallace B. and Rose F. Clary  
 Community Foundation of  
 South Georgia, Inc.  
 Alan W. Connell  
 Crum & Forster Foundation  
 John A. Davis and Yvette Davis  
 Susan and Mark Driscoll  
 Gerald H. Driver and  
 Carol F. Driver  
 Gerald H. & Carol F. Driver  
 Foundation, Inc.  
 Christopher E. Etheridge  
 ExxonMobil Foundation  
 Fieldale Farms Inc.  
 John & Mary Franklin  
 Foundation, Inc.  
 Gap Foundation  
 Georgia Bankers Association  
 Jon Milton Glazman and  
 Marsha Jay Glazman  
 Chris M. Griffin and  
 Jennifer C. Griffin  
 William D. and  
 Constance A. Hawkins  
 William G. Hecht

Roger F. Kahn  
 Russell E. Kaliher  
 Robert W. and Carol A. Krueger  
 Robert 'Buzz' Law and  
 Cathy A. Law  
 Lehman Brothers, Inc.  
 Russell C. Lindner  
 Peter J. Lunati and  
 Meredith N. Lunati  
 Marathon Oil Company  
 Jason F. Martin  
 Mauldin & Jenkins, CPA  
 Mr. and Mrs. Michael G. Maxey  
 Douglas N. McCurdy  
 Douglas and Patricia  
 McCurdy Foundation  
 Mr. and Mrs. William E.  
 McLendon  
 Mr. and Mrs. William E.  
 Mitchell III  
 John L. and Jackie Murphy  
 National Philanthropic Trust  
 Mrs. Gay Norris Newall  
 New York Community Trust  
 Porter Keadle Moore, LLP

Mr. and Mrs. Philip Solomons Jr.  
 Southern Company Services, Inc.  
 Ed L. Stelling III and  
 Martha M. Stelling  
 Tauber & Balser, PC  
 Holly Adams Thibault and  
 Steve Thibault  
 Holly Dianne Thomas  
 Gregory A. Thompson and  
 Maria G. Thompson  
 Marks and Jane Towles  
 Peter Turcotte  
 Van Gilder Insurance Corporation  
 Mr. Charles R. Walker  
 Charlene Kunis Weaver  
 Mr. David F. Wells  
 Stan Wilson  
 Zurich Insurance Services, Inc.

#### \$1,499-\$1,000

Bryan and Jennifer Ahrens  
 American International Group Inc.  
 Amgen Foundation, Inc.  
 Jeffrey Martin Anderson and  
 Lee Odom Anderson



Timothy Allen Keadle and  
Kathryn Thomas Keadle  
Mr. and Mrs. John W. Knight  
Knight Holdings, Inc.  
Edwin and Linda C. Lake  
Franklin David Leiter Jr.  
Robert O. MacFarlane  
Dexter Manning  
James E. Maynor and  
Linda C. Maynor  
Melanie and Stephen McMaster  
Ms. Carrie Melinda McMillan  
James McPherson  
Mary Martin Middleton, Ph.D.  
Christopher D. Murphy and  
Faith Murphy  
Mr. Douglas Lee Noc  
OMNI Builders Risk, Inc.  
One Beacon Charitable Trust  
Matthew Gould Orr and  
Amy Carter Orr  
Mr. and Mrs. Thomas H. Paris Jr.  
PHT Services, LTD  
Michelle Y. Posey and  
William D. Posey  
David L. Robertson Sr. and  
Beth Kimbrell Robertson  
Rock-Tenn Company  
David Rogers  
Savannah Georgia Chapter CPCU  
Mr. and Mrs. William D. Schneider  
Sterne, Agee & Leach, Inc.  
Sun Life Group Inc  
Harvey E. Tarpley and  
Sylvia Tarpley  
Richard B. and Sherrie L. Taylor  
Teradata Solutions Group  
Edwin E. Thomas and  
Amy Nesbitt Thomas  
Charlie C. Thornton Jr.  
United Parcel Service  
Carl W. Vann and Terri B. Vann  
John Evan Wade II  
John M. Waters  
Mr. Miles Homer Watters Jr.  
Michael R. Webb  
Brett Matthew Williams  
Jane S. Willson  
William N. and Frances B. Wilson  
Peter Francis Youtt and  
Dena Youtt

**\$999-\$500**

Acuity Lighting Group, Inc.  
AFLAC, Incorporated  
Amer Hamid Aitoumeziene and  
Donna F. Aitoumeziene  
Michael Lane Aldredge and  
Christy Aldredge  
Alvarez & Marsal Holdings, LLC  
Emmanuel Ampofo-Tuffuor  
Auto-Owners Insurance  
Barton W. Baldwin  
John Robert Balfour  
William Floyd Bedwell Jr.  
Fred Russell Bell  
Bell's Food Market No. 1  
BellSouth Telecommunications, Inc.  
Tracy McIntyre Belton and  
Frederick C. Belton  
Karen Elizabeth Bennett  
Fred Douglas Bentley Jr. and  
Patricia Foster Bentley  
Michael Paul Berrigan  
Vanessa Tyers Birdwell and  
David R. Birdwell  
George M. Blankenbeckler and  
Sheila Szentirmai

Brandi Victoria Bloodworth  
Phillip Perry Blount and  
Gayle Pullen Blount  
Damien Eugene Boudreau  
Jolie Waller Bradham  
Davis Hines Brannan III  
Windham Brannon  
John Creighton Buchanan IV and  
Tracy Bulloch Buchanan  
Michael Edward Buck

Deloitte & Touche Consulting  
Group, LLC  
William Chad Diehl  
Michael Drayer and  
Christine Drayer  
Allen Curry Edenfield and  
Julia R. Edenfield  
Ernst & Young  
Exceptional Personnel, Inc.  
Robert Stratton Fabris Sr.

Micah Paul Gremillion  
Lourdes Ebra Grill  
Sandra G. Gustavson  
Chris Haack  
Gould B. Hagler Jr.  
Barbara Hampton  
David W. Harvey and  
Nancy G. McDuff  
Heritage Golf Group & White  
Columns Country Club

William Robert Jordon and  
Leigh Anne Jordon  
George Juzdan and  
Dorothy Juzdan  
Kristine Kathryn Kearney  
Melanie S. Kearns  
Andrew David Kee  
Phil Kilgore  
Katie Lee Kosmetatos  
Susan M. Kost  
James M. Lahiff  
William Taylor Lanham, Ret.  
Lizette Cristina Leanza  
Linda Lee  
Walter N. Lewis  
Low Country Barbeque  
William Lundy  
Steven Lyman  
Ramachandran Mallika  
John Marra  
James Wyatt Martin  
James Starr Mathews and  
Catherine Waters Mathews  
Kent Rodney Mathis  
Matthew Charles McGivern  
McKesson  
Gavin Earl McQuiston and  
Cindy Henion McQuiston  
Patricia Hutcherson Meharry  
Merrill Lynch & Co.  
Foundation, Inc.  
Liberty Susan Milam  
Tiffany Scot Miller  
Ahmed Moinuddin  
James Phillip Moore and  
Lynn Marti Moore  
Mr. and Mrs. William E.  
Morgan III  
Charles Timothy Morris  
Kristina A. Morris  
Don Sherril Morrow  
Hershel William Parmer  
Katherine Annelle Paul  
Fredrick Frank Perdue  
Donald Roy Perry Jr. and  
Janice Lawson Perry  
Carter Randolph Posner and  
Angela Lea Posner  
Protiviti, Inc  
Patrick Dwane Ragan and  
Michelle Leigh Ragan  
Whitney Ragan  
Ronald Gary Ralston  
Revenue Analytics, Inc.  
John David Rhea  
Julie Ann Rice  
J. Haley Roberts Jr. and  
Martha Roberts  
Arthur Ted Rodbell  
Jason Patrick Rogers  
William Zimmer Rogers and  
Mary Rogers  
Scott Edward Russell  
Holly King Sanford  
Chandrashekar V. Sattiraju  
Scott Anthony Saucier  
Mark Cooper Saussy  
Alec Schendzelos  
George Matthew Sewell  
Thomas Theodore Shealy  
William Charles Shimp and  
Laurie R. Shimp  
Kevin Michael Shinn  
Donald Payne Sims and  
Ettie Pridgen Sims  
Loran Smith  
Robert John Soper and  
Jacqueline Soper

# TERRY CLASS GIFTS

**MAcc • Pledged: \$71,200 • Participation Rate: 56%**



(from left) Annual Fund coordinator Tate Izlar and Ben Ayers, Director of the J.M. Tull School of Accounting, with MAcc Class Gift captains Lindsay Calhoun and Dave Hanson, who helped raise \$71,200 — a record for the program, which asks pledges to be fulfilled over five years.

*Ben Arrington  
Duff Ayers  
Colby Babb  
Ryan Barrow  
Dan Bennett  
Fife Bentley  
Mary Berezna  
Jeffrey Bickler  
Matt Bower  
Lindsay Calhoun  
Justin Cash  
Cliff Casteel  
Paige Cicale  
Colie Dalton  
Sarah Darvill  
Elina Feldman  
Scott Fincher  
Jason Gassett*

*Jake Gocke  
Alice Griffin  
Ryan Halpern  
Dave Hanson  
Brock Hardy  
Brooke Hilliard  
Beau Hinton  
Matthew Johnston  
George Jones  
Jolene Jurs  
Andrew King  
David Kirby  
Bryan Langley  
Tressa Lauinger  
Josh Liner  
Shawn Maddox  
David McGowan  
Blake McManus*

*Linsey Medberry  
Cameron Murray  
Kara Mussatt  
Ali Northcutt  
Abbie Odom  
Joseph Pinson  
Jennifer Samford  
Keith Slagle  
Lauren Stagmeier  
Courtney Stillwagon  
Travis Storin  
Melissa Thomas  
Jolie Usry  
Kyle Veal  
Valerie Veal  
Scott Voight  
Ben Whittinghill*

Donald Larmee Burkhard and  
Julie Cain Burkhard  
Campbell Soup Company  
Carr, Riggs & Ingram, LLC  
Navendu Charu  
Stacy Ayers Chick  
Lee Edward Christensen  
Kevin David Cleveland and  
Carol Kuniansky Cleveland  
Christopher Mark Cornwell  
Corey Smith Touring, Inc.  
Mr. and Mrs. Robert L. Cox  
Frank William Daugherty III and  
Tracy Croft Daugherty  
Seth Winslow Davis

Nicholas Jay Falkenstein  
Federal Express Corporation  
Christopher Eugene Fogle  
George Rawlings Fontaine Jr.  
Brian and Lynn Foster  
Mr. and Mrs. Frank E. Fowler  
Gary Garrett  
Kenneth M. Gaver, PhD and  
Jennifer J. Gaver  
Stephen Blocker Geer Jr.  
Georgia Agents Management  
Services, Inc.  
Kerrin Edward Gillespie  
John J. Goodbread and  
Sarah Keppel Goodbread

John Craig Hertwig  
HLB Gross Collins, P.C.  
Hamilton Earl Holmes Jr. and  
Gail Bibbs Holmes  
Alan Haden Howe  
Charles Allen Howell III  
Mitchell Wilcox Hunt Jr. and  
Toni Hunt  
Richard Whitlock Hunter  
IBM Corporation  
Robert Cresson Ivy  
Manish Kumar Jar  
Chaundolyn Ayawor Johnson  
Carol Ann Baker Jordan and  
Foster S. Jordan

John Craig Hertwig  
HLB Gross Collins, P.C.  
Hamilton Earl Holmes Jr. and  
Gail Bibbs Holmes  
Alan Haden Howe  
Charles Allen Howell III  
Mitchell Wilcox Hunt Jr. and  
Toni Hunt  
Richard Whitlock Hunter  
IBM Corporation  
Robert Cresson Ivy  
Manish Kumar Jar  
Chaundolyn Ayawor Johnson  
Carol Ann Baker Jordan and  
Foster S. Jordan

Stefanini IT Solutions  
Hugh D. Stith  
Stella Stowe  
Dianna Johnson Suggs  
Dean Robert T. Sumichrast and  
Carol Ann Sumichrast  
Wayne Tamplin  
Rob Taylor  
Dawn N. Thornley  
Benjamin Eric Tolchinsky  
Treadwell, Tamplin & Company  
G. Grant Tribble and  
Rachel Bianco Tribble  
Trinity Accounting Group  
Trumps  
Mary Alice Czmyr Trussell  
Jonathan Robert Tucker  
Vectren Foundation, Inc.  
William Matthew Vickery and  
Alissa Santarsiero Vickery  
W. Lawrence Walker Jr. and  
Caroline Roach Walker  
Keith Christopher Watkins  
Douglas Jay Watts  
William Cecil Weathersby  
Michael Anthony Weigle  
Westin Buckhead  
Rodney Wayne Westmoreland  
and Janet Peele Westmoreland  
Larry Rudolph White  
Kyle Alston Wiggins  
Wild Dunes  
Melissa Williams  
Steven Allan Williams  
James Lee Wilson Jr. and  
Katharina Lockett Wilson  
Matthew David Wilson  
Windham Brannon, PC  
Witty Sandee  
Faith Jenine Woodley  
William B. Wright Jr.  
Dennis Todd Yates  
Mark E. and Diane Masters Young

#### \$499-\$100

Daniel P. Abernathy  
Ray Morris Abernathy and  
Detra Thurmond Abernathy  
William Costa Abraham  
Scott Matthew Abrams  
Ronald Jackson Adams  
Roy Anthony Adams  
Roy A. Adams, CPA, LLC  
Adegboyega Olusola Adewumi  
Courtney Brooke Aldrich and  
Jason F. Aldrich  
James Mark Alexander and  
Ann Harrison Alexander  
Jennifer Hardigree Allen  
Julian Brett Allen  
Joel Rivers Alligood and  
Marlene Michel Alligood  
Michael J. Alvin  
Leo McCool Amaker  
The AmSouth Bancorporation  
Foundation  
Thomas Axel Anderberg Jr.  
Bannister Allen Anderson  
Reginald Winston Andrews  
Mr. and Mrs. Wiley S. Ansley III  
V. Michael Anthony  
William Vernon Argo III  
Edward Denton Ariail  
Lorraine Koch Armstrong and  
John Armstrong Jr.  
Frances Dean Arndt and  
John L. Arndt  
Edwin Scott Arnold

Kelly Howard Ashley  
Stephen Forrest Atha  
James Larry Atkinson  
Ryan Joseph Atkinson and  
Leah Camp Atkinson  
AT&T Foundation  
Parks Wingo Avery Jr.  
Gasam Othman Awad  
Miriam W. Bacon  
James Paul Baecher

Stephens L. Baldwin Jr.  
Bank of America  
Jon Jay Banks  
Ludwig Lawrence Barbato  
Bert William Barnes  
Mr. and Mrs. David Henry Barnes  
Sabrina Sue Barnes  
Alan Lee Barnett  
John Benjamin Barrack and  
Patricia D. Barrack

Colonel and Mrs. Joseph  
Sanford Barton  
Candace Garner Baskett  
Kathryn Nicole Bass  
Rhuel J. Baughtman and  
Rube G. Baughtman  
Edward Henry Baxter Jr.  
David Terry Beasley and  
Frances Anderson Beasley  
Frederick H. Beaty Jr.

Thomas Rowell Bennett and  
Margaret Thomas Bennett  
Thomas Joel Bennett Jr. and  
Marla Jones Bennett  
Richard Howell Bennett  
Gene Ray Benton and  
Jeneal Leonard Benton  
Patricia Singletary Berger  
David Gary Bergman  
Jodi Carson Berry and  
Christopher Roan Berry  
Joan Tumpance Berto  
Michael Joseph Besselman  
Jennifer Angelique Bettencourt  
Adrian Charles Bing-Zaremba  
and Debbie Bing-Zaremba  
Scott Douglas Bireley  
John William Bishop Jr.  
David Fletcher Black and  
Kristen Diane Black  
Pamela Phillips Blackstone  
Lisa Read Blanco  
Julius Mark Blatt  
Kenneth Louis Blevins  
Diane Susan Bloodworth  
Richard Ray Boggs  
Glenn Milton Bone  
Michael Willis Bone  
Lewis Henderson Booker Jr.  
Murray & Martine Bookman  
David and Lindsey Bowden  
Gary Rogers Bowers  
Christy Boyd  
Lance James Boyd  
Cecil Chester Bozarth III  
William Thomas Bradshaw and  
Carolyn Eady Bradshaw  
Mark Thomas Bradshaw  
Pamela Diane Tipton and  
David Morris Bradt Jr.  
Karen Yearly Broadway  
Jason Marchman Brady  
Michael J. Brake  
Rita Marcotte Brantner  
Robert Nathan Braswell and  
Victoria Siemering Braswell  
Jennifer Marie Bray  
Laura M. Bray  
John H. Klenke Bredenberg  
William Barnel Brewton  
Forrest Franklin Brewton and  
Dina Holman Brewton  
C. Clyde Bridges Jr. and  
Dell Land Bridges  
Kevin Michael Broderick and  
Virginia Adams Broderick  
Brian R. Brooks and Stephanie  
Meuesen Brooks  
Scott Carrington Brooks  
Archie M. Brown Jr. and  
Sharen Williams Brown  
Barbara Joy Brown  
Bruce Allan Brown and  
Marcia Goldberg Brown  
Christopher William Brown  
Clare D. Brown  
Dustin Thomas Brown and  
Kathryn Bowers Brown  
Jeffrey Allen Brown  
Rankin Leary Brown  
William J. Brown III  
James Jacob Bryan Jr.  
Paula Berardi Bryan  
Joshua Travis Bryant and  
Jeanna Maxwell Bryant  
Buckhead Life Restaurants  
Charles Christopher Buchholz  
William Joseph Buie

## TERRY CLASS GIFTS

Evening MBA • Pledged: \$11,580 • Participation Rate: 16%  
Full-time MBA • Pledged: \$37,150 • Participation Rate: 38%



(from left) Kimberly Scott and Eric Ilustrisimo present Dean Robert T. Sumichrast with a check representing a portion of the combined Class Gift pledges from the full-time MBA and Evening MBA programs. The final Class Gift total was \$48,730.

### Evening MBA

Lauren Alley  
Verne Benson  
Michael Butler  
Shelly de Chabert  
Robert Cox

Rachel Elliott  
Julie Hoffecker  
Eric Ilustrisimo  
Charlene Johnson  
Prudence Jones

Scott Long  
Jennifer Schuck  
David Stormo  
Joe Treanor

### Full-time MBA

Andrew Alpert  
Andrew Beach  
Richard Carlson  
Danielle Duclos  
Jennifer Gainer  
Duran Garner  
William Gebrum  
Andrew Green  
Rebekah Green  
William Chad Harper

Bryan Hoskins  
Adrienne Hudson  
Tiffany Jackson  
Anke Mainz  
Bradley Martin  
Rajdeep Mondal  
Wayne Nesbitt  
Olutosin Oguntunde  
Richard Andrew O'Neal  
Prashant Patil

Levi A. Pollard VI  
Emily Purcell  
Stefan Schulze  
Kimberly Scott  
Arundel Simpson  
Joe Smutz  
Brooks Steele  
Aditya Tumkur  
Turner Williams  
Ashton Windham

John Richard Baggenstoss  
Ernest L. Bagley  
Lea Nolan Bagnol  
James Gerald Bailey and  
Elaine P. Bailey  
Nolan Dudley Baird and  
Mary Morris Baird  
Reesa Dionne Baker

James Christopher Barras and  
Amy Bodrey Barras  
Kenneth Barrett  
Frank Heery Barron  
Barrons of Moncks Corner, Inc.  
Carol Jean Barrow  
Lawrence Neal Barton Jr. and  
Barbara Allred Barton

William Steve Beckham  
W. Michael Beckum and  
Michelle Cofer Beckum  
John Jeffery Bell  
Joseph M. Belth  
Ben & Jerry Foundation  
Thomas William Bennet Jr. and  
Kathy Sarnie Bennet



Michael Paul Bunn and  
Kelli Taylor Bunn  
Harold Flournoy Burch Jr. and  
Jacquelyn Williams Burch  
Mr. and Mrs. John Marcellus Burch  
Kathryn Goldsmith Burkhalter  
Gail Keene Burleson  
John Ball Burroughs Jr.  
Joseph Michael Burruss and  
Sheila Parks Burruss  
William Sineath Burt and  
Harriet Allen Burt  
Thomas Hartley Burt II  
Ed Keaton Burton  
Ed K. Burton, LLC  
Emory Allen Burton  
William Thomas Bush  
Charles Cooper Butler  
Morris Quinton Byers  
Susan Cadwallader and  
Jay Benton Jones III  
Dusten Adam Cahill and  
Lori Clayman Cahill  
Mary Frances Calegari  
Robert Harry Callier Jr.  
Christopher Joseph Camerieri  
Audrey Ann Campbell  
Jan Grayson Capes  
Jack Maurice Carey  
Penny Hammontree Carpenter  
Dr. and Mrs. Archie B. Carroll  
W. Douglas Carroll III and  
Ginna Carroll  
James Michael Carson  
James Willard Cartee and  
Donna Pence Cartee  
Blaney Gail Carter  
David Michael Carusone and  
Jennifer Carusone  
David Stephen Cauley Jr.  
Anthony Greg Chalker  
Mr. and Mrs. Robert  
Eugene Chambless  
Donald Shelton Chapman Sr. and  
Nita Meredith Chapman  
Jennifer Laura Chapman  
M. Marshall Chapman  
Robert Ward Chapman  
David F. Chastain III and  
Lori Phillips Chastain  
Michael Harris Chasteen and  
Anna Wells Chasteen  
Matthew Allen Childs  
Childs Company LLC  
Monalisa Azad Chowdhury  
Robert Fales Christie and  
Jo-An Christie  
Yen Pong Chu  
Christy Louise Clark  
John Monroe Clark  
Johnnie Lee Clark  
William David Clark  
Jay Andrew Clawson  
Boyd Clines  
CNA Foundation  
James Ray Cody  
Judith Graham Coe  
Manuel Cohen  
Robert Alan Cole  
William Owen Coleman  
Joseph Alphonsus Cronk III and  
Claire Collier-Cronk  
Curtis Stanley Collins  
Cynthia C. Collins  
Thomas Jay Collins  
Collins & Associates  
Suanne Sheppard Collmus and  
Robert Selway Collmus III

Communications &  
Entertainment, Inc.  
Jeffrey Thomas Condon  
Ronald & Beverly D. Conley  
Edwin Hunter Connell III  
James Allen Connelly  
Ashley Marie Conner  
Michael Andrew Cook and  
Sara Schwartz Cook  
William Leslie Cook

Fernando Alexander Crittenden Jr.  
William Kelley Cromartie  
Bradley Dean Crosby and  
Nancy Kay Crosby  
Harry Hugh Cross  
Eugene Hardy Crouch  
Patrick William Crouch  
Fred C. Crozier  
David Theodore Crudo  
Debra Raber Crump

Robert Frederick Decosimo and  
Amy Robertson DeCosimo  
Kathy Morris Deen and  
Frank E. Deen  
Brian A. Deerfield  
Lollie Shurley DeFreese and  
Ragan Earl DeFreese  
Christopher Ryan Deitrich  
Cecile Della Bernarda and  
Dean Della Bernarda

John Bowman Dinsmore  
Thomas Mccrory Doherty  
Vincent J. Dooley  
Ted Dörner  
John Adams Dowdy Jr.  
Donald Stuart Downing  
Alan Paul Dozier  
Donald Wilson Dozier  
Matthew Brett Dranove  
Philip Alan Dreger  
Elaine M. Drew  
Aimee Marie Driver  
Arthur Thomas Dudley and  
Bonnie Roberts Dudley  
Patrick Daniel Dugan  
Jennifer Moore Durden and  
Milner Gibson Durden Jr.  
K. Lee Durden  
Ginger M. Durham  
Ray M. Durham  
Allison Roberson Dyer  
Todd Allen Dyer  
Carol Lisa Griffin Dyson  
E\*Trade  
Nan Storey Easterlin and  
Edward Downs Easterlin  
Robert Charles Eckberg  
Brian Keith Edwards and  
Cheri Lingerfelt Edwards  
Harper Stephen Edwards  
Heather Hayne Edwards  
Johnson Andrew Elliott  
Charles Edward Ellis  
Robert Arthur Ellis Jr.  
Harriet W. Ellis Charitable Trust  
Barbara Laseter Ellison  
Tiffany Marie Ellner  
David Kevin Ellwanger  
Emelyn T. Hunter CPA, PC  
Stephanie Hatcher Emry  
Karen Epermanis  
Equifax Foundation  
Gregory Louis Erbs  
Gwendia Bauer Erhardt  
James Craig Estes  
Paul K. Etchells  
Joseph Bryan Eure  
Charles Mitchell Evans Jr.  
John Benton Evans II and  
Kate Davis Evans  
William McCurdy Evans Jr. and  
Olivia Evans  
Raygan Jerad Evans  
Gena Long Evon  
Donald H. Falls  
Gary Southerlin Faulkner  
Mary Beth Campbell Faulkner  
John Langdon Ferguson  
Mr. and Mrs. Robert P. Ferguson  
William Lee Ferguson  
Ronald Gerard Fetch and  
Cynthia Lee Fetch  
Salli Marotta Figler  
David Hampton Fischer and  
Carrie Rentz Fischer  
James Michael Fitzgerald  
Five Points Deli  
David Martin Fligel  
Pam G. Flournoy  
Crisp Bradley Flynt  
Geri R. Forehand and  
Kathleen Kyle Forehand  
Casey A. Forrest  
Eugene Talmadge Fortson  
William Bryan Foster  
Foundation for the Carolinas  
D. Clyde Fountain, CPA

## TERRY CLASS GIFTS

Leonard Leadership Scholars Program Class Gift  
Pledged: \$23,750 • Participation Rate: 100%



The Leonard Leadership Scholars pledged \$23,750 with a 100 percent participation rate in the second year of their Class Gift program. Holding the check are (from left) Bailey Pouns, Leonard Leadership Scholars director Chris Cornwell, Brit Mohler, and Dean Robert T. Sumichrast.

Sarah Ahmed  
Sabrina Altenbach  
Lauren Berardicurti  
Brooke Burlingame  
Meghan Claiborne  
Tess Coleman  
Chris Crittenden  
Bryan Davis  
Ellina Feldman  
Jared Gracheck

Dave Hanson  
Andrew Head  
Alex Heller  
Kramer Johnson  
David Kirby  
Geoff Luke  
Erin McNicholas  
Brian Miller  
Brit Mohler  
James Ostenson

Heather Owens  
Bailey Pouns  
Amanda Powell  
Lindsay Reene  
Boomer Spain  
Brian Studey  
Kim Thompson  
Ilan Tobin  
Nathan Winship  
Karen Wong

Carl Walter Cooke and  
Leigh Christian Smith Cooke  
Cecil Roper Cooke and  
Pamela Colby Cooke  
Christopher Scott Cooper and  
Melissa Shepherd Cooper  
Clark Fayne Cooper and  
Nancy Hardy Cooper  
James Arthur Cordell  
Samuel Caldwell Corey Jr.  
Walter C. Corish Jr.  
Edward Eugene Corry III  
Meri Hemphill Cotney  
Sandra Busbee Cox  
John Melton Crain Jr. and  
Lisa Carelock Crain  
Stacey Tench Crane  
Paul Joseph Cranman  
Thomas W. Crawford and  
Chris Crawford  
Brooke Crawford  
James Charles Cripps

Mark David Cuda  
John Richard Culbreath  
Kristin Robertson Culver  
William Kendall Cunningham  
Cunningham Insurance, Inc.  
Cushman and Wakefield  
Rufus Earl Dabbs  
Mr. and Mrs. Charles Orr Dalton  
George Edward Daniel  
Remer Crum Daniel  
Henry Laurence Darby and  
Jo Anne Paschall  
Donald Davidson  
Tonya C. Davies  
Charles Jefferson Davis Jr.  
James Hugh Davis III  
Jefferson Taylor Davis and  
Sara C. Davis  
Patti Speight Davis  
Rachel Pruitt Davis  
Reginald Vaughn Davis  
Mark C. Dawkins, PhD

Merida Frank DeLoach Jr.  
Duane Burruss DeLorme and  
Charles D. DeLorme Jr.  
Mari Roby DeMauro  
Zack Cameron Deming and  
Cole Jamison Deming  
Michael David Deming Sr.  
David Hillsman Denney Jr. and  
Phyllis Renner Denney  
Marie Dent  
Mrs. Daniel W. Desmond  
Jackson Anthony Dial  
Kimberly Holleman Dickens and  
Thomas Dixon Dickens  
Susan Lowry Dickerson  
John Teifer Dickey  
Wilmer Moore Dickey Jr.  
Harry Dawideit Dickinson  
Alec Robertson Dicks  
Ignacio Maria Diego  
Stan Kerry Dilworth and  
Karen Akin Dilworth

Delbert Clyde Fountain and Mellie Schwob Fountain D. Michael Frank Julian Kenneth Franklin and Margo M. Franklin Joseph Bacon Fraser Jr. Gregory Evans Freeman Jack Leterman Frieden Courtney Bransford Friedlein Michael Alan Friedman Richard Cassel Friedman and Holle Weiss Friedman Richard C. Friedman & Associates, Inc. Kathryn Louise Frye Jian Nan Fu Donald John Fuller and Joan H. Fuller Steven Mark Funk Theodore Charles Fyock William John Gaffney and Deborah Stovall Gaffney, CPCU Elwyn Lamar Gaissert II The Arthur J. Gallagher Foundation Benjamin M. Garland and Carol Adams Garland Steven Ray Garmon Carly Garrett Janice Ann Garrett Miles Dupree Garrison Don Gerald Gaskill Jr. and Meghan Keally Gaskill Candice Bennett Gaston Douglas C. Gates Andrew Evans Gendreau General Electric Foundation David Samuel Gentry Virginia Whaley Gerrett Mitchell Hardy Gibbs and Kimberly Dean Gibbs Pamela Carolyn Givens Frederick Marion Glass Jr. and Elizabeth Bond Glass James Wendell Godbee and Ann Godbee Edward Lee Goebel* Henry David Goldberg Herschel Lamar Golivesky Charles Bruce Goodroe Jr. Julie Vaughan Goosman Stephanie Nicole Gossman Lauren Elizabeth Gottung David Clifton Grable Jenniffer Graham-Johnson Grace Foundation Inc James Calvin Graves Furman Ray Gray Guy Thomas Gray and Laura Oglesby Gray William Lafayette Gray IV John Troy Green and Jan Evans Green John Linton Green Wilson Orlando Green Jr. Lowell Alan Greer Robert L. Gregory Jr. Maleah Griffin and Lucas Wayne Griffin Joshua Adam Griffin and Mindy Swain Griffin Todd Samuel Griffin Jacques J. Grougrou Lois Bridges Grubbs Sharon Haynes Gruber and Michael P. Gruber Bradley Thomas Gugel Don Lester Guin	Jason Richard Gulick Nihat Guven John Thomas Guy Sr. Margaret Wardle Hagood Michael Lee Hair Jason and Ashley Naughton Hale John Nicholas Haley and Juanita F. Haley William K. Halliburton Jr. Michael Robert Halligan and Kathleen Pacifici Halligan Gregory Lynn Hamby Richard Timothy Hamil and Kay Mason Hamil Reuel Eric Hamilton III Robert Leland Hamilton Jr. and Vickie Hamilton Jacqueline S. Hammersley Joanna Cooke Hancock and William Albert Hancock William Thomas Hankins III and Jan Hankins Stephanie Abstein Hanna Ronald David Hanson Joshua Hardin Hardwick Thomas Lee Harkleroad and Salina Metts Harkleroad Michael Perry Harley William Chad Harper Olin Justin Harrell Jr. Laurence C. Harris Jr. and Kristy Kelley Harris Mynelle Grove Harris William Goodwin Harrison Jr. Michael Grady Harry Michael G. Harry, CPA, PC Harrison C. Hartman Susan Stanfield Hawkins and Rickard Smith Hawkins Jr. Hays Mill Property Owners Association William Brady Head William Doyle Healan Jr. Jennifer Dimmick Heath W. Gaylon Hefner Richard S. and Barbara W. Heimbach Brett Gardner Hellenga and Kimberly Bruce Hellenga Brent William Heller Stephen Charles Henley James Dennis Hester J. Dennis Hester, CPA Roy Fred Hester James E. Hibbert Leslie Rivero Higginson Jon Robert Higham and Jennifer Rocker Higham High Tech Professionals, Inc. Kevin Mikel Hiler Robert George Hill and Gwen Gustafson Hill Sharon Williams Hill John Davin Hillis Jr. David Shannon Hinnant and Rachel Elizabeth Hinnant Arthur J. Hirt George G. Hoard Ashlie McKinney Hobbs Harold James Holcomb and Lee Ann Holcomb Tammy Michelle Holder Michael Lynn Holland and Phyllis G. Holland Robert Hollister Holliday Megan Mamalakakis Hollis and Joseph Mills Hollis John Paul Holmes III and Lou Sims Holmes	Kenneth J. 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Jahera, Jr. Eric Gerald Janis Christopher Paul Jeffs and Heather Pittman Jeffs Alan Charles Jenkins Michelle Lee Jenkins Jed Lucas Jessup and April Nesmith Jessup Charlene Angela Johnson Cole Brandel Johnson Darryl Keith Johnson and Diane Futch Johnson Jeffrey Clyde Johnson and Donna Marr Johnson Fred Johnson Henry Johnson Jr. Ralph Edward Johnson Jr. Talmadge Rowland Johnson William Allen Johnston Joe Cade Joiner Jerry Wayne Joines Caren McKenzie Jones Martin Brian Jones and Charlotte Bradford Jones Joan Levens Jones Jonathan Bryce Jones Lane Coleman Jones Lincoln Eric Jones Gregory Joseph Jordan and Elizabeth Cooley Jordan Lynn Boehm Jordan Stephen Louis Kahn and Debra Kahn Michael Kang Kaufman Foundation Kenneth Alfred Kaufman Kerry Jeffery Kee and Gloria Camp Kee	Harold Lewis Kee Fred Randall Keith Terri Kellum-Chase Lori Kumin Kelly and John David Kelly Jr. Doug Kennedy Hope Elizabeth Lowery Kerley George Linford Kerns Jr. and Sharon Howard Kerns David Joseph Kervin and Joanne Naggie Kervin Malcolm A. Kessinger and Harriett Henderson Kessinger Jenniffer McDonald Kilcrease Cada Thomas Kilgore III Brandon Reid Kilroy Bob Kimball Diane Black Kirchner The Kirchner Family Foundation Dennis Haddon Kirk William Dale Kirk Bart Justin Kirkham Brian McAlister Kirsch Ronald Steven Kirschner Emily Anne Kisabeth Molly Escott Kittrell Patricia Lee Klaer Cara Beth Kliefoth Andrew Hall Knox Jr. Kevin Lee Knox and Tryna H. Knox Mr. and Mrs. Alvin Mendel Koplin Lori Lynn Kose Paul M. Kurtz and Carol P. Kurtz Nancy Hall LaBelle and Danny W. LaBelle Lakepointe Ventures, Inc. Lamar, Inc. A. Truitt Land Jr. Anne Sutton Lane Marshall D. Lane James Porter Langfitt II Otto Charles Langford Jr. Steven Leroy Langston Jason Daniel Lannen Kenneth Marr Lanyon Wayne Maclean Lashua and Patricia Grote Lashua James Ronald Lavelle Jr. James Dewel Lawrence and Reba Jones Lawrence Bobby Wayne Lawson and Kathy Fleeman Lawson April Stephanie Layden Ryan Christopher Leach Adam Ryan Leblanc Alfred Gerald Lee Jr. Tommy Baldwin Lee Wei-Pang Lee Graeme Michael Leiser and Kathleen Dempsey Leiser Kent M. Lemoine Mark Lerner Peggy Basile Levensgood and John Michael Levensgood Gene Michael Leverett Jr. Jason Alan Levitt David Fell Lewis and Robbie W. Lewis David O'Shaughnessy Lewis J. Curtis Lewis III J.C. Lewis Foundation, Incorporated Mark Andrew Lewis Andre Peter Liebenberg Georgianna Parkman Lill Donald Albert Lindner	Mr. and Mrs. Thomas Wendell Lindsey William Holt Linginfelter Marcia Antenberg Linton and Michael David Linton Robert Tate Litteer Crawford Edgar Little III Robert Hartman Little Keith Edward Lloyd Lockheed-Martin Aeronautical Systems Timothy Wayne Lockridge Austin Wynne Logan Larry Benjamin Long Scott Allen Long L'Oreal USA David Stephen Losin and Stacy Slodysko Losin William A. Lott Albert David Love Rebecca Murrah Lovelace Debra D. Lovelady Jim Stuart Lovett John Henry Loving Joseph Edwin Lowe and Edith Chandler Lowe David Patrick Lowenthal Christine Erin Lug Philippe P. Lunardelli Eric Garland Lutz E.G. Meybohn Myra Lea Moore and David Rankin Lynn James Edward Michaels III and Carolyn Marie Lyons Matthew Mitchell Mabe Brian Thomas Macclaga and Katherine Buttermore Macclaga James Alan Macomber William Richard Magill and Tonya Elaine Magill John Joseph Maher III Lisa Joan Mains Rose M. Mains Michael Karl Malcom and Heather Adamson Malcom Anthony R. and Marie V. Malloy Rita Marie Maloof Preyesh K. Maniklal Ollie Benson Mann III Marathon Oil Foundation, Inc. Todd Wayne Marks and Veronica Jordan Marks Charles Henry Marsh James Edward Marsh Eugene Wimbish Marshall III Dennis Eugene Martin Elizabeth Ewing Martin Marti's at Midday Janice Cheryl Marton John Michael Marzullo Kevin David Mason Robert L. Mathis Laurence Norman Mauney Erin Lura May Terry Len Mayne and Sara Mathis Mayne R. Ernest McClure Jr. Daniel Thomas McCollum and Patricia Mooney McCollum David Joseph McConnell Mason Ashley McConnell Gregory Martin McCoskey and Melanie Ann McCoskey Kathleen McCullough David Prescott McDonald Sherwood Hugh McDuffie Shavonne Lynnette McGuirt
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Kathryn Thompson McKenzie Justin Joseph McLaughlin William Stallings McLeod Joseph C. McMillan George Howard McNair Jr. McRae & Stolz, Inc. Richard Gibson McSpadden Jr. Kevin Kimball Meadows Ralph Victor Melbourne Jr. Mary Tena Melissas Thomas Michael Melo Ronald Scott Mercer Jr. Lisa Kirtland Meredith and Ricky Alan Meredith Christopher Scott Messer Carley Marie Uppleger Metsker L. John Michel Joyce Marie Middleton Jessica Drew Miles Miller Brothers Diana Kathryn Miller William David Miller and Linda Plott Miller Paul D. Miller Robert Pierpont Miller Jay A. Milligan Jr. David Henry Mims Jerry Lee Minge Ruebush James Mitchell III Johnathan Ryan Modisett John Michael Monk John Cary Monroe Jr. Suzanne Byrd Monsen Celeste A. Monturo Charles Edward Moore Jr. Courtney Faircloth Moore and Robert E. Moore Jr. Michael Paul Moore and Dawn S. Moore James Hooten Moore Jr. and Natalie Cooper Moore Perry Glen Moore Robert Morgan and Kay Franks Morgan David Tate Morris and Stephanie Butler Morris William Offenhauser Morris Robert Stanford Morton and Gregory Faris Morton Martha Page Morton Harry Moses Moseley Jr. Henry Parks Moss Jr.* Quentin Michael Mostoller Alexander Kamina Muchunu Lynn Garry Muller and John Crawford Muller Jr. Jay Hilbert Mullis Caitlin Leigh Murphy Josh Q. Robertson and Jessica Chatham Murray Frank David Muschamp Lance A. Nail Christin Michele Nally Jonathan Claxton Neal and Karen Nicole Price Neal Kenneth Scott Neal and Lisa Ferguson Neal Walter Poole Neely and Frances Rowland Neely Christine M. 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Pittard William Alan Pittenger Heather Marie Platt Michael Scott Pohler and Sarah Pope Pohler	Tom B. Pool Wing Tip Poon Harry Stephen Popper III and Shirley Hill Popper Sally Stokes Porter Todd Porter Amanda Fletcher Portnell William Boyce Portwood Hamilton Hall Powell John Joseph Prenty Jr. Christopher Andrew Price Robert Hinton Pridgen and Katie Gammon Pridgen Douglas Randall Pritchett and Lynne G. Pritchett Prudential Foundation Smith McMullan Wyckoff and Allison Leigh Pruitt Keith Edward Pugh Zachary Thomas Purvis Nicholas Andrew Rabickow and Marjorie A. Rabickow Neal Edward Raburn Audrey Elaine Rajnak Devin N. Ramo Austin Lee Ramsey III Austin L. Ramsey III, Attorney at Law Timothy Jeter Ramsey Jeffrey Britton Rash H. Gregg Ray and Lora Paschal Ray Ralph Hitchcock Ray Jr. Mark Patrick Rebillot and Laura Holliday Rebillot Saiprasad Komati Reddy Mary Donaldson Redmon David Ruffin Redwine Jr. Terence Lamont Reece Robert Amos Reese Jr. and Marcia Bailey Reese Regions Financial Corporation Ruth Eddings Register Roland Max Reinhart Reliance Insurance Company Charles Maclean Renwick Republic Artist Management Results Through Training, Inc. Brian James Resuttek James Wayne Rewis Sr. Jack Jones Reynolds Jr. and Delicia Hill Reynolds Reynolds-Bercik, LLC Don Matthew Rhodes Monty Christopher Rhodes Elizabeth Dawn Rice Margaret Friedman Richter Joseph Alfred Richwine Leonard Hall Rigdon Sandra Novac Ritchie Carl Albert Ritter Adolfo Amadeo Rivadeneira Jonathan Brooke Roberts Neil Alan Robertson II and Jayna Fort Robertson Thomas Heard Robertson III Barry Keith Robinson and Mary Katherine Robinson Harry Thomas Robinson III and Janine Wright Robinson Mary Virginia Robinson Brenda M. Rodgers John Jarman Rogers Steven Bryan Rogin Paul Nathan Rohrabough Mendel Romm Jr. William Lawrence Ronning and Elizabeth Tumlin Ronning Laura Christine Rose	John Joseph Rossiter and Stacy Smith Rossiter Jack Thomas Rosson and Jan Rosson Charles C. Royal Jr. Louis Harris Rozier RSUI Group Christopher William Ruffner Timothy Garrett Russell and Barbara Smart Russell Douglas Sands Russell William Edward Russell II Jeffrey Scott Rutter William Levi Ryle Jr. Bradley Kirk Sandel Billie Lynn Sanders Kent Wesley Sanford and Rhonda Reece Sanford Marcum Dan Sasser Steven Paul Sasz Bryan Donald Saxon and Eva Sandberg Saxon Charlotte T. Schaffer Fraser G. Schaufele Jr. and Jean R. Kerr Schaufele Mark Douglas Scherer John and Leigh Anne Schlafly Denise Catherine Schlitt Elizabeth Ann Schroder Brett Alton Schultheis Eric Taylor Sconyers David Howell Scott James Austin Scott James Clyde Scott Jr. Allison Brooke Seago Victor Scott Segrest Lindsey Norris Selleck Serotta, Maddocks, Evans & Co. Anil Sharma Tanner and Shelby Sheehan Robert Stephen Shelfer and Margaret Prisbus Shelfer Tony Sheppard Charles Edward Sherrer and Linda Sherrer Daniel James Shine Jr. Shred-X Corporation Andy Neil Siegel Roger Alfredo Silva James White Simpson and Marvine Mizell Simpson John Ely Simpson James Kenyon Sims John Stuart Sims Pushpendra Singh Leslie Smith Sinyard and Robert Darnell Sinyard Jr. James Skiba Mary Jones Skillas Avery Petra Sledge George Child Slickman Bruce William Smith and Carolee Armstrong Smith Jessica Rachel Smith Tracy Joseph Smith and Nannette M. Smith Scott Smith Scott MacDonald Smith David John Sobek James Andrew Sommerville Virginia Prather Sorrow and Leslie Eugene Sorrow Ronald Thomas Sorrow Southeast Mailing Equipment, Inc. Lura Lee Burson Sowa George Lee Sowell James Robert Sowers Jr. Richard L. Sparkmon & Associates, CPA, PC	Summer Beth Spaulding Speakers Unlimited James Joseph Staebell Terri Edith Stalker Theron Harold Stancil Brian Staniszewski Theodore Paul Stank Tiffanie Joy Starr State Farm Mutual Automobile Insurance George Alfred Steadman III Charles Daves Steed Steelcase Foundation Thomas Patrick Sterne Harry Gibson Stevens Jr. and Mary Phillips Stevens Max Edward Stevens Scott Stevenson James Malcolm Stewart Irwin William Stolz III Joy and W. R. Stone Kice H. Stone Thomas Eugene Stovall Melvin Stowers and Ima Roberts Stowers Georgia Kay Strange Kara Alison Strauss Warren Dickey Stribling IV and Jamie Godfrey Stribling The Strickland Agency, LLC Donald Norman Strickland Jr. Tony R. Stringer Darren Michael Strozier Lishuang Su Mark William Swank Bradford Swann and Ashley Danielle Swann Raymond M. Swann Michael Arlington Swartz Richard Phillip Swerdlin Lindsey Benjamin Sykes and Jean Louise Sykes Lalchand H. Tahiliani Jerry Bernard Taitz and Judy S. Taitz Linda Talluto Lisa Lingenfelter Tanner and Earl Andre Tanner Jr. Tarpley & Underwood, PC Adam J. Taylor and Heather Smith Taylor Andrea Rose Taylor Howell C. Taylor Jr. William Rex Templeton Jr. and Dee Ann Templeton Terminus Club Tennant Company Chad Terry Justin Bruce Terry William Ross Thach Adam Therrell Gerald Monroe Thomas Jr. and Gail Thomas Jeffrey Dean Thomas Jimmy Emerson Thomas Mr. and Mrs. Richard Roger Thomas James Robert Thompson Janice Marie Thompson Jonathan Reese Thompson Maggie Rees Thompson Stephen Matthew Thompson George Michael Thompson John Persons Thornton Jr. Shirley W. Thorstenberg and Eric Edward Thorstenburg John Jordan Tippet
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continued on page 66

# class notes

who's doing what, where.

## 1950-54

**Tom Cousins** (BBA '52) of Atlanta received the Commerce Club's Ivan Allen Jr. Leadership Award. Tom is the founder of Cousins Properties Inc., and he presented the final spring '08 lecture of the Terry Leadership Speaker Series.

## 1965-69

**Leon Farmer Jr.** (BBA '64, LLB '7) of Athens and his wife, **Victoria Pruitt Farmer** (AB '73) were honored as a distinguished and philanthropic couple in an article in the *Athens Banner-Herald*. **Jim Breedlove** (BBA '65, MBA '68) of Atlanta retired from BellSouth/AT&T in December 2007 after more than 30 years with the company. He was director of external affairs. In February 2008, Jim started a new career as a vice president of the Fernbank Museum of Natural History in Atlanta. **Frank W. Comer III** (BBA '66) of Parkton, Md., is the new director of training for Riley & Associates Realtors in Baltimore. **Don J. Lloyd** (BBA '67, MA '65) of Monroe returned to UGA to pursue a doctorate degree and teach classes, making him the university's oldest degree-seeking student at the age of 62. Don enjoyed a successful business career in healthcare administration and served as president of the Medical Group Management Association. **John F. Hallman III** (BBA '68) of Atlanta is CEO of Chapman Hall Realtors, which was rated one of metro Atlanta's top 25 residential real estate companies, according to a story in the *Atlanta Business Chronicle*. **James D. Brooks** (BBA '69) of Sugar Land, Texas, retired after 23 years as accounting manager for Coastal/El Paso and 10 years with Texaco Inc. in Atlanta. He has since become a financial analyst at BP. **David Minkovitz** (BBA '69) of Savannah joined Cora Bett Thomas Realty & Associates as a sales associate.

## 1970-74

**Rusty Epperson** (BBA '70) of Atlanta was honored for post-graduate achievement by the University of Georgia chapter of the National Football Foundation and College Hall of Fame. He captained his high school football team and received honorable mention for the all-state team football team before earning two varsity letters at Georgia. Rusty is now a partner in Wilson, Hull and Neal Real Estate. He is a past president of the Atlanta Touchdown Club and a past director of the Downtown Atlanta YMCA. He has also won the Atlanta Real Estate Board Phoenix Award. **Bill C. Lankford Jr.** (BBA '71, MAcc '72) of Atlanta is managing partner of Moore Stephens Tiller LLC, one of Atlanta's top 25 accounting firms, according to the *Atlanta Business Chronicle*. **John Phelps** (BBA '71) of Atlanta and his wife, **Josephine Crawford Phelps** (ABJ '70), are serving as co-chairs for the UGA Parents Council. **Doug Carnes** (BBA '72) of Gainesville received a lifetime achievement award from the National Poultry & Food Distributors Association in recognition the role he has played in the growth of the poultry industry. **Graham Thorpe** (BBA '72, JD '75) of Macon was named one of two new district attorneys in Baldwin County. **Dan Amos** (BBA '73) of Columbus is the CEO of Aflac, Inc., which was recognized as one of Georgia's top 25 public companies by the *Atlanta Business Chronicle*. [See cover story in Spring '08 issue of *TM*, or go to: [http://www.nxtbook.com/nxtbooks/terryyuga/terry\\_spring08](http://www.nxtbook.com/nxtbooks/terryyuga/terry_spring08).] **John Longino** (BBA '73, JD '76, MBA '76) of Ellijay relocated his law office to Canton. He works half of each year in hurricane rescue and relief operations while practicing business law and commercial litigation. **Steve Middlebrooks** (BBA '73) of Athens is president

of Heyward Allen Cadillac, Pontiac Buick GMC and of Heyward Allen Toyota Scion in Athens. He recently assumed chairmanship of the Georgia Automobile Dealers Association after serving on the board of directors since 2001. Under Steve's leadership, Heyward Allen dealerships have won several awards, including the Toyota President's Award, GMC Mark of Excellence, GM Leader of Distinction, and the GM Pacesetter Award. Additionally, he serves on a variety of boards in the Athens community such as the UGA Fellowship of Christian Athletes Chaplaincy Board, Athens First Bank & Trust, Touchdown Club of Athens, and the UGA Chapter College Football Hall of Fame. He formerly served on the Athens Area Chamber of Commerce board. **Clifton Morris** (BBA '73) is senior pastor of the First Baptist Church of Dublin, and he has been elected to the Brewton-Parker College Board of Trustees.

## 1975-79

**David Brazeal** (BBA '79) of Marietta joined American Biosurgical, LLC as chief financial officer. Previously, David served as CFO of Dixie HomeCrafters. American Biosurgical, headquartered in Norcross, is one of the world's leading custom medical cable companies providing custom cable solutions to the world's leading medical device companies. **Bruce Brown** (MBA '75) of Alexandria, Va., was appointed deputy secretary of state for legislative affairs at the U.S. State Department. **Mike Reynolds** (BBA '75, MBA '76) formerly of Bradenton, Fla., was promoted to the new post of company president in charge of StarHub's day-to-day operations. Launched in 2000, StarHub has become one of Singapore's most innovative information-communications providers, and the pioneer in

"hubbing" — the ability to deliver unique integrated and converged services to all its customers.

Mike is a 30-year veteran in the information-communication arena, having held various senior positions in technical, commercial and general management in the industry. He has held a variety of positions with BellSouth Corporation in the American and Asia Pacific regions. Prior to joining StarHub, Mike was based in Beijing, as the president of BellSouth China's operations, where he was in charge of business development and government relations and was responsible for BellSouth's two operating entities in China. **Brantley Barrow** (BBA '76) of Atlanta is chairman of Hardin Construction Company LLC, and has been appointed to the alumni board of directors of the Terry College of Business. **Rocklyn Hunt** (BBA '76) of Cumming stepped down as chief executive of Regions Bank's Gainesville operations. **Bob E. Mathis** (BBA '76) of Atlanta is chairperson and CEO of Peachtree Planning Corp., one of the 10 largest financial planning firms in the country and one of Atlanta's top life insurance agencies. **Thomas A. Bickes** (BBA '78) of Alpharetta is president and CEO of EmployBridge Holding Co., one of Atlanta's top 25 private companies, according to the *Atlanta Business Chronicle*. **Ched Hoover** (BBA '78) of Atlanta will head the new Atlanta office of Universal Capital Management, Inc., of Wilmington, Del. UCM is a business development company that provides management and strategic growth resources to emerging growth companies. Ched is also Universal's newest vice president. **Stewart K. Mathis** (BBA '78) of San Diego, Calif., has more than 29 years of experience in franchising, operations, and administration. In 2002, he was promoted to president of Mail Boxes Etc. Inc., and he currently oversees a global



network of more than 5,900 retail locations. **David E. Pennington III** (AB '78) was elected as Dalton's 27th mayor. **Timothy Mescon** (PhD '79) of Atlanta was named the fourth president of Columbus State. Since 1990, he had served as dean of the Michael J. Coles College of Business at Kennesaw State. **T. Ryan Mock Jr.** (BBA '79, JD '82) of Atlanta is a managing partner of Hawkins & Parnell LLP, one of Atlanta's top 25 law firms, according to the *Atlanta Business Chronicle*.

## 1980-84

**Craig Barrs** (BBA '80) of Savannah was promoted to vice president for governmental and regulatory affairs at Georgia Power. Craig is a member of the Terry Alumni Board. **Charles J. Davis Jr.** (BBA '80) of Cairo was named president of Capital City Bank. **Harold Mulherin** (AB '80) of Athens took time off from his professor duties in Terry's banking and finance department to go on a summer bicycling tour of the Italian Alps. His trip culminated in the Maratona dles Dolomiti, a one-day ride across eight mountain passes in which he sported the bulldog colors on his cycling jersey. **Richard Page** (BBA '80) of Midlothian, Va., was appointed acting director of the Defense Commissary Agency. Richard's government service has been recognized with a series of awards, including the Distinguished Civilian Service Award in 2007. **Bonney Shuman** (BBA '80) of St. Simons Island is CEO of Stratir Corp., one of Atlanta's top 25 women-owned firms, according to the *Atlanta Business Chronicle*. **John Allred** (MBA '81) of Rock Hill, S.C., has three children in college in South Carolina (Winthrop and York Tech), but all are hoping to attend graduate school at UGA. **Bud Gray** (BBA '81, MBA '82) of Brentwood, Tenn., was named vice president of business development

## Executive MBA degree fuels M.D.'s entrepreneurial bent

*Sam Lorenzo (EMBA '06) opens Georgia Urgent Care*

**By Caroline Wilbert**

**Wearing a starched white** coat and hospital scrubs, Sam Lorenzo listens carefully to a patient describe a troublesome boil that has brought her to the Georgia Urgent Care clinic in suburban Atlanta. Lorenzo asks the appropriate questions. Has she experienced dizziness? Has she had any bites lately? He decides to drain the boil, and the patient seems confident that she's in good hands. "Let's do it!" she says.

Lorenzo (EMBA '06) was practicing medicine on this Sunday afternoon, but he was also executing a business plan.

By day, Lorenzo is the medical director of the ER at the Henry Medical Center, but he had long felt that a business degree would open up other career options — and he was right. Lorenzo is also the principal entrepreneur behind the Georgia Urgent Care clinic, which recently opened its doors in Roswell, Ga., and he hatched the plan in Terry's Executive MBA program.

"People are now having two or three different careers," says Lorenzo, a father of five, whose student team included people who work in telecommunications, transportation, recruiting, and banking. "I can't stress enough how much my teammates helped me," Lorenzo adds. "I don't think I would have had enough focused energy to do this on my own."

Lorenzo and his six partners invested \$1 million and secured a loan. Less than a year after opening, the doctors, who all practice elsewhere but work a few shifts, are seeing about 15 clinic patients a day.

Urgent care clinics are marketed to patients who aren't sick enough to go to the ER but don't want to wait for an appointment with their primary care physician. The patient with the boil? Lorenzo says she would have landed at the back of the line at an emergency room, which has to deal with more serious cases first.

"Four hours later, I see her," he says, "and she is not very happy."

Lorenzo says the clinic is exceeding his business plan's goals, and he credits his Terry training for convincing him to bring on doctors as partners, instead of hiring them contractually as staff. The Terry degree also helped him understand what tasks and procedures to outsource and what he should handle himself.

Lorenzo expects the number of clinic patients to climb to 30-40 per day during flu season, but already the clinic is making enough money to pay the bills. The partners' next goal is to generate enough revenue to pay themselves. Long-term, they may elect to expand the operation, so that each partner has his own clinic. Lorenzo, who is in his late 40s, thinks he may one day switch to his urgent care business full-time.

Back at the clinic on his Sunday shift, Lorenzo takes a quick break. His office looks pretty standard with a computer, manila folder patient files, and books about emergency medicine. But also visible is a set of weights that he and his partners used to work out with in the early days when the clinic saw only a few patients a day. Lorenzo finds entrepreneurship rewarding, though his favorite thing about Georgia Urgent Care is being a doctor there.

"Patient care is fun," he says. "For 20 or 30 minutes, I will spend time with this person. I will learn about her and accomplish a treatment. It is instant gratification for a physician." ■



Lorenzo developed his urgent care clinic idea with help from EMBA classmates who work in telecommunications, transportation, recruiting, and banking. "I can't stress enough how much my teammates helped me," says Lorenzo. "I don't think I would have had enough focused energy to do this on my own."

SPECIAL

## alumni connections

### Young Alumni Board links recent graduates to Terry

Jill Walton (BSA '99, MPA '03), Director of Alumni Relations

Every year, the Terry College proudly sends its graduates out to excel in the business world. But at the same time our alumni are leaving UGA, we're also working to develop new and better ways for them to stay connected with their roots here at the Terry College.

With that in mind, we've launched the Young Alumni Board, a 56-member committee representing each of the last 12 graduating classes that meets twice a year. Their mission is to re-engage their peers with the college, support Terry undergrads, help us raise money, and expand our leadership and networking opportunities.

"Younger alums may have had outlets to stay in touch with their college cliques, but there wasn't a formal outlet for them to stay connected to the college," says YAB chair Jay O'Meara. "We see this as an opportunity for the masses to stay involved and get engaged."

YAB hosted an August gathering at the Piedmont Driving Club in Atlanta, where Sonny Seiler (BBA '56, JD '57) treated an overflow crowd to personal reflections on the death of Uga VI and the impending debut of Uga VII (see photo below). YAB is also in the process of piloting regional alumni networks in New York City and Charlotte.

YAB surpassed its \$25,000 fundraising goal for last spring's Alumni Awards and Gala, and board members posted a perfect 100 percent participation rate in Terry's annual fund campaign. To spread the spirit of giving back, YAB members will be conducting peer-to-peer solicitations for gifts to the college. These hard-working young alumni have also been working closely with the college's existing alumni group, which has since dubbed itself the Senior Alumni Board.

"Many YAB members are just starting out," says Atlanta attorney and senior board member Alisa Pittman Cleek (BBA '93), "so it's nice for them to get career advice on things that senior board members have already learned. It also provides networking opportunities."

Other YAB initiatives include the Terry Student Ambassador Program, wherein a dozen current students serve as liaisons to Terry alumni groups. The board also hopes to get young alumni more involved in the classroom — speaking to students, working with professors, and providing first-hand accounts of marketplace changes.

"We have a lot of work to do to raise awareness of this new board," says YAB member Davis Knox (BBA '98). "We need to connect the gap between older alumni and those coming out of UGA today." For a list of YAB members, go to: [www.terry.uga.edu/alumni/board.html](http://www.terry.uga.edu/alumni/board.html) ■



Sonny Seiler (BBA '56, JD '57) spoke at a young alumni reception at the Piedmont Driving Club in August, and the overflow crowd got the inside scoop from Sonny on Uga VII before the new mascot's debut at Sanford Stadium. "If you're expecting a pup, forget it," said Sonny. "This dog is full grown!"

for Renaissance Benefit Solutions with Renaissance Life & Health Insurance Company of America. Bud has 25 years experience in risk management and sales and previously served as regional vice president of sales for DirectComp RX. Prior to that, he managed a \$50 million insurance program for Gambro Healthcare/Davita, Inc. **Lynn Skinner** (BBA '81) of Newnan was hired as a content specialist in math and science by Coweta County School System. **Eddy D. Ariail** (MBA '82) of Clarksville was promoted to executive vice president of Habersham Bancorp. With the company since 1984, he was previously president, corporate secretary, and a member of the board of directors. **Jack D. Williams** (BBA '82) of LaGrange earned his securities sales supervisor license. Jack is vice president of investments with Stifel, Nicolaus & Co. **Robert W. "Buzz" Law** (BBA '83) of Alpharetta is president of Creative Financial Group Ltd., one of Atlanta's top financial planning firms, according to the *Atlanta Business Chronicle*. **John Harper** (MBA '84) of Roswell was named as the marketing lead for Vendormate, Inc. John's career includes Fortune 500 and small business experience as well as B2B and consumer marketing. Most recently, he served as a principal at PathCut Partners, a B2B marketing and sales effectiveness consultancy. His experience includes stints at J.C. Penney and Belden Associates, a media marketing research consultancy.

#### 1985-89

**Elizabeth Brannen Chandler** (BBA '85, JD '88) of Atlanta was appointed city attorney for Atlanta. She is responsible for handling all civil legal matters and overseeing the city's legal compliance program. **Linda Farbolin Van Rees** (BBA '85) of Atlanta is chairman of the board of directors for The Original Honey Baked Ham Company of Georgia Inc., one of Atlanta's top 25 women-owned firms, according to the *Atlanta Business Chronicle*. **Jim J.**

**Chrisman** (PhD '86) of Starkville, Miss., was a featured speaker at the "Management Succession in Family Firms" seminar at Arkansas State University. Chrisman is a professor at Mississippi State, he holds an appointment at the University of Alberta, and he is editor of *Entrepreneurship Theory & Practice*. **John DeHaven** (AB '86, BS '91) of Charleston, S.C., and his wife Melanie joined Century 21 Properties Plus as Team DeHaven. **Joey Etheridge** (AB '86) of LaGrange gave advice for renovating a kitchen in an article, "Kitchen update boosts home's value," that appeared in the *LaGrange Daily News*. Joey is the founder of Etheridge Enterprises, a remodeling company. **Dana R. Hermanson** (BBA '86) of Marietta and three co-authors recently received the 2008 Deloitte/American Accounting Association Wildman Medal, which recognizes research judged to have made or be likely to make the most significant contribution to the advancement of the public practice of accountancy. The award was given for their June 2006 Accounting Horizons article on auditor risk assessment. **David Lilliston** (AB '86) of Watkinsville joined Morgan Keegan & Co. Inc. as a financial advisor and vice president in the firm's Athens branch. **Jim Showfety** (BBA '87, MEd '96) of Alpharetta is the new head football coach at Northview High School. In 2007, the Georgia Sports Writers Association named Showfety AAA Coach of the Year. **Colette Whiting** (BBA '87) of Alpharetta became a vice president for SunTrust Corporate Real Estate as a facilities manager overseeing all of the SunTrust retail banking centers in the metro Atlanta area. Prior to SunTrust Bank, she was employed by Highwoods Properties as a property manager for their Class 'A' office building portfolio in Atlanta. Colette and husband Tom have a 6-year old daughter, Brooke. **Jackie Carson Blakley** (BBA '88) of Anderson, S.C., is the new dean of the business and public services division at Tri-County Technical College. **Karen Williams Townley**



(BBA '89) of Buford was promoted to assistant vice president and benefits specialist at GB&T Bancshares.

## 1990-94

**Kevin Pope** (BBA '92) of Lincoln, Neb., left his position as president at Stanley-Senior Technologies, where he played a leading role in developing the senior technologies division, to become the president of Lincoln's Pen-Link. Pope was honored as one of the top "40 under 40" by the *Lincoln Business Journal* in 2007. **Donald Landen** (BBA '93, MAcc '94) of Ball Ground became the full-time pastor of Ball Ground United Methodist Church. **Mark Spain** (BBA '93) of Cumming was named RE/MAX International's No. 2 agent in the U.S. for closings. This marks the seventh consecutive year the Mark Spain Team has broken the \$100 million annual sales mark. The team ranks No. 4 worldwide out of 115,000 RE/MAX agents in 65 countries. At RE/MAX Greater Atlanta's annual awards event, Mark and his team placed No. 1 in both sales volume and units sold. At the Atlanta Board of Realtors Million Dollar Club Banquet, Mark took top honors for the fourth straight year. Mark and his team were also honored in *COMMUNITIES Magazine* for their gross sales of nearly \$200 million and 751 closings. [For more information on Mark, see the Spring '08 issue of TM or go to: [http://www.nxtbook.com/nxtbooks/terryyuga/terry\\_spring08](http://www.nxtbook.com/nxtbooks/terryyuga/terry_spring08).]

**David L. Wilson** (BBA '93) of Macon joined SunTrust Bank, Middle Georgia, as vice president and commercial banking relationship manager. **William T. Rupp** (PhD '94) of Montevallo, Ala., is dean of Stephens College of Business at the University of Montevallo. **Jill Currie Hoover** (BBA '94) and **Tom Hoover** (BBA '98) of Cumming are expecting their fifth child in August. Tom is the business manager at Pinecrest Academy.

## 1995-99

**Kate Hilburn Allgood** (BBA '95) of Dublin was elected to Morris

# Olympics is his oyster

*Chris Welton (BBA '81, JD '85) is aiding ESPN's efforts to wrest the broadcast rights to future Olympic Games away from NBC*

**By Chris Starrs** (AB '82)

**Chris Welton** (BBA '81, JD '85) worked 18-hour days at his company's Beijing office this summer, and part of his focus was the Olympic Games. But Welton, a star player on Georgia's 1980 National Championship football team, was also embroiled in negotiations regarding future international competitions.

Welton cut his teeth in international sports marketing at the 1996 Olympics in Atlanta, and he is now CEO of Atlanta-based Helios Partners Inc., an international Olympics branding and sports marketing company that also has an office in London, site of the 2012 Summer Olympics.

Helios Partners works to secure sponsors for the Olympics and other global sporting events. The company also advises corporate giants like Coca-Cola, Visa, Delta, General Mills, and Federal Express on how best to benefit from their association with worldwide athletics.

"We had six clients that were domestic sponsors of the Beijing Games, and we represent two clients that are global sponsors," says Welton, whose staff in Beijing numbered 31. "We also represent two sponsors of the London Games — Lloyd's TSB and Deloitte UK."

Helios Partners is already well into its planning for the 2010 Winter Games in Vancouver, the 2012 Summer Games in London, and the 2014 Winter Games in Sochi, Russia; the latter hired Welton's firm to help the city formulate its winning bid. With the Beijing Games now in his rearview mirror, Welton says Helios Partners is focusing on new visions — one of which would be a radical shake-up in the broadcast area. Helios Partners also represents ESPN, which expects to make a major push to snag the domestic broadcast rights for the 2014 and 2016 Games from NBC, which has aired the Olympics in the U.S. since 1988.

"NBC is trying to force Americans to watch the Olympics in prime time," says Welton, who points out that broadcasts from Beijing were watched heavily by the 50-and-over set but much less so by the 34-and-under demographic. "So, for example, you never got to see live telecasts of Jamaica's triple gold medalist Usain Bolt setting any of his world records in track. You had to be told by NBC when you'd be able to watch it. Consumers are not going to respond favorably to that in the future."

"ESPN thinks you get greater viewership if you allow people to watch events when they occur. Word of mouth is powerful, particularly these days when word of mouth is an electronic phenomenon because of web sites, blogs, and downloads to Blackberries. If you run a live telecast of Bolt shattering the world record in the 100-meter dash, you'll get a lot of those same viewers back if you re-run it in prime time."

After getting his law degree from UGA, Welton spent six years with King & Spalding in Atlanta. He joined Helios Partners in 2005.

"I didn't know what Chris would do, but I did feel when he was playing here that he'd have a chance to do something really exceptional," says his former coach, Vince Dooley. "He's got a great knack for business, and he is a good people person."

But he's not a planner.

"I literally have not planned one aspect of my business career," says Welton. "I know that's not what professors and counselors want to hear, but my theory has always been to be well-rounded and well-prepared for whatever circumstances may present themselves. There are a lot of things I took away from my Terry College experience that helped me get into and be successful in the business world, but I can honestly say there's no way I could have foreseen what I'm doing right now. I didn't even know this business existed."

Welton's advice to current Terry students?

"Do the best you can so you can make your own choices . . . not somebody else's." ■



PHOTO COURTESY: HELIOS

**Welton joined Helios Partners in 2005 after six years as a real estate attorney for King & Spalding. With offices in Atlanta, Beijing, and London, the company is ideally situated to do international Olympics branding and sports marketing. Clients include Coca-Cola, Visa, Delta, General Mills, and Federal Express.**

## TERRY COLLEGE PASSINGS

### Terry Faculty

**Earl F. Davis** of Athens, a former professor in the J.M. Tull School of Accounting, died Aug. 9. Davis was revered as an extremely dedicated teacher in the taxation sequence of the Tull School. He graduated from Boston University with a B.S. degree and a degree in law. He received his MBA from New York University and his Ph.D. from the University of Alabama-Birmingham. Davis retired from the University of Georgia after 30 years on the faculty, but remained engaged with the Tull School and the Athens community for many years following his retirement. He received many awards during his career. He directed the accounting internship program and served as faculty advisor to Beta Alpha Psi. As a testament to the respect and admiration that former students and professional colleagues have for Davis, \$2 million was raised to establish the Earl Davis Chair of Taxation in the Tull School. The purpose of the chair is to help the Terry College of Business further its excellence in tax education.

[To learn more about the life and legacy of Earl Davis, see Kent Hannon's editor's column on p. 3 of this issue.]

**Warren Thrasher** (BSC '40, MBA '67) of Athens, a former professor of management and a gifted teacher and trusted mentor to countless UGA students, died June 8. He was an honor graduate and honor military graduate of the University of Georgia. He entered active duty with the Army in 1941, reaching the rank of colonel. He was decorated with the Bronze Star Medal for Valor, the Army Commendation Medal with Oak Leaf Cluster, the Purple Heart, six campaign stars, and the Legion of Merit — the nation's highest peacetime honor. He was decorated by the Italian, Korean, and Iranian governments. He returned to UGA in 1963 and served four years as a professor of military science. He then joined the UGA faculty as a professor in the Department of Management within the College of Business. He was a member of the Academy of Management, the Southern Management Association, The Rotary Club, the Retired Officers Association, Blue Key, Omicron Delta Kappa, Phi Kappa Phi, Beta Gamma Sigma, Sigma Iota Epsilon, Alpha Kappa Psi, Phi Eta Sigma, Biftad, Scabbard and Blade, Gridiron, Lambda Chi Alpha, Athens Historical Society, and he was a founding member of the UGA President's Club.

### 1920s

**Fred Bryant** (BSC '29), Savoy, Ill., June 12. **Walter Fuller Sr.** (BSC '29), Townsend, April 23.

### 1930s

**Russell Cleghorn** (BSC '34), Gainesville, April 10. **Thomas Hopper Jr.** (BSC '34), Cleveland, Tenn., Jan. 23. **William Pressman** (BSC '36), Palm Beach Gardens, Fla., May 18. **Mary Jo Stone Little** (BSC '37), Hampton, Va., May 27. **Albert Davis** (BSC '38), Decatur, March 13. **John Brett** (BSC '39), Tampa, Fla., May 25.

### 1940s

**Warren Thrasher** (BSC '40, MBA '67), Athens, June 8. **Robert Cassels** (BSC '41), Mattapoisett, Mass., March 8. **Cordelia Brumby Hamil** (BSC '41), Atlanta, March 27. **Harold Saye** (BSC '41), Athens, April 22. **William Smith** (BBA '42), Evans, June 24. **Raymond Davis** (BBA '43), St. Simons Island, Feb. 23. **Marianne Marshall Flaherty** (BBA '44), Greensburg, Pa., March 16. **Charles Bosshardt** (BBA '47), Atlanta, April 12. **Frank McGaughey Jr.** (BBA '47), Atlanta, Feb. 2. **Stephen Adams** (BBA '48), Perry, Feb. 25. **Sarah Kent Berner** (BBA '48) Fairfax, Va., Feb. 27. **Fred Hodges** (BBA '48), Statesboro, Oct. 21, 2006. **Ezekiel**

**Lambert** (BBA '48), Madison, Feb. 22. **David Tippins** (BBA '48), Claxton, March 17. **Homer Black** (MBA '49), Tallahassee, Fla., Jan. 31. **Nixon Crosby** (BBA '49), Aiken, S.C., Jan. 27. **Thomas Hearn** (BBA '49), Columbia, S.C., Dec. 13, 2006. **Irving Hurowitz** (BBA '49), Encino, Calif., May 15. **Charles Jones** (BBA '49), Albany, June 13. **Richard Lewis** (BBA '49), Fayetteville, April 2. **John Pruett** (BBA '49), Herndon, Va., Nov. 27, 2007. **Elbert Stapleton** (BBA '49), Athens, March 8. **Fred Turner** (BBA '49), Dalton, July 1974.

### 1950s

**Glenn Braselton Jr.** (BBA '50), Athens, March 17. **James Bridges** (BBA '50), Franklin, N.C., April 21. **Thomas Burns Jr.** (BBA '50), Rome, Nov. 15, 2006. **Tap Carey** (BBA '50), Madison, May 29. **Jackson Carswell** (BBA '50), Homerville, July. **George Clark** (BBA '50), Dublin, Feb. 21. **James Gilmore** (BBA '50), Milledgeville, July 1. **James Jardina Jr.** (BBA '50), Albany, Feb. 22, 2003. **Jean P. Bruner** (BBA '51), Evans, June 23. **Ford Harben** (BBA '51), Watkinsonville, March 3. **Wesley Bass Jr.** (BBA '52), Winnetka, Ill., May 12. **Neal Fendig Sr.** (BBA '52), St. Simons Island, Nov. 3, 2006. **Addison Glover Jr.** (BBA '52), Brooksville, Fla., April 16. **Hugh Inman** (BBA '52), Atlanta, May 26. **Cecil Redfern** (BBA '52), Greenville, S.C., June 3. **John Shirley** (BBA '52), Columbus, Jan. 2. **James Webb** (BBA '52), Bogart, April 18. **Laura Cowart** (BBA '53), St. Simons Island, April 8, 1976. **Francis Thompson** (BBA '53), Charlotte, N.C., May 17. **Jack Turner** (BBA '53), Athens, Feb. 4. **James McCormick Jr.** (BBA '54), Melbourne, Fla., August 27, 2000. **Richard Norton Sr.** (BBA '54), Snellville, May 17. **Franklin Burgamy** (BBA '55), Powder Springs, Oct. 6, 2005. **Daniel Cashin** (BBA '55), Tucker, March 21. **Edward Day Jr.** (BBA '55), Ruckersville, Va., Feb. 10. **Woodbury Rinker** (BBA '55), Martinez, Oct. 3, 2001. **George Saunders** (BBA '55), St. Marys, March 21. **William Bryan III** (BBA '56), Jefferson, July 1. **Joe Harris** (BBA '56), Reidsville, May 13. **Quentin Stewart** (BBA '56), Dunwoody, June 19. **Joseph Jones** (BBA '57), Atlanta, June 13. **John Wilkins III** (BBA '57), Athens, March 11. **Charles Bolden** (BBA '58), Valdosta, Dec. 26, 2004. **Robert Cleveland Sr.** (BBA '58), Macon, June 24. **Julian Cox Jr.** (BBA '58), Athens, June 10. **Dwight Adams** (BBA '59), Brookings, S.D., Dec. 18, 2007. **Robert Ausband Sr.** (BBA '59), McDonough, April 1. **Marvin Quattlebaum** (BBA '59), Evans, Sept. 1, 1989. **Ray Sims** (BBA '59), Cedar Grove, N.J., Feb. 1, 1982.

### 1960s

**Thomas Rodgers** (MBA '60), Murfreesboro, Tenn., Feb. 23. **Donald Genovese** (BBA '61), Greenville, S.C., Aug. 22, 2007. **Max Baggett** (BBA '62), Gainesville, May 1. **George Brannon Jr.** (BBA '62), Gainesville, March 20. **Thomas Baker** (BBA '63), Roswell, Aug. 31, 1999. **Henry Moss Jr.** (BBA '64), Ridgeland, S.C., May 29. **Walter Murray Jr.** (BBA '64), Gainesville, Feb. 8. **Steven Ressler** (BBA '64), Athens, August 1983. **Vaughn Rogers** (BBA '64), Clayton, March 13, 2001. **Charles Howell** (BBA '65), Tifton, Jan. 31. **Frank Neal III** (BBA '65), Campobello, S.C., May 28. **William Thomas** (BBA '65), Athens, March 5, 2004. **Albert Butler** (BBA '66), Ashburn, June 23. **Walter Giles Jr.** (BBA '66), Woodinville, Wash., Feb. 22. **William Horner** (BBA '66), Jacksonville, Fla., April 9. **Monty Rogers** (BBA '66), Macon, March 16. **Jesse Haralson Jr.** (BBA '67), Valley, Ala., Dec. 25, 2007. **Bruce Jerles** (BBA '67), Birmingham, Ala., June 8. **Frank Strickland** (BBA '67), Cumming, Feb. 27,

2005. **Michael Carter** (MBA '68), Jacksonville, Fla., Jan. 19. **Larry Crandell** (BBA '68), Wadesboro, N.C., March 24. **Edward Goebel** (PhD '68), Florence, S.C., Feb. 27. **David Smith** (BBA '68), Bessemer, Ala., June 29. **Charles Turk** (BBA '68), Gainesville, Jan. 17. **Robert Choate III** (BBA '69), Tifton, June 4, 2007. **James Day Jr.** (BBA '69), Jacksonville, Fla., Oct. 23, 2007. **Stanley Harris** (BBA '69), Covington, Feb. 2. **David Slate** (BBA '69), Anderson, Ind., April 9.

### 1970s

**John Creson** (BBA '70), Augusta, April 27. **Wayne Greene** (BBA '70), Macon, Feb. 25. **John McEachin Jr.** (BBA '70), Hazlehurst, Nov. 1, 2005. **Edgar Wheeler** (BBA '70), June 6, 2007. **Donald Callender** (BBA '71), Roswell, Oct. 4, 2006. **James Page** (BBA '71), Eatonton, April 30. **D. Keith Strickland** (BBA '71), Loudon, Tenn., April 14. **Robert Sappington Jr.** (BBA '72), Fortson, April 12. **Harrison Harp** (BBA '73), Macon, Feb. 18. **Dexter Williams** (BBA '73), Suwanee, Feb. 3. **Everett Briscoe Jr.** (BBA '74), Dartmouth Devon, England, June 5. **Ray Flynt** (BBA '74), West Columbia, S.C., July 5. **James Patrick** (BBA '74), Spartanburg, S.C., April 30. **William Pulliam III** (BBA '75), Roswell, Nov. 16, 2007. **Thomas Sellers Jr.** (BBA '75), Fayetteville, April 24. **Lynn Chitwood** (BBA '78), Atlanta, July 12. **Willis Hanberry** (MBA '78), Macon, Jan. 30.

### 1980s

**William Walker** (PhD '81), Statesville, N.C., May 10. **Katherine Hopper Brunson** (BBA '82), Statesboro, Nov. 5, 2005. **James Denson Jr.** (MBA '84), Lawrenceville, March 28. **Brian Steffy** (PhD '84), Lititz, Pa., May 26. **Joanna Rae Elliott Bowen** (BBA '85), Flowery Branch, Aug. 9, 1995. **Judith Stanford Rosier** (BBA '86), Savannah, May 27.

### 1990s

**Laura Braley Williams** (BBA '90), Fayetteville, Sept. 24, 1993. **Cary Smith** (BBA '93), St. Simons Island, June 2. **Stephen Zombek** (BBA '98), Douglasville, Feb. 2.

### 2000s

**Mark Duello** (BBA '06), Snellville, Feb. 25

## let us know

Terry magazine wants to know about your news. Send us your address changes, announcements and job news. Use the enclosed self-addressed envelope or drop us a note:

Terry Magazine, c/o Kent Hannon  
Terry College of Business, The University of Georgia  
106 Brooks Hall  
Athens GA 30602-6269

Or email [khannon@terry.uga.edu](mailto:khannon@terry.uga.edu).



State Bank's board of directors. She is currently a sales representative with Takeda Pharmaceuticals North America. **Heather Gentner** (BBA '95) of Atlanta and husband Chris welcomed the birth of their son, Christopher Daniel Gentner Jr. **Michael S. Lewis** (BBA '95) of Fairfax, Va., was ranked No. 1 in *The Wall Street Journal's* "Best on the Street Analyst" survey for his stock picks in aerospace and defense — and No. 3 by *Financial Times/StarMine*. He is currently employed with BB&T Capital Markets. **Lance Nail** (PhD '96) of Hattiesburg, Miss., was named dean of the college of business at the University of Southern Mississippi. He had previously served as chair of the Department of Finance, Economics and Quantitative Methods for the past five years at the University of Alabama-Birmingham. While a faculty member at UAB, he received the President's Excellence in Teaching Award and the Beta Gamma Sigma Professor of the Year Award. Lance is managing editor for the *International Review of Financial Analysis*, he served on numerous boards. **Henry W. Bailey Jr.** (BBA '97) of Bogart accepted a position as a realtor with Prudential Blanton Properties in Athens. He sold more than \$6 million in real estate in his first two years as a realtor. **Russell Bates** (BBA '97) of Moultrie was named vice president, commercial loan officer at Ameris Bank in Moultrie. Bates leads the commercial loan division. **Michael Choy** (BBA '97) of Chicago welcomed a daughter, Penny Rae, on July 25, 2007. Choy is a senior associate at the Chicago law firm Winston & Strawn. **Nicole Brown** (BBA '98) of Atlanta was appointed vice president and account executive for Wells Fargo's southeast region Professional Risk Group. She will be based in the firm's Atlanta office. **Frank Dyer** (MBA '98) of Duluth was appointed director of product marketing for Onity, which is one of the world's leading providers of electronic locking solutions. Prior to joining Onity, Frank was a senior product marketing manager for AT&T. **Elizabeth**

**Preiss** (BBA '98) and husband **David Preiss** (BFA '97) of Atlanta welcomed the birth of their twin daughters, Caroline and Sophia, on Sept. 21, 2007. **Melissa IntVeldt** (BBA '99) of Duluth was promoted to an account executive position with Marriott International, where she will manage the leisure market sales for the Courtyard brand hotels in Gwinnett County. Melissa became engaged to a fellow Terry grad, **Kendall Starr Dutton** (BBA '99), while on vacation in Hawaii, and the couple plans to marry in the spring of 2009. **Jeff Shiver** (BBA '99, JD '04) of Atlanta joined the law firm of Peter A. Law, P.C. as an associate. **Thomas Wilkins** (AB '99, MA '02) of Athens published a cover story for the *Georgia Historical Quarterly* (summer 2007) on Sir Joseph Jekyll, for whom Jekyll Island was named.

## 2000-04

**Jess Barnett** (BBA '00) of Loganville received his master's degree in Christian Studies from Luther Rice Seminary. He is currently volunteering with the Loganville Community Ministry Village. Jess and wife **Rebecca** (BSW '04) have two children, Julia Grace and Joel Morgan, and they are looking forward to another awesome Georgia football season this year. **Lin Clayton** (BBA '00) of Bremen and his wife Shannon announce the birth of James Luke Clayton, who joins big sister Abbey. **John Holden** (BBA '00, MAcc '00) of Athens, audit manager of Rushton & Co., was elected president of the 240-member Northeast Georgia Society of CPAs. He is a certified public accountant and a certified fraud examiner. **Lindsay Zaltman** (MMR '00), of Pittsburgh, Pa., is a co-author of *Marketing Metaphoria: What Deep Metaphors Reveal about the Minds of Consumers*. **Mark Anthony Thomas** (BBA '01) of New York, N.Y., accepted the position of deputy director of City Futures, Inc., which runs the Wall Street-based think tank Center for an Urban Future. He is also a graduate student at Columbia

University's School of International & Public Affairs. **James Gregory Wright** (BBA '02) joined the staff of Security Bank in Albany as a banking officer/branch manager. **Christy Marsh** (BBA '02) of Statesboro is a loan originator with AgSouth Mortgages. Previously, she was a realtor with Coldwell Banker Tanner Realty. Christy and husband **Elliott Marsh** (BSA '02), have two daughters, Adison and Annalee. **Stefan Obenland** (BBA '02) of Atlanta joined OCI Chemical in Marietta as a purchasing agent. **Tony Polito** (PhD '02) of Greenville, N.C., authored a short piece in *Quality Progress*, the leading publication for practitioners of quality, on the topic of W. Edwards Deming one of the founding fathers of the quality movement. Tony was also quoted in *SmartMoney* magazine regarding current problems in the airline industry. **James Gregory Wright** (BBA '02) joined the staff of Security Bank in Albany as a banking officer/branch manager. **Phoupasong "Song" Keovongsak** (BBA '03) of East Point accepted the position of branch manager of the BB&T Bank in Jonesboro. Keovongsak will begin pursuing his master's in business administration this fall. **Albert Reilingh** (MBA '03) of Mableton was appointed project manager and business analyst with Abel Solutions, a leading Microsoft SharePoint solution provider. Albert was formerly a knowledge management lead with Multi-National Force-Iraq. He has managed teams handling highly sensitive information for projects at the Centers for Disease Control and Prevention and for the defense department in Baghdad, and his career includes tenure with BearingPoint, Inc., Siemens Energy & Automation, and Coca-Cola Enterprises. **Eric Rein** (BBA '03) of Canton joined NorthWest Bank & Trust as an assistant vice-president /relationship manager. **Chon Abraham** (PhD '04) of Williamsburg, Va., was awarded the prestigious Fulbright Scholarship for a nine-month research fellowship in Japan. Chon

is an information systems professor at William & Mary — and a recipient of the school's Alfred N. Page Undergraduate Teaching Award. **Phillip Jackson** (BBA '04) of Auburn, Ga., was named branch manager of Oconee State Bank's main office in downtown Watkinsville.

## 2005-08

**Drew French** (BBA '05) of Athens opened Your Pie, a deli-style pizza parlor, in the Colonial Promenade Beechwood Shopping Center. **Keith Miles** (MBA '05) of Snellville, was admitted to the state bars of both Georgia and North Carolina. He has opened his law practice and he will focus on business transactional work, tax controversies and estate planning. **Shawn Vincent** (MBA '05) of Augusta was promoted to vice president of operations for the newly created oncology division of the Hospital Corporation of America. **Andrew Dill** (BBA '06, AB '07) of Athens, who represents U.S. Senator Johnny Isakson (BBA '66) across Northeast Georgia, was selected for Athens' 2009 Leadership Education Awareness Development program. **Kirsten Jonathan Gurley** (BBA '06, BS '06) of Bogart was appointed to banking officer by Athens First Bank and Trust's board of directors. **Sam Lorenzo** (EMBA '06) of McDonough formed a partnership with six other emergency physicians and has established a Georgia Urgent Care unit in Alpharetta [see story on p. 63]. **Stephanie Schwert** (BBA '06) of Jacksonville, Fla., was promoted to account director in the commercial insurance division of Harden & Associates. **Matt Culberson** (BBA '07) of Lawrenceville is marketing director for Innovative Outdoors, an Atlanta landscaping company started by another Terry graduate, **Thomas Boyce** (BBA '07). Brother **John Boyce** (BBA '08) of Dacula is also part of the Innovative Outdoors team. **Laura Scredon** (BBA '07) of Santa Barbara, Calif., is an account executive in the trauma and spine division with Ossur North America. ■

## HONOR ROLL

*continued from 66*

Matthew Ambos Tisdell  
Jack Torbett  
Shannon Amann Totten and  
Eric Richard Totten  
Scott Wayne Trantham  
Jerry Eugene Trapnell and  
Sally Durham Trapnell  
Joseph Thomas Treanor  
Christopher Mark Troxel  
Milton W. Troy III  
Rebecca Wyche Turner  
Turner, Wood and Smith Insurance  
Sara Lee Tweedell  
Benjamin Hayes Underwood  
James Kennedy Underwood  
William Emmett Underwood III  
United eWay  
UnumProvident Corporation  
Mindy Shipp Upton and  
Donald Niles Upton Jr.  
Deborah Ross Urquhart and  
Richard V. Urquhart  
John Brooks Vann and  
Elizabeth Birdsong Vann  
Elizabeth Shook Venitt  
Verizon

Michael Edward Viers and  
Marc Erickson Viers  
Herbert Hampton Vining Jr.  
Mark Philip Vitner  
Robert Edwin Voeks III and  
Lisa Ford Voeks  
Long Vu  
Suzanne Krag Wacker  
Jerry Kenneth Wages  
Larry Allen Wages  
Bradford Andrew Waite  
Donald Jeffrey Walker  
Molly and Rett Walker  
Tony Lynn Walker  
Joseph Allen Wall and  
Patricia Hammock Wall  
Robert Edward Wangerien  
Timothy Eric Ward and  
Catherine Brooks Ward  
Terry Warren Wasden  
John Treadwell Wasdin and  
Mitzi Wasdin  
David Henry Waters  
Stephen Monroe Waters Jr. and  
Marilyn Clough Waters  
Stephen Cabell Watson and  
Betsy Shevlin Watson

Thomas John Way  
Mary Octavia Weaver  
William Edward Weeks  
Christopher Richard Welch and  
Tricia Timberlake Welch  
Wells Fargo & Company  
J. Elliott Wells and  
Gay Moore Wells  
Robert Andrew West and  
Kelly Withers West  
James Richard Westbury Sr.  
Gilmer G. Weston Jr. and  
Judith Brantley Weston  
Andrew Jefferson Whalen III and  
Jan Shelnutt Whalen  
Thomas Gibson Whatley Jr. and  
Maliece Still Whatley  
Whirlpool Foundation  
Jonathan David White  
Emmitt William White Jr.  
Robert Hugh White  
Timothy Benson Whitmire  
Charles Lynn Whittimore Jr.  
Eric A. Wiening  
Thomas Johnston Wigley  
Mr. and Mrs. James G. Wilcox Jr.

Roy Edward and  
Susan Doris Wilcox  
R. Barry Wildman  
Albert Sydney Williams Jr.  
Anthony P. and  
Nicole W. Williams  
Conni Dean Williams  
Eric Rodney Williams  
Gerald Lee Williams  
Kara Denise Williams  
Kelly Williams  
Lucy Daigle Williams  
Samuel Mark Williams  
Ronald Wyatt Williamson and  
Sandra Segars Williamson  
Thomas Atwood Willson IV and  
Marybeth E. Willson  
Michael Andrew Wilson II  
Judith Locklear Wilson  
Bernard Wind  
William Jule Windham and  
Bonnie R. Windham  
Mary Katherine Winn  
E. Forrest Wise  
Phillip Raines Wise Jr.  
Michael Keller Withers  
Don Edwin Wix

Brian West Wood  
James M. and Ruthie Wood  
Joe Terrell Wood Jr.  
Jeffrey R. Woods  
Brian Leslee Woodward  
Paul Tobias Woody III  
Henry Hall Woolard Jr. and  
Barbara Harwell Woolard  
John Shiver Woolard  
Mr. and Mrs. Joel O. Wooten  
Norma and Clyde Wright  
John Wilson Wright and  
Heather Currier Wright  
Jeanne Brown Wright  
Lloyd Lee Wyatt  
Erin Miller Yancey and  
Joseph Matthew Yancey  
J. Bayne Yarbrough  
John Fletcher Yarbrough V  
Virginia Lee Yeagle  
Glenn Thomas York Jr. and  
Wyndolyn Vickers York  
John Neal Youmans  
John Edward Zoucks ■

*\*deceased*

## ARCHWAY TO EXCELLENCE

*continued from 66*

Mr. Terry Steven Brown and  
Mrs. Lisa Brown  
The Brumley Family Foundation Trust  
Mr. David L. Burch and  
Mrs. Teresa Lassetter Burch  
Burke, Inc.  
Mr. Charles Thomas Cantrell and  
Mrs. Nanette Cantrell  
The Clorox Company  
Coca-Cola North America  
Commercial Roofing Specialties  
Mr. R. W. Courts, II and  
Mrs. Lynda B. Courts  
Mr. Richard W. Courts, IV and  
Mrs. Lane Courts  
Mr. Robert G. Cross  
Delta Life Insurance Company  
Elliott Davis, LLC  
Florence & Harry English Memorial Fund  
Mr. Robert Dale Finney and  
Ms. Elisha Wade Finney  
Gannett Foundation  
Georgia Casualty & Surety Company  
GFK - Nuernberg  
Mr. Elder Grifton 'Grif' Glenn, III  
Mr. James Thomas Glenn  
Mr. Edward Scarborough Heys, Jr. and  
Mrs. Lori Heys  
Hobbs Group, Inc.  
The Home Depot  
Mr. William Patton Hopkins, Jr. and  
Mrs. Ann Dabney Hopkins  
Mr. Lindsey Hopkins, III\* and  
Mrs. Wanda Hopkins  
Jewish Federation of Greater Atlanta, Inc.  
Mr. Dwight Charles Jones  
Mr. Mark Steven Jones  
Mr. Archibald Bradford Kay, III and  
Mrs. Janice Adams Kay  
KPMG, LLP  
Thomas H. Lanier Foundation  
Mr. J. Reese Lanier and  
Mrs. Mims Roberts Lanier  
Lee-Moore Oil Company

Mr. Dolph Leffler\* and  
Mrs. Phyllis C. Leffler\*  
The Lemelson Foundation  
Life Care Centers of America  
Marsh  
Mr. Michael Glenn Maxey and  
Mrs. Debra P. Maxey  
Mr. Walter Collins McGill, Jr. and  
Mrs. Sue McGill  
Millward Brown, Inc.  
Mr. John L. Murphy and  
Mrs. Jacquelyn Almond Murphy  
Governor Sonny Perdue and  
Mrs. Mary Ann Ruff Perdue  
Ms. Wendy W. Petersen and  
Mr. Martin H. Petersen  
Mr. James 'Jamie' Madison Reynolds, III  
Mr. Paul Lee Rosenthal  
Mr. Jeffrey Lynn Rothenberger  
Mr. Charles Warren Schulze and  
Mrs. Sarah Schulze  
Mr. Abram Jacob Serotta and  
Mrs. Karen Blumenthal Serotta  
Mr. Gerald A. Shirk  
Mr. Wallace Edward Smith\*  
Society for Information Management  
State Farm Insurance Companies  
Mr. Victor C. Sullivan, III and  
Mrs. Jane Anne Sullivan  
SunTrust Bank, Inc.  
George P. Swift, Jr. Family Foundation  
Mr. Kenneth Lee Thrasher and  
Mrs. Catherine New Thrasher  
Mr. John Elwood Traver and  
Mrs. Carol L. Traver  
Mr. R. Steve Tumlin, Jr. and  
Mrs. Jean Tumlin  
The Turner Family Foundation, Inc.  
Mr. Jack Turner\*  
Mr. William Bradley Turner, Jr. and  
Mrs. Sally Little Turner  
UGA Insurance Society  
Vistakon Johnson & Johnson  
Vision Care Inc

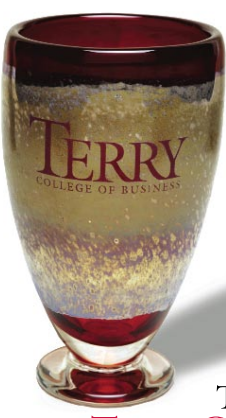
Mr. John Michael Voynich and  
Mrs. Susie Voynich  
Mr. S. Scott Voynich and  
Mrs. Rhonda Voynich  
Mr. William Thomas Walton  
Mr. Larry Ephriam Warnock and

Mrs. Jacqueline Warnock  
Mr. James Fender Watson and  
Mrs. Jane Wood Watson  
Western Carolina Chapter of RIMS  
Mr. Thomas Burton Wight, III ■  
*\*deceased*

# SAVE THE DATE


## TERRY COLLEGE OF BUSINESS ALUMNI AWARDS AND GALA

*hosted by the Alumni Board  
of the Terry College of Business*



**SATURDAY,  
APRIL 25, 2009**  
**6:00 p.m.**

InterContinental Buckhead  
*Atlanta*

The University of Georgia  
**TERRY COLLEGE OF BUSINESS** 



# TERRY COLLEGE ADVISORY GROUPS

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**Stephen M. Joiner** (BBA 1986), Managing Partner, Southeast Region, Deloitte & Touche, LLP

**E. William Jones, Jr.** (BBA 1988), Director of Business Affairs, Augusta National Golf Club

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**Thomas H. Paris III** (BBA 1984, MBA 1985), Manager, U.S. State Government Relations, General Electric

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**Ashley P. Scott** (BBA 1993, MAcc 1994), Partner, PricewaterhouseCoopers LLP

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**James H. Shepherd** (BBA 1973), Chairman, Shepherd Center, Inc.

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**Victor C. Sullivan III** (BBA 1980), Financial Consultant, A.G. Edwards a Division of Wachovia Securities, LLC

**Joseph H. Terrell, Jr.** (BBA 1974), Executive Vice President, Carter & Associates

**Kenneth L. Thrasher** (BBA 1973, MAcc 1974), Managing Shareholder and Co-Founding Shareholder, Bennett Thrasher PC

**Larry E. Warnock** (BBA 1968, MEd 1971, EdS 1978), Owner, Bry-Mel Homes, Inc.

**W. Larry Webb** (BBA 1969, MBA 1970), Senior Vice President & CFO, Athens Regional Health Services

**F.M. Buck Wiley III** (JD 1992, MBA 1992), Vice President, Merrill Lynch

**David K. Withers** (BBA 1994), Director of Finance, Turner Enterprises, Inc.



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Athens, Georgia  
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