

Tom Cousins **A PURPOSE-BUILT LIFE**

Atlanta real estate icon is taking his acclaimed
East Lake revitalization model nationwide



THE POWER TO SUCCEED

Your business can do amazing things with the right support. The kind that comes from a community-focused bank, backed by the power of Synovus. As a member of the Synovus family, Bank of North Georgia offers your business unrivaled security. Deep resources. And the confidence to not only dream, but accomplish. From competitive business checking and money market accounts to online cash management tools that put you in charge of your money, we're ready to put our experience and expertise to work for you today.

Visit us in person or online at www.bankofnorthgeorgia.com today!

*Proud to be a corporate sponsor of the Terry
Third Thursday Executive Speakers Series*



Bank of North Georgia
**MORE POWER
TO YOU**

© 2010 Bank of North Georgia. All rights reserved.



Sponsor of the Terry Third Thursday Executive Speaker Series

a **SYNOVUS** bank

Leaders are born . . . and made



At one point in the production cycle, we considered adding a banner headline that would have proclaimed Spring 2010 as “The Leadership Issue” as a tribute to Atlanta real estate icon Tom Cousins (BBA ’52), Board of Regents chairman Bob Hatcher (BBA ’64), and all the other members of the Terry family — including the Alumni Award winners and the “Terry 50” — who demonstrate in this issue what it means to be a leader and what a difference leadership can make in the modern marketplace.

But the more we thought about it, the clearer it became that every issue of *Terry Magazine* is booked solid, front to back, with leaders. It could be argued that some of the recent trailblazers we’ve featured on the cover — people like Sound Exchange VP Bryan Calhoun (BBA ’92), Mom Corps CEO Allison O’Kelly (BBA ’94), and Aflac CEO Dan Amos (BBA ’73) — got where they are today because of their own moxie. It has only been in the last 10 years or so that leadership — as a set of character traits that can be taught and learned — has made its way into academic catalogs.

As you will learn from reading our story on Terry’s Institute for Leadership Advancement (see p. 28), it was former Coca-Cola executive Earl Leonard whose vision and generosity helped create ILA as a means of imparting qualities that he and his colleagues felt were generally lacking in the college graduates they were interviewing in the 1990s.

“When I was hired at Coca-Cola in 1964, the model for American business was the old, traditional, command-and-control model where essentially the boss did all of the thinking and had all of the vision, and the younger, newer employees did all of the doing,” says Leonard, who had the distinct feeling as a young college graduate that he was merely being hired to do legwork. Forty years later, business has now evolved to a point where decisions are no longer made in isolation by one boss, but by groups of people throughout organizations. In today’s working environment, leadership is more important than ever.

Leadership is also an essential tenet of Terry’s CFO Roundtable program (see story on p. 40). As recently as the 1990s, many CFOs acted as pure internal accountants, producing intricate financial reports but waiting in the wings when it came to making deals.

“Now the CFO is a true business partner with a seat at the strategy table,” says CFO Roundtable co-founder John O’Neill (EMBA ’05). “The CFO is a right-hand partner of the chief executive officer, and CFOs even sit on the board.”

To better prepare CFOs for their added responsibilities, O’Neill and his Cushman & Wakefield colleague Chris White (EMBA ’04) created a program that would bring best practices into a valuable network. “We started with a simple question about the CFO,” says White. “What keeps you up at night? The best ideas turn into our programs, and the programs change as the financial environment changes.”

Having said that every issue of *TM* is loaded with leaders, we were still tempted to give this issue a special identity because of the stellar showing that Terry business owners made in the inaugural Bulldog 100 rankings of the fastest-growing UGA owned/operated businesses. As you’ll discover from reading that story (see p. 34), Terry accounted for half of the Bulldog 100 — and we figure to do well every year, thanks to the leadership skills that Terry grads exude. Maybe next year we’ll be calling it “The Bulldog 100 ... and the Terry 60!” 🐾

Kent Hannon
khannon@terry.uga.edu

Terry Advisory Groups

TERRY DEAN'S ADVISORY COUNCIL

Chairman

C. William Griffin
Managing Director
Lender Processing Services

C. Scott Akers, Jr.
Principal, Register Financial
Associates, Inc.

James H. Blanchard
Chairman and CEO
(Retired), Synovus

Susan M. Boyd
Managing Director
Russell Reynolds Associates

Frank W. Brumley
Chairman and CEO
Daniel Island Company

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

Phillip E. Casey
Chairman,
Gerdau Ameristeel

Richard W. Courts IV
Vice President, Carter

Jay M. Davis
Chairman and CEO
National Distributing
Company, Inc.

Darren W. DeVore
Managing Director
Artisan Partners, LP

Damon M. Evans
Athletic Director
University of Georgia

Hillel A. Feinberg
Chairman and CEO
First Southwest Company

Elisha W. Finney
Senior Vice President and
Chief Financial Officer
Varian Medical Systems

S. Taylor Glover
President and CEO
Turner Enterprises, Inc.

Lizanne C. Gottung
Senior Vice President for
Human Resources
Kimberly-Clark

John H. Heyman
CEO, Radiant Systems, Inc.

John W. Jackson
President and CEO
Bank of Atlanta

Harold A. Kelly, Jr.
Executive Managing
Director, Och-Ziff Capital
Management

Walter J. Muller III
Chief Investment Officer
Bank of America

Patrick S. Pittard
Executive-In-Residence
UGA Terry College of Business

Kessel D. Stelling, Jr.
President and COO
Synovus

W.E. Stewart, Jr.
President
Bibb Distributing Company

Barry L. Storey
Partner
Hull Storey Gibson Cos.

Lowell W. White, Jr.
Owner,
Harmony Crossing, LLC

ALUMNI BOARD OF DIRECTORS

Chair

Richard W. Courts IV
(BBA 1995)
Vice President, Carter

Vice Chair

Abram J. Serotta
(BBA 1968, MAcc 1969)
President, Serotta Maddocks
Evans & Co., CPAs

Secretary/Treasurer

Alisa Pittman Cleek
(BBA 1993), *Partner*
Elarbee Thompson,
Sapp & Wilson, LLP

Immediate Past Chair

Addison A. Barksdale
(BBA 1989, MBA 1993)
Executive Vice President,
Marketing, LPL Financial
Institution Services

Alexis Smith Balkum
(MBA 2007), *Executive*
Director, *Employee Learning*
and Development, Turner
Broadcasting System, Inc.

James W. Barge
(BBA 1978), *Executive Vice*
President and Controller, *Tax*
and Treasury, Viacom, Inc.

W. Benjamin Barkley
(AB 1987, MBA 1988,
JD 1991), *Corporate*
Department Chairman
Kilpatrick Stockton

M. Brantley Barrow
(BBA 1976), *Chairman*
Hardin Construction Co.,
LLC

W. Craig Barrs
(BBA 1980)
Senior Vice President, *External*
Affairs, Georgia Power

R. Michael Barry, Jr.
(BBA 1993, JD 1996, MBA
2005)
Partner, Epstein, Becker
and Green, P.C.

Ruth A. Bartlett
(BBA 1976), *Partner*
Frazier & Deeter, LLC

W. Douglas Benn
(BBA 1976, MAcc 1982)
Chief Financial Officer
The Cheesecake Factory, Inc.

Todd A. Bitzer
(BBA 1998), *Vice President*,
Institutional Sales
Janus Capital Group, Inc.

David E. Blanchard
(BBA 1996, MBA 2004)
Partner
Artisan Properties, Inc.

Diane S. Bloodworth
(BBA 1982)
President, PerceptivePRO

Louis J. Brown
(BBA 1985)
President, LJ Brown
Financial Resources

R. Alan Bullock
(BBA 1975)
Managing Director
Bullock Mannelly Partners

James W. Childs
(BBA 1990)
Managing Partner
Childs Advisory Partners

Matthew D. Clark
(BBA 1992, MAcc 1993,
MBA 2004), *Finance*
Manager, *Industrial Services*
Division, GE Energy

Cecil R. Cooke
(BBA 1975), *Managing*
Director, Aon Risk Services

Brian J. Cossaboom
(MBA 1997)
Operations Leader, IBM

Darren W. DeVore
(BBA 1986)
Managing Director
Artisan Partners, LP

Richard D. Doherty
(BBA 1978)
President and CEO
Doherty, Duggan, & Rouse
Insurers

J. Tillman Douglas, Jr.
(BBA 1990),
Regional Sales Director
Mother Nature Network

Susan McWhorter Driscoll
(BBA 1985, MMR 1986)
CEO, ignition, Inc.

Robert J. Dumas, Jr.
(BBA 1984, MAcc 1985)
Partner and General
Manager, TaxConnex, LLC

Morris C. Estes
(BBA 1988), *Senior Vice*
President, GE Healthcare
Financial Services

Barbara E. Hampton
(MBA 2006)
Senior Vice President and
Chief Financial Officer
Georgia Transmission Corp.

Edward S. Heys, Jr.
(BBA 1983)
Atlanta Deputy Managing
Partner, Deloitte.

J. Hamilton Hilsman
(AB 1994, MBA 2004)
Vice President, *Senior Family*
Office Advisor
Synovus Family
Asset Management

Hamilton E. Holmes, Jr.
(BBA 1990)
Community Relations
Lockheed Martin
Aeronautics Co.

Jason E. Hudson
(BS 1996, MBA 2004)
Chief Financial Officer
Majure Data, Inc.

O. Logan Ide
(JD 1995, MBA 1995)
Managing Partner
Foundry Capital, LLC

Michael W. Ivey
(BBA 1986)
President and CEO, Capital
City Mortgage Corp.

Arthur Johnson
(BBA 1992, MEd 1994)
Associate Athletic Director
University of Georgia

Stephen M. Joiner
(BBA 1986)
Partner
Deloitte & Touche, LLP

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

Luther A. Lockwood
(BBA 1989)
Managing Principal
MBL Advisors, Inc.

J. Clifford McCurry
(BBA 1971)
Vice Chairman
Seacrest Partners, Inc.

Andrew S. McGhee
(AB 1982)
Archway Equity Partners

Ted McMullan
(MBA 1993)
President, Covington
Investments, LLC

Hollis Dorsey Meidl
(BBA 1983)
Managing Director, *U.S.*
Healthcare Practice Leader
Marsh USA

Marlan L. Nichols
(BBA 1977)
Senior Partner, Nichols,
Cauley & Associates, LLC

Allison Karl O'Kelly
(BBA 1994)
Founder and CEO
Mom Corps

Gerald E. O'Meara III
(BBA 1997, MBA 2000)
Senior Vice President
CB Richard Ellis

Michael K. Ostergard
(BBA 1989)
Global Managing Partner,
Shareholder Value Consulting
Practice, Accenture

Thomas H. Paris III
(BBA 1984, MAcc 1982)
U.S. Manager, *State*
Government Relations
General Electric

John F. Schraudenbach
(BBA 1981, MAcc 1982)
Partner, Ernst & Young

Ashley Pittman Scott
(BBA 1993, MAcc 1994)
Partner, Pricewaterhouse-
Coopers, LLP

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

Deborah L. Storey
(AB 1980, MBA 2006)
Senior Vice President, *Centers*
Support, AT&T

R. Travis Storey
(BBA 1975, MAcc 1977)
Office Managing Partner
KPMG

Victor C. Sullivan III
(BBA 1980)
Financial Advisor
Wells Fargo Advisors, LLC

Joseph H. Terrell, Jr.
(BBA 1974)
CEO, Highgate Partners

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

W. Larry Webb
(BBA 1969, MBA 1970)
Senior Vice President and
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.

100 goals, step by step

Leadership is at the heart of every successful business and a critical part of a first-rate business education. But mastering it is not served adequately by a single class taken over a semester. At Terry, we incorporate leadership into much of what we do and say. Those conversations take place in the classroom, through the coaching and mentoring we give our students, and in our pursuit of national prominence. This issue of *Terry* provides some great examples of leadership in action. We are also demonstrating it as we plot our future course.

Within 18 months of my arrival here, key members of the faculty, alumni, staff, and students had led the college through the adoption of a new strategic plan articulating the vision, mission and priorities for the college. But we didn't stop there. We wanted accountability, including very specific and measurable goals, realistic estimates of the resources needed to achieve those goals, and options for obtaining the resources we'd need.

This spring, the college adopted an operational plan that includes about 100 individual goals that we will be tracking from year to year. Several of our goals relate to two critical objectives. The first is job placement for our graduates. As we are all acutely aware, the depth of the recession has led to double-digit unemployment, and a very challenging job market for new graduates. Our goal is to reverse the drop in employment opportunities and see all-time highs in the number of job offers our students receive and in the quality of the placements they accept. It will take a team effort of faculty, staff, and alumni helping our students, but we can accomplish it by putting additional resources behind career services and working more effectively with the UGA Career Center.

Reversing the multi-year decline in our faculty ranks is another critical objective. Our goal is a net increase of 15 tenure-track faculty at the college, bringing the total number of research-active faculty to 90 professors. This is something the president and provost have also recognized as a critical need. It will enable us to reduce the average class size, give students more options for elective classes, and allow us to add deeper expertise and leadership to important subject areas.

If you would like to read more about our priorities going forward, the college's strategic plan is available for your review at http://www.terry.uga.edu/about/strategic_plan.html. I will continue to update you on our progress. 



TERRY ALLEN

Robert T. Sumichrast, Dean
busdean@terry.uga.edu

Agenda

JUNE

- 17 Terry Third Thursday**
 Speaker: **James Shepherd** (BBA 1973)
 Chairman, Shepherd Center Inc.
 Reservations required: \$30 per person.
 7 – 9 a.m., Terry Executive Education Center, Atlanta.
 Reservations: (706) 583-0397 • www.terry.uga.edu/ttt

- 23 Tailgate with Terry and Tony**
 Speaker: **'Mr. College Football' Tony Barnhart**
 Sponsored by the Young Alumni Board.
 6:30 p.m., Capital City Club-Brookhaven, Atlanta.
 \$20. Registration: www.terry.uga.edu/alumni/events

JULY

- 15 Terry Third Thursday**
 Speaker: **Mark Rosenberg, MD, MMP**
 President and CEO, The Task Force for Global Health
 Reservations required: \$30 per person.
 7 – 9 a.m., Terry Executive Education Center, Atlanta.
 Reservations: (706) 583-0397 • www.terry.uga.edu/ttt

AUGUST

- 19 Terry Third Thursday**
 Speaker: **Kenneth C. Stewart**
 Commissioner, Georgia Department of Economic Development
 Reservations required: \$30 per person.
 7 – 9 a.m., Terry Executive Education Center, Atlanta.
 Reservations: (706) 583-0397 • www.terry.uga.edu/ttt

SEPTEMBER

- 16 Terry Third Thursday**
 Speaker: **Gina Coleman Drosos** (BBA '85)
 President, Global Personal Beauty, Procter & Gamble
 Reservations required: \$30 per person.
 7 – 9 a.m., Terry Executive Education Center, Atlanta.
 Reservations: (706) 583-0397 • www.terry.uga.edu/ttt

OCTOBER

- 16 2010 Terry College Homecoming Tailgate**
 Brooks Hall front lawn.
 Pre-game tailgate buffet, entertainment and fun for all ages.

- 21 Terry Third Thursday**
 Speaker: **Peggy Frailey** (MA '71)
 Founder, The Executive Speaker
 Reservations required: \$30 per person.
 7 – 9 a.m., Terry Executive Education Center, Atlanta.
 Reservations: (706) 583-0397 • www.terry.uga.edu/ttt

NOVEMBER

- 18 Terry Third Thursday**
 Speaker: **Steve Green** (BBA '71)
 Chairman of the Board, Georgia Ports Authority
 Reservations required: \$30 per person.
 7 – 9 a.m., Terry Executive Education Center, Atlanta.
 Reservations: (706) 583-0397 • www.terry.uga.edu/ttt

Fine Print

DEAN

Robert T. Sumichrast

ASSOCIATE DEAN FOR ACADEMIC PROGRAMS

Mark C. Dawkins

ASSOCIATE DEAN FOR ACADEMIC AFFAIRS

Daniel C. Feldman

SENIOR DIRECTOR FOR FINANCE & ADMINISTRATION

Donald R. Perry

SENIOR DIRECTOR OF DEVELOPMENT & ALUMNI RELATIONS

Martee T. Horne

DIRECTOR OF EXECUTIVE PROGRAMS

Charles E. Squires

DIRECTOR OF INFORMATION TECHNOLOGY

Brad J. Hunt

DIRECTOR OF MARKETING AND COMMUNICATIONS

Martha R. Dennis

Academic Directors

DIVERSITY RELATIONS

Randy S. Groomes

INSTITUTE FOR LEADERSHIP ADVANCEMENT

Dale E. Gauthreaux

MBA PROGRAMS

Richard L. Daniels

MUSIC BUSINESS CERTIFICATE PROGRAM

W. Bruce Burch

Center Directors

CENTER FOR INFORMATION SYSTEMS LEADERSHIP

Richard T. Watson

COCA-COLA CENTER FOR MARKETING STUDIES

Charlotte H. Mason

RAMSEY CENTER FOR PRIVATE ENTERPRISE

Christopher M. Cornwell

SELIG CENTER FOR ECONOMIC GROWTH

Jeffrey M. Humphreys

Department Heads

J.M. TULL SCHOOL OF ACCOUNTING

Benjamin C. Ayers

BANKING & FINANCE

Annette B. Poulsen

ECONOMICS

Christopher M. Cornwell

INSURANCE, LEGAL STUDIES & REAL ESTATE

Robert E. Hoyt

MANAGEMENT

Allen C. Amason

MANAGEMENT INFORMATION SYSTEMS

Dale L. Goodhue

MARKETING

Charlotte H. Mason

University Administration

PRESIDENT

Michael F. Adams

SENIOR VP FOR ACADEMIC AFFAIRS & PROVOST

Jere W. Morehead

SENIOR VP FOR FINANCE & ADMINISTRATION

Timothy P. Burgess

SENIOR VP FOR EXTERNAL AFFAIRS

Thomas S. Landrum

Terry Magazine Staff

EDITOR

Kent Hannon

ART DIRECTOR

Chris Taylor

ASSOCIATE EDITOR

Matt Waldman

CONTRIBUTING EDITOR

David Dodson

PRODUCTION MANAGER

Marisa Castengera

Contributing Writers:

Sharron Hannon, Charles McNair,
Krista Reese, Chris Starrs

Contributing Photographers:

Terry Allen, Kent Hannon,
Erik Lesser, Bert McDonold,
Mark Sorrow, Chris Taylor,
Jason Thrasher, UGA Photography.

Contact

Kent Hannon
 Editor, Terry Magazine
 Terry College of Business
 106 Brooks Hall
 University of Georgia
 Athens, GA 30602-6269
 (706) 542-3760
khannon@terry.uga.edu

Terry magazine is published by the
 Terry College of Business Office of
 Marketing and Communications.
www.terry.uga.edu/omc



Tom Cousins: A Purpose-Built Life 20

Atlanta real estate icon Tom Cousins (BBA '52) is taking his East Lake revitalization model nationwide with help from two heavyweight business partners: Warren Buffett and Julian Robertson. First step: The Bayou District in Katrina-ravaged New Orleans.

By Charles McNair



GUIDING LEADERSHIP 28

Terry's Institute for Leadership Advancement earns rave reviews from students, who, thanks to mentors and faculty like instructor Vikki Clawson, learn the so-called "soft skills" that can sometimes make all the difference.

By Matt Waldman (AB '96)



THE BULLDOG 100 . . . AND THE TERRY 50! 34

Looking for success stories in the midst of the current economic downturn, the UGA Alumni Association assembled a list of the top 100 Bulldog-owned businesses in terms of gross revenue increases over the past three years. No surprise: Half of them are owned by Terry grads.

By Kent Hannon



A STEADY HAND 46

State Board of Regents chairman Bob Hatcher (BBA '64) has finance in his blood — and it's a good thing, given the large-scale budget cuts that are currently threatening UGA and Georgia's entire university system.

By Krista Reese (MA '80)

Inventory



NEWSFEED 10
News about the Terry College of Business



R&I 16
• Value of conservation
• Foundations first



GATHERINGS 18
Images of the Terry family



ADDITIONAL FEATURES
• CFO Roundtable: 40
Booster shots for finance execs
• Alumni Awards and Gala 52



BRIEFINGS 58
• Selig Center economic forecaster Jeff Humphreys
• UGA provost and Terry College professor Jere Morehead



1912 SOCIETY 62
Paying tribute to alumni and friends who support the Terry College



CLASS NOTES/ PASSINGS 66


“Meetings go better with Coke!”

Bringing some sunshine to a rainy day in January, the Coca-Cola Refreshment Center in Sanford Hall reopened after receiving a facelift over the winter holidays. Students and faculty were invited to drop in, and — judging from the line winding from the snack tables (courtesy of the Coca-Cola Company) to the back of the room — the Terry faithful had ample time to appreciate the new lighting, new flooring, and new furnishings of version 2.0 (see version 1.0 below).

Support staff from Terry’s Office of Information Technology were on hand to demonstrate how to use two new wall-mounted presentation monitors, which will enable students to work on PowerPoints and other presentation materials.

The “Coke Lounge,” as it’s more familiarly known, is one of the few areas in Terry’s current facilities where students can meet informally and work together outside the classroom.

Dean Robert Sumichrast says having committed alumni and corporate partners who work with the Terry College to improve the learning environment and enhance campus life is critical to the success of the college.

“I want to thank the Coca-Cola Company for stepping in and making this renovation possible,” says Sumichrast. “We wouldn’t be where we are without them.” 



To view more photos from the Coca-Cola Refreshment Open House, visit Terry’s Facebook Page: www.facebook.com/terrycollege



MARK SORROW

TERRY ALLEN



Newsfeed

News about Terry College students, faculty and alumni

Spring 2010

Glad to be grads



MARK SORROW


To view dozens more photos like this one from the first-ever Terry College Graduation Convocation, check out our photo gallery at www.terry.uga.edu/students/convocation/.

By David Dodson (ABJ '89)

It started with Jason Howell, a Ph.D. candidate in finance, and ended with Whitney Williams, a risk management major from Royston, Ga. In between, 797 names from the Terry College's Class of 2010 were called out to the audience of several thousand family members and friends. It took 67 minutes to read all the names, but in the end that was the whole point.

For the first time, students from every degree program at Terry gathered together for a couple of hours inside Stegeman Coliseum to have their very individual moment of recognition, fittingly adorned with pomp and circumstance.

Though degrees would be officially conferred a week later at UGA's May 8 commencement, Terry's inaugural Graduation Convocation accomplished what Dean Robert Sumichrast says he hoped it would do: Give graduating students — especially undergraduates — an occasion to be personally recognized.


"I loved having the event with my Terry classmates," says Mike Naghshineh, a First Honor Graduate from Marietta, Ga. "It was great to see everyone together, and it made me realize just how many meaningful relationships I've formed over the past four years. It was a lot of fun." 

BusinessWeek: We're No. 18

Bloomberg BusinessWeek

magazine ranks the Terry College's undergraduate program No. 18 among public business schools and No. 49 among all U.S. business schools.

Terry scored especially well on the survey's measures of student satisfaction, ranking 18th overall in the student survey, which included 50 questions on "everything from the quality of teaching to recreational facilities." Terry's year-to-year improvement on the student survey bucked the magazine's overall trend, which saw student satisfaction decline 14 percent from 2009.

Terry graduates also reported a higher median starting salary than two years ago. The starting salary reported by Terry graduates in the 2010 survey was \$46,500, compared with \$44,000 in the 2008 survey. 

— David Dodson (ABJ '89)



accolades



Jim Kau, a long-time professor and real estate journal editor, was named the recipient of the Graaskamp Award

by the American Real Estate Society. The award is given to a person who brings a research perspective that “breaks significantly from what was widely accepted or done previously in the real estate discipline.” Kau was cited for his research advances in the areas of mortgage valuation and the options embedded in mortgages.




Bob Boehmer, who has served as UGA’s associate provost for institutional effectiveness and extend-

ed campuses, has been named associate provost for academic planning by Provost Jere Morehead. In this new role, Boehmer will continue his former duties and assume responsibility for implementation of the university’s strategic plan for 2010-2020. Boehmer’s faculty appointment is with the legal studies program at Terry.



Jennifer Gaver, a faculty member since 1990 who holds the James Don Edwards Chair of Corporate

Accounting Policy, was one of three UGA professors to receive this year’s Lothar Tresp Outstanding Honors Professor Award. The award is given to faculty who teach in the Honors Program and is based on course evaluations and dedication to Honors students. Selection is determined by the Honors Faculty Council and the Honors Program. 



Terry Third Thursday continues with a full agenda of speakers this summer (see p. 51) To access speaker webcasts and podcasts going back as far as 2006, go to: www.terry.uga.edu/ttt/archives.

TTT turns 10

By Chris Starrs (ABJ '82)


Terry Third Thursday celebrated its 10th anniversary this spring, and the number of influential speakers who have graced the podium at the Terry Executive Education Center in Buckhead passed the 100-mark some time ago. Far from showing its age, TTT has experienced SRO crowds of late, and there’s a full schedule for the upcoming summer months (see p. 51).

“It’s a valuable continuing education tool,” says UGA athletics director Damon Evans (BBA ’92, MEd ’94), who has been a speaker and a patron. “It’s a chance to learn about a different industry that may be applicable to what I’m doing on a day-to-day basis. I always take a piece of knowledge away with me.”

Terry Third Thursday is administrated by an Alumni Board committee, which invites and schedules the speakers (whose presentations since 2006 can be accessed through webcasts and podcasts at www.terry.uga.edu/ttt/archives). The program has grown in popularity, and committee co-chair Cecil Cooke of Aon Risk Service says the time has come to expand this popular Atlanta-based program to other cities.

“A lot of Terry people live in Charlotte, New York, Chicago, and San Francisco,” says Cooke (BBA ’75). “We want to reach out to other communities by offering either electronic feeds of Atlanta programs or local programming highlighted by presentations from business leaders from host cities.”

Expanding TTT is in line with Terry’s overall strategy.

“Our vision is to become a nationally prominent business school,” says Dean Robert Sumichrast. “To help us achieve that, we’ve created the Terry Regional Alumni Network. We have chapters in Charlotte and New York City and we’ll probably be expanding with more cities in the coming months.” 

To learn more: www.terry.uga.edu/ttt




Study of capitalism expanded

BB&T Corp., the nation's 10th largest financial holding company, has pledged \$1.5 million over 10 years to the Terry College to expand teaching and research into the foundations of capitalism and free market economies. The gift will establish the BB&T Support Fund for the Study of Capitalism and Market Economies in the Department of Banking and Finance.

Roughly half of BB&T's \$150,000 annual contribution will enable Terry to develop new coursework that will expose undergraduate students at UGA to the historical foundations of capitalism, how it's viewed in contemporary society, and its future prospects. The remaining funds will provide faculty support for research on capital markets, market competition, government-controlled incentives and disincentives for productivity, and comparative studies of economic systems.

In recent years, BB&T has privately supported a number of college programs promoting the study of the foundations of capitalism. Each student who is admitted to Terry will receive a copy of Ayn Rand's *Atlas Shrugged*, as well as writings by other classic economists and philosophers, including Milton Friedman, Friedrich von Hayek, John Keynes, Karl Marx, and Adam Smith.

In support of research, the Terry College will select BB&T Scholars among faculty members who are actively engaged in research pertaining to market competition, corporate governance, capital markets, and government agencies that monitor and intervene in the economy. The faculty who are named BB&T Scholars will be chosen on a competitive basis, and they will hold the appointments for a three-year period. 


— David Dodson (ABJ '89)

lectures



Al Koch, who had a “front row seat” for the biggest industrial restructuring in U.S. history as General Motors’ appointed chief restructuring officer, gave an insider’s view Feb. 25 of the steps that led to GM’s bankruptcy and bailout a year ago.

“A lot of people have asked, ‘Why did we bailout General Motors?’ I think it is worth commenting that the choice the government faced was either to bailout GM – pretty distasteful – or not bailout GM and allow it to fail. Had it failed, General Motors, in my opinion, would’ve taken down the world’s automotive supply chain. And what that means is, thousands of companies that supply the automotive market worldwide would’ve been unable to operate. And the rolling unemployment from that would have caused a worldwide depression.

“If every auto manufacturer in the world was left unable to manufacture cars, who knows how long it would’ve taken to try to stabilize the world’s economy? It wasn’t just General Motors. It would’ve taken down the U.S., it would’ve taken down Europe, it would’ve taken down everywhere. So the stakes were remarkably high.” 

Software exec is Terry's second Entrepreneur-in-Residence


Rob Bearden has been appointed an Entrepreneur-in-Residence at the Terry College of Business. A leader in the commercial open source software community, Bearden will work closely with both faculty and students on developing new strategies to turn ideas into viable business ventures.

"My focus is to help Terry prepare students to create businesses by evaluating opportunities, assessing the market and formulating an idea," Bearden says. "And it's important to create strategies that take advantage of new business models."

Since graduating from Jacksonville State University with a degree in marketing, Bearden has spent nearly 20 years growing highly successful technology organizations. He began his career working for Data General, ERI, and then Oracle Corp. Most recently, he had been a senior executive at JBoss, OpenSpan and SpringSource, which was acquired by VMware in 2009 for \$420 million. He now serves on the board of several open source companies including Pentaho and Black Duck. Bearden is also an Executive-in-Residence with Benchmark Capital, a leading venture capital firm in Silicon Valley.

"Joining Terry College is incredibly exciting and truly an honor," Bearden says. "It's an opportunity to take a world-class organization and education environment in terms of facilities, alumni and leadership and, using that as the platform, create a launching pad for us to build the next generation of world-class entrepreneurs."

"From the student standpoint, it will position us to become what I've always dreamed of Georgia becoming, which is the best place in the world for tech companies to start, grow and develop into very large, valuable and important companies. That's been my goal and dream. And this appointment gives me the perfect platform to accomplish that."

A native of Atlanta now living in Madison, Ga., Bearden is the second person to be given the honorary title. Experiential marketing pioneer Mark "Dill" Driscoll was the first to be named an Entrepreneur-in-Residence in 2009. 

— Chris Starrs (ABJ '82)




Karahanna appointed Rast Prof

Elena Karahanna has been appointed the next L. Edmund Rast Professor of Business, beginning fall 2010. She succeeds Bob Bostrom, who was the first person to hold the Rast Professorship.

"Elena is a highly productive scholar," Rick Watson says of Karahanna, who is best known for her work in technology acceptance.

She is also highly respected for her insightful reviewing of papers for top journals in the field, including a four-year post as senior editor at the *MIS Quarterly* and her current senior editor position for *Information Systems Research*. She has published 11 articles in the premier IS journals, an accomplishment few MIS professors achieve.

Widely recognized as one of the best Ph.D. teachers in the field, Karahanna is a mainstay of Terry's MIS doctoral program. She develops and teaches Ph.D. seminars and undergraduate classes in Systems Analysis & Design.

Born in Cyprus, Karahanna studied in the U.S. on a Fulbright award. She completed her dissertation at the University of Minnesota and joined the MIS Department at the Terry College in 2000. 



CHRIST TAYLOR

quoted



In a 2009 poll, The Marist College Institute for Public Opinion found that business executives do not see themselves in the

same light as the American public, rating their leadership, honesty, and ethics with marks of B or C compared to the public's grades of D or F.

"This is so clear to most of us," **Archie Carroll**, professor emeritus at the Terry College of Business, wrote in his Business Ethics column in the *Athens Banner-Herald*. "But many businesses leaders are so self-absorbed that they have failed to see that our current hard times are due significantly to their reckless risk taking and questionable decisions."

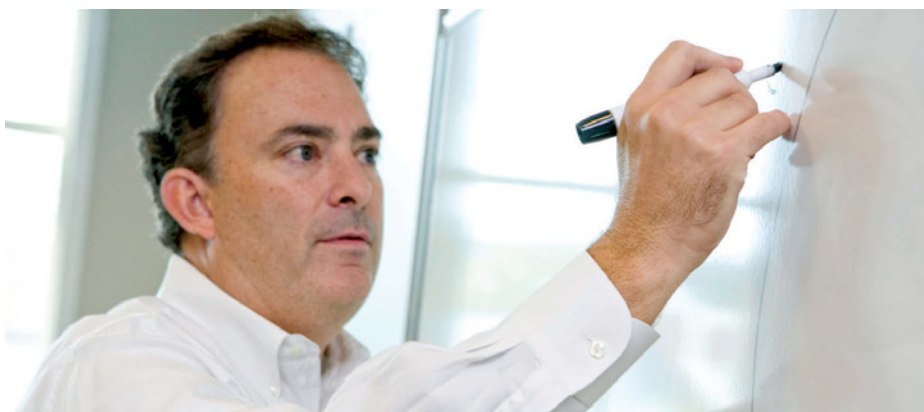
"Business associations continue their customary practices of fighting regulations and lobbying for more favorable treatment in Washington, rather than restoring trust with the people who make their jobs possible."



The SAS Institute Inc. will provide college students around the world with free access to its business analytics software and resources beginning fall 2010.

Terry College MIS Professor **Hugh Watson** told IT World Canada it was a tremendous move:

"I think it will promote the use of analytics in business, and that's very important these days. The fee was nominal, but if professors were only going to use the software for a week of class because they were also using other BI software, it was difficult to justify the price for students." [m](#)



JASON THRASHER

Funds from the Dixon Hughes pledged gift will go to support faculty research and teaching, student organizations and scholarships in the J.M. Tull School of Accounting, says Ben Ayers, the school's director

Dixon Hughes pledge benefits Accounting

By David Dodson (ABJ '89)

Dixon Hughes, the largest certified public accounting firm based in the Southeast, has pledged a gift of \$250,000 to the Terry College's Tull School of Accounting. In recognition of the pledge, which will be paid over the next five years, the Tull School will designate a Dixon Hughes Teaching Fellow. The funds from the gift will be used to support faculty research and teaching, student organizations and scholarships, and other priorities for the school.

"Dixon Hughes has been a longtime supporter of the Tull School and a frequent recruiter of our top students," says Ben Ayers, the school's director. "This is a very significant investment in the school and speaks loudly of their commitment to our students and faculty."

Dixon Hughes ranks among the nation's top 20 CPA firms, with a staff of more than 1,200 located in eight states. The firm provides a wide array of assurance, tax and consulting services to clients of all sizes. [m](#)

High five for Project 'Thrive'

A student project created by five Leonard Leadership Scholars in the Terry College of Business was chosen as the Southeast regional winner of the Ernst & Young "Your World, Your Vision" competition.

Called "Thrive," the service project was created to address a lack of stimulation, involvement, and developmental opportunities for disabled adults after high school graduation. It does so through skills development, employment education, and socialization.

Thrive received a \$500 grant after winning the UGA competition and, as a result, became one of Ernst & Young's 64 finalists in the national competition. Project Thrive was chosen as the "Top Proposal" for the Southeast region.

Team members included juniors Janelle Christian, Chris Dammeyer, Megan Gaither, Austin Hodge, and Katie Kellogg. For more information on Thrive, go to www.thriveuga.org. [m](#)

Get the edge you need to prosper in Atlanta



Stay on top of the market for as little as 21¢ a day!

- Latest breaking news
- Trends in the market
- Employment opportunities
- Hundreds of leads
- Industry focus sections
- Special publications



Sign up for **FREE** Daily Email local
news updates at atlanta.bizjournals.com

Subscribe today!

1 year (52 issues) \$99
(Save 41% off the newsstand price)

3 years (156 issues) \$227
(Save 54% off the newsstand price)

Order Now!
Call 404-249-1010

Or go to
www.bizjournals.com/subscribe/atlanta

Research and Innovation

Advances from the Terry College of Business

Conservation: A value?

By Matt Waldman (AB '96)

At the confluence of the French Broad and Swannanoa Rivers winding through the Blue Ridge Mountains is Buncombe County, North Carolina. Home to the historic grandeur of the Biltmore Estate, the thriving arts scene of Asheville, and some of the most picturesque views in the United States, this pristine slice of Southern Appalachia has become a Mecca for retirees flocking from the Northeast. The region's natural beauty is among the chief reasons for a surge in second home development. However, a residual effect of this growth has been a concerted effort among its citizens to conserve the land and protect what makes the western half of North Carolina so appealing to visitors and residents alike.

These factors make Buncombe County fertile ground for the research of Terry real estate professor Carolyn Dehring. As the principal investigator on a Long Term Ecological Research Program funded by the National Science Foundation, Dehring worked with a team of professors to study whether land conservation, which requires a significant investment in tax dollars, has measurable benefits capitalized into the land market. They reported their findings in the co-authored paper, "The Value of Land Conservation: Evidence from North Carolina."


The result of Dehring's research yielded a few surprises, including the magnitude of the price effects of vacant land that turned out to have a high value because it was alongside conserved properties.

"I was not surprised at the result because you don't get communities and

neighbors coming together to try to conserve properties if ultimately the property would be adversely impacted, but I didn't expect to find benefits that were quite so large," says Dehring who also explains that her team expected to find that the higher valued properties would be the ones donated for conservation, when in reality that wasn't the case.

"I expected to find that these types of conservations occurred on value peaks, especially easements, simply because if land trusts are targeting land that's at risk of development then that should have been priced into those lands that get conserved," she says. "However, there's not anything mathematically different about the land that gets selected."

Dehring, who will be taking over the role of graduate school coordinator for Terry's real estate department, will continue her affiliation with the Long Term Ecological Research Program in the western half of North Carolina.

"It's true interdisciplinary work," says Dehring about a project that involves 20 different principal investigators including ecologists, hydrologists, geomorphologists, and a variety of social scientists. "It's been great working with people from different fields, bringing together our strengths." 



“MBA-ing” the BBA

By Matt Waldman (AB '96)

Juniors entering the Terry College in Fall 2010 are going to discover they have a lot more in common with each other, thanks to a newly adopted undergraduate curriculum called “Foundations First.” It will require students to complete the same core group of business classes during the first two semesters after they’ve been accepted to a major.

Dean Robert Sumichrast likens the Foundations First approach to the cohort structure in the Terry MBA Program.

“Taking the same business classes with a common group of students will encourage a higher level of teamwork among students throughout their academic careers and help build a professional network of friends and future colleagues when they graduate,” says Sumichrast. “More importantly, our faculty will be able to raise the bar academically because they’ll know their students are coming in with the same understanding of business fundamentals.”

The Foundations First approach will require students to take all of their core business courses in a predetermined block based on their major.

“The primary benefit is that in any Terry class the faculty will know that the students have similar educational backgrounds,” says finance professor Jeff Netter. “This will make us more effective in the classroom because we will know what they are taking and when they are taking it.”

Netter also believes the cohort model will encourage greater interaction among professors from different departments. And it should create opportunities to have more in-depth projects, spanning multiple classrooms and more than one semester.

In addition to teaching the principles of finance, management, marketing, and business statistics, two new core courses will be added to Terry’s Foundations First curriculum. These new courses will cover globalization, diversity, ethics, effective communication, and professional and career development, and are designed to give students more exposure to key business issues in addition to their technical training.


“We have really strong majors in Terry, so we wanted to structure the system in a way that it wouldn’t hurt majors like accounting and economics whose students start taking their courses before their junior year as a part of the pre-business core curriculum,” says real estate professor Henry Munneke, who, with



JASON THRASHER

Dean Robert Sumichrast explains that the Foundations First cohort structure will bolster teamwork, develop networks, and encourage cross-departmental projects.

Netter, is a member of the undergraduate program committee that devised the cohort program. “What we hope is that, by having students take these sequences of cohort classes, the teachers they’ll have in their second semester can more effectively build on what was learned in the first semester. Although they are not in the same department, the faculty understands these classes serve as a building block for upper-level courses. It will give them confidence that every student has been taught the same business fundamentals when they begin taking their upper-level courses.”

Terry is one of the first top-tier business schools in the country to move toward a cohort model, and Netter says the benefits far outweigh the costs of the change. “There’s a little loss of flexibility for the students and it’s maybe a little harder to coordinate rooms, but the gains are that much bigger.” 

1 Nashville Alumni Reception

Flyte World Dining and Wine was the hotspot for Nashville alums, including (from left) Stephanie Mundy Self (BBA '07, BMus '07), Andrew Kintz (MBA '06) of Sun Trust Bank, and Betsy Lee (BBA '03), who works with Stephanie at Flood, Bumstead, McCreedy & McCarthy, Inc.

2 New Student Welcome

(from left) Young Alumni Board member Ryan Irvine (BBA '04) speaks with new Terry student Nicole Lackey.

3 Savannah Alumni Reception

Georgia Power was host to Savannah alums, including Scott Richardson (BBA '04) and his wife, Leigh Foisy Richardson (ABJ '06).

4 Ernst & Young Ice Cream Social

One scoop or two? Accounting students (from left) JP Dumenil, Daniel Sietman, and Xiaoling Huang enjoy some midday sweets.

5 Terry Third Thursday

Leo Wells (BBA '67), founder and president of Wells Real Estate Funds, discussed debt and recession at TTT in January. That's Institute for Leadership Advancement head Dale Gauthreaux at left, and TTT co-chair Cecil Cooke (BBA '75) at right.

6 Coastal Alumni Reception

David Burch (BBA '73) of St. Simons opened his home to his fellow coastal alumni in January, including Jones Hooks (BBA '75/at left) and (at right in photo) Claire (BSEd '66) and Leon Jorgensen (BBA '63).

7 MBA Networking Event

Having fun at Turner Field —and also networking — were a trio of MBA '10 grads (from left): Colin Whitney, Nancy Du, and Priyanka Jain.

8 Augusta Alumni Reception

(from left) Debbie Jenkins Banks (BBA '89) and her husband David, Abram Serotta (BBA '68, MAcc '69) and his wife, Cookie Blumenthal Serotta, (BSEd '70) at the home of host Levi Hill (BBA '50).

9 Savannah Alumni Reception

(from left) Sonny Seiler (BBA '56, JD '57), Truitt Eavenson (BSAE '83) and Swann Seiler (ABJ '78) were also among the UGA alums who attended the Savannah reception hosted by Swann's employer, Georgia Power.

10 Music Business Lecture

At his guest lecture in April, Ed Roland, lead singer of the Atlanta-based, multi-platinum rock band Collective Soul, discussed both the advantages and the challenges of operating independently of a major record label. [m](#)





TOM COUSINS: A PURPOSE-BU





Tired of spending millions on philanthropic causes that didn't improve the basic fabric of society, Atlanta real estate icon Tom Cousins (BBA '52) is taking his acclaimed East Lake revitalization model nationwide

Sobering words opened a news report on the afternoon of March 8, 2007. David Faber, host of CNBC's video news magazine "Business Nation," looked into the camera and introduced the country to the chilling story of Atlanta's East Lake Meadows.

Robbery. Prostitution. Murder.

A generic 650-unit brick housing project known to locals and law enforcement personnel as "Little Vietnam," East Lake Meadows manufactured an outsized percentage of the criminal population in The City Too Busy To Hate.

Then-Atlanta Mayor Shirley Franklin aired a candid confession in the CNBC feature. "I would never go into East Lake alone," she admitted. "It was a completely dysfunctional community."

By Charles McNair

PHOTOS BY TERRY ALLEN



The crime rate in East Lake Meadows ran at 18 times the national average. The employment rate — not the unemployment rate — stood at 14 percent. The average age of a grandmother? Just 32. Only 5 percent of the children in the prison-like, windowless elementary school could pass the state math test, and three out of four kids left school with no diploma. The one thing that flourished in East Lake Meadows? An illegal, open-air drug trade worth \$35 million a year. It must have been a sore temptation; residents averaged \$4,000 a year in income, with 60 percent of them on welfare.

East Lake Meadows was a crime factory, the urban nightmare every city fears ... and most face, in one form or another. Still, stories like East Lake Meadows were old news. Too many housing projects had doomed the people they were built to serve. Human potential and billions of dollars had been squandered. It was a story so familiar and depressing that it begged for a quick click of the remote.

But then CNBC offered a twist.

Right there on the screen, East Lake Meadows fast-forwarded in time. Images of broken windows, piles of trash, and crack houses magically transformed into landscaped, two-story apartment buildings, brightly painted, immaculate. The dreary elementary school — formerly a Guantanamo for children — morphed into a dazzling

new charter school, bright with glass walls and skylights, thrumming with the energy of children wild about learning ... instead of just wild. A weedy lot where angry men once glared over burning barrels was now a playground vibrant with families and pets.

What happened? What magic touched East Lake?

Not magic. A man who sparked a movement.

The renaissance of East Lake — and likely its enduring legacy — can be traced to the efforts of an iconic Atlanta business leader with University of Georgia and Terry College of Business roots. A man hardheaded and iron-willed, who took a stand like a one-man Alamo against every practical reason to do absolutely nothing, to simply let East Lake be what it had always been — a dead end, from the very beginning.

The CNBC report held out the possibility that this man and his remarkable team had not only revived East Lake, but in the process come up with a workable national model for dealing with one of the most intractable problems of modern cities — how to transform slums into purposeful, productive communities.

It would come to be called The East Lake Model.

Its inventor was Tom Cousins (BBA '52).

In days following the CNBC report, hundreds of queries and letters of support arrived at the offices of the East Lake Foundation, the organization behind the

make-over of the distressed Atlanta project. One note, characteristically short and simple, surprised everyone. A businessman in the Midwest made an offer:

“I have seen a lot of attempts to do what you did. Most failed. You and your wife are to be really congratulated. If there are any projects you are working on at East Lake or elsewhere where you could use a little financial help, just let me know. I like to back up talent.”

Uber-investor Warren Buffett was putting his name and money — earnest money — on The East Lake Model. The Wizard of Omaha saw a concept that just might revitalize frozen communities all over America.

Today, The East Lake Model is going national. Guided by Purpose Built Communities — founded, like the East Lake Foundation, by Cousins — replication began this spring in Katrina-ravaged New Orleans, where the Bayou District Foundation team has spent four years preparing [see sidebar on pgs. 24-25]. Planners are also busy customizing the concept for projects in bustling urban settings like Memphis, Charlotte, and Indianapolis, and in smaller communities like Rome, Ga.

Tom Cousins, Atlanta developer and the driving force behind the miracle of East Lake, has good help on the way.

EAST LAKE'S RISE AND FALL

Before it was known for crime, East Lake was known for golf. The course eclipsed Augusta National in its heyday and symbolized Atlanta's resurgence from the ashes of the Civil War into a broad-shouldered economic powerhouse. Concurrent with the city's rise in the 1920s was the rise of a golfing legend. Bobby Jones rambled away his boyhood in East Lake and drove first golf balls down the fairways of its country club. He considered East Lake his home course, and the elite of the game made pilgrimages to play on the storied layout.

In 1970, the year before Jones died, the Atlanta Housing Authority constructed East Lake Meadows on the former Number 2 course of the club. This outdated housing policy merely perpetuated the concentration of poverty and crime, which in turn caused real estate values to wilt. Soon, the average tenant of East Lake Meadows would be robbed three times a year. Addicts dropped used needles where Bobby Jones learned to putt. The best of old Atlanta had become its worst.

Enter Cousins. Following his graduation from UGA, the developer had been an important mover and shaker on the Atlanta scene, responsible for much of the distinctive downtown skyline of the South's largest city.

As depicted in the photos on pgs. 22-23, the transformation of the old East Lake Meadows to a sparkling new community has attracted the attention of journalists from all over the country, including (below, with Tom Cousins) Leonard Pitts Jr., Pulitzer prize-winning columnist for the *Miami Herald*, and Katy Reckdahl of the New Orleans *Times-Picayune*.



SPECIAL



SPECIAL



TERRY ALLEN

In 1992, Cousins built what was then the tallest building in the nation outside New York or Chicago, the NationsBank Building (now Bank of America Plaza).

Cousins also tried a few practice runs at redeveloping faded neighborhoods. He rejuvenated sections of Grant Park and Ansley Park, starting projects that stimulated

Cousins rejuvenated sections of Grant Park and Ansley Park. But when he went to state corrections officials and offered to create a non-profit that would teach marketable skills to 100 first-time offenders without violent criminal records, he was told to mind his own business.

new interest in lovely city sections past their prime.

“Ansley Park was the Haight-Ashbury of Atlanta,” says Cousins. “That area from 10th Street to 14th Street ... that was a war zone. We went in there and tried something, and you could see the good it did, like throwing a rock in a pond and watching the ripples go out. It was very gratifying.”

For 40 years, Cousins did well. And he did good, or tried to. An example. Decades back, Cousins partnered with the government under the National Housing Act to build 1,000 units of federal housing, taking pains to create good-looking, three-bedroom homes. He then watched in dismay as the neighborhoods reverted to slums again in three or four years. “It was one of

the greatest blown opportunities there ever was,” he grumbles of the national urban renewal effort. “We changed the houses, but not the lives of the people who lived in them.”

Cousins tried again. This

time, from a different angle. He’d discovered that a Minneapolis company, Control Data, had put a floppy disc factory into operation in a prison there — training prisoners in basic business and manufacturing skills, paying them, and putting their money into an account they could tap into after they’d served their time.

The number of these prison-entrepreneurs who returned to a life of crime “went to zip,” says Cousins, who approached the state of Georgia and offered to take “100 first-time offenders,” people without violent criminal records, and replicate the Minneapolis program here. He would teach prisoners to read and write, if needed, and give them some marketable job skills. For the annual cost of caring for a prisoner — \$22,000 per year

UP ON THE BAYOU

The flood covered an area seven times the size of Manhattan. It happened on the morning of Aug. 29, 2005, when Hurricane Katrina breached levees built to hold back the Mississippi River during just such events.

Flood waters stood 12 feet deep in places in the St. Bernard Housing Development, in New Orleans’ 7th Ward. It marked the end of a community ... but also the beginning.

St. Bernard had been the largest low-income housing project in New Orleans, a 52-acre, 1,400-unit sprawl already partly vacated before the hurricane due to deterioration. The project was notorious for its poverty, high crime rates, and rampant drug use. Once waters washed out residents, a local group stepped up with a new interest in remaking the project — and washing its image clean.

The \$400-million Bayou District, when complete, will boast 1,325 brand new mixed-income units, affordable



homes for sale, three schools that offer cradle-to-college education, a community YMCA, an “edible school-yard” where children grow vegetables for their lunchroom, a library, recreation areas, and a retail area. A

first phase of that redevelopment, Columbia Parc at the Bayou District, is nearly complete.

“It’s too glib to say Hurricane Katrina had a silver lining,” says Louisiana Governor Bobby Jindal. “But it is true that coming out of that disaster,



we had a choice of how to choose to rebuild. Columbia Parc is going to be an important part of a stronger, better New Orleans.”

“Our vision,” says Gerard Barousse, Jr., chairman of the board of the non-profit Bayou District Foundation, “is to see the cycle of poverty broken, by creating and funding a healthy, sustainable, mixed-income community complete with quality schools, recreational facilities, and other amenities.

“We want to attract former and new residents — and private investment — to the Bayou District of New Orleans.”

If the battle plan sounds more than a little like East Lake, there’s a reason.

at the time — Cousins' non-profit would "teach, train, guard, and have people serve out their term."

The state gave him a blunt answer.

"You stay out of our business, and we'll stay out of yours," Cousins bitterly recalls a corrections official telling him. It still gets his blood pressure up.

"Today, the capital cost per prisoner in Georgia isn't \$22,000 a year — it's \$40,000," says Cousins. "In Connecticut, it's \$72,000 per person per year. Suppose we spent that much on education? Shoot, we could send them all to Oxford."

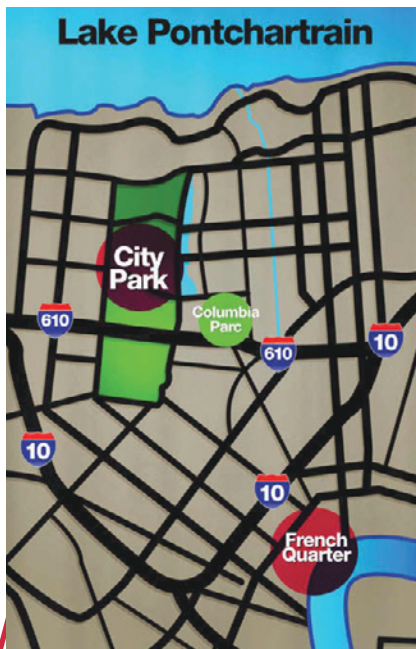
The waste, human and financial, incensed a man who made his name as a judicious businessman, a wise steward of resources, a sharp trader. "People say, you little jelly-hearted so-and-so, you're soft on crime, we need to put these offenders in jail and throw away the key. Well that's not working. It's just plain, good economic sense to fix what's broken here," he declares. "In California, they predict they'll soon be spending more on prisons than on schools. What sense does that make? You want to get to kids before they become criminals."

So Cousins tried. And tried again. Through the years, his foundation invested money in this problem and that — tens of millions of dollars is a reasonable guess. He gave to numerous social programs, but nothing seemed to change. "I really could not see what good the money was doing," he says flatly. "We were putting on band-aids, not getting to the source."

OUT OF BUSINESS ... UNLESS IT'S EAST LAKE

An epiphany arrived on Cousins' desk, courtesy of a 1993 editorial in *The New York Times*. A Rutgers professor published findings from a study showing that 74 percent of all the prisoners in The Empire State came from just eight neighborhoods in New York City.

Astonished, Cousins contacted then-Atlanta Police Chief Eldrin Bell and asked if the same were true for Atlanta. It was, said Bell. And East Lake Meadows was the baddest of Atlanta's three very bad metro neighborhoods. Most crime in the city metastasized from these dysfunctional neighborhoods. That news sealed the deal, for Cousins, who decided to pour his philanthropic



A brochure for Bayou District reads: The Bayou District's inspiration is East Lake Village in Atlanta

As at East Lake, golf will fuel the micro-economy of the Bayou District.

Nearby City Park, a vast green space that rivals New York's Central Park as the nation's largest, offers a course and a driving range. When improved



— the course is still in disrepair from Katrina damage — the game will provide an income stream for neighborhood development and enrichment programs. Just like at East Lake.

The New Orleans project is an important test not only for Bayou planners. The question: Can The East Lake Model work elsewhere? Or is the model uniquely suited to a single

urban community on the east side of Atlanta?

Investor Warren Buffett has hope.

"I've learned that when you get a chance to bet on the right person for the right project, you better get your money down," he says. "New Orleans is the key. New Orleans is going to prove if this can be replicated." ■

— Charles McNair



Cousins stressed the necessity for ethical business behavior in his '02 MBA Executive Lecture at the UGA Chapel. His '08 Terry Leadership Speaker Series talk drew a capacity crowd to the law auditorium.

energy and resources into a single challenge.

“We made East Lake our project,” he says. “I told people who came to the foundation for money that unless they were doing something in East Lake, we were out of business.” Cousins also decided to invest more than money. “We’d given a lot of money to a lot of things ... but we’d never given ourselves.”

KEY PLAYER: RENEE LEWIS GLOVER

Cousins grappled with the enormity of the challenge at first. Realistically, what were the prospects for East Lake? Where were nearby businesses to support the community? How do you fix an elementary school with a long history of failure? How could you boost the income levels, when you were dealing with mostly single-parent households, headed by people who, for the most part, lacked high school diplomas?

The solution? Raze. Then raise.

So in 1993, Cousins developed a plan to knock down the government housing at East Lake Meadows and replace it with new and attractive mixed-income housing. The new development would draw middle-income households back to the community, while raising safety standards. Cousins created the East Lake Foundation, a new non-profit, to drive this change.

It would not be easy. Basically, Cousins was attempting to take a housing project out of government hands and put it into private hands. To do so, he would need to negotiate the bureaucracy of government officials as well as deep-seeded skepticism from East Lake residents and neighborhood leaders over his good intentions.

It wasn’t so much the horns of a dilemma as an effort to ride two bulls at the same time. In full, public view. And who really knew if his plan would work?

Enter a second key player in the East Lake miracle.

In 1994, a Yale-educated corporate finance attor-

ney named Renee Lewis Glover took over the Atlanta Housing Authority at the request of then-Mayor Maynard Jackson. Glover had no experience in public housing management, but she had smarts, practical sense, and faith in the idea that public/private partnerships could create better communities than government had alone. Her fresh eye saw immediately that many of Atlanta’s public housing communities were no longer serving families but instead isolating them in pockets of poverty. She was convinced there was a better way.

Glover undertook some controversial changes. One presaged the project at East Lake. Under HOPE VI, a federal program that pays to tear down obsolete housing projects and replace them with better facilities, Glover demolished two careworn Atlanta projects, Techwood and Clark Howell Homes, and replaced them with spanking-new Centennial Place, a mixed-income project developed and managed by a private company.

The stage was set for East Lake.

WINNING COMMUNITY TRUST

It was the end of the Olympic year, 1996, and Cousins and Glover had hammered out a deal. The Atlanta Housing Authority would demolish the existing East Lake Meadows complex, all 650 units, then help finance a phoenix development on the site. That new community, the Villages of East Lake, would consist of 542 apartments, controlled by an affiliate of the East Lake Foundation. Cousins would lease the complex for 55 years, until it reverted back to the city in 2054 — a century after Cousins began his career in Atlanta.

All looked good on paper. Now came the hard part.

Eva Davis, the leader of the East Lake Residents Association, had deep misgivings about the proposed changes. She expressed them honestly, fully, and sometimes stridently. Davis had been an activist all her adult life, and she put in foot-soldier hours for Dr. Martin Luther King Jr. the year before his assassination. She’d seen good intentions pave too much of the road to hell.

It took the Cousins team more than 200 meetings with Davis and other tenant leaders — some acrimonious and in full view of television cameras — to win over the East Lake Meadows community. Cousins’ son-in-law, UGA-trained lawyer Greg Giornelli (JD ’88), served as executive director of the East Lake Foundation from 1994-2001. He explains why it took a while to gain trust.

“Nobody could see an example of a community like

this that was up and running,” he says. “There was nothing you could point to and say, here’s what you’ll get. Hopefully, that’s one of the advantages of East Lake now. It gives people an example of how it works.”

The sometimes heated challenge to his motives surprised Cousins. He hadn’t fully considered that his pet project might prompt hundreds of years of pent-up anger to surge to the surface of the African-American community. Gradually, carefully, caringly, Cousins and his team persuaded residents that the concept would work, that his motives were genuine. Slowly, grudgingly, but surely, the diatribes in town halls became dialogue, then diagrams.

Davis and the residents did some convincing too, pushing for an unproven mixed-income model. They wanted half the apartments in the Villages of East Lake to house low-income families, and half to house market-rate renters. The 50-50 mix worked like a charm, and market-rate units remain in high demand. Other ground rules: Everyone who lives in the community must have a job, or be looking for one. (Some residents work for the Villages in various roles.) About 25 percent of eligible residents who moved out at demolition resettled there.

Davis, speaking with *Philanthropy* magazine in a 2004 interview, admitted, “The hardest thing to earn was my trust. I’ve seen a lot of people — preachers and all — come and make promises, only to leave.”

And in the 2007 CNBC interview, a thoughtful Davis said of Cousins, “As I got to know him better and better, I fell in love with the man and his family.”

By 2000, love and trust had helped dismantle a failed community and put a successful one back in its place. The East Lake community includes a beautiful new YMCA, an early learning center, and the Charles R. Drew Charter School — a \$17.5 million facility with all but \$1.5 million from private funding.

“Every parent wants this kind of school for their children,” says Carol Redmond Naughton, vice president of Purpose Built Communities. “Drew will continue to serve as the anchor institution in the community.”

The school bustles with the energy of kids, their art hanging everywhere, sunlight pouring in. It’s a metaphor for all of East Lake, like anything and everything is possible. “Tom likes to say you save people one at a time. But you’re much more likely to save a community if you’re given the opportunity to start with a great



SPECIAL



SPECIAL

(top) East Lake residents leader Eva Davis argued with but eventually came to love Tom Cousins and wife Ann. (above) Attendees at a rally at Drew Charter School included, from left, Charles Knapp, J. Don Edwards and wife Clara, Cousins, and UGA athletics director Damon Evans.

educational foundation when they’re young,” says J. Don Edwards, an East Lake Foundation board member and professor emeritus at Terry. “The Drew School has graduated nearly 600 eighth graders so far. They leave Drew ready for high school and preparing for postsecondary education. That, in itself, is transformative.”

Has East Lake worked? A 2004 study by Thomas Boston, an economics professor at Georgia Tech, gave it a huge thumbs up. There’s a new Publix supermarket anchoring the community now, and successful smaller businesses blossoming. Property values around the Villages development have soared. New houses have gone up. Violent crime has been reduced by 95 percent. Only 5 percent of adults rely on welfare. In 2009, 84 percent of fifth graders met or exceeded state standards for math. Finally, instead of 14 percent employment in the community, the number stands at 71 percent.

Oh. And then there’s that silly game. Golf.

continued on page 70

Guiding Leadership



As recently as a decade ago, it was largely missing from the skill sets of even top college graduates. But thanks to the vision of former Coca-Cola executive Earl Leonard, the Terry College of Business' Institute for Leadership Advancement is hard at work teaching the so-called "soft skills" that can sometimes make all the difference.

By Matt Waldman (AB '96)

The roots of one of the most dynamic programs at the Terry College of Business sprang from a stack of résumés on a desk at One Coca-Cola Plaza in Atlanta. The desk belonged to Earl Leonard, the senior vice president of corporate affairs for The Coca-Cola Company, and back in 1999 Leonard and his colleagues were drilling deep into job applicants' backgrounds looking for a trait they felt was largely missing in college graduates despite an increasing demand for it in the marketplace: leadership.

"When I was hired at Coca-Cola in 1964, the model for American business was the old, traditional, command-and-control model where essentially the boss did all of the thinking and had all of the vision, and the younger, newer employees did all of the doing," says Leonard, who notes that business decisions are no longer made in isolation by one boss, but by groups of people throughout organizations.

As Leonard scoured the résumés on his desk, he wondered if leadership could actually be developed while students were still in school — and he became aware that it could after meeting the late Susan King. A former president of Steuben Glass and a member of Coca-Cola's board of directors, King had taken a position as the new leader-in-residence at Duke University's Hart Institute of Leadership. She invited Leonard to spend a day with her in Durham to see the benefits of leadership development in action.

"I was hugely impressed with what they were doing at Duke, and with the students they had," says Leonard, who believes a full-circle business education needs to be a reflection of what the business world wants to see in today's college graduates. At the time, Duke was one of only three universities in the country with a leadership center, and it didn't take long for Leonard to decide that his alma mater needed one, too.



TERRY ALLEN

(from left) Earl Leonard says that mentee Drew Fulton, a 2006 Leadership Scholar, broke down an elitist barrier on Wall Street when Lehman Brothers offered a job to a graduate of a Southern public university.

And that, in essence, is how the Institute for Leadership Advancement at the Terry College of Business was born in 2001. Nearly ten years after its inception, ILA has grown into a valuable program with approximately 750 alumni who hail from two tracks: the highly selective and personalized Leonard Leadership Scholars program and the course-based Certificate in Personal and Organizational Leadership. ILA alums credit the program with developing their interpersonal skills, which many say has helped them become rising stars within their organizations. They credit their leadership training with cushioning the hard knocks that come with the transition from campus to corporate America. They say the program is a success because ILA integrates the soft skills of leadership and the importance of team dynamics with a focus on stewardship from instructors, mentors, speakers, and alumni.

ILA program director Dale Gauthreaux doesn't view the downfall of the Arthur Andersen and the WorldComs, and the implosion of the real estate market as part of the natural economic ebb and flow, but as a direct result of people making poor leadership choices. With a decade of corporate and academic experience that includes stints at Swagelok, Capital One Bank, and the University of Richmond's leadership program, it's no surprise that Gauthreaux believes developing corporate stewardship in leaders requires more than academic lip service.

"It doesn't mean that they won't gain from their leadership responsibilities ... they will," says Gauthreaux. "But they are serving a cause that is bigger and outside themselves. That's a shift for a lot of college students."

ILA encourages this shift in attitude and behavior through a variety of activities where students not only learn to model positive leadership behaviors, but also to recognize and critique those that fall short. What students realize is that many of these alumni who provide their time, resources, and experiences have enjoyed success in their chosen fields because they direct their energies outward. But before ILA students begin that same journey, the curriculum begins with a look inward. The course is titled Leadership and Personal Development, but students and faculty commonly refer to it by its course number: 4100.

The instructor at the helm of ILA 4100, Vikki Clawson, explains that increased self-awareness helps students identify and differentiate their own behaviors that enhance leadership from those that do harm. "We also know this from a research perspective that the core to emotional intelligence within a person is self-awareness," says Clawson. "Most of the behaviors that get senior executives in trouble are personal behaviors."

ILA enhances self-awareness with a collection of assessments and assignments that students create in 4100 called a Personal Development Leadership Portfolio. With a volume of well over 30 pages, alumni learn that their PDLF has a shelf life well beyond their academic careers.

Carly Creighton (BBA '07) has been with Google for two years working with a team that provides online



support for its advertising products. Her PDLP has remained a relevant part of her continual development since she left Terry. “I often revisit my personal development plan to see what my goals were then compared to now,” she says. “It is an ongoing document for me as I continue to move forward in my career.”

Students frequently take the PDLP to their initial meetings with ILA mentors, which sets the stage for students to learn how to develop and sustain business relationships. According to former Leonard Scholars director Melenie Lankau, people assume that everyone has a mentor, but only 30-40 percent actually do. “Studies indicate that people with positive mentoring experiences get promoted faster, make more money, experience greater job satisfaction, and they show more commitment to an organization versus those who have no mentoring or have a negative experience,” says Lankau.

Alexis Balkum (MBA '07), executive director of employee learning and development at Turner Broadcasting System, Inc., says mentoring is a mutually beneficial experience. “My mentee probably didn’t realize it, but she was a mentor to me,” says Balkum, who is among those who host ILA students at their company to get a glimpse of how the operation runs from inside the walls. Coca-Cola, Chick-Fil-A, Home Depot, and the Atlanta Falcons are among the others.

“Their executives also talk to our students about the organization’s culture and how their mission, vision, and values come to life in the organization,” says Gauthreaux, who wants students to see how leaders like Arthur Blank, Leo Wells (BBA '67), and Truett Cathy explain the implementation of their visions. But he also asks students to

“People say it all the time, but if it is not my favorite class, 4100 is definitely in the top two I have taken at UGA,” says Leonard Scholar Sarah Alongi about Vikki Clawson’s (left) Leadership and Personal Development course. Clawson and ILA Director Dale Gauthreaux (right) bring extensive corporate leadership development experience to the program.

pay attention to more than just what they are hearing, and students become quick studies at gauging whether an executive team and its employees are on the same page with the company mission. “It makes our students a different kind of consumer in the job search process,” says Gauthreaux. “We hear this from employers all the time.”

Ashley Carothers, Ernst & Young’s lead recruiter at UGA, agrees. “What sets them apart is that they tend to have a firm understanding of themselves,” says Carothers. “People in the firm constantly say that we need to recruit out of this program.”

Students begin learning the finer points of teamwork in the Organizational Leadership (5100) course. ILA partners with established businesses and non-profits to create service-learning projects. Participating organizations have included Fire & Flavor, Habitat for Humanity, and Athens Regional Medical Center.

Economics department head Chris Cornwell, director of the Leonard Scholars program from 2004-08, is especially proud of a project that created an economic development plan for an art center for the city of Moultrie. The students developed a cross-functional team in the areas of finance, organizational management, and marketing to create a sustainable business plan. “There was a tremendous amount of the leadership side of it



that came into play,” says Cornwell. “For a bunch of 21-year-olds, it was a pretty amazing thing to witness.”

Mai-Lise Nguyen (BBA '05) recalls that the '05 Leonard Scholars class included an officer from virtually every major student organization on campus, and she values the lessons learned from managing a group of leaders in 5100. “It really helped, because now I’m in New York and it’s a very condensed island of uber-ambitious, career-oriented people,” says Nguyen, who is an account supervisor with Weber Shandwick. “It was a lab for us to figure out how to work with others and a way to get a start in business without having to jump in headfirst.”

Those affiliated with ILA say it fuels a desire to give back what they received as students in the program. Some are planning how to give back before they even leave Terry. “We’re working on a class gift that goes directly into the ILA fund,” says Courtney Parsons (BBA '10), a Leonard Scholar entering the MAcc program this fall. Gauthreaux has challenged participants from a stewardship perspective to begin giving back financially, and Parsons says they are picking up the gauntlet. “We’re pledging five years out, and I know that in five years we’re going to

Community Service

“Service learning is a place in the program where you marry the harder business skills with the soft skills of leadership training,” says economics department head and former Leadership Scholars program director Chris Cornwell. Participating organizations have included Fire & Flavor, Habitat for Humanity, Athens Regional Medical Center, and the city of Moultrie.

want to keep giving because it’s really that impactful.”


Vikki Clawson has scrapbooks of letters from students thanking her for their ILA experience. She says this type of appreciation is important for the future of ILA and Terry.

“We need students to feel the value so they give back to the university both financially and intellectually,” says Clawson, noting that ILA is privately funded when it comes to its operations. “We want to keep our roots deep and I think the payback is going to come. They’re now eight and nine years out of the program, and they are going to be the Mr. Leonards of the future.”

ILA students establish such a lasting camaraderie that it is the glue that keeps them united as alumni.

“I keep in touch with a number of the scholars in my class and it really is a testament to the program,” says Nguyen, who meets with old classmates whenever they travel for work. “It has become a business network.”

Earl Leonard says he hears from alumni like Nguyen, who meets him for lunch whenever she visits Atlanta.

“To see what they are doing and whom they are with is a remarkable panoply of disciplines and talents,” says Leonard, who believes ILA and programs like it have changed how the world views leadership development. This was not the case when he was staring at stacks of résumés on his desk at One Coca-Cola Plaza in 1999, but he believes programs like ILA have contributed to this change. “I couldn’t be more proud of the endeavor and the effort.” 

To learn more: www.terry.uga.edu/leadership



ATLANTA'S PBS STATION

90.1 FM
PUBLIC
RADIO

WABE

THE CLASSICS & NPR NEWS

nprSM



PUBLIC
BROADCASTING
ATLANTA

ATLANTA'S NPR® & PBS® STATIONS



The Bulldog 100

*Got the Fortune 500 in your sights?
As a first step, you might try conquering the new
Bulldog 100, which ranks the fastest-growing UGA
alumni-owned businesses over the past three years.
No surprise: Half of them are owned by Terry grads.*

Terry grads John Shurley (BBA '77) and Eddie Carneiro (BBA '89) know a good idea when they see one, and they figured from the outset that the Bulldog 100 would play as well in Athens, Ga., as the Aggie 100 has in College Station, Texas.

“We heard about the success of the Aggie 100 from a colleague of ours at PKF/Texas,” says Shurley, who is a partner at Gifford, Hillegass & Ingwersen, Certified Public Accountants, in Atlanta, “and we thought that the idea of highlighting the 100 fastest-growing, UGA alumni-owned businesses was particularly appropriate in the current economy, to demonstrate that many of our alumni are, in fact, doing quite well!”

Shurley and his GH&I colleague Carneiro took the idea to the UGA Alumni Association, where executive director Deborah Dietzler and her staff and Bulldog 100 committee chair Palmer Sanford (BBA '01) ran with the idea. Working closely with GH&I, the alumni association came up with a simple set of pre-requisites.

To be considered for the list, organizations had to have been in business for at least five years with revenues of at least \$100,000 in the last calendar year — and they had to be owned and/or operated by UGA alumni. Gross revenues

...and the Terry 50!

By Kent Hannon

BULLDOG 100

- 1 Greg Hitson (BSFR '94)
Hitson Land & Timber Management
Port Orange, Fla.
- 2 Justin Niefer (BSFCS '04)
Evoshield • Bogart, Ga.
- 3 Leo Welf (ABJ '95)
Payscape Advisors • Atlanta, Ga.
- 4 **Tut Smith (BBA '79)**
Clear Harbor, LLC • Alpharetta, Ga.
- 5 **John Milne (MA '80)**
JKMilne Asset Management • Pittsburgh, Pa.
- 6 **Matt Walls (BBA '03)**
Snorg Tees • Alpharetta, Ga.
- 7 Brooks Mendell (PhD '04)
Forisk Consulting • Athens, Ga.
- 8 Tim Mitchell (ABJ '91)
HROI • Lawrenceville, Ga.
- 9 **Allison Karl O'Kelly (BBA '94)**
Mom Corps • Atlanta, Ga.
- 10 **Fred Rich (BBA '75)**
Cooper-Atlanta Transportation • Atlanta, Ga.
- 11 Trent Allen (AB '95)
Baseline SportsMedia, Inc. • Athens, Ga.
- 12 **Michael Addison (BBA '81)**
Next Step Learning, Inc.
Alpharetta, Ga.
- 13 **Charles E. Campbell (BBA '87)**
Data South Systems, Inc. • Hinesville, Ga.
- 14 Melissa Windley (BFA '00)
The Green Kangaroo • Cary, N.C.
- 15 **Chris Bledsoe (BBA '86)**
Banker's Dashboard • Stockbridge, Ga.
- 16 Fletcher Shackelford (AB '92)
Legacy Boating Club • Destin, Fla.
- 17 Jeffrey S. Pilgrim (BSCh '90, PhD '95)
Vista Photonics, Inc. • Santa Fe, N.M.
- 18 **Richard Stamper (BBA '94)**
Fineline Technologies • Norcross, Ga.
- 19 Christopher Head (BMus '85), Elizabeth Head (BMus '83)
Head 2 Head, Inc. • Roanoke, Va.
- 20 Terry Hunt (BSAE '69, MS '73)
Hunt Industries • Valdosta, Ga.
- 21 **Dustin Holland (BBA '91)**
Better World Books • Alpharetta, Ga.
- 22 **Sammy Grant (BBA '97 BBA, JD '00)**
SG Financial Advisors, LLC • Atlanta, Ga.
- 23 **John Byers (BBA '03)**
John Byers Inc. • Lawrenceville, Ga.
- 24 **Christine Plott Redd (BBA '02)**
American Tanning & Leather Company • Griffin, Ga.
- 25 Walter Kelley (AB '75)
Kelley, Lovett & Blakey PC • Albany, Ga.



would be measured over a three-year period to come up with a compounded annual growth rate — measured in percentages, not raw dollars and cents, in order to make room for both small companies and the Aflacs of the world.

What's the next step when you don't have the name recognition of the Fortune 500: You beat the drum and pray that people take an interest!

"Americans have a fascination with lists, but to be honest, we would have been happy with 101 entrants," says Meredith Gurley Carr, who is a program coordinator at the UGA Alumni Center in Atlanta. "But in a matter of months, we had more than 400, so we knew that even the first-year competition would be viable."

The Oscars have PriceWaterhouse. The Bulldog 100 had GH&I. And Shurley and Carneiro quickly realized they would need help with all the number crunching.

"We recruited a dozen of our colleagues at GH&I — several of whom are Terry graduates," says Shurley, who saw an immediate trend emerge as the Bulldog 100 list started taking shape. "I was extremely pleased to see the number of Terry-owned businesses, but frankly I was surprised at how many!"

The Bulldog 100 list became available weeks before the awards dinner at the InterContinental Buckhead in Atlanta — but not in rank order. The dramatic reveal of which business would be crowned No. 1 remained a mystery until the evening of Jan. 30, when the top 100 finishers came forward to be recognized in reverse rank order from 100 to 1. As it turned out, the company that topped the chart was run by forest resources grad Greg Hitson, whose Hitson Land and Timber Management business is located in Port Orange, Fla.

"What I find remarkable," says Shurley, "is that virtually every academic discipline at UGA — from vet med to pharmacy, forest resources to landscape architecture, family and consumer sciences to business — is represented on the Bulldog 100 list."

A favorite quote of mine — and one I live by — comes from Thomas Edison, who said, "Many of life's failures are people who did not realize how close they were to success when they gave up."

— **Allison Karl O'Kelly (BBA '94)**
Mom Corps (No. 9)

But it was obvious from the day the Bulldog 100 list was released that Terry College alumni had done well in the competition. Terry-owned and/or operated businesses make up exactly half of the first-year list, which explains why the competition is being referred to around Brooks Hall as “The Bulldog 100 ... and the Terry 50.”

Terry was also well represented at the podium, where UGA Alumni Association president Vic Sullivan (BBA '80) congratulated the university for being a place that “fosters the spectrum of dreams of those who come to learn.” Sullivan noted that the Bulldog 100 crisscrosses through virtually every segment of the American economy “from health care to the arts, and from legal prowess to business services.”

The alumni association’s immediate past president Trey Paris (BBA '84, MBA '85) was also on hand to introduce remarks from UGA president Michael Adams.

Terry placed five companies in the top 10, headed by Tut Smith’s Clear Harbor business management firm with offices in Alpharetta, Ga., as well as the West

(No)Nonsense to a T



When Matt Walls (BBA '03) quit his IT job and partnered with his brother Bryan to launch an online t-shirt business that had a nonsensical name and was headquartered in their parents’ basement, Snorg Tees seemed like a pilot from the creators of “The Office” or “That 70s Show.” Especially when you consider that Alice Fraasa, the face of Snorg’s highly successful marketing campaign, is a neighborhood friend-turned product model-turned overnight Internet sensation who will only accept payment in t-shirts. But it’s Snorg’s hip design concepts, riffs on pop culture, and sound business principles that made it No. 6 in the Bulldog 100. If you think Matt and his brother are getting paid to goof off, you’ll have to wait for the TV spinoff. “A lot of people get the idea that what we do all day is sit around and think of funny shirts,” says Walls from Snorg’s Alpharetta office park/warehouse facility where they moved the company in 2007. “I wish we could just sit around here all day and do that!”

26 Jeff Taylor (BBA '99)
Crescent Wealth Management • Atlanta, Ga.

27 Brett Levitzke (DVM '00)
Veterinary Emergency & Referral Group
Brooklyn, N.Y.

28 Monica Allen (BBA '96)
Ethan Allen (AB '99)
Allen Professional Graphics Group, LLC
Atlanta, Ga.

29 Kham Tang (BBA '96)
NeoCom Solutions Inc. • Woodstock, Ga.

30 W. Henry Hurst Jr. (BBA '93)
The Hurst Company, CPAs • Amelia Island, Fla.

31 Jake Bryant (BBA '98)
Bryant, Carroll & Associates • Atlanta, Ga.

32 Teresa Day (BSEd '71)
Magic Moments • Norcross, Ga.

33 David Muschamp (BBA '73)
Georgia Public Web • Atlanta, Ga.

34 Lance Compton (ABJ '95)
Red Clay Interactive • Gainesville, Ga.

35 Davis Knox (BBA '98)
Gena Knox (BLA '00)
Fire & Flavor • Bogart, Ga.

36 Ted Echols (AB '90)
Cast Stone Systems, Inc. • Warrenton, N.C.

37 Rodney Greene (AB '91)
LaserCraft Technologies, Inc.
Gainesville, Ga.

38 Derry Drake (BBA '92, MBA '93)
Prestige Foods Corporation • Greensboro, Ga.

39 Stephanie Sharp (BBA '94)
Plexus Web Creations, Inc. • Athens, Ga.

40 John Heyman (BBA '83)
Radiant Systems • Alpharetta, Ga.

41 Bo Spalding (ABJ '78, MBA '79)
Jackson Spalding • Atlanta, Ga.

42 Leah B. Carter (AB '98)
Better for Babies • Carrollton, Ga.

43 Seth Burrow (M '02)
Aquatic Solutions, Inc. • Tucker, Ga.

44 Debra Furtado (AB '87, MPA '89)
Senior Connections, Inc. • Chamblee, Ga.

45 Chris Pittard (AB '92)
Bartimaus, Inc. • Lawrenceville, Ga.

46 W. Thomas Green Jr. (BBA '66)
Greenway Medical Technologies
Carrollton, Ga.

47 Nelson Bruton (AB '02)
Interchanges • Jacksonville, Fla.

48 Sarah Kathryn Smith (BSFCS '98)
Eight at Eight • Atlanta, Ga.

49 Melanie O. Moore (BSEd '88)
Badgerdog Literary Publishing, Inc. • Austin, Texas

50 Jeffrey A. Smith (AB '79)
Pro Buyers LLC • Oviedo, Fla.



51 Michael Bryan (BBA '89)
The Atlanta Wine School • Atlanta, Ga.

52 Teddy Russell (BBA '98)
Russell Landscape Group, Inc. • Dacula, Ga.

53 Melissa Libby (ABJ '85)
Melissa Libby & Associates • Atlanta, Ga.

54 James L. Allgood (BBA '97, JD '00)
Allgood Pest Solutions • Dublin, Ga.

55 John D. Whitlock (BBA '79)
The Whitlock Group • Richmond, Va.

56 Julie Tidwell (BSEd '79)
Atlanta Kitchen Equipment, Inc. • Douglasville, Ga.

57 Terry Mathews (AB '82)
Mathews & Maxwell, Inc. • Atlanta, Ga.

58 Zach Duke (BBA '99)
Safe Systems, Inc. • Alpharetta, Ga.

59 Stuart J. Thomas (BS '79)
Thomas Eye Center • Athens, Ga.

60 Leerie T. Jenkins Jr. (BLA '70)
Reynolds, Smith & Hills, Inc. • Jacksonville, Fla.

61 Drew Taylor (BSFR '98)
Expert Computers, Inc. • Griffin, Ga.

62 Tim Chapman (M '82)
Stadion Money Management Inc. • Watkinsville, Ga.

63 Stanley D. Dean (BBA '85, MAcc '86)
Stanley Dean & Associates, PC • Atlanta, Ga.

64 Shelly Justice (AB '89)
Convention Models & Talent, Inc. • Atlanta, Ga.

65 John David Cogdell (ABJ '76, MA '83)
Ad Ventures, Inc. • Roswell, Ga.

66 S. Jordan (DVM '92), J. Jordan (MS '88, DVM '92)
J. Brantley (BS '86, DVM '90)
Brantley & Jordan Animal Hospital, P.C. • Mac

67 Lin Zoller (BS '78, MS '80)
Linwood W. Zoller, M.D. • Gainesville, Ga.

68 Michael Wise (BBA '02)
Sweetwater Pool Management Inc. • Tucker, Ga.

69 W. Allen Clifford (BS '63)
Resource Providers, Inc. • Tampa, Fla.

70 Jim Moore (BSA '78, JD '81)
Moore, Clarke, Duvall & Rodgers, P.C. • Albany

71 Bucky Cook (BBA '77)
Pigtails and Crewcuts • Roswell, Ga.

72 Ken Thrasher (BBA '73, MAcc '74)
Bennett Thrasher PC • Atlanta, Ga.

73 Thomas L. Lewis Jr. (DVM '02)
Appalachian Animal Hospital • East Ellijay, Ga.

74 Ralph Balchin (BSPH '68)
Jones Pharmacy • Fayetteville, Ga.

75 Ray Dixon (PharMD '03)
Fulghum Drugs, Inc. • Baxley, Ga.

76 Richard Doherty (BBA '78)
Doherty, Duggan & Rouse Insurors
Albany, Ga.

77 Dan Amos (BBA '73)
Aflac • Columbus, Ga.



It was Teddy Roosevelt who said, “The most important ingredient in the formula for success is getting along with people.” And I truly believe that people buy people, not companies.

— **Fred Rich (BBA '75)**
Cooper-Atlanta Transportation (No. 10)

Indies and Grenada. But the “Terry 50” also showed a great deal of diversity within its own ranks, from Callie Waller’s (BBA '92) Bulldog Baskets at No. 99 to Matt Walls’ (BBA '03) Snorg Tees at No. 6 (see p. 37).

Walls, a former IT consultant, started the online t-shirt company with help from his brother — initially working out of their parents’ basement. He heard about the Bulldog 100 when his sister-in-law told him she had entered Snorg in the competition. “It was a little surprising ... very nice,” says Walls, whose business took off because of a customer-focused branding approach.

“Some clothing companies try to create a brand and market it until you just want to wear it on your chest,” says Walls. “We really focused on making designs and creating content for our customers that we knew they would want. I think that is a different approach than clothing companies traditionally take.”

Mighty Aflac, which is No. 1 in both America and Japan, came in at No. 77 on the percentage-driven Bulldog 100 list, and Aflac CEO Dan Amos (BBA '73) not only attended the awards dinner, but gave the keynote speech. (www.terry.uga.edu/video/bulldog100_amos).

“I would say it’s been the hardest 18 months in my 36 years in business,” Amos told the audience, noting that Aflac’s stock had nose-dived from \$60 a share to \$10.75 at one point and then rebounded to \$50.

“Our job as leaders is to not panic, but to create a vision and lead in both good times and bad,” Amos continued. “In tough times like these, leading can be more difficult because there is a human tendency to withdraw and not communicate, to try to wait out the uncertain times, then deliver the good news once things have stabilized. ... Keep in mind, unlike wine, bad news doesn’t get better with age. ... The good news is that you can emerge stronger once you’ve been through the test because you understand how to better manage your business and your people.”

Speaking of strength, Shurley notes that the combined three-year revenues for all the Bulldog 100

companies was a hefty \$51.9 billion. And some of them have been around a long time. Acree Oil (No. 79) was founded in 1927.

Several business owners on the Bulldog 100 list say the competitive nature of the rankings will, in fact, be part of their management strategy — as an external means of enhancing internal effort and productivity.

“We recently opened a new branch of our company in Nashville, Tennessee,” says Michael Wise (BBA ’02), who is CFO of Sweetwater Pools (No. 68), “and we plan to use the Bulldog 100 as a benchmark for future growth and expansion.”

And while it may not have the same clout as the Fortune 500, the Bulldog 100 is providing some much-appreciated marketing buzz.

“The Bulldog 100 list definitely helps drive awareness of our products within our state,” says Fire & Flavor president/CFO Davis Knox (BBA ’99), who started his grilling planks company as a two-person operation, working with his wife Gena out of the family garage. “And it will have the added effect of helping us attract more impressive graduates from the Terry College and UGA.”

Kham Tang’s experience mirrors Knox’s.

“Ten years ago, my company started in a small warehouse with two employees,” says Tang, who is VP for corporate development at NeoCom Solutions. “Today, we partner with some of the largest telecom companies in the world. But we’re still a small business, and we don’t often get recognition at this level.

“The Bulldog 100 is certainly a morale booster for our employees — and a good measurement for future growth. But what we really want is sustained growth — I really *was* paying attention in my business classes at Terry! We don’t want to grow out of control and without having the right support structure behind it. That’s a formula for failure. So while we would love to make the Bulldog 100 list again next year, our focus is on long-term growth, profitability, and sustainability.”

To learn more: www.externalaffairs.uga.edu/alumni/bulldog100

Having fun and making money is important in any business, but knowing you’ve helped someone have a better life makes everything else sweeter.

— **Bob Mathis** (BBA ’76)
Peachtree Planning Corp. (No. 97)

78 Chris D. Clayton (BBA ’80, JD ’83)
Babush, Neiman, Kornman & Johnson, LLP • Atlanta, Ga.

79 Richard Acree (BBA ’50)
Acree Oil Company • Toccoa, Ga.

80 Kristi Kay (BSA ’86)
Mom’s Bakery • Atlanta, Ga.

81 Ed Castro (BLA ’88)
Ed Castro Landscape • Roswell, Ga.

82 Tommy Bryan (BSPH ’80)
St. Simons Drug Store
St. Simons Island, Ga.

83 Sam Swingle (BBA ’90)
Advantage Design Group
Jacksonville, Fla.

84 Bent Gay (BS ’85, BSPH ’88)
Gayco Healthcare Management
Dublin, Ga.

85 Nancy Juneau (BSEd ’82)
Juneau Construction Company
Atlanta, Ga.

86 B. Bowen (DVM ’83), **D. Cato** (BSA ’79, DVM ’83), **K. Cato** (BSA ’78, DVM ’83)
Royston Animal Hospital • Royston, Ga.

87 Kenny Seamon (BLA ’76)
Seamon Whiteside & Associates
Mt. Pleasant, S.C.

88 Dale Jaeger (MLA ’82)
Rob Jaeger (MLA ’80)
The Jaeger Company • Gainesville, Ga.

89 Mark Anderson (BBA ’73)
Anderson & Adkins • Evans, Ga.

90 Andy Watson (BSA ’97)
Andy Watson Landscaping Inc.
Martinez, Ga.

91 Maxine Clark (ABJ ’71)
Build-a-Bear Workshop • St. Louis, Mo.

92 James P. Parker (BFA ’72)
Skipper’s Fish Camp • Darien, Ga.

93 Bonney Stamper Shuman (BBA ’80)
Stratix Corporation • Norcross, Ga.

94 David Gruber (BBA ’85)
Floors by Design • Sarasota, Fla.

95 Rodger Breda (BBA ’73)
Breda Pest Management • Loganville, Ga.

96 Mike Darnell (BS ’75)
North Georgia Physical Therapy Associates
East Ellijay, Ga.

97 Robert Mathis (BBA ’76)
Peachtree Planning Corporation
Atlanta, Ga.

98 Susan Peterson (BBA ’93)
Cabell Sweeney (BSEd ’95)
Cabells Designs • Roswell, Ga.

99 Callie Waller (BBA ’92, MEd ’95)
Bulldog Baskets • Athens, Ga.

100 Hughes Lowrance (AB ’88)
Loco’s Franchise Company • Athens, Ga.





This brainchild of two Terry Executive MBA grads was founded to answer one essential question: **What business dilemmas keep you up at night?**

CFO Roundtable: **Booster shots for finance execs**

“There are deals out there.”

Scores of Atlanta-area chief financial officers and senior finance executives lean forward over their breakfast tables.

They laser in on the speaker, one of four expert panelists at the March CFO Roundtable program. The concentration of this audience is spectacular — one imagines spoons bending, cups of coffee chattering.

A deal?

It's a red cape waving in front of a CFO today.

After years of ultra-conservative financial management through The Great Recession, many companies itch to be bullish again, to charge after profits, to wheel and, yes, deal. The economic downturn has been a frustration. It has penned up (or pastured) executives who instinctively prefer the thrill of the hunt, the adrenaline of the deal.

By Charles McNair

Event photos by Bert McDonold

Kit Weitnauer, who moderated a recent program, is a member of the bankruptcy group at Alston+Bird, a sponsor of CFO Roundtable. Other sponsors include auditing firm Grant Thornton, consulting giant Accenture, restructure specialist Alvarez & Marsal, and executive search powerhouse Korn/Ferry.



A deal? Growth? Offense, not defense?
You're talking red meat.

That's why the March roundtable's topic, *Diamonds in the Rough: Opportunities & Traps in Acquiring Distressed Companies*, transfixes this roomful of financial executives, who listened intently to a powerhouse panel of experts: William Runge, managing director at commercial restructuring firm Alvarez & Marsal; David Miller, managing director, Macquarie Capital Advisors; Ronald Domanico, former CFO, Carastar; and moderator Kit Weitnauer, partner at the law firm Alston+Bird.

It's a program that has drawn one of the largest crowds ever to hear a CFO Roundtable program in Atlanta. It also throws a welcome limelight on the stellar setting for CFO Roundtable events at Terry's Executive Education Center in Buckhead — and on the two Terry grads who founded the roundtable.

Plans and partners

John O'Neill (EMBA '05) and Chris White (EMBA '04) launched CFO Roundtable in the Atlanta market in June 2005. The men hold senior director positions with Cushman & Wakefield, where they specialize in developing and implementing real estate strategies for clients.

"We saw an opportunity to create a platform that

(above, from left) Program founders John O'Neill (EMBA '05) and Chris White (EMBA '04) hold senior director positions at Cushman & Wakefield. Their Terry experiences prompted them to choose the college as C&W's initial partner in the launch of the CFO Roundtable pilot program back in 2005. "Terry has been a phenomenal partner," says O'Neill.

would bring a rich exchange of best practices to Atlanta's senior finance community," says O'Neill of the roundtable's genesis. "Our objective was to identify timely and relevant content that could generate key takeaways for the CFOs."

"We started with a simple question about the CFO," White follows. "What keeps you up at night? The best ideas turn into our programs, and the programs change as the financial environment changes."

True. In the first programs, five years ago, outsourcing debates ruled the day, and roundtable panels focused on that issue. Today? Those diamonds in the rough sure sparkle.

Key to the growth of the roundtable has been solid local-market partners. In what proved a stroke of brilliance, O'Neill and White looked first to the Terry College of Business. They found they'd added a unique educational partner that helps the roundtable stay true to its mission of consistently delivering value.

"The Terry College of Business has been a



SPECIAL



SPECIAL

(clockwise from top left) Coca-Cola executive vice president/CFO Gary Fayard (2006 CFO of the Year recipient) presents the 2007 CFO of the Year award to Ed Bastian of Delta Airlines. Jen Bolk of Cushman & Wakefield compares notes with Amelia Fox of Alvaraz & Marsal. Irene Esteves, former CFO of Regions Financial Corporation, makes a presentation to the group. The 2008 CFO of the Year recipient was Lee Adrean of Equifax. Recent CFO Roundtable speakers include Steve Feilmeier, CFO of Koch Industries. Ron Domanico, CFO of HD Supply networks with Kit Weitnauer of Alston+Bird.



SPECIAL



SPECIAL



(left) Ray Young, who was then CFO at General Motors, provided an insider's account of GM's financial collapse and recovery plan in his keynote speech at the CFO Roundtable's fourth annual year-end banquet in November 2009.

National scope, reach

With the partnerships in place, the germ of an idea suddenly became quarterly, invitation-only events, first in Atlanta, then in other cities.

Now in its fifth year, CFO Roundtable has been embraced by top firms and North America's leading business schools, branching out into programs in 13 markets, with 56 quarterly programs in all as of April 2010. Distinguished past participants include Sen. Bob Dole; Sen. Tom Daschle; Ray Young (formerly CFO for General Motors); Peter Bensen (executive vice president and CFO for McDonald's Corporation); Richard Galanti (CFO for Costco); and Richard Shield (CFO for merchandise giant Oakley).

Terry College of Business Dean Robert Sumichrast is a roundtable fan. He addressed some 150 Atlanta-area senior finance executives last November at the CFO Roundtable's 2009 Year-End Dinner and CFO of the Year award presentation, held at the InterContinental Buckhead in Atlanta.

Praising the nationally recognized roundtable program in remarks preceding a keynote address by then-General Motors CFO Ray G. Young, Sumichrast said, "The CFO Roundtable is a powerful way for our college and the business community to fulfill our missions."

That mission — 'franchising' the roundtable — goes on.

O'Neill and White, along with CFO Roundtable Director Jen Bolk, who joined in 2006, have industriously grown the brand. They start elsewhere, as in Atlanta, by seeking partnerships in local markets with top-tier business schools and firms of influence.

Events in 2010 take place in Chicago (Access to Capital), Dallas (Managing Cyber Threats & the Financial Risks to your Company), Los Angeles (Mergers & Integration), and in other cities here and in Canada.

Terry paved the way

"My Terry MBA experience," declares O'Neill, "was a very rewarding journey. It sharpened my analytical skills and helped me become a better strategist."

White is equally laudatory and summarizes his Terry experience with a Vince Lombardi quote: "When you are through trying to improve, you are through."

It's easy to see why O'Neill and White care a great

phenomenal partner, collaborating and supporting the roundtable from its inception," says O'Neill. "We've enjoyed building a sustainable model with our alma mater — after all, we're proud Bulldogs at heart!"

The Cushman & Wakefield/Terry College founding sponsorship soon added auditing firm Grant Thornton, consulting giant Accenture, legal heavyweight Alston+Bird, restructure specialist Alvarez & Marsal, and executive search powerhouse Korn/Ferry, creating a perfect recipe for relevant CFO programming. "We're now in a global economy with increased complexities," says White. "So we looked for partners with specific skill sets who can serve as value-add content experts."

"Providing content to the CFO community as a professional service provider is consistent with our broader vision of creating thought leadership," says André Schnabl, managing partner for Grant Thornton.

In addition to quality partners, O'Neill and White credit much of CFO Roundtable's success to an engaged advisory board, which consists of many of Atlanta's top CFOs. "Our board has been generous with their time and wise with their wisdom," says O'Neill. "It shows in the final product time and time again."

deal about the roundtable and how it supports a higher level of professionalism and expertise behind financial decision-making.

Corporate real estate, their own profession, may be the most vulnerable industry (outside advertising) to the caprice of markets. Where there are great risks, there are great opportunities. The smarter and more informed financial decisions are across the board, the better things work out for companies like Cushman & Wakefield.

CFO Roundtable also positions O'Neill and White as value-added service providers.

"As practitioners," White explains, "these programs have made us much more knowledgeable about the pressure points facing CFOs. We get a peek behind the curtain, and it helps us be more strategic with our thinking and more valuable with our advice."

"You always have to be expanding your knowledge base," says O'Neill. "The roundtable has served as a vehicle for all involved to stay on top of the issues, enabling participants to be proactive versus reactive."

The roundtable also helps CFOs and other financial executives adjust to the new and unexpected star roles they've taken on of late.

Go back 15 years or so, and you'll find that many financial executives acted as pure internal accountants for companies, ginning up reports but waiting in the wings when it came to long-term planning.

"Now the CFO is a true business partner with a seat at the strategy table," O'Neill points out. "The CFO is a right-hand partner to the chief executive officer."

The CFO evolution came with the Age of M&A (mergers and acquisition) in the Clinton years. More and more, the CFO became the chief deal-maker. Thus, the ability — or the necessity — to sit down with

another CFO and talk about the best ways to do business rose in importance.

"In a challenging economy, the CFO has to wear even more hats, including a sales hat," says White. "We've heard of a few transactions between CFOs that actually originated at a CFO Roundtable program, which is a very nice by-product."

Ambitious plans

Last March, CFO Roundtable launched its own website (www.cwCFOroundtable.com). The pass-protected site is available to qualified CFO/senior finance executives, and has grown to 1,300 users. A supplemental WebEx series was also introduced last year, with sessions on International Financing Reporting Standards (IFRS), FAS 13, and new leasing standards.

The program also launched a CFO "exchange program," says Bolk. "We're sending out CFOs who are passionate about this program to further connect the market-to-market exchange of information among North America's top financial minds."

Hank Halter, senior vice president and CFO of Delta Air Lines and a member of the roundtable advisory board, spoke last year in San Francisco, Dallas, and Minneapolis. "The CFO Roundtable provides a great forum to discuss current trends, exchange ideas, and share best practices with peers from a wide variety of industries," says Halter.

O'Neill and White aren't the only roundtable principals with UGA-Terry roots. Denny Beresford, who serves as chairman of the Atlanta CFO Roundtable Advisory Board, is the Ernst & Young Professor of Accounting at UGA — and he's also a board member of Fannie Mae, Kimberly-Clark, and Legg Mason.

Beresford is an iconic figure in the accounting profession and someone extremely well versed in the needs of finance and financial executives.

"The CFO Roundtable provides a powerful platform for executives to exchange best practices and network," says Beresford, "and I will continue to do all I can to support the program."

Now *that* sounds like a deal. 

To learn more: www.terry.uga.edu/exec_ed/cfo



Held at Terry's Executive Education Center in the heart of Atlanta's Buckhead business district, CFO Roundtable is a quarterly program that proved so popular that C&W has now expanded it to 13 metro markets from California to New Jersey.

A steady hand

State Board of Regents chairman **Robert Hatcher** (**BBA '64**) has finance in his blood — and it's a good thing, given the large-scale budget cuts that are currently threatening Georgia's university system

It's high noon on the Capitol steps.

Protestors have gathered around a podium in front of the statue of Georgia populist Tom Watson, his arm raised in a fist. Their placards read, "Stop Taxing and Spending our Grandkids' Money!" and "Can you see us now?" As legislators inside the Capitol work to reconcile shrinking revenues with growing demands — particularly for educational needs — these citizens want to know, as one t-shirt asks, "Where's My Bailout???"

The "FairTax" group has already seen a half-dozen legislators and political candidates sign a pledge to oppose tax hikes, bringing total signees to roughly one-third of the Georgia House and Senate. Now the protestors wait to hear from anti-tax activist Grover Norquist. An influential conservative so opposed to government that he once said he'd like it reduced to a size that would allow him to "drown it in a bathtub," Norquist rallies the crowd with his calls to meet reduced budgets by slashing funding. To achieve that, he emphasizes transparency, quoting a Texas official who said making state records public was akin to "turning on the lights and seeing the cockroaches scatter."

After the rally, Norquist is asked what the University System Board of Regents should focus on as they grapple with a requested \$300 million budget cut for the state's 35 colleges and universities, already strained by furloughs and staff cuts. Pressed to specify further than his reiteration of "make everything transparent," Norquist responds, "Once they are able to see everything, the people of Georgia will be able to decide that for themselves."

By Krista Reese (MA '80)

Photos by Erik Lesser





Regents chairman Robert Hatcher (BBA '64) responds to Norquist's statement with a weary, incredulous tone: "It's already transparent!" (Every university system salary, bid, and purchase is available online, including Hatcher's per diem of \$105 per day, about \$2,000 each year — which he promptly donates back to the University System Foundation.) Hatcher's tone sounds a lot like his response to the student who, at a February regents board meeting to protest higher fees, suggested the budget be reduced by "cutting the military."

"That's the U.S. Congress," Hatcher told the student. "We don't have anything to do with that."

Ordinarily, the Board of Regents (currently 16 men and two women, all appointed by the governor) meets monthly in staid, two-day public sessions. Those in attendance — from system presidents to contractors — are all stakeholders. Some have watched their proposals climb through the bureaucratic pipeline for years before making it to the board, whose decisions will affect some 302,000 students, and 40,200 faculty and staff. Board members constantly tweak, rebuild, and kick-start a massive network of people, facilities, and resources, all according to carefully constructed plans and complicated figures, on an annual budget of \$6.3 billion. The work is important, but not glamorous. As Hatcher says later, "No university will be known for its payroll system."

The agenda typically includes issues such as new

Hatcher (shown here at a recent regents board meeting) describes himself as more closely allied to the Republicans' pro-business, low-tax philosophy. But he supports the idea of a temporary or cigarette tax to help the university system weather the current budgetary shortfall.

degree programs and campus construction. But this year, the regents' horseshoe-shaped table has seen some high-stakes poker being played between the board and the legislature. Fortunately, Hatcher, like Chancellor Erroll Davis, has a deep background in business. He is Macon's best-known banker, and he has ridden out the mortgage meltdown with his own firm, MidCountry Financial. Davis singles out Hatcher's "inclusiveness and resolve," as well as his sensitivities to others' stances, as factors figuring in his effectiveness as regents chair.

"Bob is truly apolitical in a political environment," says Davis. "He also has a high 'say/do' index. He finishes what he sets out to accomplish." UGA President Michael Adams acknowledged at the February regents meeting that "I haven't seen [the financial situation] worse than now. Bob is a real contributor to the system and he has important relationships."

Chief among those relationships: Gov. Sonny Perdue, whose support is critical in the current financial crisis. Hatcher's "passion for improving our state," says Perdue, means he "recognizes the critical importance of higher education for the future of a growing state."

The public spat began after the governor recom-

Bob is truly apolitical in a political environment. He also has a high 'say/do' index. He finishes what he sets out to accomplish.

— Chancellor Erroll Davis

mended a \$265 million higher education budget cut for 2011 — a deep slash, to be sure, but Davis and the regents board had prepared for it. In March, faced with a projected \$2.4 billion revenue shortfall, the legislature summoned Davis, demanding that he, Hatcher, and the regents board produce a budget reflecting an additional \$300 million in cuts. In four days. The board complied, but its new proposals shocked citizens all over the state: Close county extension offices. Shut down the 4-H program. Eliminate degrees. Limit enrollment. Lay off thousands. Hike tuitions as much as 77 percent.

In the panic and howls of disapproval that followed, Perdue called a news conference, terming the lawmakers' strategy "scare tactics and fearmongering" and pledging he would "not dismantle a world-class university system that we spent over two decades to build up."

The regents board had gained a powerful ally — one who was now opposing some of the most conservative voices in his own party. However, Hatcher says he never asked for the show of support. "Gov. Perdue has always supported higher education," he says evenly.

Hatcher describes himself as more closely allied to the Republicans' pro-business, low-tax philosophy. But he supports the idea of a temporary or cigarette tax to help the university system through its shortfall. He also believes maintaining salaries for the system's highest-paid presidents, researchers, and professors will protect colleges from "brain drain" that would result in a loss of competitive edge, prestige — and students. Or "customers," as Hatcher sometimes refers to them. "Educating students," he says, "must be our core mission."

Hatcher was one of Perdue's choices for co-chair of his Commission for a New Georgia in 2003, which sought to instill business principles and consumer-oriented solutions in state government. In 2008, the Pew

Center on States graded Georgia as the best-managed state in the Southeast. Hatcher has brought some of the same business-oriented strategies to the university system, instituting an audit of health-care dependents. That move (accompanied by an amnesty period in the university system) uncovered some 30,000 unqualified beneficiaries in a similar audit for the state.

Nearing his 70th birthday, Hatcher seems at the top of his game, moving with the swift purpose of a downhill skier (his family keeps a second home in Beaver Creek, Colo.). He spends spare moments tapping out emails on his iPhone. He recently measured the speed of one of his downhill runs with an iPhone app, clocking in at 50 mph. "It's the closest thing to flying!" he says.

Hatcher has finance in his blood. He is the son of a Yale-educated businessman, and the grandson of Eugene Stetson, the celebrated Macon banker who brokered the sale of Coca-Cola from the Candler family to the Woodruffs, and arranged the merger of Guaranty Trust Co. Bank of NY with J.P. Morgan & Co. to form The Morgan Guaranty Trust Co.

At UGA, Hatcher married Georgia Williams (BSEd '65), promising her father she would finish her degree. He recalls that, in those times, marriage meant a male student was also his wife's official guardian — to the extent that when Georgia's grades arrived in the mail the envelope was addressed to him.

Despite his family banking connections, Hatcher began his banking career at Trust Co., now SunTrust, as a summer employee. He started in the mailroom, eventually working his way up to teller and beyond. At first, he was satisfied to climb the ladder slowly. "I loved the part about helping people, getting them loans to start

The regents gained a powerful ally when Gov. Sonny Perdue opposed some members of his own party with regard to cutting funding for higher education. Perdue said his administration would "not dismantle a world-class university system that we spent over two decades to build up."



SPECIAL

A steady hand



SPECIAL



SPECIAL

their businesses, build their homes.” Soon, however, he was looking at a bigger picture, and his place in it.

“Community banks and communities are inextricably linked,” he says. “If they don’t lend money, the community doesn’t grow.” Over the years, he found that getting involved in organizations like the American Cancer Society and Chamber of Commerce not only helped bind the town’s businesspeople to good causes, but also widened his network. He found mentors in Trust Co. bankers like Bill Simmons, chairman of the board, and Evans Bruner.

By March 1988, Hatcher had taken the helm at First Liberty Financial Corp. and First Liberty Bank. Friend Lee Ellis, executive vice president of Alfa Insurance and current MidCountry Board chair, recalls watching Hatcher’s skills in action while serving on the First Liberty board. The group had decided to unload a floundering S&L, but Hatcher convinced the group it could be saved and made profitable — a task he helped accomplish. Later, Ellis observed as Hatcher motivated a group of uncooperative employees. “He made that group so they cared about each other, and about the company,” Ellis recalls. Hatcher’s secret? “He listens, understands, and cares,” says Ellis.

Hatcher stayed on at BB&T after the bank bought First Liberty. In August 2002, he started MidCountry, a financial services firm. “I bought stock in that right quick,” says Wade. “I knew if Bob was in charge, it would do well.”

Hatcher’s skill at bringing diverse groups of people together and motivating them showed in the board he selected, which included Carol Jackson. Now retired, Jackson had served as Hatcher’s banker during the S&L crisis, when she was executive vice president at the Federal Home Loan Bank. The two emerged from the


(left) An avid skier, Hatcher likes to spend time at his family’s vacation home in Colorado. (right) He married his college sweetheart, Georgia Williams, while the couple was still in school.

experience with strong mutual respect.

“People have a certain façade ... when they’re under stress, they show their true colors,” says Jackson. “I think Bob is a very inspiring person. This is going to be a stressful decade, and he has a calm, reassured manner, and a sense of confidence. It’s important that he doesn’t think he has to know all the answers. He’s not afraid to draw in other people.”

In fact, Hatcher’s proudest accomplishment has nothing to do with balance sheets, but with the people they affect. For years, he has championed leadership development in his own companies, as a member of the second class of Leadership Georgia, as a former member of Leadership U.S.A., and now at the university system. He is a firm believer in programs that make goals and values clear to every team member, and he asks employees to carry cards bearing the company’s mission statement and values. He gives them a \$2 bill if they can produce them at his request. “It’s easier,” says Hatcher, “when you’re all pulling in the same direction.”

As chairman of the board of regents, Hatcher feels a responsibility to help safeguard the future of higher education in Georgia.

“Education is catalytic,” he says, “and these are *investments* we’re making. . . they’re not just expenses on a balance sheet. Just because economic times are hard doesn’t mean that you stop making educational investments in people who hold the future of this state in their hands. Yes, things are tough right now, but we’re still in the business of helping students blossom.” 

To learn more: www.usg.edu



Mix Business with Breakfast in Buckhead

TERRY THIRD THURSDAY

EXECUTIVE SPEAKER SERIES

Held at the college's Executive Education Center in Buckhead, the **TERRY THIRD THURSDAY** speaker series features provocative speakers bringing you local and global perspectives on issues important to the Atlanta business community.

One Live Oak Center • 3475 Lenox Road • Across from Lenox Square Mall

Visit www.terry.uga.edu/ttt for more information or to make reservations. Reservations are required.

2010 SCHEDULE: JUNE 17, 2010

James H. Shepherd Jr. (BBA '73)
Chairman and Co-Founder
Shepherd Center Inc.

JULY 15, 2010

Mark L. Rosenberg, MD, MPP
President and CEO
The Task Force for Global Health

AUGUST 19, 2010

Kenneth C. Stewart
Commissioner
Georgia Department of Economic Development

SEPTEMBER 16, 2010

Gina Coleman Drosos (BBA '85)
President
Global Personal Beauty, Procter & Gamble

OCTOBER 21, 2010

Peggy Frailey (MA '71)
Founder
The Executive Speaker

NOVEMBER 18, 2010

Stephen S. Green (BBA '71)
Chairman
Georgia Ports Authority

SPONSORS:



PARTNERS:

AT&T, Bibb Distributing Co.,
Coca-Cola Enterprises Inc.,
Friend of Terry, Georgia Power,
Stateside Capital LLC

The University of Georgia
TERRY COLLEGE OF BUSINESS 



2010 Terry Alumni Awards & Gala



To see hundreds of photos from the 2010 Alumni Awards and Gala, go to: <http://www.terry.uga.edu/gala/photos>

(clockwise from top) The bidding at the silent auction tables was spirited, helping Terry's annual fundraiser net \$300,000. But, as always, the evening was also about renewing new and old acquaintances. Chief among them was a pair of Sixties-era college roommates — Lowell White (BBA '69) and one of this year's Distinguished Alumni Award winners Phil Casey (BBA '67) — who reminisced about the time they drove to Dallas to see the Dogs beat SMU in the '67 Cotton Bowl. No one posed for more photos than Mary Virginia Terry, shown here with Terry Ambassadors (from left) Faraz Ahmed, Caylee Bale, and Courtney Brown. MomCorps CEO Allison Karl O'Kelly (BBA '94) enjoyed the evening with husband Shane. The Bulldog Radio Network's sideline reporter Loran Smith roamed the IntercontinentalBuckhead ballroom, interviewing familiar faces like UGA athletics director Damon Evans (BBA '92, Med '94).

It was the Monday after Terry's annual Alumni Awards and Gala bash in Atlanta, and one of the evening's principal honorees, Jay Davis (BBA '70), was just pulling into the parking lot at the National Distributing Company, where he serves as both chairman and CEO. Jay, like his dad, is an old-school, self-effacing kind of guy who finds personal accolades a bit embarrassing. But as he walked through the front door, past a bronze statue of the late Al Davis, who co-founded NDC, it was evident that Jay was still experiencing a gentle buzz from the events of Saturday evening.

"I had a lot of family and friends there — a number of them from my wife Ann's side of the family — and I ran into my old Reed Hall roommate, whom I hadn't seen in years," said Jay, who spent the evening accepting congratulations. "A lot of people told me that I really deserved the Distinguished Alumni Award ... and I didn't argue with them as much as I ordinarily would have!"

On Saturday night, in a crowded InterContinental Buckhead lobby that was filled with table after table of intriguing silent auction items, another pair of college roommates — Lowell White (BBA '69) and Phil Casey (BBA '67) — had reminisced about the Sixties (see photo on opposite page). It was Lowell, a former Alumni Board chairman, who nominated Phil for this year's Distinguished Alumni Award, which he received as a tribute to his role in revolutionizing the U.S. Steel industry.

The evening's third honoree, Global L.E.A.D. CEO Garrett Gravesen (BBA '03), was given the Outstanding Young Alumni Award. To no one's surprise, Garrett gave an impassioned, call-to-service acceptance speech that was reminiscent of his '03 commencement address, which for years was the world's No. 1 Googled graduation speech.

The live auction was as rousing as ever, with the Bulldog Radio Network's sideline reporter, Loran Smith, roaming the ballroom with microphone in hand (see photo on opposite page). And when the final accounting was completed, this year's Gala had netted \$300,000 in support of the Terry College and its programs. Two vacations at the Capella Pedregal Hotel in Cabo San Lucas, Mexico, brought in \$12,000 apiece. And a colorful, museum-wall-sized painting of Uga by artist Steve Penley also went for \$12,000.

Though it wasn't announced, at some unspecified moment during the evening — as someone was placing the winning bid on a silent auction item or a live auction bidding war was being gavelled to a close — the four-year fundraising total for the Terry College Alumni Awards and Gala quietly and unceremoniously surpassed the \$1 million mark.

By Kent Hannon

Event Photos by Bert McDonold
& Kent Hannon



Distinguished Alumni Award

Phillip E. Casey (BBA 1967)

Chairman of the Board, Gerdau Ameristeel

For someone who would later become a Green Beret in Vietnam, a roving Exxon auditor in Latin America, and a leader in the revitalization of the U.S.



steel industry, Phil Casey's life began quietly and unassumingly in the west end section of Atlanta, where his parents and their six children shared a cramped four-bedroom house with a single bathroom.

"My father was a plumber, but my parents wanted us to go to college and expand our horizons beyond the Deep South," says Phil, who earned his Eagle Scout badge at 13.

Early in his college career, Phil engaged in some uncharacteristic behavior that forced him to appear before the most intimidating man on campus, Dean William Tate, who expelled Phil from school for a year. Phil landed an assistant manager position at Thrift City, where he sold shoes and even apprehended a would-be robber. But he never got to share that growing-up experience with Dean Tate at his reinstatement hearing.

"It was a short conversation," Phil recalls. "Dean Tate said, 'If I give you a second chance, are you going to toe the line?'"

Phil lived up to his promise to Dean Tate by exempting the final exam in his banking and finance course at Terry. And he worked overtime to land a summer internship in a foreign country. He wrote 150 letters and got only one offer from a bank in Brazil. He didn't speak Portuguese, his father had to co-sign an \$800

(from top) David Greene with UGA president Michael Adams. Greene (BBA '04) just teamed up with another Terry gradiron great Matt Stinchcomb (BBA '98) to open the Atlanta office of Seacrest Partners. Chuck Dowdle, who served as master of ceremonies, added more color to the evening. Terry Entrepreneur-in-Residence Dill Driscoll with wife and Alumni Board member Susan McWhorter Driscoll (BBA '85, MMR '86).

loan to pay for the plane ticket to Rio, and Brazil's military dictatorship made the transition even more difficult for a young man whose notion of foreign travel was the trip from Atlanta to Adairsville to visit his aunts and uncles.

Phil completed his course work in December 1966. The Vietnam War was raging and his deferment was up. So he and roommate Lowell White (BBA '69) drove to Dallas to see Georgia play SMU in the Cotton Bowl. Phil's draft notice was in the mail when he got back.

Phil enlisted in the Army, completed Officer Candidate School, then jump school at Fort Benning. He earned a Special Forces certification and was sent to Vietnam as an executive officer of an A-Team camp in the Mekong Delta. Phil's duties included interdiction of enemy supply routes, Blackhawk search and destroy missions, and pacification of the local indigenous villages. He also conducted classified long-range reconnaissance missions along Ho Chi Minh infiltration routes inside Laos and Cambodia. He was awarded several battlefield commendations, including the Bronze Star.


Phil got an MBA at the Thunderbird School of Global Management, then went to work for Exxon's affiliates throughout Latin America and the Caribbean. He gained first-hand exposure to dictators, communist movements, military coups, and violent terrorist insurgencies. Amidst all the political turmoil, Phil moonlighted as an independent agent with the CIA, a short-lived assignment that ended when his contact's home in Sao Paulo was fire bombed. "His housekeeper was killed," says Phil, "and his entire network, including me, was compromised."

In 1974, Exxon sent Phil to Chile, where he met his future wife Betty, an Esso Brazil employee who was on a ski trip in the Chilean Andes. Phil spent the next decade working in various financial capacities for Exxon, both in Brazil and stateside.

In 1985, Phil found his true calling — beginning with Birmingham Steel, where he was CFO; then Florida Steel, where he was CEO; and eventually Gerdau Ameristeel, where he has held all the top management positions. In leading corporate turnarounds in the volatile and cyclical steel industry, Phil has skillfully managed the cultural integration of Japanese, Canadian, and Brazilian majority shareholders. In 2005, he was honored with the Steel Manufacturers Association's highest award for meritorious service.

Phil and Betty now live in Tampa, where he is semi-retired. He has five board commitments, and maintains a rigorous daily fitness routine to prepare him for a wide

variety of sports — even bungee jumping! He and Betty recently hosted a Terry leadership briefing in Tampa. Phil serves on the Terry Dean's Advisory Council, and in 2007 he and Betty were inducted into the Terry Pinnacle Society, which is reserved for those who have given at least \$1 million to the college.

As nominator Lowell White says, "The focus I saw in Phil as a young man is exemplified in the patriotism he has shown for his country and in the success he has enjoyed as an international businessman." 

Distinguished Alumni Award

Jay M. Davis (BBA 1970)

Chairman and CEO, National Distributing Company

When you think of the most successful family-owned businesses in Georgia, you just naturally think of Jay Davis and the Atlanta-based National Distributing Company, which was co-founded by Jay's father Al Davis in 1942.

Honored as Georgia Family Business of the Year in 2006, NDC recently combined its business with the Republic Beverage Company to form Republic National Distributing Company, which is the second-largest distributor of premium wine and spirits in the U.S., with combined revenues in excess of \$4 billion.



Growing up in Atlanta in the 1960s, Jay Davis had what he terms "a wide perspective on life" by virtue of being a Jewish kid who went to Catholic schools from first to tenth grade — and then prep school at St. Paul's Episcopal on Long Island.

"I started working for the family business when I was in high school," says Jay, whose math scores would have been good enough to get into Wharton. But when he made the decision to major in marketing at the Terry College of Business and to eventually go to work for his dad, Jay was happy to be finished with prep school and returning to the South.



“Attending UGA must have been part of God’s plan,” says Jay, “because I met my wife Ann there. In Yiddish the word is *bershert* — meaning pre-ordained. Ann was the pretty girl who wore a mini skirt and sat in the front row of Dr. Gross’ marketing class. I sat in the front row, too, but Ann got an A and I got a B.”

Thinking back on his Terry years, Jay remembers a logistics course that would later be extremely pertinent to the family business.

“When I went to work for my dad in 1970,” Jay recalls, “we had locations all over the place. Whereas, my professor had talked about consolidating your shipping points. For example, in Georgia we once had seven warehouses. Now we ship 20 times as much product out of just three warehouses.”


In keeping with the family tradition, Jay has brought his own children into the business. His daughter Elizabeth was NDC’s communications director before the responsibilities of raising Jay and Ann’s three grandchildren took precedent. Jay’s son Richard got his MBA at Terry and has 24 NDC sales people reporting to him.

Jay is an avid golfer who is a member at East Lake, Ocean Forrest, and the Standard Club. And as nominator Andy Ghertner (BBA ’65) says, “You can tell the kind of person Jay is by his devotion to faith and family, to the community, and to his alma mater.”

Jay is a trustee of the UGA Foundation and a member of the Terry Dean’s Advisory Council. He and Ann have also established a faculty support fund at Terry, as well as the Jay and Ann Davis Professorship in Jewish Studies in UGA’s religion department.

Jay and Ann are heavily involved in The Alfred and Adele Davis Academy, Atlanta’s only Reform Jewish Day School, which is named after Jay’s parents and which they founded along with Jay’s sister Dulcy and her husband Jerry.

“The Davis Academy is just one example of the things the family business has made possible,” says Ann. “We’ve been able to travel world wide, meet interesting and important people, and use our good fortune to try to make the world a better place.”

And all of these family achievements were set in motion when Al Davis knocked on the door of a candy store in downtown Atlanta nearly 70 years ago. As Jay Davis is fond of saying, it was *bershert*. 

(clockwise from top) There was plenty of Bulldog memorabilia on the auction tables, and Michael and Alvia Brown also got in some dancing. Gala Co-chairs Brantley Barrow (BBA ’76) and Ted McMullan (MBA ’93) headed an event team that pushed the four-year fundraising total beyond \$1 million. UGA basketball coach Mark Fox (with wife Cindy) donated an auction item. Terry dean Robert Sumichrast with wife Carol Ann.

Outstanding Young Alumni Award

Garrett Gravesen (BBA 2003)

Chief Executive Officer, Global L.E.A.D.

Garrett Gravesen is the kind of person who never met a challenge he didn't like. So when this perpetually gung-ho 29-year-old says that the goal for his latest business venture, Global L.E.A.D., is to make his new service-abroad program the next Peace Corps ... well, you have to respect this 2003 Terry economics graduate for thinking big. Again.

Garrett and classmate Ryan Gembala (BBA '03) have already created an Atlanta-based non-profit, H.E.R.O. for Children, which is improving the quality of life for Georgia children affected by HIV/AIDS. Thanks to the ingenuity of its young founders, H.E.R.O. for Children became an overnight success — its 2007 fundraiser for pediatric HIV/AIDS brought in nearly \$600,000.

With H.E.R.O. for Children now strong enough to stand on its own two feet, Ryan has moved on to the University of Chicago to get his MBA and Garrett has moved on to his next big idea — which is to improve on the Peace Corps, Teach for America, and study-abroad models. "It may sound presumptuous to say that Global L.E.A.D. could be the next Peace Corps because President Kennedy had a wonderful idea," says Garrett, who was recently honored as one of the "Top 10 Outstanding Young People of the World" by the Jaycees — an award that JFK also received, as did Terry alum James Shepherd (BBA '73).

Peace Corps and Teach for America require two years of service. In comparison, Global L.E.A.D.'s 2010 summer program lasts just six weeks, but participants will experience some of the same situations and conditions that confront Peace Corps volunteers. They will rebuild community centers and volunteer at AIDS orphanages in Cape Town and Athens, Greece.

Where did all this inspiration come from? There were clues in Garrett's college graduation speech (see photo above), which for years afterward was the world's No. 1 Googled commencement speech. But the motivation to do something special with his life came long before this Atlanta native attended his first Terry College class.

Always good in school with a keen interest in politics and world affairs, Garrett was only a year out of Wheeler High School when he ran for president of the UGA student body. No underclassman had ever served as SGA president. But in Garrett Gravesen's mind, if you can think it, you can do it.

To emphasize the energy he would bring to the job, Garrett promised to do a pushup for every vote he won by. When the ballots were counted, Garrett owed his supporters 58 pushups, which he dutifully delivered.

Garrett landed an internship at Merrill Lynch in Hong Kong, then went to work for an IT firm in Nairobi, where a visit to an AIDS orphanage — and a chance meeting with a young boy named Martin — changed his career goals from international finance to humanitarian efforts.


If you go to YouTube and type "Best Friends Keep Promises" in the search engine, you can meet Martin and understand why he inspired Garrett to create H.E.R.O. for Children. As Garrett left the orphanage



that day, Martin looked him straight in the eye and said, with tears in his eyes, "Everyone who visits here says they'll be back. Will you really come back to see us?" Garrett has returned many times, and he's currently trying to arrange for Martin to come to the U.S.

Uniquely self-motivated, Garrett is quick to credit his

personal mentors. When he needed board members who would give H.E.R.O. for Children instant credibility, he called on Vince Dooley. When he needed a faculty advisor for H.E.R.O.'s UGA chapter, he chose Terry professor Melenie Lankau — who has helped the largest college philanthropy in the Southeast raise a staggering \$1 million over the past four years. To structure his Global L.E.A.D. courses so they merited academic credit, he consulted with Terry College professor and current UGA provost Jere Morehead. And when Global L.E.A.D. needed an infusion of cash to strengthen its year-two balance sheet, he secured a \$70,000 loan from Atlanta civil rights activist Jesse Peel.

As nominator David Fischer (BBA '05) says, "Garrett Gravesen continues to make Terry and the University of Georgia proud. As was the case with H.E.R.O. for Children, his new business venture, Global L.E.A.D., exemplifies his passion for teaching the value of community service and student outreach." 

To view alumni award winner videos:
www.terry.uga.edu/alumni/awards/2010.html



Seeing the forest through the trees

Jeff Humphreys (AB '82, PhD '88), director of Terry's Selig Center for Economic Growth, shares insights on the federal government's response to the recession and on the craft of forecasting.

By Matt Waldman (AB '96)

A nationally recognized expert on America's ever-changing economic terrain, Jeff Humphreys' insights on Georgia's economy are revealed at Terry's annual Economic Outlook Luncheon. Tabbed by *American Demographics* as one of 25 top market researchers from the last 25 years, Humphreys sat down with *TM* associate editor Matt Waldman to discuss recent economic events and why experience and perspective are powerful tools in economic forecasting.

TM: How has your approach to economic forecasting changed over the course of 20-plus years?

Humphreys: I'm more idea-focused and less data-focused than I used to be. When I first started forecasting, I relied very heavily on the results of economic models and what they were telling me was going to happen. Now I rely on them less for the actual forecast and more as a bookkeeper ... I'm much more dependent on my own judgment.

TM: Why can a stricter adherence to economic models be problematic?

Humphreys: In forecasting, the models tend to fail you in the most critical moments. Models just incorporate the historical trends and data; the most relevant forecasting occurs when historical trends and data are no longer relevant. This most recent recession is a good example. Although all of the models uniformly indicated there was going to be a slowdown before the recession, they were mostly talking about something rather mild. Until last fall, I think that was the appropriate call, but things changed. I think models are valuable, but they are not as valuable as experience in terms of forecasting.

TM: Speaking of the recession, how do you think the federal government's economic plan is working?

Humphreys: In September 2008, we witnessed a true financial panic. Only people in their eighties or nineties remember the last financial panic on U.S. soil. For a month or two we were on the edge of a financial abyss. This unusual set of events morphed the ongoing moderate recession into the worst recession since the Great

Depression. But largely because the policy responses by the federal government were massive and very timely, this was not the Great Depression 2.0. Now the recession is over, an economic recovery began last summer, and I expect that the recovery will be sustained. The Feds basically pulled out all the stops to prevent a depression.

TM: Any criticisms of the Feds?

Humphreys: The response could have been much better targeted towards spending that increased production (GDP) and long-term productivity rather than towards spending designed to promote consumption or to advance specific political agendas.

TM: What will the historical perspective be?

Humphreys: I think history will judge the initial response to the financial panic favorably, but it's too early to pass judgment on how well the federal government does at winding down these massive fiscal and monetary stimuli.

TM: Do you have long-term concerns?

Humphreys: At this juncture, my concern is that the federal debt is skyrocketing in absolute terms and in terms of its percentage of GDP. Although the short-term outlook for inflation is very hopeful, the magnitude of recent fiscal and monetary stimuli increases the risk of inflation beyond 2011. Also, despite the lack of a good substitute, the U.S. dollar may gradually lose some of its status as a reserve currency or safe haven. China and other countries with large foreign currency holdings may choose to gradually diversify their portfolios away from U.S. dollar assets. Of course, the mushrooming federal debt does not have to produce more inflation or massive dollar depreciation; it may instead simply force U.S. interest rates higher to attract the needed capital. Either way, outsized budget deficits cannot be sustained for more than a few years without doing significant damage to the American economy and to its prospects for growth. It's just not clear yet whether the transmission mechanism will result in higher inflation, higher interest rates, higher federal taxes, or some combination of those growth killers. ■

To learn more: www.terry.uga.edu/selig

View from the provost's chair

Jere Morehead, Meigs Professor of Legal Studies at Terry and the university's chief academic officer, is an award-winning teacher and a former assistant U.S. attorney in Washington, D.C.

TM: You recently announced a \$4 million faculty hiring initiative despite continued economic woes on the state and national front. Why is this a priority?

Morehead: We had to address the loss of tenured and tenure-track positions due to significant cuts in state funding. We were able to put together \$4 million in central budget savings for this initiative. I worked with all the deans and the vice president for research to identify critical positions to be funded or partially funded. Among the positions to be filled are five chaired professorships, including one at Terry — the Daniel P. Amos Distinguished Professorship in Insurance, established with a gift from the Amos Family Foundation.

TM: What is the appropriate role for non-tenure track faculty across campus and at Terry?

Morehead: They play an important role in UGA's instructional mission. Many great teachers are not in the ranks of tenured or tenure-track faculty. But we have to be careful to keep a proper balance because students choose UGA, in part, to receive the experience of working with faculty at a research university. We want to be sure they experience an appropriate mix of faculty who

will bring their research agenda into the classroom.

TM: As part of the university's reaccreditation process, first-year seminars connecting leading faculty with small groups of incoming freshmen will be launched in fall 2011. What are your expectations?

Morehead: The goal is to put students with top faculty in a small-group setting early in their academic careers — to create lasting relationships and to give students a clear understanding of how the university's research and teaching missions come together. We want students to learn about the research that faculty undertake, what faculty do outside the classroom, and how their research informs their teaching. I hope a substantial number of Terry faculty will choose to participate in this very important program.


TM: Do you favor allowing incoming freshmen to be recruited by and admitted directly to Terry?

Morehead: I think the decision to begin admitting freshmen Honors students to Terry starting in fall 2011 is very smart. This move will allow the best and brightest students to become immediately connected to Terry.

TM: UGA's new strategic plan for the next decade calls for increasing the quality and number of graduate students at the university. Is Terry doing enough to promote its MBA programs?

Morehead: Terry has been very entrepreneurial in its approach to graduate education and has moved aggressively to raise its visibility in Atlanta. I applaud what Terry has done in offering programs in Buckhead and Gwinnett — that has contributed significantly to UGA's growing presence in the Atlanta metropolitan area.

TM: You have served as the faculty rep to the UGA Athletic Association since 2003. What's your take on the relationship between athletics and academics?

Morehead: Damon Evans is very committed to the academic progress of the university, and his record of supporting academic programs has been exemplary — far surpassing any other athletic director in the SEC. 

To learn more: provost.uga.edu



CHRIS TAYLOR



Be a part of the Terry Annual Fund

Invest in the future of Terry Students.
Invest in the value of your degree.
Invest in the Terry Annual Fund.

The power of collective giving is most powerful when we all participate. Here are examples of investments that can be made possible through YOUR gift partnered with many other gifts:

150 gifts of \$25

Help one undergraduate student experience the Leonard Leadership Scholars program.

20 gifts of \$250

Make it possible for one student to study overseas.

15 gifts of \$500

Afford the Music Business Program a promotional video to recruit the best future students and help secure jobs in the music industry for current students.



"I give to Terry for two simple reasons. First, I feel an obligation to give back to a school that provided a great springboard to my personal career. I give back because of my love and appreciation for what Terry gave me. Second, I want to invest in the future. The quality of today's business education, both inside and outside the classroom, will create the future business leaders of tomorrow. Idealistically speaking, I do not want any talented prospective business student to look elsewhere because they perceive a different business school can provide a superior education."

— Andy Barksdale (BBA '89, MBA '93)



"It's hard to beat four years in Athens! The Terry College, the Institute for Leadership Advancement, and the entire University experience prepared for me success in the business world. I've been able to compete against peers from the top business schools — and giving back will only further enable Terry grads to do the same in the future."

— Emily Magill Tindel (BBA '05)

Stay up to date through our new blog!
ugatterrycollegeofbusiness.blogspot.com

**Visit www.terry.uga.edu/makeagift
or call (706) 542-4532**

TERRY ANNUAL FUND

The University of Georgia
TERRY COLLEGE OF BUSINESS
Office of Development & Alumni Relations



1912 Society

2008-2009 • Terry College of Business • The University of Georgia

Founded in 1912 as the “School of Commerce”, the Terry College is the oldest business school in the state of Georgia and one of 15 schools and colleges at the oldest state-chartered university in the country. In order to recognize and honor our most loyal donors, Terry established The 1912 Society – a roster of supporters whose sustained annual gifts has helped the college to transform generations of students into business leaders in the state of Georgia and beyond. As the College looks toward its centennial year, we proudly acknowledge and thank the many alumni, corporations, foundations and friends who contribute their support annually, in any amount, to the college and its strategic initiatives. This year we have the distinct pleasure of announcing our first class of thirty year consecutive donors to the Terry College! It is with pride that we present the list of distinguished supporters shown below which celebrates the annual participation in giving through the conclusion of the 2009 fiscal year. Every effort has been made to assure its completeness and accuracy.

30 YEARS

Coca-Cola Company
Deloitte Foundation
Georgia Power Company
KPMG Foundation
Mr. and Mrs. Thomas H. Paris, Jr.
Mr. Charles C. Royal, Jr.

28 YEARS

Dr. and Mrs. John S. Jahera, Jr.

27 YEARS

Mr. James A. Calvert
Mr. and Mrs. Stephen L. Kahn
Mrs. Stella Stowe
SunTrust Bank Foundation

26 YEARS

Mr. and Mrs. Charles E. Izlar

25 YEARS

Mr. William B. Chambers
Mr. Dennis E. Martin

24 YEARS

Mr. John Thomas Guy, Sr.
Mr. Ahmed Moinuddin
Mr. and Mrs. Howell W. Newton
State Farm Companies Foundation

23 YEARS

Miss Janice A. Garrett
Mr. and Mrs. John R. Phelps
Mr. and Mrs. Charles S. Sanford, Jr.

22 YEARS

Dr. Sandra G. Gustavson

21 YEARS

Mr. Robert W. Chapman
Mr. and Mrs. A. T. Persons, Jr.
Prudential Foundation
Dr. and Mrs. Jerry E. Trapnell

20 YEARS

Mr. Jacques Grougrou
Mr. and Mrs. R. E. McClure, Jr.

Mr. and Mrs. David J. Sobek

19 YEARS

Mr. and Mrs. James F. Boyd
Mr. and Mrs. W. M. Towles, Jr.
Frances Wood Wilson Foundation, Inc.

18 YEARS

Mr. and Mrs. Terrel D. Ballenger
Mr. James Wyatt Martin
Mr. James Andrew Sommerville
Whirlpool Foundation

17 YEARS

Mr. and Mrs. William I. Bowen, Jr.
Mr. Ed Keaton Burton
Mr. and Mrs. Wallace Bell Clary
Mr. and Mrs. James Don Edwards
Mr. and Mrs. Benjamin M. Garland
Mr. and Mrs. William R. Kuhn, Jr.
Mr. and Mrs. Dudley L. Moore, Jr.
Dr. Perry Glen Moore
Mr. and Mrs. William Bradley Turner

16 YEARS

Mrs. Dorothy Chapman Fuqua
Mr. William Eugene Grubbs III
Mr. and Mrs. Edwin G. Hill
Mr. and Mrs. Michael G. Maxey

15 YEARS

Mr. and Mrs. Gene R. Benton
Mr. and Mrs. Louis T. Camerio, Jr.
Mr. Herschel Lamar Golivesky
Mr. Michael Robert Jackisch
Mr. and Mrs. Timothy A. Keadle
Dr. Joyce Marie Middleton

14 YEARS

Mr. and Mrs. Stuart C. Bean
Mrs. Kate M. Dangler
Mr. Phillip Asa Dorsey
The Honorable and Mrs. Joe Frank Harris
Mr. and Mrs. Brett G. Hellenga
IBM Corporation
Dr. Bob Kimball

13 YEARS

Mr. Don Michael Bieger
Mr. and Mrs. Harold F. Burch, Jr.
Mr. and Mrs. Clifford S. Campbell, Jr.
Coca-Cola Enterprises
The Community Foundation
Mr. and Mrs. David G. Davies, Jr.
Ernst & Young Foundation
Mr. and Mrs. Jon M. Glazman
Mr. and Mrs. Raymond J. Schaltenbrand, Jr.

12 YEARS

Mr. and Mrs. James H. Bradford
Mr. and Mrs. Kevin M. Broderick
Mr. James Charles Cripps
John & Mary Franklin Foundation, Inc.
High Tech Professionals, Inc.
Mr. Todd Porter
Southern Company Services, Inc.
Mrs. Mary Virginia Terry
Mr. and Mrs. Randall E. Vick

11 YEARS

AT&T Foundation
Bank of America Matching Gifts Program
Mr. and Mrs. Roy E. Bennett
CNA Foundation
Mr. and Mrs. Charles B. Compton, Jr.
Mr. and Mrs. John B. Evans II
Mr. James Calvin Graves

Our fiscal year began July 1, 2008 and ended June 30, 2009. For more information about The 1912 Society of Giving, please contact the Terry College Office of Donor Relations (706) 583-0526.

Mr. and Mrs. Todd A. Harper
Dr. Richard Alan Hudson
Mr. and Mrs. Jimmy E. Thomas

10 YEARS

Advisor Charitable Gift Fund
Mr. and Mrs. William C. Archer III
Mr. and Mrs. Alan L. Barnett
Mr. Douglas Christopher Barta
Mr. and Mrs. George P. Benson
Mr. Scott Douglas Bireley
Mr. and Mrs. Morris Q. Byers
Charitable Gift Fund
Communities Foundation of Texas
Mr. Edwin Hunter Connell III
Mr. James Allen Connolly
Mr. and Mrs. William L. Cook
Equifax Foundation
Mr. and Mrs. Jamie S. Fristoe
Mr. and Mrs. Gunby J. Garrard
Mr. and Mrs. George E. Golden, Jr.
Mr. W.D. Griffith (D)
Mr. and Mrs. Robert F. Hatcher
Mr. and Mrs. Ronald G. Hefnider
Dr. and Mrs. Robert E. Hoyt
Mr. and Mrs. Jack B. Izlar, Jr.
Mr. Brandon Reid Kilroy (D)
Mr. and Mrs. Earl T. Leonard, Jr.
Mr. James Alan Macomber
Mr. Charles Henry Marsh
Mr. and Mrs. Robert L. Mathis

Dr. and Mrs. John Neter
Mr. Roy Foster Neves, Jr.
Mr. and Mrs. Jerry E. Noell
Mr. and Mrs. Matthew G. Orr
Mr. and Mrs. Charles E. Parker, Sr.
Mr. and Mrs. Terry I. Parker
Porter Keadle Moore, LLP
Mr. John Mac Rhodes
Mr. Joseph Alfred Richwine
Mr. Wilbur Calvin Shirey
Mr. Arnold Odell Sims
Mr. George Child Slickman
Mr. James Malcolm Stewart
Mrs. Jan Myers Tenenbaum
Ms. Janice Marie Thompson
Mr. and Mrs. William B. Turner, Jr.
Mr. Peter R. Vig
Mr. and Mrs. S. S. Voynich
Mr. and Mrs. Richard D. Wheeler
Mr. Lloyd Lee Wyatt

9 YEARS

Mrs. Candace Garner Baskett
Mr. William Steve Beckham
Mr. and Mrs. Stephen A. Bevan
Mr. James Neal Bosserman
Mr. and Mrs. William T. Bradford
Mr. George Everett Brown
Mrs. Carolyn Maynard Chaplin
Ms. Susan Baker Daffron
Mr. and Mrs. Thomas E. Ellis
Mr. and Mrs. Gary S. Faulkner
Mr. and Mrs. Earl G. Ford, Jr.
Mr. Andrew Lewis Gherthner

Grant Thornton Foundation
Mr. James Phillip Hand
Mr. and Mrs. Rufus L. Hardy
Mr. and Mrs. Edward S. Heys, Jr.
Mr. and Mrs. Hugh A. Inglis, Jr.
Mr. and Mrs. Andrew H. Knox
Mr. and Mrs. Robert W. Krueger
Mr. James Ronald Lavelle, Jr.
Merrill Lynch & Co. Foundation, Inc.
Mr. and Mrs. Charles B. Monroe
Mr. and Mrs. Michael P. Moore
Mr. Julius Peddy Parker, Jr.
PricewaterhouseCoopers LLP
Mr. Max Edward Stevens
Mr. and Mrs. Hugh D. Stith
Colonel and Mrs. Terry G. Stull
Mr. and Mrs. Richard B. Taylor
Mr. John Michael Waters

8 YEARS

Mr. and Mrs. Lewis A. Adams, Jr.
Mr. and Mrs. Amer H. Aitoumezi
Ms. Ruth Ann Bartlett
Mrs. Ernestine B. Becker
Mr. and Mrs. Dennis R. Beresford
Mr. and Mrs. Brian R. Brooks
Mr. and Mrs. John C. Buchanan IV
Mr. Charles Preston Butler, Jr.
Mr. and Mrs. Robert H. Callier, Jr.
Mr. and Mrs. Charles T. Cantrell
Chick-fil-A, Inc.
Mr. and Mrs. Johnson A. Elliott
ExxonMobil Foundation
Federal Express Corporation
Mr. and Mrs. Carey L. Gordon
Mr. and Mrs. John N. Haley
Mr. and Mrs. James R. Horne
Hon. S. Lark Ingram
Mr. and Mrs. John D. Kelly, Jr.
Mr. C. Alex Lang
Mr. and Mrs. William C. Lankford, Jr.
Mr. and Mrs. Morgan E. Lee
Mr. Albert David Love
Mr. and Mrs. Christopher M. Lynberg
Drs. Laurence A. & Silvia A. Madeo
Mr. and Mrs. William E. McLendon
Mr. Robert Pierpont Miller
Mr. and Mrs. Ryan L. Mura
Mrs. Nancy Richardson Paty
Mr. and Mrs. Daren L. Reece
Mr. and Mrs. Timothy G. Russell
Mr. and Mrs. Abram J. Serotta

Mr. John Wilson Smitherman
Mr. and Mrs. Philip Solomons, Jr.
Mr. and Mrs. Thomas P. Sterne
The Savannah Community Foundation
Ms. Sara Lee Tweedell
Mr. John Evan Wade II
Mr. and Mrs. Larry A. Wages
Mr. and Mrs. Tony L. Walker
Mr. and Mrs. Larry E. Warnock
Ms. Charlene Kunis Weaver
Mr. and Mrs. Thomas M. Wicinski
Jane S. Willson
Mr. and Mrs. Thomas A. Willson IV
Mr. and Mrs. William T. Wingfield
Mr. and Mrs. Joel O. Wooten, Jr.

7 YEARS

Mr. and Mrs. Kenneth G. Abele
Mrs. Jennifer Davis Albritton
Altria Group, Inc.
AOL Time Warner Foundation
Mr. Barton W. Baldwin
Mr. Clarence Ray Barron
Mr. and Mrs. Robert A. Bartlett, Jr.
Colonel and Mrs. Joseph S. Barton
Mr. and Mrs. John J. Bell
Col. Karen A. Yearty
Bradway
Mr. and Mrs. Richard A. Bullock
Mr. and Mrs. Michael V. Cheek
Mr. and Mrs. Richard W. Courts II
Mr. and Mrs. Remer C. Daniel
Mr. and Mrs. John H. Dees, Jr.
Directions Research, Inc.
Mrs. Elaine M. Drew
E*Trade
Ms. Barbara Laseter Ellison
Mr. and Mrs. Carl J. Erhardt
Frazier & Deeter Foundation
Mr. and Mrs. David S. Gentry
Mr. and Mrs. Jack P. Gibson
Mr. and Mrs. Charles W. Griffin
Mr. and Mrs. Thomas L. Harkleroad
Mr. W. Gaylon Hefner
Mr. and Mrs. Samuel D. Holmes
Mr. and Mrs. Kenneth G. Jackson
Mr. and Mrs. Thomas J. Kempton
Mr. and Mrs. Robert W. Law
Microsoft Corporation
Mr. and Mrs. William M. Mitchell
Mr. Leonard Ely Murray, Jr.

Mr. and Mrs. Hershel W. Parmer
Mr. and Mrs. William R. Peek
Mr. Andy Price
Ms. Sherri Lodge Pruett
Mr. and Mrs. Robert N. Purcell
Mrs. Laura Christine Rose
Mr. and Mrs. Jerome J. Saul
Mr. and Mrs. Christopher B. Scott
Mr. James Skiba
Mr. Pieter Jelle Adolf Slier
Mr. and Mrs. James R. Sowers, Jr.
Mr. and Mrs. Gerald M. Thomas, Jr.
Mr. and Mrs. James N. Thomas
Mr. and Mrs. Kenneth L. Thrasher
Mr. and Mrs. Benjamin H. Underwood
Mr. Herbert Hampton
Vining, Jr.
Vistakon
The Wachovia Foundation, Inc.
Mrs. Jesse D. Walton, Jr.
Mr. and Mrs. Stephen C. Watson
Mr. Thomas John Way
Mr. and Mrs. William Larry Webb
Mr. and Mrs. Steven A. Williams

6 YEARS

Mr. and Mrs. Brian M. Allred
Mr. and Mrs. Daniel P. Amos
Mr. Edward Denton Ariail
Atlanta Claims Association
Mr. Frank Heery Barron
BB&T Charitable Foundation
Bibb Distributing Company
Mr. and Mrs. M. Brantley Barrow
Mr. and Mrs. John D. Boardman, Jr.
Mr. and Mrs. Kirk J. Bradley
Mr. and Mrs. David L. Burch
Mr. Troy D. Byers
Mr. and Mrs. Harvey H. Chandler
Miss Jennifer L. Chapman
Chubb & Son, Inc.
Mr. and Mrs. Kevin D. Cleveland
Consumer Insights, Inc.
Dr. Elizabeth S. Cooperman
Mr. and Mrs. Robert C. Copeland
Mr. and Mrs. Richard W. Courts IV
Mr. and Mrs. Donald L. Crosby
Mr. Harry Hugh Cross
Mrs. Carol M. Crumley
Mr. and Mrs. Jefferson T. Davis
Mr. Robert Frederick Decosimo
Mr. and Mrs. Darren W. DeVore
Mr. and Mrs. Claude G. Dorn
Mr. Philip Alan Dreger
Mr. and Mrs. Robert J. Dumas, Jr.

dunnhumby USA, LLC
Mr. and Mrs. Charles D. Eden
Mr. and Mrs. Lawrence F. Edwards
Mr. and Mrs. Robert S. Fabris Sr.
Mr. and Mrs. Samuel W. Feigles
Mr. and Mrs. Robert P. Ferguson
Mr. and Mrs. James W. Garrett
Mr. and Mrs. Greg B. Gates
Georgia Crown Distributing Co.
Mr. Douglas M. Ghertner
Mr. and Mrs. James A. Gillespie
Mr. and Mrs. Kerrin E. Gillespie
Mr. and Mrs. Stephen W. Goodroe
Habif, Arogeti & Wynne, LLP
Mr. and Mrs. Lester L. Harper, Jr.
Mr. and Mrs. William W. Harris
Dr. and Mrs. John R. Henzel, Jr.
Mr. and Mrs. Roy F. Hester
Mr. and Mrs. Mitchell W. Hunt, Jr.
Mrs. Louise Ellenburg Jackson
Jewish Federation of Greater Atlanta, Inc.
Dr. and Mrs. William F. Kauder, Jr.
Mr. and Mrs. Dennis H. Kirk
Mr. and Mrs. Michael A. Kitchens
Lamar, Inc.
Colonel and Mrs. William T. Lanham
Mr. Donald M. Leebern, Jr.
Mr. and Mrs. James K. Lill
Mr. Eric Garland Lutz
Mr. and Mrs. Gavin E. McQuiston
Mr. Harry Moses Moseley, Jr.
Ms. Amy Allen Nafe
Nichols, Cauley & Associates, LLC
Mr. William David Nix, Jr.
Mr. and Mrs. Walter A. Parker
Mr. and Mrs. Jeremy S. Pelt
Mr. Fredric Frank Perdue
Mr. Michael Stephen Perling
Mr. and Mrs. Patrick S. Pittard
Mr. Robert Hinton Pridgen
Mr. James Wayne Rewis Sr.
Ms. Brenda Williams Richardson
Mr. and Mrs. Scott A. Saucier
Mr. Alec Edward Schendzelos
Mr. Mark Douglas Scherer
Mr. Victor S. Segrest
Mr. and Mrs. James H. Shepherd, Jr.
Mr. and Mrs. Keith H. Shurbutt
Mrs. Robin Simon-Rubenstein
Mr. and Mrs. Bruce R. Smith
Mr. and Mrs. Tracy J. Smith
Mr. and Mrs. William E. Smith

Mr. and Mrs. Ronald T. Sorrow
Mr. and Mrs. Winburn E. Stewart, Jr.
Mr. and Mrs. Mark W. Swank
Ms. Laura Kay Taylor
Bennett Thrasher, PC
Mr. and Mrs. Joel H. Tiblier
Mr. Benjamin E. Tolchinsky
Mr. and Mrs. William C. Weathersby
Dr. and Mrs. Morris V. Wood

5 YEARS

Mr. and Mrs. Norman Abramsky
Mr. Craig Willmarth Allen
Mr. and Mrs. Wiley S. Ansley III
Mr. Samuel F. Arthur, Jr.
Mr. and Mrs. Stell B. Askew, Jr.
Mr. and Mrs. Marion B. Barrow
Mr. W. Michael Beckum
Mr. and Mrs. John W. Bishop, Jr.
Mr. and Mrs. Robert W. Bowen
Mr. and Mrs. David B. Burleson
Mr. and Mrs. William S. Burt
Mr. and Mrs. Christopher J. Camerieri
Mr. and Mrs. Jack M. Carey
Mrs. Penny D. Carpenter
Mrs. Doris Boswell Chambless
Mr. and Mrs. F. J. Chasteen
Mrs. Gwen A. Christensen
Community Foundation of Columbus
Mr. and Mrs. Michael A. Cook
Mr. and Mrs. Michael Crofford
Mr. and Mrs. Frank E. Deen
Deloitte Services, LP
Mr. and Mrs. William J. de St. Aubin
Dixon Hughes, PLLC
Mr. and Mrs. William W. Douglas III
Mr. and Mrs. William C. Draper, Jr.
Mr. and Mrs. James B. Drew, Jr.
Ms. Aimee Marie Driver
Ms. Stephanie H. Emry
Mr. Mark Curtis Farmer
LCDR and Mrs. Thomas G. Fletcher
Mr. and Mrs. Delbert C. Fountain
Mr. Norman Frendberg
Mr. Clifford Talmadge Garrison
General Electric Foundation
Georgia Pine Level Foundation
Mr. John Paul Gernatt
Ms. Pamela C. Givens
Mr. Shelby Wayne Goodin
Mr. and Mrs. David L. Gordon
Grant Thornton, LLP

1912 Society

Mr. and Mrs. Michael P. Haggerty
Mr. Robert Kizer Harrell
Mr. and Mrs. William G. Harrison, Jr.
Dr. Harrison C. Hartman
Mr. Bill Healan
Mr. and Mrs. Kenneth R. Holley, Jr.
Mr. and Mrs. Paul Howell
Mr. and Mrs. Jason E. Hudson
Mr. and Mrs. Hugh T. Hunter
Mr. and Mrs. Robert K. Izlar
Miss Kelley Ann Johnson
Mr. and Mrs. David A. Jones
Rev. Wendy Thompson Joyner
Mr. and Mrs. Roger F. Kahn
Mr. and Mrs. Harold L. Kee
Mr. and Mrs. John W. Knight
Mr. and Mrs. Kevin L. Knox
Mr. and Mrs. Daniel J. Krieger
Mrs. Peggy Harrell Land
Mr. and Mrs. Walter N. Lewis
Mr. and Mrs. Thomas W. Lindsey
Mr. Byron Charles Lloyd
Mr. Keith Edward Lloyd
Mr. and Mrs. Joseph E. Lowe
Mr. and Mrs. William L. Lunceford
Mr. and Mrs. Michael K. Malcom
M/A/R/C
Mr. and Mrs. Todd W. Marks
Mr. and Mrs. Chiel W. Marlow, Jr.
Mauldin & Jenkins CPAs
Mr. William Stallings McLeod
Mr. and Mrs. John E. McMullan
Mr. Gilbert B. Miller
Mr. and Mrs. William E. Mitchell III
Mr. Charles Edward Moore, Jr.
Moore Colson
Moore Stephens Tiller LLC
Dr. John Austin Murphy
Mr. and Mrs. John L. Murphy
Natcon, Inc.
Mr. Ivan H. Nathan
Roy F. Neves, Jr. Farm
Mr. and Mrs. Gerald E. O'Meara III
Mr. and Mrs. James L. Panter III
Mr. and Mrs. Joshua F. Parker
Mr. and Mrs. John H. Patrick
PHT Services, LTD
Mr. and Mrs. M. T. Pittard
Mr. and Mrs. Andrew W. Plaukovich
Mrs. Sarah Myers Powers
Mr. Clair Hilton Redmond
Mr. and Mrs. John D. Rhea
Mr. and Mrs. Thomas R. Rose
Mr. Darwin Harison Samples
Mr. and Mrs. Marcum D. Sasser
Mr. Steven Paul Sasz
Mr. and Mrs. Louis O. Schwartz III
Mrs. Marilyn Brunauer Smalley
Mr. James Ottis Smith

Mr. and Mrs. John W. Somers
Mr. and Mrs. Leslie E. Sorrow
St. Paul Travelers Connecticut
Mr. and Mrs. Theron H. Stancil
Mr. and Mrs. Kessel D. Stelling, Jr.
Mrs. Melissa Ramona Stephens
Mrs. Margaret Dykes Stickney
Mr. and Mrs. Dan M. Stovall
Mr. Tony R. Stringer
Mr. Roland C. Stubbs, Jr.
Mr. and Mrs. Richard P. Swerdlin
Teradata
Mr. Roy Parks Towns
UnumProvident Corporation
Mr. and Mrs. John M. Voynich
Mr. and Mrs. Geoffrey R. Walton
Mr. and Mrs. James F. Watson
Mr. and Mrs. William L. Webb
Dr. and Mrs. Carl F. Williams III
Mr. Paul Tobias Woody III
Mr. and Mrs. Clyde K. Wright, Jr.
Mr. and Mrs. Glenn T. York, Jr.
Mr. John Neal Youmans

4 YEARS

Accenture
Mr. Paul Robert Addison
Agilent Technologies, Inc.
Mr. Charles Everett Amick
Mr. and Mrs. Jeffrey M. Anderson
Mr. and Mrs. Guy C. Arnall
Drs. E. M. & Linda Bamber
Mr. and Mrs. James W. Barge
Mr. and Mrs. William B. Barkley
Ms. Natalie Desimone Barnes
Mr. and Mrs. James C. Barras
Mr. and Mrs. W. F. Barron, Jr.
Mr. and Mrs. Richard H. Bennett
Mr. Brad R. Benton
Mr. and Mrs. Joe E. Beverly
Mr. and Mrs. Donald B. Blackburn, Jr.
Mr. John Blau
Mr. Clayton L. Blount
Blue Ridge Electric
Co-op, Inc.
Branch Banking & Trust Company
Mr. Mattice Taylor Brashear
Mr. Billy Barnel Brewton
LTC Robert Curtis Brown, Ret.
The Brumley Family
Foundation Trust
Mr. and Mrs. Frank W. Brumley
Mr. and Mrs. Mark G. Bryson
Mr. John Ball Burroughs, Jr.
Mr. and Mrs. Walton D. Carroll III
CB Richard Ellis
Mr. and Mrs. John W. Chapman
Mr. and Mrs. Timothy A. Chapman

Mr. and Mrs. Robert F. Christie
Community Foundation of
Mr. and Mrs. Perry E. Conley
Mr. and Mrs. Jacob F. Crowe
Mr. and Mrs. Charles O. Dalton
Mr. and Mrs. G. L. Davis
Deloitte & Touche
Mr. and Mrs. Wilmer M. Dickey, Jr.
Mr. and Mrs. Stan K. Dilworth
Mr. and Mrs. Richard D. Doherty
Mr. and Mrs. Donald W. Dozier
Mr. and Mrs. Robert J. Dumas, Jr.
Mrs. Kristin Turner Eastabrooks
Elliott Davis, LLC
Ernst & Young, LLP
Foundation for the Carolinas
Richard C. Friedman & Associates, Inc.
Mr. and Mrs. Richard C. Friedman
Ms. Carly Garrett
Mr. and Mrs. Sidney M. Gay
Mrs. Virginia Whaley Gerrett
Mr. and Mrs. Robert C. Goeltz
Mr. and Mrs. David S. Goosman
Mr. Thomas Anthony Gump
Mr. Timothy James Halloran
Mrs. Stephanie Abstein Hanna
Mr. Ronald David Hanson
Mr. and Mrs. Olin J. Harrell, Jr.
Mr. and Mrs. John B. Hawkins
Dr. and Mrs. Rickard S. Hawkins, Jr.
Mrs. Jennifer Dimmick Heath
Mr. and Mrs. Robert D. Heath
Mr. Richard William Henegar
Henry & Company, LLP
Mr. and Mrs. Frank M. Henry
The Home Depot
Political Action Committee
Mr. and Mrs. Rocklyn E. Hunt
Carroll D. Hurst
Mr. and Mrs. John T. Ingram
Mr. and Mrs. John C. Johnston
Mr. J. Rosser Jones
Mr. and Mrs. William R. Jordon
Knight Holdings, Inc.
Mr. and Mrs. William L. Knox, Jr.
Mr. and Mrs. Stephen J. Konenkamp
KPMG, LLP
Mr. Richard B. Kuniansky
Drs. Deena & Sidney R. Kushner
Mr. James Porter Langfitt II
Mr. Alfred Gerald Lee, Jr.
Mr. and Mrs. Eugene H. Lee
Mr. Tommy Baldwin Lee
Lee-Moore Capital Company
Mr. Gene Michael Leverett, Jr.
Ms. Heather J. Lewis
Mr. and Mrs. William H. Linginfelter

Mr. and Mrs. William J. Maier
Mr. Dexter Manning
Mr. and Mrs. James E. Marsh
Mr. and Mrs. Jason F. Martin
Mr. and Mrs. James S. Mathews
Mr. and Mrs. Terry L. Mayne
Ms. Jessica S. Mayo
Mr. and Mrs. James R. McCain
Mr. and Mrs. Richard K. McCrea
Mr. and Mrs. William M. McKettrick
Mr. Joseph C. McMillan
LTC Hal McNair
Mr. Robert J. Merchant
Dr. Mary A. Middleton
Ms. Liberty Susan Milam
Mrs. Holly Pierce Mock
J.P. Morgan Chase
Bank - Bank One
Mr. C. Timothy Morris
Mr. and Mrs. David T. Morris
Mr. Thomas L. Murray Sr.
Mr. and Mrs. Frank D. Nelms
Mr. and Mrs. Marlan L. Nichols
Dr. and Mrs. Dwight R. Norris
Mr. and Mrs. Lofton B. Odom
Mr. and Mrs. Thomas E. Owen, Jr.
Mr. and Mrs. Robert J. Pascal
Mr. Ronald Gary Ralston
Mrs. Ruth Eddings Register
Mr. and Mrs. J. H. Roberts, Jr.
Mr. and Mrs. David T. Roberts
Mr. Wilburn Vaughn Robinson
Mr. Paul Lee Rosenthal
Mrs. Penny Morrison-Ross
and Dr. Bill Ross
Mr. and Mrs. Charles W. Rushing
Mr. Bradley Keith Ruth
Mr. William W. Schultz Sr.
Mr. and Mrs. Julius I. Sharpe, Jr.
Mr. Thomas Theodore Shealy
Mr. and Mrs. Roswell T. Sheehan
Mr. and Mrs. Scott C. Shell
Smith and Howard, PC
Mr. and Mrs. Charles R. Smith
Mr. Gary Day Smith
Mr. and Mrs. Stan Smith
Mr. and Mrs. Thurlo G. Smith, Jr.
Mrs. Mary Shirah Snyder
Dr. Theodore Paul Stank
George P. Swift, Jr.
Family Foundation
Mr. George Parker Swift III
Mr. and Mrs. Lindsey B. Sykes
Mr. and Mrs. Jerry B. Taitz
Mr. and Mrs. Gregory A. Thompson
Dr. and Mrs. James S. Trieschmann
Mr. Jonathan R. Tucker
Mr. and Mrs. W. L. Walker, Jr.
Mr. David H. Waters
Mr. and Mrs. James C. Watson III
Mrs. Shay S. West
Ms. Crystal Monique Williams
Mr. and Mrs. Ralph L. Williams

Mr. and Mrs. William J. Windham
Mr. and Mrs. James M. Wood III
Mr. and Mrs. Peter F. Youtt

3 YEARS

Mr. Daniel P. Abernathy
Mr. and Mrs. Seth K. Abrams
Ace Hardware of Chattanooga
Ms. Lynn Pulliam Alexander
Ms. Jennifer Hardigree Allen
Mr. and Mrs. Joel R. Alligood
Mr. and Mrs. Glenn T. Austin, Jr.
Dr. and Mrs. Benjamin C. Ayers
Mr. and Mrs. James G. Bailey
Mr. and Mrs. George W. Baker, Jr.
Mr. William Oliver Baldwin
Bank of North Georgia
Dr. and Mrs. Allan W. Barber
Mr. and Mrs. Addison A. Barksdale
Mr. and Mrs. David H. Barnes
Miss Carol Jean Barrow
Mr. and Mrs. Mark Bartlett
Mr. C. R. Bates
Mr. and Mrs. Todd E. Behrend
Mr. Fred Russell Bell
Bell's Food Market No. 1
Mr. and Mrs. Michael L. Benner
Mr. Thomas Rowell Bennett
Mr. and Mrs. Tim E. Bentsen
Mr. and Mrs. Christopher R. Berry
Ms. Diane Bloodworth
Mr. and Mrs. Michael H. Blount
Mr. and Mrs. Darren L. Bradham
Mr. Michael Jeffrey Brake
Mr. Davis Hines Brannan III
Mr. and Mrs. Randall L. Brittain
Ms. Barbara Joy Brown
Mr. and Mrs. Bruce A. Brown
Mr. Christopher William Brown
Mr. and Mrs. James D. Brown
Mr. and Mrs. Terry S. Brown
Bry-Mel Homes, Inc.
Mr. John Marvin Buice III
Mr. William Joseph Buie
Mr. Salem Sanford Bullard
Mr. and Mrs. Charles B. Burch Sr.
Mr. and Mrs. William R. Burke
Dr. and Mrs. Donald L. Burkhard
Mr. Thomas Hartley Burt II
Ed K. Burton, LLC
Ms. Sandra Lynn Buttram
Mr. and Mrs. Britt K. Byrom
Dr. Mary Frances Cagari
Mr. Thomas Drew Calhoun
Mr. and Mrs. Todd A. Cameron
Ms. Jennifer Coston Camp
Capital One Services, Inc.
Mr. and Mrs. Thomas T. Carrell
Dr. and Mrs. Archie B. Carroll
Mr. and Mrs. Warren G. Carson, Jr.

Mr. and Mrs. Donald B. Carter
CGI Technologies and
Solutions, Inc.
Mrs. Ann Marie Ciyatt
Drs. Geoffrey P. &
Mary B. Cole
Mr. and Mrs. James T. Cook
Mr. and Mrs. Jack W. Corn
Covington Investments, LLC
Mrs. Betty Cox
Cox Enterprises, Inc.
Mrs. Stacey Tench Crane
Ms. Natalie Brooke Crawford
Mr. Mark David Cuda
Mr. and Mrs. Daniel J.
Cupertino
Mr. Michael L. Danckaert
Mr. and Mrs. Charles J.
Davis, Jr.
Mr. and Mrs. William A. Davis
Dr. Mark C. Dawkins
Mrs. Kristin Kiefer Dempsey
Mrs. Daniel W. Desmond
Dr. and Mrs. Harry D.
Dickinson
Mr. and Mrs. Robert F.
Diehl, Jr.
Mr. and Mrs. Alan P. Dozier
Mr. and Mrs. Mark Driscoll
Mr. Patrick Daniel Dugan
Mr. and Mrs. Milner G.
Durden, Jr.
Mr. and Mrs. Ray M. Durham
Mrs. Allison Roberson Dyer
Mr. Robert Charles Eckberg
Mr. and Mrs. Allen C.
Edenfield
Mr. and Mrs. Harper S.
Edwards
Eli Lilly and Co. Foundation
Mr. and Mrs. James T. Elliott
Mr. James Arthur Ellison
Mr. and Mrs. George T.
Ethridge
Dr. William Lee Ferguson
Fieldale Farms Inc.
Mr. and Mrs. David M. Fligel
Mr. and Mrs. Don M. Frank
Mr. Jack Leterman Frieden
J. B. Fuqua Foundation, Inc.
Mr. and Mrs. Kevin M. Gaston
Mr. Andrew E. Gendreau
Gifford, Hillegass &
Ingwersen, LLP
Mr. Elder Grifton Glenn III
Mr. and Mrs. James T. Glenn
Global Impact
Mr. and Mrs. Sanford T.
Glover
Mr. and Mrs. Henry D.
Goldberg
Mr. and Mrs. Robert L.
Goocher
Mr. and Mrs. Ralph B.
Goodson
Mr. and Mrs. John L. Green
Ms. Wilucia Green
Grove Family Charitable
Mr. and Mrs. Stephen A.
Grove
Mr. Jason Richard Gulick
Mr. and Mrs. William K.
Halliburton, Jr.
Dr. Jacqueline S. Hammersley
Hardin Construction
Company, LLC
Mr. Michael Perry Harley
Mrs. Mynelle Grove Harris

Mr. Zachary H. Hayes
Mr. William Hecht
Mr. Craig Hertwig
Mr. Kevin Mikel Hiler
Mrs. Sharon Williams Hill
Mr. and Mrs. Hershell E.
Hitchcock
Mr. Robert Noel Hobgood
Mr. and Mrs. Phillip S.
Hodges
Mr. and Mrs. Kenneth H.
Holcomb
Martee and Foy Horne
Mr. Lawrence Day Howell II
Mr. Linn Hampton Howell
Mr. and Mrs. Christopher
W. Huether
Mr. and Mrs. Tim Hughes
Mr. and Mrs. Kevin M. Hurst
Mr. and Mrs. Christopher
P. Jefts
Mr. and Mrs. Stephen M.
Joiner
Mr. Jay Benton Jones III
Mr. Rayburn Jones
Mr. and Mrs. George Juzdan
Mr. and Mrs. Russell E.
Kaliher, Jr.
Ms. Kristine Kathryn Kearney
Mr. Andrew David Kee
Mr. William Frederick Kelley
Mrs. Terri Kellum-Chase
Mr. Malcolm A. Kessinger
Mr. and Mrs. Warren Kitchens
Ms. Susan M. Kost
Mrs. Christi Black Kruse
Thomas H. Lanier
Family Foundation
Mr. and Mrs. John R. Lanier
Mr. George Francis Lawton
Mr. Douglas Madison Lee
Drs. Dwight Lee &
Cynthia Crain-Lee
Mr. and Mrs. Franklin D.
Leiter, Jr.
Mr. and Mrs. Robert T. Litteer
Mr. Robert Hartman Little
Mr. William A. Lott
Mr. Jim Stuart Lovett
Mr. and Mrs. John H. Loving
Mr. D. Patrick Lowenthal
Mr. Steven Lyman
Mr. David Rankin Lynn
Mr. Chance Austin Mann
Mr. and Mrs. Jesse D. Martin
Mr. Laurence Norman
Mauney
Mr. and Mrs. Mason A.
McConnell
Mr. and Mrs. Scott C. McGee
Mr. Matthew Charles
McGivern
Mr. and Mrs. Kyle C. McInnis
McKesson
Mr. and Mrs. James M.
McKoy Sr.
Mr. and Mrs. Walter T.
McLane
Mr. and Mrs. John F.
McMullan
Mr. and Mrs. Theodore P.
Meeker III
Mr. Rand Meyer
Ms. Jessica Drew Miles
Mr. Terry Lawrence Miller
Millward Brown, Inc.
Mr. and Mrs. Craig S.
Mitchell

Mr. and Mrs. James P. Moore
Ms. Ellie May Morris
Mr. and Mrs. Don S. Morrow
Mr. and Mrs. Robert S.
Morton
Ms. Virginia Garvin Mount
Mr. and Mrs. Larry H. Neal
Dr. and Mrs. Walter P. Neely
Ms. Chris M. Neilands
Northwestern Mutual
Life Foundation
Mr. and Mrs. James F.
Norvell, Jr.
Mr. C. Brandon Patten
Mr. Chris Perich
Mr. and Mrs. Christopher
J. Perkins
Mr. and Mrs. Donald R.
Perry, Jr.
Pfizer Inc.
Mr. and Mrs. Carey K. Phelps
Mr. and Mrs. Steven D.
Phillips
Mr. and Mrs. Steven G.
Portnell
Mr. and Mrs. William D. Posey
Mr. and Mrs. Jason Powell
Mr. and Mrs. Michael G.
Powell
Procter & Gamble
Protiviti, Inc.
Mr. Lonnie Ray Purvis
Mr. and Mrs. Jack H.
Ragland, Jr.
Mr. and Mrs. Arthur M.
Ramsey
Mr. Sai Reddy
Mr. and Mrs. LeRoy D.
Redmon
Mr. and Mrs. Joseph W. Reid
Revenue Analytics, Inc.
Reznick Group
Mr. Monty Christopher
Rhodes
Mr. and Mrs. Loy D.
Roberts, Jr.
Mr. Robert Morris Rosenfeld
Mr. Chris Ruffner
Mr. Mark Cooper Saussy
Mr. and Mrs. David G.
Schlitt
Mr. and Mrs. John F.
Schraudenbach
Mr. and Mrs. Charles W.
Schulze
Mr. Eric Taylor Sconyers
Ms. Lindsey N. Selleck
Mr. and Mrs. Robert S.
Shelfer
Mr. and Mrs. Charles E.
Sherrer
Mr. and Mrs. Pushpendra
Singh
Mr. and Mrs. Scott G. Sink
Mr. and Mrs. Timothy N.
Skidmore
Mr. and Mrs. Otis M. Smith, Jr.
Mr. Scott Jason Smith
Mr. and Mrs. Robert J. Soper
Dr. and Mrs. Clifford B. Sowell
Mr. Michael Dalton Spires
Mr. and Mrs. Raiford T.
Storey
Mr. and Mrs. Rickey J. Story
Mr. Thomas Eugene Stovall
Mr. and Mrs. Clarence B.
Stowe

Mr. and Mrs. Darren M.
Strozier
Mr. James Travis Studdard
SunTrust Bank, Inc.
Mr. and Mrs. Floyd B.
Swann, Jr.
Synovus
Mr. Wayne Tamplin
Mr. and Mrs. Andrew W.
Teegarden
Mr. and Mrs. Joseph H.
Terrell, Jr.
Mr. and Mrs. Robert S.
Thibault
Mr. and Mrs. Robert J.
Thiebaut
Mr. and Mrs. William E.
Thomas
Mrs. Lynn King Thomas

Mr. and Mrs. James E.
Thrash
Mr. and Mrs. Adam M. Tindel
Treadwell, Tamplin &
Company
Mr. and Mrs. George G.
Tribble
Mrs. Mary Alice Czmyr
Trussell
Turner Enterprises, Inc.
Vectren Foundation, Inc.
Mr. and Mrs. Thomas M.
Vinson III

Mrs. Donna E. Voynich
Mr. Charles R. Walker
Mr. Bryan Scott Warnock
Mr. and Mrs. Larry E.
Warnock
Mr. Miles Homer Watters,
Jr.
Miss Mary Octavia Weaver
Mr. Bradford Hirsch Weitz
Mr. and Mrs. Leo F. Wells III
Mr. and Mrs. Ronald L. Wendt
Mr. and Mrs. Rodney W.
Westmoreland
Mr. and Mrs. Chris Whelan
Mr. Donald Fredrick White III
Mr. and Mrs. Timothy B.
Whitmire
Dr. Matthew M. Wieland
Mr. Thomas Burton Wight III
Mr. and Mrs. Roy E. Wilcox
Mr. R. Barry Wildman
Mr. and Mrs. Gerald L.
Williams
Ms. Judy Wilson
Mr. Michael Keller Withers
Mr. Jeffrey R. Woods
Yarbrough & Company
Mr. Caesar A. Yarbrough III
Mr. and Mrs. J. B. Yarbrough
Mr. John Fletcher
Yarbrough V
Ms. Virginia Lee Yeagle



Interested in mentoring a current Terry student?

For information, contact Jill Walton:

jwalton@terry.uga.edu

706-542-8155

The University of Georgia
TERRY COLLEGE OF BUSINESS
Office of Development & Alumni Relations



Classnotes

Who's doing what, where

1940-44

The late **Bill Solms** (BBA '42, JD '47) of Atlanta was interviewed for a WWII film produced by the government of the Netherlands. Bill commanded a troop of 260 African-American soldiers assigned to bury thousands of soldiers (from both sides) in the only American cemetery in the Netherlands. On his arrival, Bill found the bodies of 300 U.S. servicemen lined up in the mud, like cords of wood. During the interview, he said he couldn't help thinking that the souls of those soldiers would like to tell him they appreciated not being forgotten.

1950-54

Ramsay Simmons (BBA '53) of Bainbridge will be the grand marshal of the Christmas parade. He is semi-retired from Elberta Crate and Box, a company started by his grandfather. He met wife Peggy while attending UGA and they now have five children and 10 grandchildren.

1955-59

Doyle Shaw (BBA '64) of Kennesaw

has retired after 33 years of service with DeKalb County, where he served under five county CEOs.

1965-69

Leo Wells (BBA '67) of Norcross, president and founder of Wells Real Estate Funds, was elected to the Board of Governors of the National Association of Real Estate Investment Trusts. Leo was named Ernst & Young's 2003 Entrepreneur of the Year in financial services, a distinguished alumnus by the University of Georgia's Terry College of Business, and a 2006 nominee for the Turknott Leadership Character Awards.

1970-74

Gerald Gillis (BBA '70) of Marietta authored his second novel, *Shall Never See So Much*. **Richard Jacobson** (BBA '71) of Tampa, Fla., was elected to the board of directors of TerraLex, an international network of 160 foreign and U.S. law firms, in more than 100 countries. Richard is associated with the International Practice Group of Fowler

White Boggs P.A., where he provides international tax and corporate assistance to U.S. and foreign clients doing cross-border business.

1975-79

John Shurley (BBA '77) of Dunwoody was appointed to a three-year term on the Forensic Accounting Advisory Board at Georgia Southern University. John is a partner with Gifford, Hillegass & Ingwersen LLP. [See story on p. 34 to learn about John's role in the "Bulldog 100"].



Kessel Stelling Jr. (BBA '78) of Marietta was named president and CEO of the Synovus Financial Corporation's North Georgia subsidiary. Kessel, now second in line in the company hierarchy, will focus on consolidating Synovus' 30 bank charters into one. He was honored by Terry last spring as a 2009 Distinguished Alumni Award winner. He also serves on the Terry Dean's Advisory Council.

Kenneth Van Meter (MBA '79) of Phoenixville, Pa., was elected to the NIST Smart Grid Interoperability Panel Board

of Governors, which specifies standards for the new electric grid. He was also awarded a U.S. patent for technology to optimize the use of energy in buildings. **Dave Mullen** (ABJ '77, MBA '79) of Cherry Hills Village, Colo., published *The Million Dollar Advisor*, which is the culmination of a year's work and interviews with some of the top advisors in the financial advisors industry. **Joe Richwine** (BBA '81) of Alpharetta retired after a long battle with multiple sclerosis.

Joe shared this news, hoping to encourage others to join the effort to find a cure for the devastating effects of the disease.

Julio Molleda (MBA '82) of Middletown, Conn., accepted position of CFO of the Hartford Public Library, the largest public library in Connecticut. **Jim Smith** (BBA '78, MBA '81, JD '81) of Macon was appointed Federal Bankruptcy Judge-United States Bankruptcy Court, Middle District of Georgia.

1980-84

Tom Porter (BBA '80) of Fairfield, Conn., accepted a position at Learning-Express, LLC, in New York City. While at UGA, Tom played varsity tennis for Dan Magill and was a research assistant for former U.S. Secretary of State and UGA faculty member Dean Rusk. **Ed Heys** (BBA '83) of Atlanta is the 2012 chair-elect of the Georgia Chamber of Commerce. Ed is deputy managing partner with Deloitte. **Charles Eden** (MMR '84) of Atlanta was promoted to senior vice president of Burke, Inc. **Karen Bartenfield Smith** (BBA '84) of Marietta was promoted to regional community executive at the Bank of North Georgia.

1985-90

Karen Bennett (BBA '85) of Atlanta will oversee the HR Certification Institute's board of directors. Karen is a senior vice president of human resources at Turner Broadcasting System, Inc. She is also enrolled in the Terry Executive MBA program. **Dave Garner** (BBA '88) of Gridley, Calif., retired after 15 years with AT&T, then started a new career by first graduating with honors from the University of the Pacific's McGeorge School of Law. He was the recipient of the Stanley B. Fowler memorial scholarship and inducted into the Traynor academic honor society. David is member of the California Bar, and he is currently employed by the attorney general of California.

1990-94

Monica Dowd Thomason (BBA '92) of Macon is the new director of alternative risk solutions for the Concordis Group's insurance division. **Rhett Calhoun** (BBA '94) of Orlando, Fla., is a third-year resident at Winnie Palmer Hospital for Women and Babies. Rhett is married to Sharon Adrien Calhoun (AB '92), and they have two children.

1995-99

Oliver Ophelle (MBA '96) of Columbus, Ind., is VP of finance and controller for

Honeywell Transportation Systems.

Seth Abrams (BBA '97, MAcc '98) of Atlanta was promoted to a principal with Gifford, Hillegass & Ingwersen. Seth is an active member of the UGA Alumni Association and, along with friends, started a fundraiser "A Wish for Wendy," which benefits the Cystic Fibrosis Foundation.

Chad Collins (BBA '97) and wife Sabrina Miller Collins (BSEd '99) welcomed son William Baynes Collins to their family. He joins big sister, Josie Charlotte Collins. Chad is owner of Athens-based Bone Dry Roofing Company and Sabrina is a dealer at Athens Interiors Market. **Melissa IntVeldt Dutton** (BBA '99) of Hartwell accepted a position at the Georgia Center's hotel and conference center as a senior sales professional. She and **Kendall Starr Dutton** (BBA '99) were recently married and honeymooned in Jamaica. **Michael Johnson** (BBA '99) of Atlanta joined John Hancock Retirement Plan Services as a regional vice president. **Tim Query** (PhD '99) of Las Cruces, N.M., was awarded the College of Business Senior Research Award for 2008-09 at New Mexico State. Tim's primary contributions to his field are in the areas of interdisciplinary applications and international aspects

Profile



Price had her sights set on an MBA when Hurricane Katrina devastated her hometown of New Orleans. She wants to better prepare herself to help in recovery efforts.

National Urban Fellow

By Matt Waldman (AB '96)

Charisse Price (MBA '08) is one of only 45 people nationwide to participate in the National Urban Fellows program, which is dedicated to increasing the number of minorities and women in government. The 14-month, graduate-level program includes two semesters of academic course work and a nine-month mentorship assignment. Fellows receive a \$25,000 stipend, health insurance, a book allowance, relocation and travel reimbursement, and full payment of tuition, in addition to their ongoing personal and professional development. The program culminates in a Master of Public Administration degree from the City of New York's Bernard M. Baruch College, School of Public Affairs.

Price will spend the summer in Manhattan and then begin a work assignment in September. She will return to New York the following summer to finish the program.

"This is a way for me to use what I have learned from the working world — and the Terry MBA program — while learning more about public administration so I can get my foot in the door," says Price, who had never considered a career in government until Katrina devastated her hometown of New Orleans.

"It's hard going to a place where you have all of these warm memories and it looks like a war zone," says Price, whose family lost their homes and her community was wiped out. Her family had the insurance funding to rebuild, but the early chaos and slow recovery frustrated Orleanians like Price. "When I saw how inefficient they were, I asked God to show me the best way that I could help the rebuilding process."

Although New Orleans is not one of the available work assignments, she intends to bring what she learns back to her hometown.

"I always said that one day I would come back and rebuild, but I just didn't know what that path would look like. For me, this is the first step to get that education and experience to help bring new ideas and the thinking of [my] generation into local government." ■

Alumni

Online Community

All lasting business is built on friendship.

— Alfred A. Montapert

Good leaders build strong networks, and the Terry College of Business wants you to stay connected with alumni working in various industries around the globe with our new Online Alumni Community.

By keeping your home, business, and email address current with the college, you will be included in our alumni directory and gain access to all that the community has to offer:

- A search engine to stay connected with your classmates and the entire Terry alumni community.
- Invitations to alumni events in your area.
- A lifetime UGA email address to use as a forwarding address for contacts.
- Terry magazine sent to your home or business twice a year.
- Terry FYI e-newsletter delivered bi-monthly to your inbox.

To register: www.terry.uga.edu/alumni/online

Questions? Contact us at the Terry College Alumni Office:

Email: alumni@terry.uga.edu

Telephone: 706-542-3210

Congratulations!

to Carl Cooke (MBA '01) of Charlotte, N.C., who won the \$100 shopping spree at the UGA Bookstore by registering for this Online Community by March 31.

Thank you to all who participated in the drawing.

of risk management and insurance.

2000-04

Chassica Braynen (BBA '00) of Tucker graduated from Georgia State's MBA program and accepted a position as asset management senior analyst with IBM global services in Atlanta. Chassica's account is one of the largest aerospace and defense industry accounts at IBM.


Kenyon Hall (BBA '00) of Atlanta is vice president and principal of property brokering of Edgewood Partners Insurance Center.

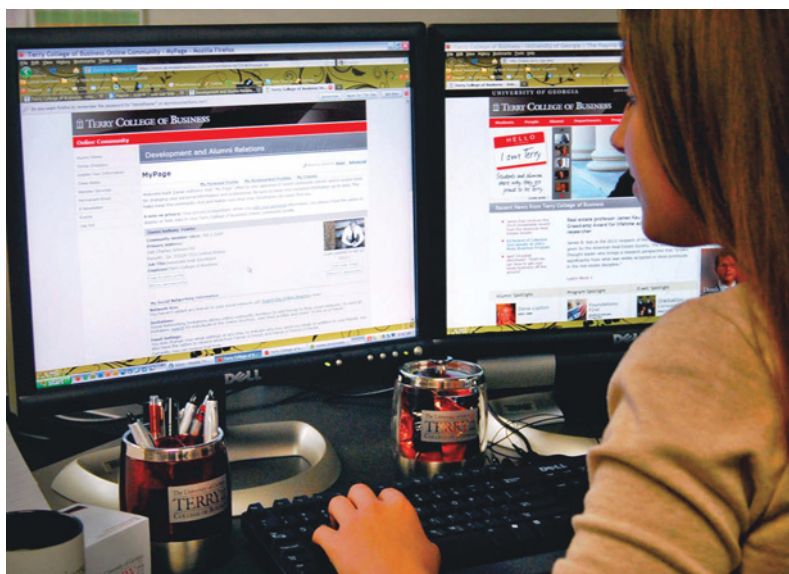
Kim Kirksey (BBA '00) of Atlanta and

Christopher Kirksey (BBA '01) announce their marriage in Hana on the island of Maui, Hawaii. Carol has accepted a position as corporate communications manager for Turner Broadcasting. Chris is territory sales manager for Vision Numeric USA. **Mark Butler** (BBA '02) of Atlanta was named to the *Atlanta Business Chronicle's* 2009 "Up and Comers" class for the top 40 Atlanta business professionals under the age of 40. Mark is president of CXO Staffing, Inc. **Brian Dodson** (BBA '02) of Fallon, Ill., graduated magna cum laude from TUI University with a MBA in general management. Brian has been reassigned to McChord AFB and will continue to fly the

C-17A Globemaster. He is operations flight commander for the 4th Airlift Squadron. **Julie Lingenfelter McKillip** (BBA '02) of Ashburn, Va., founded "Your Perfect Day Events," an event planning firm serving the Washington, D.C. area. **Josh Watkins** (MAcc '02, JD '03) of Birmingham, Ala., was named a member of the 2010 Multiple Sclerosis "Birmingham Leadership Class" by the Alabama-Mississippi Chapter of the National Multiple Sclerosis Society. Josh is with the law firm of Feld, Hyde, Wertheimer, Bryant & Stone, P.C. **Tucker Ramsey** (MBA '03) of Atlanta was promoted to vice president of client services with Access TCA.

2005-09

Barbara Hampton (MBA '06) of Roswell was elected president of the 2010 Board of Trustees of Leadership Georgia. Barbara is senior vice president and CFO of Georgia Transmission Corp. **Kat Woodward** (BBA '08, MAcc '09) and **George Bolinger** (BBA '09) of Atlanta were married in Athens. **Tom Hunter** (BBA '09) of Clearwater, Fla., joined the Ross Realty Group as assistant property manager after working with Sperry Van Ness and the Interstate Auction Company in Atlanta. He is a former platoon sergeant with the U.S. Marine Corps. 



Passings

1930s

Jim Telford (BSC '39), Gainesville, Nov. 19, 2009.

1940s

Phyllis Jenkins Barrow (BSC '40, MA '51), Athens, Nov. 30, 2009. **Virginia Futral Jackson** (BSC '40), Wallingford, Pa. Jan. 30. **John Martin** (BSC '40), Macon, Nov. 24, 2009. **Irby Henry Meadors** (BSC '41), Atlanta, Oct. 9, 2009. **Howie Perryman** (BSC '41), Davison, MI., Oct. 19, 2009. **Quillian Tuck** (AB '41, BBA '47, MBA '48), Columbia, S.C., Jan. 27. **Bill Hill** (BBA '42), Marietta, April 1. **Nell Adams McLaughlin** (BBA '42), Lynnwood, Wash., Dec. 10, 2009. **Bill Solms** (BBA '42, JD '47), Atlanta, March 8. **Frances Asher Kaplan** (BBA '43), Atlanta, Oct. 2, 2009. **Henry Neal** (BBA '43, JD '48), Dahlonge, Jan. 16. **Jarrell Anderson** (BBA '44), Flowery Branch, Jan. 22. **Ivan Melvin Kulbersh** (BBA '44), Tifton, Oct. 17, 2009. **Dorothy Ford Pruitt** (BBA '45), Swainsboro, March 24. **Charlotte Cohen Stoller** (BBA '45), Andover, Maine, Oct. 8, 2009. **Cecil Turner** (BBA '46), Atlanta, Feb. 21. **Thomas Holbrook** (BBA '47), Philadelphia, Pa., Feb. 13. **Dan Boyd** (BBA '48), Griffin, Oct. 25, 2009. **Cason Bruker** (BBA '48), Augusta, Nov. 30, 2009. **Gene Callaway** (BBA '48), Anniston, Ala., Oct. 4, 2009. **Alex Crittenden** (BBA '48), Thomasville, Nov. 29, 2009. **Erwin James (Doc) Eldridge** (BBA '48), Athens, Oct. 27, 2009. **Jim Jolley** (BBA '48), Macon, Feb. 1. **Bill Kitchens** (BBA '48), Atlanta, Oct. 31, 2009. **Jim Odum** (BBA '48), Atlanta, Nov. 15, 2009. **Milton Perling** (BBA '48), Atlanta, Dec. 25, 2009. **Lucien Philips** (BBA '48), Atlanta, Feb. 23. **Bill Shortt** (BBA '48), Cornelia, April 7. **Jim Austin** (BBA '49), Lake Park, Nov. 15, 2009. **Bob Balk** (BBA '49), Augusta, April 5. **Henry Edward Braselton** (BBA '49), Braselton, Dec. 21, 2009. **Irwin Mazo** (BBA '49), Savannah, Jan. 23. **Bert Patrick** (BBA '49), Bethlehem, April 7. **Dan Smith** (BBA '49), Evans, Feb. 23.

1950s

Iris Owen Brown (BBA '50), Marietta, Nov. 21, 2009. **Johnson Davis** (BBA '50), Miami, Fla., Feb. 24. **Charlie Jones** (BBA '50), Macon, Sept. 25, 2009. **Leo Lynch** (BBA '50), Tampa, Fla., Nov. 6, 2009. **Sampson Moore** (BBA '50), Ludowici, April 9. **Frank Newbern** (BBA '50), Kenner, LA., Nov. 6, 2009. **Al Rowe** (BBA '50), Lawrenceville, Nov. 11, 2009. **Robert Sharpless** (BBA '50), Villa Rica, March 21. **Roy Turner** (BBA '50), Gainesville, Jan. 24. **Bob Fincher** (BBA '51), Macon, Dec. 30, 2009. **Max Klenberg** (BBA '51), Atlanta, Oct. 26, 2009. **Billy Elder** (BBA '52), Jefferson, Feb. 8. **William (Sparky) Watts** (BBA '52), Atlanta, March 16. **Bill Griffith** (BBA '53), Rebecca, Dec. 4, 2009. **Mary Alexander Smitherman** (BBA '53), Mooresville, N.C., Feb. 17. **James Alford** (BBA '54), Odenton, Md., Dec. 26, 2009. **Bill Richardson** (BBA '54), Manassas, Va., March 7. **Joseph Teague** (BBA '54), Martinez, Jan. 27. **Cleve Willcoxon** (BBA '54), Atlanta, Feb. 5. **Carter Bullard** (BBA '55), Snellville, Oct. 10, 2009. **Wally Carden** (BBA '55), Albany, Dec. 29, 2009. **Mary Brannen NeSmith** (BBA '55), Statesboro, Nov. 19, 2009. **Hamp Sirmans** (BBA '55), Waycross, March 23. **Guy Carter** (BBA '56), Woodstock, Jan. 14. **Phil Holcomb** (BBA '57), Decatur, Jan. 26. **Virgil Steele** (BBA '57), Statham, Nov. 5, 2009. **Tommy Bozeman** (BBA '58), Sylvester, Dec. 24, 2009. **Ben Miller** (BBA '58, LLB '64), Thomaston, Dec. 4, 2009. **Edward Mingledorff** (BBA '58), Athens, March 19. **Bob Skelton** (BBA '58), Gainesville, March 26. **Robert Edward (Buster) Sheahan** (BBA '59), Augusta, Dec. 20, 2009.

1960s

Hudson Arlen (Nick) Nichols (BBA '60), Tullahoma, Tenn., March 29. **Stewart Walker** (BBA '60), Augusta, April 9. **Halcy Porter (HP) Weldon** (BBA '60), Savannah, Feb. 10. **Tom Baynes** (BBA '62),

Lake Wales, Fla., Dec. 16, 2009. **Janet Johnson Deats** (BBA '62), Long Beach, Calif., Nov. 22, 2009. **Luke Knight (Buzzy) Gill** (BBA '62, MSW '71), Woodbury, Feb. 19. **Don Norris** (BBA '62), Bogart, Oct. 25, 2009. **Donald Wayne Thurmond** (BBA '62, JD '64), Nashville, Tenn., Dec. 8, 2009. **Richard Cashen** (BBA '63), Temple, Nov. 8, 2009. **Larry Franklin Gossett** (BBA '63, MEd '69), Griffin, Nov. 11, 2009. **Elvin Darsey (EJ.) Jones** (BBA '63), Aiken, S.C., Jan. 30. **Robert Harlan Moseley** (BBA '63), Robbinsville, N.C., April 12. **Madeline Green Wallace** (BBA '63), Roswell, Jan. 14. **Bill Bennett** (AB '64, MAcc '88), Washington, Dec. 24, 2009. **Jimmy Reese** (BBA '64), Phenix City, Ala., March 23. **Marvin Singletary** (BBA '64), Albany, Jan. 20. **William Sherod (WS) Smith** (BBA '64), Wilmington, N.C., Nov. 20, 2009. **Joseph Vincent** (BBA '64), Fayetteville, Dec. 14, 2009. **Bobby Woo** (BBA '64), Atlanta, Oct. 11, 2009. **Charles Clements** (BBA '65), Jacksonville, Fla., Oct. 5, 2009. **Jack O'Donnell** (BBA '65), Malta, N.Y., Jan. 26. **Dick McBride** (BBA '66), Saint Simons Island, Jan. 23. **Harold Dewitt (Squeak) Johnson** (BBA '67), Greensboro, N.C., Feb. 20. **Ed Moses** (MBA '67, PhD '71), Lake Mary, Fla., March 14. **Ronnie Williams** (BBA '67), Asheville, N.C., Nov. 22, 2009. **David Edwards** (BBA '68, MBA '69), Lilburn, March 6. **Karen Garland** (BBA '68), Kennesaw, Oct. 1, 2009. **Christ Jenkins** (BBA '68), Henderson, Nev., Oct. 29, 2009. **Alan Moore** (BBA '68), Kure Beach, N.C., Jan. 13. **Harold Pilsbury** (BBA '68), Bradenton, Fla., Feb. 13. **Wingate Taylor** (BBA '68), Americus, Oct. 3, 2009. **Hollis Pearce** (BBA '69), Marietta, Oct. 19, 2009. **Marvin Springston** (BBA '69), Lawrenceville, Nov. 2, 2009.

1970s

Marty Alpert (BBA '70), Fort Myers, Fla., Oct. 20, 2009. **Bill Lovett** (BBA '71), Augusta, Jan. 21. **Rod Jacobs** (BBA

'72), Oxford, March 29. **Robert Jackson Patrick** (BBA '72), Conyers, Jan. 20. **Jimmy Emerson Temple** (BBA '72), Marietta, Oct. 23, 2009. **James Frederick (Buster) Benton** (BBA '73), Highlands, N.C., Dec. 29, 2009. **Frank Sinkwich** (BBA '73), Winder, April 17. **Chuck Sussman** (BBA '73, MAcc '74), Jacksonville, Fla., Feb. 14. **Albert Samuel Cohen** (BBA '75), Decatur, Dec. 22, 2009. **Joe David Jackson** (BBA '75), Lilburn, Nov. 10, 2009. **George Leverett** (BBA '75), Lincolnton, April 2. **Mark Lester Moseley** (BBA '75), Evans, April 17. **Rocky Clinton** (BBA '76), Lilburn, Oct. 13, 2009. **Guy Hancock** (BBA '77), Pavo, Dec. 6, 2009. **Tommy Veale** (BBA '77), Watkinsville, March 19. **Thad Gray** (BBA '78), Augusta Nov. 1, 2009. **James Cunningham Coplin** (BBA '79), Alpharetta, Dec. 1, 2009. **Leonard Todd Mathis** (BBA '79), Lithonia, March 27. **Bill Wheless** (BBA '79), Alpharetta, Jan. 4.


1980s

Bob Finkey (BBA '80), Ellijay, Dec. 20, 2009. **Mildred Neal Scott** (BBA '81), Atlanta, March 4. **Joy Holshouser Easton** (BBA '82), Florence, Ala., Dec. 12, 2009. **Andrew David Goldenberg** (BBA '82), Massapequa Park, N.Y., Nov. 16, 2009. **Bob Spratling** (AB '84), Dunwoody, March 28. **Karen Thacker** (BBA '85), Buford, Oct. 25, 2009. **Patrick Looney** (BBA '89), Summerfield, N.C., Nov. 17, 2009.

1990s

Suzanne Marie Wallace (PhD '91), Pella, Iowa, Nov. 4, 2009. **Samantha Anne Lance** (BBA '92), Cumming, Dec. 2, 2009. **Jason Michael Gibson** (BBA '98), Norcross, March 19.

2000s

Sarabelle Papp (BBA '00), Marietta, Nov. 5, 2009. **David Alexander Unverzagt** (BBA '05), Atlanta, Oct. 14, 2009. **Brent Michael Warner** (BBA '06), Atlanta, Oct. 31, 2009. **Leon Brauer** (BBA '07), Augusta, March 31. 

COUSINS

continued from 27

LESSONS ON THE LINKS

Cousins bought East Lake Country Club and originally thought of improving the neighborhood first — till he realized that the club could help support the revitalization efforts. He picked up the noble old property when it was nearly bankrupt, a businessman buying an investment piece. Smart move, since the game has become the economic engine powering East Lake.

East Lake Golf Club has preserved a dimension of wealth and prestige in the neighborhood. It's "golf with a purpose," as members like to say. They pony up \$100,000 to join, another \$10,000 a year in dues. Then there's a "suggested" contribution on joining of \$200,000; the money goes to the East Lake Foundation, which supports programs serving children, teens, and adults in the neighborhood.

The club hosts the PGA Tour's season-ending Tour Championship. Meanwhile, Cousins is doing his part to democratize the game, adding a new set of public links, the Charlie Yates golf course, its lush fairways fronting the Villages of East Lake — making the game Cousins loves an everyday feature in the lives of the mostly minority children who live there. These kids can choose recreational activities through The First Tee of East Lake, a golf and life skills program based at the Yates course.

Can this community course be the future of golf itself? One of the young players on the Charlie Yates course seems to answer the question wordlessly during a visit from a journalist. The teenager squares up, takes a deep breath, and crushes a golf ball — a little white piece of possibility — 250 yards down the middle of the fairway. Tiger, watch your back.

MISSIONARIES FOR THE EAST LAKE MODEL

So, about that short note from Warren Buffett. We come now to our next chapter.

To give the East Lake Model legs, Cousins, Buffett and philanthropist-businessman Julian Robertson founded Purpose Built Communities. The new nonprofit is headed by former UGA president Charles Knapp, who says, "Our fondest hope is that 10 years down the line we have worked ourselves out of a job. We'd love to see this process so deeply ingrained that it's just the way we do business in this country."

In effect, Purpose Built Communities acts as a consultancy to leaders in other communities who see value in a holistic approach to transforming trouble spots.



The democratization of the game is evident at East Lake's Charlie Yates public course, where the area's mostly minority youngsters can participate in a golf and life skills program through The First Tee of East Lake.


Earlier this year, Buffett flew to New Orleans to join Cousins and Alex Robertson, Julian's son, at the inaugural meeting of Purpose Built Communities Network Members. The trio held a press conference with national and local media, then attended a luncheon event with two local enthusiasts, Louisiana Governor Bobby Jindal and newly elected New Orleans Mayor Mitch Landrieu.

"This isn't just about better housing," said Jindal of the Bayou District Foundation, which is a member of Purpose Built Communities. "It's also saying to our children, you have the opportunity to have a better life than your parents. That's the American Dream."

Local dignitaries and business people sat packed in with representatives from the Network — the key developers and community officials from Georgia, Indiana, Louisiana, Mississippi, North Carolina, Tennessee and other states. They're taking a good hard look at how Purpose Built Communities and East Lake work.

Can this model really be successful everywhere? Or has Cousins been a unique champion with unique resources and influences to bring to play? Can an East Lake miracle become a Watts miracle, say, or a Roxbury miracle?

"If you get the right people, and they care enough, you can change a community," says Cousins. "You can especially make a difference in the lives of children."

There's an old saying: It takes a village to raise a child. In some cases, it may take the children to raise a village. 

To learn more: www.eastlakefoundation.org

www.purposebuiltcommunities.org

The Terry Donor Profile

Tom Golub



Tom Golub (BBA '80/Risk Management & Insurance) is a real success story. Beginning his career by selling property insurance with Arkwright Mutual, Golub is now chairman and CEO of Beecher Carlson, an insurance and risk management brokerage firm in Atlanta. Having spent 19 years with the Hobbs Group, LLC, in Atlanta, Golub is credited with expanding the company to 24 offices and building revenues in excess of \$120 million. Tom's vision and leadership make him one of the brightest stars in the industry.

In July of 2008, Tom pledged \$500,000 to honor his father by creating the Joseph M. Golub Fund for Faculty Support in Risk Management and Insurance. Tom realizes that the ability to attract and retain top-notch faculty is an invaluable asset and an essential component to a successful program. Dr. Rob Hoyt, head of Terry's RMI department, which is ranked No. 2 nationally, says, "I am confident that Tom Golub's leadership gift in the area of faculty research will allow us to expand our support from others for this critical need in our program. In addition to providing a lasting tribute to Mr. Golub, the Joseph M. Golub Fund will play a crucial role in helping the Terry College stay at the forefront of risk management and insurance education."

Tom credits his success to a lifetime of examples set by his father, Joseph M. Golub, who graduated from the Terry College in 1963 with a degree in general business. He began his career with Westinghouse in Sharon, Pa., immediately after graduating from high school. He attended classes at Penn State and the University of Pittsburgh before moving to Westinghouse's new corporate facility (for which he was a part of the planning team) in Athens. After 44 years with Westinghouse, Golub retired. When asked about his commitment to one company for the duration of his career, he says, "In those days, people took a job and stayed there!" The consummate family man, Joseph and his beautiful wife of 57 years, Maryann, are the proud parents of seven children, six grandchildren, and one great-grandchild!

Thank you, Golub Family, for making a difference at Terry! 🏡

(Top left) Maryann, Joseph and Tom Golub at their Athens home on the day the pledge was signed. (Top right) Joseph and Maryann Golub, Ryan and Chris Johns, and Tom Golub celebrate Joseph's 86th birthday by cheering on the Dawgs in the Terry SkySuite. (Below) Joseph speaks to friends and family during a luncheon hosted by Dean Robert Sumichrast upon the announcement of the gift.





The University of Georgia

TERRY COLLEGE OF BUSINESS

Brooks Hall
Athens, Georgia
30602-6269

NON-PROFIT
ORG.
U.S. POSTAGE

PAID

University of
Georgia

Take Control of Your Professional Future Today!

Terry Executive Programs provides high quality, non-degreed business education and events including sponsored conferences, symposiums, cohort executive education programs, custom programs and certificate programs. Most of these are presented at the world-class Terry Executive Education Center in Buckhead, the heart of Atlanta's business district.

PROGRAM	DATE	LOCATION
Certificate in Business Leadership Series: Strategy Execution	June 10	Atlanta
Certificate in Business Leadership Series: Strategic Innovation	June 11	Atlanta
Directors' College	June 10-11	Atlanta
Atlanta Leadership Symposium	June 24	Atlanta
HR Leadership Academy	Fall Session Begins September 17, Ends December 11	Atlanta
Certificate in Business Leadership Series: Transformational Leadership	September 21	Atlanta
Certificate in Business Leadership Series: Leading High-Performance Teams	September 22	Atlanta
Certificate in Business Leadership Series: Human Capital Strategies	September 23	Atlanta
30 th Annual Bonbright Center Natural Gas and Electric Conference	September 23-24	Atlanta
Certificate in Business Leadership Series: Change the Way You Lead Change	September 24	
Business Process Analysis and Facilitation for Major, Complex Projects.	Week One: October 4-7, Week Two November 8-11, Week Three December 6-9	Atlanta
Certificate in Business Leadership Series: Accounting Essentials	October 19	Atlanta
Certificate in Business Leadership Series: Finance Essentials	October 20	Atlanta
Certificate in Business Leadership Series: Strategy Execution	October 21	Atlanta
Certificate in Business Leadership Series: Strategic Innovation	October 22	Atlanta
Annual Invitational Insurance Management Seminar	October 21-22	Athens
CFP® Certificate Education Program	Fall 2010 Schedule TBA	Atlanta

Visit us online at www.terry.uga.edu/exec_ed or call 1-866-238-0756 to learn more and find the right program for your needs.

The University of Georgia
TERRY COLLEGE OF BUSINESS
Office of Executive Programs

