

Magazine for alumni and friends of the
Terry College of Business at the University of Georgia



The Right Stuff!

When employers hire people like Terry Alumni Board Student of the Year Patrick Fitzmaurice and award finalists (from left) Jennifer Cowart, Brianna Randall, Katy Appling, and David Jett, it's a win-win proposition for both the corporate world and for Terry.



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Alums renew ties to Terry



The centennial celebration is ongoing here at Terry and, as anticipated, we continue to hear from members of the Terry family who want to be remembered for the part they played in the college's first 100 years.

If you drive up to the beautiful little town of Canton, as I did this summer, attorney John Longino (BBA '73, MBA '76, JD '76) will regale you with some interesting Georgia history lessons.

John is part of a three-generational Terry family that includes his late father George F. Longino (BSC '34), who was chairman of the Bank of Fulton County, and nieces Michelle Longino (BBA '84) and Sue Fristoe Hilburn (BBA '81).

But the Longinos go back much farther than that.

"I believe we're the oldest family in Fulton County," says John, who can trace his family's roots all the way back to 1804 in what was then called Campbell County. His great-great-grandfather, John Thomas Longino, was so opposed to slavery that he actually bought slaves for the sole purpose of reuniting husbands and wives who had been separated at auction.

John's father did a little bit of everything — but all of it well.

George Longino started his business career sweeping floors in his father's factory, sold \$8 suits door to door, breathed life into what had been a bankrupt printing company, and became a successful real estate investor, eventually owning and then selling the land that the Omni Arena was built on in Atlanta.

"My dad was the ultimate entrepreneur," says John, "and he taught me all I know about business — for instance, 'Ninety percent of your trouble will come from 10 percent of your customers.'"


John was a student senator at UGA, president of Reed Hall, and the author of some early open housing rules for students. He's visited 80 countries and 50 states — all but one of those states twice. And he has displayed the reckless abandon of visiting three countries — Lithuania, Greece, and Peru — when all three were in the throes of revolution.

"Anything that's interesting to do," says John, "I've done!"

Margaret Davis Vaughn (BBA '70) and I met across the street from the Terry Executive Education Center in Buckhead and the photos she handed me tell an important piece of UGA and Terry College history.

As you will discover by reading our alumni profile on p. 71, Margaret was Terry's first African-American female graduate. She went to work for the Internal Revenue Service, became a certified public accountant — and she has been a wonderful standard bearer for both her race and her gender.

A high school valedictorian who dreamed of attending an all-black college, Vaughn made what she thought was a tremendous personal sacrifice in attending UGA to set an example for other black students. But, in the end, she looked upon her years as an accounting major at UGA as pivotal to both her life and career — to the extent that her son, A. David Vaughn III (BBA '00), also attended UGA and graduated from Terry.

We also got word, through development officer Johnie Tucker, that retired Scott Paper Co. executive Willard T. Pennington (BSC '34) of Houston, Texas, is on the verge of making history himself. On Dec. 10, the Lord willing, Willard will turn 100 — just like Terry! 

Kear Hannon

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Students are Job One

Recently a student came to my office to hear my thoughts on leadership. I told him that great leaders possess honesty and integrity, an openness to all points of view, and the ability to formulate and execute a plan.

These same characteristics can also be used to describe many of the high-caliber students we have at Terry. And I'm happy to say that I've never had more interaction with undergraduate students than I do today.

Every year, the Terry calendar grows more crowded with events for students. From talks by international CEOs and regional small business owners, to insights from Wall Street professionals and Ivy League academics, our students are more pressed for time than ever. It's a testament to their dedication (and energy) that they make time to participate in these programs, and then tell us what they think about their experiences.

Conversations with students have led to changes in courses and programs. For example, this year we dropped a traditional management text in favor of the *Wall Street Journal* in one required course. Students tell me this change has sparked discussions about opportunities for leadership both inside and outside the classroom. After hearing from students, we substantially revised the requirements for completing the international business major. Through special programs like our Open Mic Night, we make sure that students have a direct line of communication to Terry's top administrators.

The other advantage that these interactions give me is the ability to directly assess how students are doing. Over a recent breakfast with some of our Terry Ambassadors, I was happy to learn that our students spend significant chunks of time studying for their classes, and that they also do extensive research on potential employers who will be on campus to conduct job interviews. Our students are also extremely diligent when it comes to researching the background of guest speakers in order to ask thoughtful questions.

As Terry moves toward national prominence, it's essential to keep in mind the new roles our students will be filling in the future. Our students are more likely than ever to be our advocates around the globe, thanks to our study abroad programs. They're more likely to be wealth creators, thanks to our entrepreneurship program. And they're more likely to be lifelong learners, thanks to the increasing value of our post-secondary offerings and executive education programs.

As you read through this magazine, you'll see signs of the high-quality education we provide at Terry, and I think you'll note that the return-on-investment of our degrees is growing with each graduating class. I hope you'll also notice, as I have, that Terry students are leaders in many areas across campus. I know you join me in taking pride in what they're accomplishing. ■



JASON THRASHER

A stylized, handwritten signature in black ink, likely belonging to Robert T. Sumichrast.

Robert T. Sumichrast, Dean
busdean@uga.edu

Agenda

NOVEMBER

15 Terry Third Thursday

Speaker: Mike Wien, Founder, Specific Edge Institute, LLC
7 – 9 a.m., Terry Executive Education Center, Atlanta
(706) 583-0394, www.terry.uga.edu/ttt

29 2013 Georgia Economic Outlook

Speakers: Albert W. Niemi, Jr., Dean, Cox School of Business, SMU; Robert T. Sumichrast, Dean, Terry College of Business
11 a.m. – 2 p.m., Georgia World Congress Center, Atlanta
www.terry.uga.edu/eol

DECEMBER

3 Columbus Economic Outlook

Speakers: Robert T. Sumichrast, Dean, Terry College of Business; Jeff Humphreys, Director, Selig Center for Economic Growth. 11:30 a.m. – 2 p.m., Columbus Convention and Trade Center, Columbus. www.terry.uga.edu/eol

4 Albany Economic Outlook

Speakers: Robert T. Sumichrast, Dean, Terry College of Business; Mark Masters, Director of Projects, Georgia Water Planning and Policy Center. 11:30 a.m. – 2 p.m., Hilton Garden Inn, Albany. www.terry.uga.edu/eol

10 Augusta Economic Outlook

Speakers: Robert T. Sumichrast, Dean, Terry College of Business; Mark Vitner, Managing Director and Senior Economist, Wells Fargo. 11:30 a.m. – 2 p.m., Augusta Marriott Hotel, Augusta. www.terry.uga.edu/eol

11 Middle Georgia Economic Outlook

Speakers: Robert T. Sumichrast, Dean, Terry College of Business; Roger Tutterow, Professor of Economics, Mercer University. 11:30 a.m. – 2 p.m., Macon Centreplex, Macon. www.terry.uga.edu/eol

14 UGA Fall Commencement

Stegeman Coliseum, 9:30 a.m.
<http://commencement.uga.edu>

JANUARY

9 Swainsboro Economic Outlook

Speakers: Jeff Humphreys, Director, Selig Center for Economic Growth. 8 a.m. – 10 a.m., East Georgia College, Swainsboro. www.terry.uga.edu/eol

17 Savannah Economic Outlook

Speakers: Robert T. Sumichrast, Dean, Terry College of Business; Michael J. Toma, Fuller E. Calloway Professor of Economics at Armstrong Atlantic State University.
11:30 a.m. – 2 p.m. The Westin Savannah Harbor Golf Resort & Spa, Savannah. www.terry.uga.edu/eol

18 Coastal Economic Outlook

Speakers: Robert T. Sumichrast, Dean, Terry College of Business; Don Mathews, Director, Coastal Georgia Center for Economic Analysis and Student Research at the College of Coastal Georgia. 11:30 a.m. – 2 p.m. Jekyll Island Convention Center, Jekyll Island. www.terry.uga.edu/eol

for more info: www.terry.uga.edu/events

Fine Print

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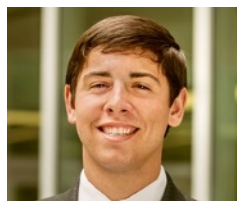


Hire Terry!

Terry's MBA Program and its new office of Undergraduate Student Services and Corporate Relations have an important mission — finding internships for students and jobs for graduates. Fortunately, they also have an important ally — Terry alumni.

By Charles McNair

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The new Terry Alumni Board Student of the Year award, which will be presented annually, recognizes Terry's best all-around students.

By Charles McNair



SCALING THE WALLS OF HIGH FINANCE

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Thanks to well-connected and devoted Terry alumni like David Battle (BBA '00) and Jeff Bogan (BBA '02), the Corsair Society is helping UGA students stand shoulder to shoulder with the Ivy Leaguers on Wall Street.

By Matt Waldman (AB '96)



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Adam LaHaie's self-directed Terry career — Collegiate Marketer of the Year, Terry Digital Marketing Series creator, UGA Student Employee of the Year, plus numerous internships — is the quintessential roadmap for business world success.

By Matt Waldman (AB '96)

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- Terry Business Academy is a crash course on what to expect from B-School.



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ALUMNI PROFILES

- Margaret Davis Vaughn (BBA '70) was Terry's first African-American female graduate.
- Wes Van Dyk (BBA '12) helped make the inaugural Game Ball Relay event a success.

Terry Magazine iOS App



Caterpillar executives talk career preparation

Just four years after the worst economic downturn in a generation put heavy machinery manufacturer Caterpillar Inc. in a financial bind, the industrial giant is posting record profits and expanding its business to new corners of the globe.

Rebounding from a recession takes strong management, and that's exactly what Caterpillar CEO Douglas Oberhelman and Kent Adams, president of Caterpillar Financial, discussed at a Terry Leadership Series event on campus in September.

"The most important value is personal responsibility," said Oberhelman. "One of the things I've tried to bring to Caterpillar is that no matter what job you have, you own that job. You own the results. When it comes right down to it, it's no different than the corner hardware store."

Caterpillar counts dozens of Terry graduates among its 155,000 employees, and with a new plant opening in Bogart the company may soon be adding more.

Speaking to the students in the standing-room-only audience, Adams advised them to take care of themselves physically and think collegially.

"Exercise and diet, they make a difference," he said. "And you've got to be able to talk to people. When we hire someone, we know you're smart. We want to make sure you can work on a team. You have to get those aspects right. If you can't take care of yourself, if you don't dress appropriately, it's going to be a real derail." ■

To hear a podcast of the TLSS talk, visit: www.terry.uga.edu/cat



UGA PHOTOGRAPHY



Newsfeed

News about Terry College students, faculty and alumni

Fall 2012

2013 Economic Outlook



UGA PHOTOGRAPHY

By Matt Weeks (ABJ '05, MPA '11)

As part of its centennial celebration, the Terry College kicks off its annual Economic Outlook series on Nov. 29 at the Georgia World Congress Center in Atlanta, where Terry College Dean Robert Sumichrast will deliver the state forecast and Albert Niemi Jr. — dean of SMU's Cox School of Business and a former Terry College dean — will deliver the national forecast.

As the series moves through its 10-city tour of Georgia, plus Jacksonville, Fla., and Charlotte, N.C., local experts will join Dean Sumichrast to offer additional analyses as to how local and regional economies will fare in the coming year.

For 30 years, the Terry College has offered insights into trends shaping Georgia's economic growth and how the job market will fare. In recent years, Terry experts have accurately predicted the uptick in Georgia jobs and the state's slow-but-steady economic growth.

In addition to Atlanta, the Georgia phase of the EO series will visit Columbus, Albany, Augusta, Macon, Swainsboro, Savannah, Jekyll Island, Athens, and Dalton. Full tour dates range from Nov. 29 to Feb. 22. [\[i\]](#)

To register or for more information, visit www.terry.uga.edu/eol.

Terry College ranks high in *U.S. News*

Three Terry departments — risk management and insurance, real estate, and management information systems — are ranked among the nation's top 10 programs in their respective academic specialties, according to the most recent rankings from *U.S. News & World Report*.

RMI earned the No. 2 spot from *U.S. News* for overall quality — and it also ranked No. 1 on *Risk Management* magazine's current list of the largest RMI Programs.

Real estate was No. 4 in the *U.S. News* rankings, and MIS moved up to No. 10. In addition, the J.M. Tull School of Accounting ranked No. 16. The Terry finance department ranked No. 26.

"I am always proud to see our departments recognized as among the nation's best," says Dean Robert Sumichrast. "The high-quality education that the Terry College provides is possible because we continue to add expert faculty members and enhance the rigor of our academic programs."

Overall, the Terry College tied for 31st with Georgia Tech, BYU, Case Western Reserve, and Wake Forest. Among public B-schools, Terry ranked No. 10. [\[i\]](#)

New student award, new legacy

By Charles McNair

Robert Copeland (BBA '70) retired from a successful Wachovia career as a senior vice president in the 1990s. He quickly learned something about himself.

He wasn't very good at retiring.

Approached by Terry Alumni Board member Lowell White, the former Kappa Sigma and resident of Greensboro, Ga., found himself reengaged with Terry after almost three decades.

"I just loved it!" says Copeland. "Getting back in touch with the business school through the alumni board was a tremendous way of transitioning out of retirement."

Copeland joined the board in 2003, serving two terms and chairing in 2006-2007 before he stepped into emeritus membership.

Again, he proved not so good at retirement.

Copeland teamed with fellow emeritus board member Andy Barksdale (BBA '89, MBA '93) to help create the first-ever Terry Alumni Board Student of the Year Award. It will be given annually to a scholar who best exemplifies the values of Terry College.

"We didn't want it to be just an academic award," says Copeland, "but one that recognizes the entire Terry College experience. Sort of a best-all-round award."

Barksdale also emphasizes the award's "holistic focus," as he puts it. He says Copeland and his alumni team found their ideal candidates were highly successful students in the classroom. But they were equally adept at holding leadership positions on campus. They were also involved in the Athens community — and they had worked while in school to contribute to their own financial well-being.

"This award recognizes all the attributes you need to succeed throughout life," says Barksdale. "Not just as a business person, but also as a husband or wife, parent, and citizen."

After Terry Dean Robert Sumichrast approved the award in late 2011, White and other emeritus board members Larry Warnock (BBA '68), Kathryn Buffington (BBA '76), and Dickey Boardman (BBA '71) got involved on the selection committee. In February, that committee collected 21 award nominations from Terry College faculty and staff.

Nominees submitted resumes and penned 400-word essays describing their Terry experiences and their


leadership qualities. Copeland's committee narrowed the field to five finalists before conducting personal interviews in March.

"Those kids made us all feel proud to be Terry 'graduates,'" says Copeland. "It's one of the greatest things I've ever been personally involved in."

What do Copeland and the Terry Alumni Board think the new award's legacy will be?

"I hope that 10 or 15 years down the road, students who won this award will be role models and mentors, reaching back and helping others," says Copeland. "They have a responsibility now. They'll give back to Terry. They'll stay engaged."

Barksdale hopes the award itself will hang like a shining star in the sky to guide Terry students in years ahead.

"We want the Terry Alumni Board Student of the Year Award to recognize students with the same wonderful attributes we found in these 2012 finalists," he says. "We hold them up as examples for others to follow. They represent the immense opportunity that presents itself to individuals who are willing to take full advantage of a Terry College education . . . in and out of the classroom." 



Fortunately for Terry, Copeland was not well-suited for retirement. When he was asked to help, the former Wachovia executive leaped at the chance to serve his alma mater. Copeland chaired the Terry Alumni Board from 2006-07, and he and Andy Barksdale were the perfect combination to lead the team of Terry alums who created the new Terry Alumni Board Student of the Year Award.

Econ professor adds new assessment director duties

By Matt Weeks (ABJ '05, MPA '11)

Myra Moore, who is one of Terry's most honored teachers, has been named to the college's newly created position of Director of Assessment, Rankings and Undergraduate Programs. Moore, who will continue to serve as a senior lecturer, previously held the position of Director of Assessment and Coordinator of Graduate Teaching Assistants in the economics department.

Moore will continue to direct assessment activities, including assurance of learning documentation and reporting for all degree programs and majors. Her



Moore (at right) will use assessment data to improve student learning and will also coordinate requests related to B-school rankings.

new duties include overseeing the Terry Undergraduate Programs Office, which provides support for student recruitment, admissions and curriculum management. She will also coordinate external requests for data related to business school rankings.


Moore. "A big part of this position concerns assurance of learning activities and finding out how well students are learning what we want them to learn. That notion is important to me. I think that if we do a good job in the classroom, the rankings will naturally follow."

"I like that I'll continue to interact with students in ways other than in the classroom," says

Each degree program at Terry has a set of learning goals that students are expected to master. In her new role, Moore will work with Terry faculty to evaluate how well students are meeting those goals and to find ways to improve their performance.

"We use assessment data to identify strategies to improve student learning in the areas where they may be falling behind," says Moore. "Assurance of learning goals are important because we want to make sure that students aren't only successful academically, but also in their careers."

Moore earned a Ph.D. in economics from UGA and a B.S. in economics from Radford University in Virginia. Prior to returning to Terry in 2000, she was a consultant at UGA's Carl Vinson Institute of Government and an economics professor at TCU.

Moore has earned numerous teaching awards, including the Outstanding Teaching Faculty Award, the Georgia P. Swift Award for Undergraduate Teaching, and the Alpha Kappa Psi Economics Teacher of the Year Award. 

appointed

Marketing professor John Hulland has been named the



Hulland

new Emily H. and Charles M. Tanner Jr. Chair in Sales Management. The chaired professorship is supported by a \$1 million endowment

made by Emily Tanner in memory of her husband, a 1916 graduate of UGA. The chair was previously held by Tom Leigh, who retired last summer.

Hulland currently serves on the editorial boards of several prominent academic journals and holds the title of associate editor for the *Journal of Marketing*. He has been named a "Best Reviewer" three times in his career.

Finance professor Harold


Mulherin is among five UGA fac-



Mulherin

ulty members who received professorships endowed by the UGA Athletic Association. Mulherin was a Fulbright

Distinguished Scholar in mergers and acquisitions in Italy, and he has served as co-editor of the *Journal of Corporate Finance* since 1998.

He has held corporate positions at Getty Oil, Federal Home Loan Mortgage Corp., and the Securities and Exchange Commission. He received his bachelor's degree in economics from the University of Georgia and his master's and doctoral degrees in economics from UCLA. 

What happens in Vegas: Tull students take top prize

By Matt Weeks (ABJ '05, MPA '11)

Four Terry accounting students did something nearly unthinkable on a recent trip to Las Vegas.

They came back winners.

Tull students David Barker, Victoria Bolick, Meredith Lind, and Alex Pirie represented Terry in the college's first trip to the Institute of Management Accounts National Case Competition — and they won first prize.

In this year's competition, student teams had to come up with novel ways for a baseball stadium to generate revenue during the off-season.

"We were told by the judges that we were the only team in the country that didn't use the idea of an ice rink," says Pirie (MAcc '12), who graduated in May and now works as an auditor at Deloitte. "So our idea of sponsoring fall-winter festivals with a variety of different themes differentiated us from the pack."

Pirie and fellow MAcc student Barker learned about the competition last year after searching the Internet. The IMA National Case Competition was new to them, so when they read "no faculty assistance" in the contest rules, they took it seriously. Only after landing in Las Vegas did they discover that Terry was the only team without a faculty adviser. But Pirie gives a lot of credit to a pair of Terry accounting professors who make learning fun.

"I challenge anyone to take an accounting class with either of the Bambers (Michael and Linda) without spending as much time laughing and smiling as they do learning."

The Terry team's solution to the case competition was introduced through a creative presentation and a 14-minute video (see link below). <http://bit.ly/VjSUBa>

<http://bit.ly/VjSUBa>



Terry's winning IMA National Case Competition team consisted of (from left) Meredith Lind, David Barker, Alex Pirie, and Victoria Bolick.

accolades

The Terry College presented its awards for outstanding teaching and research, based on nominations from the seven academic departments and chosen by a faculty committee.

Dale Goodhue, who has maintained prolific research productivity even while



Goodhue

serving as head of the MIS department, earned the Outstanding Research Award. In 2011, Goodhue had three

articles accepted in top journals, and he received two best paper awards. His scholarly record includes one of the top 10 most-cited articles in the history of *MIS Quarterly*, three articles with more than 500 citations each, and 17 with more than 100 citations.

Mark Laplante, senior lecturer in finance, received the Outstanding Teaching Award.



Laplante

Laplante teaches more than 1,000 students a year, and strives to make an impact on every one of

them. His enthusiasm, coupled with high standards, lead to glowing evaluations and gushing student reviews. His colleagues both within Terry and across campus compliment his passion for pedagogy and his ability to engage students with demanding material.

Each honoree received a \$1,000 prize. [http://bit.ly/VjSUBa](#)

Gold medalist is reluctant celebrity

By Kent Hannon

There was a time when swimmers were under-appreciated. When you get out of bed in the middle of the night to swim long distances in cold water, people think you're a bit odd. But nowadays, thanks to the heroics of Olympians like Michael Phelps and Missy Franklin, swimmers are veritable pop stars, to the extent that real-life pop stars — and even heads of state — want to connect with them. Justin Bieber tweeted Franklin to congratulate her after her first gold medal at the recent London Olympics, and President Barack Obama tweeted Phelps after he won a record 19th gold in London.

The trickledown effect is so pronounced that even a quiet, self-effacing sort like Terry economics major Shannon Vreeland finds herself making adjustments in her busy Honors class schedule to accommodate an upcoming visit to the White House to meet the president. Vreeland is also scheduled for trackside duty at a NASCAR race in her home state of Kansas, where she will wave the starter's flag.

Unaccustomed to the spotlight and uncomfortable with it, Vreeland brought these ultra-public appearances on herself by winning a gold medal in London as part of America's 4x200 freestyle relay team.

"Shannon is a coach's dream because she's a brilliant student and she can swim any distance, short or long, from the 100-meter free to the mile," says UGA's Jack Bauerle, who was on site in London as a personal coach after serving as the head women's team coach at the 2008 Olympics in Beijing. "But one of the things we've had to work on during Shannon's career at Georgia is getting her to realize just how talented she really is."

Standing on the blocks awaiting her third-leg swim in London, Vreeland wasn't a picture of confidence.

"Her parents said they could see her knees shaking," says Bauerle.

"They *were*!" says Vreeland. "You can see it on the video."

Vreeland exploded into the water so quickly that she was worried the U.S. might be disqualified because she had left the blocks too early. But both the timing of her start and her swim were impeccable. Vreeland cut into what had been a half-second lead by the Australian team, and another UGA stalwart, Allison Schmitt, quickly took the lead and cruised home with another gold for America in an Olympic record time of 7:42.92.

Here are some other Vreeland numbers of interest.



Vreeland (third from left) majors in economics and is as distinguished in the classroom as she is in the pool. The Kansas native had a 4.7 high school GPA and she maintains a 3.9 in Honors courses at UGA.

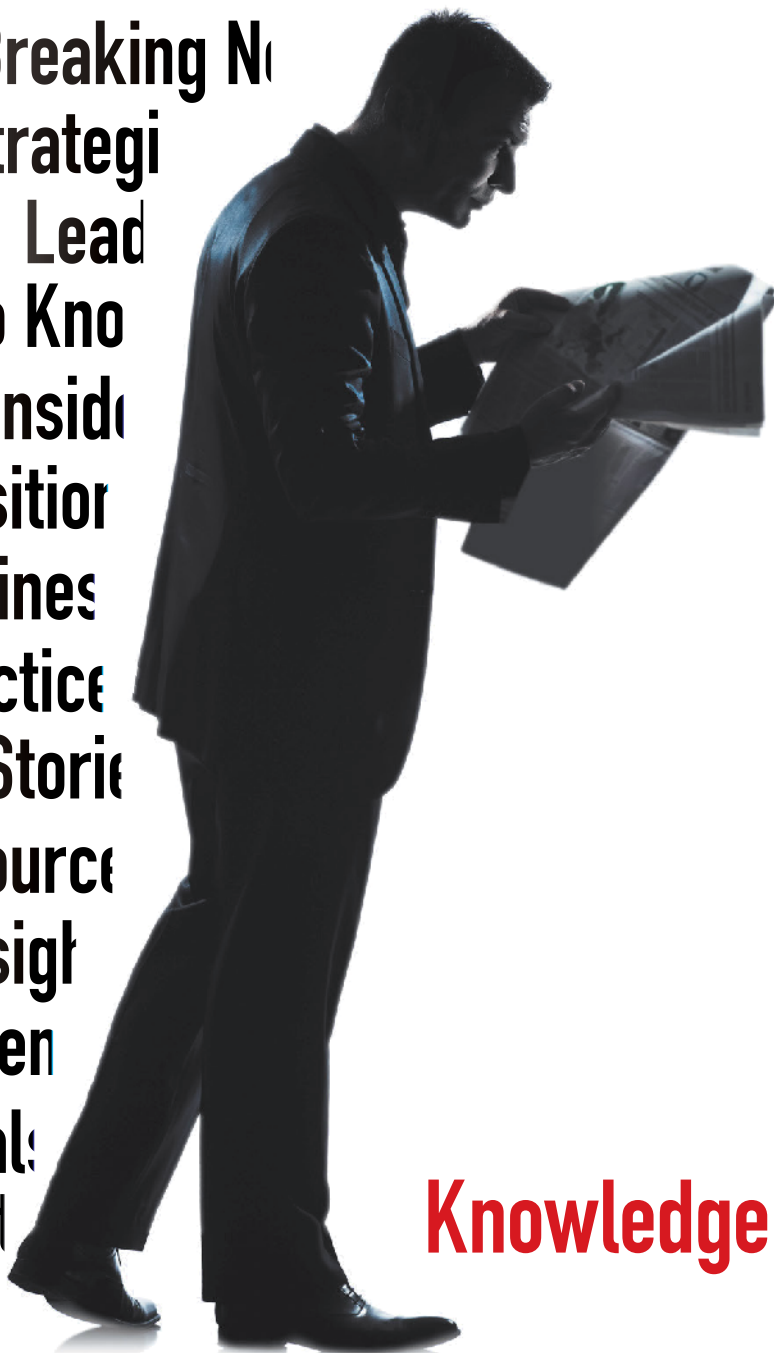
Her high school GPA in Overland Park, Kan., was 4.7, and she was versatile enough to have competed in nine different events at the U.S. Junior Nationals. Vreeland's college GPA is a near-perfect 3.9. Her favorite teacher is legal studies professor Marisa Pagnattaro. She thinks she'll go to graduate school and she intends to work overseas when her swimming career is over.

"That idea was reinforced by my experience in the Olympics," says Vreeland. "We flew into Geneva, we trained in France, and we got to see and experience a great deal of London both during and after the Games."

Asked whether her life has changed, Vreeland — whom Bauerle characterizes as a "quiet warrior" — acknowledges that it has. Her contribution to the U.S. Olympic team's medal load lasted less than two minutes, and she's visible for only a few seconds near the end of the U.S. swim team's "Call Me Maybe" video. But that video has logged more than nine million views on YouTube, and a gold medal elevates an American athlete into rarefied air.

Flying back to Georgia for the start of fall semester, Vreeland was surprised when a total stranger extended his hand across the aisle of the plane, offered his congratulations — and, when questioned by the person seated next to him, said, "Oh, that's Shannon Vreeland. She won a gold medal in swimming at the London Olympics." ■

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Research and Innovation

Advances from the Terry College of Business

Tax rates tied to CEO politics

By Matt Weeks

Companies run by CEOs who vote Republican tend to pay more in taxes than companies run by CEOs who vote Democratic, according to a new research paper co-authored by Terry management professor Scott Graffin.

The difference in paid taxes — statistics show that Republican-led companies pay about 2 percent more in effective tax rates — can be traced to psychological differences in the makeup of the CEOs, says Graffin, who co-authored the study with three researchers from the University of Arizona business school.

“A person’s political affiliation is a good



Graffin

proxy of a couple of psychological conditions — one is their tolerance for ambiguity, the other is whether they’re risk-seeking or risk-averse,” says Graffin. “People who lean Republican tend to be less tolerant of ambiguity and more risk-averse, while people who lean Democratic tend to be more risk-seeking and more comfortable with ambiguity.”

These personal factors trickle through an organization, affecting how decisions at many levels are made, says Graffin. Because

Republican CEOs are more risk-averse, accountants who work for them tend to promote risk-averse strategies.

“Tax laws try to be clear, but there are always areas where they aren’t,” says Graffin. “So there’s this idea that even if a CEO isn’t a tax expert, they may push their accountants in certain tax-avoidance postures that line up with their tolerance for risk.”

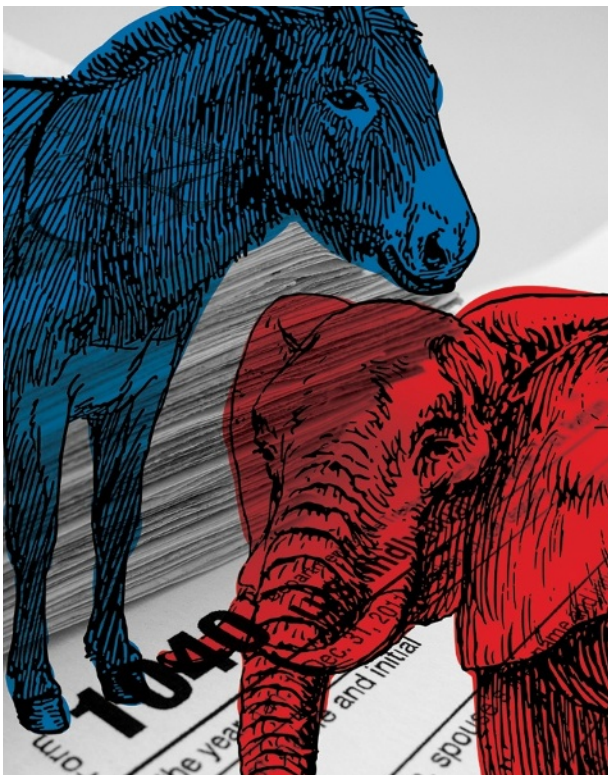
The exhaustive study, the results of which were presented at the annual American Accounting Association meeting in August, examined personal political donations from more than 10,000 high-level managers over approximately 30 years.

The findings may seem counterintuitive, Graffin acknowledges, because Republicans tend to be anti-tax and Democrats tend to be in favor of more corporate taxes. But while Republican-leaning CEOs may be anti-tax, they’re also risk-averse, meaning they’re less likely to try certain tax-evasion strategies. In fact, says Graffin, the longer a CEO remains the head of a company, the more the company begins to reflect the CEO’s personal leanings through their tax strategies.

The findings also hold true, according to Graffin, when a new CEO with a different political affiliation takes over.

“We studied CEO turnover,” says Graffin, “and found that when a firm has a Republican CEO step down and then hires a Democrat, the tax position actually changes to become less risk-averse, and vice-versa.

Graffin’s University of Arizona collaborators include accounting professor Dan Dhaliwal; Steven Boivie, a professor of management and organizations, and Dane Christensen, a Ph.D. candidate in accounting. [@](#)



Faculty recognition

Awards

Economics professor **David Agrawal** received the Young Economists Award from the International Institute of Public Finance. Agrawal was recognized for research of outstanding “scientific quality, creativity, and relevance” by an author under the age of 40 at the 68th Congress of the International Institute of Public Finance in August 2012.

MIS professor **Nicholas Berente** received a \$300,000 grant from the National Science Foundation. The project title for Berente’s research is “Managing Cyberinfrastructure in a Demanding Era: The Development of Science Executives.”

Management professor **Daniel Feldman** won the Scholarly Impact Award from the *Journal of Management* in August 2012. The award is given to the author of an academic article that has had the highest impact factor five years out.

Appointments

Finance professor **Stuart Gillan** has been named associate editor of the *Journal of Corporate Finance*.

Accounting professor **Stacie Laplante** was named committee chair of the Research Resources and Methodologies Committee for the American Taxation Association.



Marketing professor **John Hulland** was appointed the Emily H. and Charles M. Tanner, Jr. Chair in Sales Management in August 2012. Hulland’s sales research focuses on how to improve individual and sales groups’ interactions within companies. He is currently studying how individuals’ commitments to online communities affect other aspects of their lives. Hulland is the associate editor for the *Journal of Marketing*.

MIS professor **Richard Watson** has been elected the chairperson of the Americas Conference on Information Systems and will serve as co-chair of the 2014 AMCIS conference.

Marketing professor **Xiong Guiyang** was elected session chair for the American Marketing Association Winter Educators’ conference. He was responsible for sharing the special session on “The Role of Marketing in Enhancing Shareholder Wealth.”

Management professor **Laura Little** was appointed to the editorial review board for the *Journal of Occupational and Organizational Psychology* in January 2012.

Finance professor **Harold Mulherin** was awarded the Athletic Association Professorship in August 2012. Mulherin’s research focus is in mergers and acquisitions, organization of markets, corporate governance, and corporate control.

Media

Marketing professor **Sundar Bharadwaj**’s take on the potential impact that



Chick-fil-A president Dan Cathy’s backing “the biblical definition of a family,” and opposing gay marriage will have on the restaurant chain was picked up by the Associated Press this summer. Bharadwaj stated that even if Chick-fil-A loses new markets the restaurant chain should emerge from the criticism with little damage to its reputation because the company views mirror the politics of its customers.

Music Business lecturer **David Lowery**’s “Letter to Emily White at NPR All

Songs Considered” gained widespread national exposure this summer after he posted it in The Trichordist, a blog dedicated to the advancement of ethical



Internet practices, and protection of artists rights. *The Huffington Post*, *Forbes.com*, and *MTVHive.com* all linked to Lowery’s open letter to White, a National Public Radio intern, who posted on NPR’s “All Songs Considered” blog that she had 11,000 songs in her music library, but she had paid for only 15 CDs in her life. Lowery’s letter provided what *Forbes* contributor Leor Galil described as “a lengthy, detailed overview of the nosedive the music industry has taken due in part to the disruptive innovation fueled by the new technology economy, a point-by-point breakdown of what he considers to be the fallacies of the free culture movement, and the financial toll that musicians have suffered in the days since Napster introduced most of the world to file sharing.”

Internet practices, and protection of artists rights. *The Huffington Post*,

Forbes.com, and *MTVHive.com* all linked to Lowery’s open letter to White, a National Public Radio intern, who posted on NPR’s “All Songs Considered” blog that she had 11,000 songs in her music library, but she had paid for only 15 CDs in her life. Lowery’s letter provided what *Forbes* contributor Leor Galil described as “a lengthy, detailed overview of the nosedive the music industry has taken due in part to the disruptive innovation fueled by the new technology economy, a point-by-point breakdown of what he considers to be the fallacies of the free culture movement, and the financial toll that musicians have suffered in the days since Napster introduced most of the world to file sharing.”

Religion can affect mutual funds

By Matt Weeks

Before deciding on a mutual fund, investors might want to consult with their broker about the nature of the local religious community. According to research conducted by Terry College finance professor Tao Shu, the dominant local religion — whether Protestant or Catholic — significantly affects mutual fund behaviors.

Specifically, the findings show that mutual funds headquartered in heavily Catholic areas tend to take more risks, compared to funds in heavily Protestant areas, which take fewer risks.

Shu was the lead researcher on a paper written in collaboration with Terry accounting professor Eric Yeung and Johan Sulaeman of SMU. Their paper was published in *Management Science*.

“Finding evidence that a local culture’s religious beliefs affect mutual funds’ risk-taking decisions is surprising because this is a very competitive industry,” says Shu. “One would expect that profit



Shu

chasing would eliminate all the impact of culture or anything else. But, surprisingly, a local culture’s religious beliefs still impact risk-taking decisions.”

Because mutual funds make up about half of all institutional investments in the U.S., these findings have widespread implications for how investors manage their money, says Shu, who points to documented surveys that show Catholics being more tolerant to speculative risk than the general population,

and Protestants less tolerant than the general population.

Shu believes the difference in attitudes may have something to do with gambling.

“One suggestion is that many Protestant congregations are against gambling, but Catholic churches are more tolerant of it,” says Shu. “They may even use lotteries to generate funding for the church.”

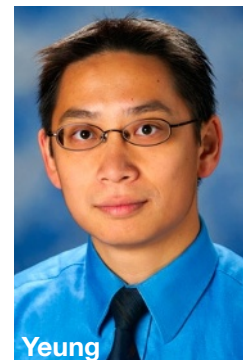
Local religious beliefs can affect mutual fund behaviors in several ways, says Shu. They may affect a fund manager’s personal beliefs and in turn the way he or she handles mutual fund investments.

“Additionally, people tend to choose a place to work where the local culture is consistent with their personal beliefs, so it’s possible that Protestant and Catholic fund managers self-select.

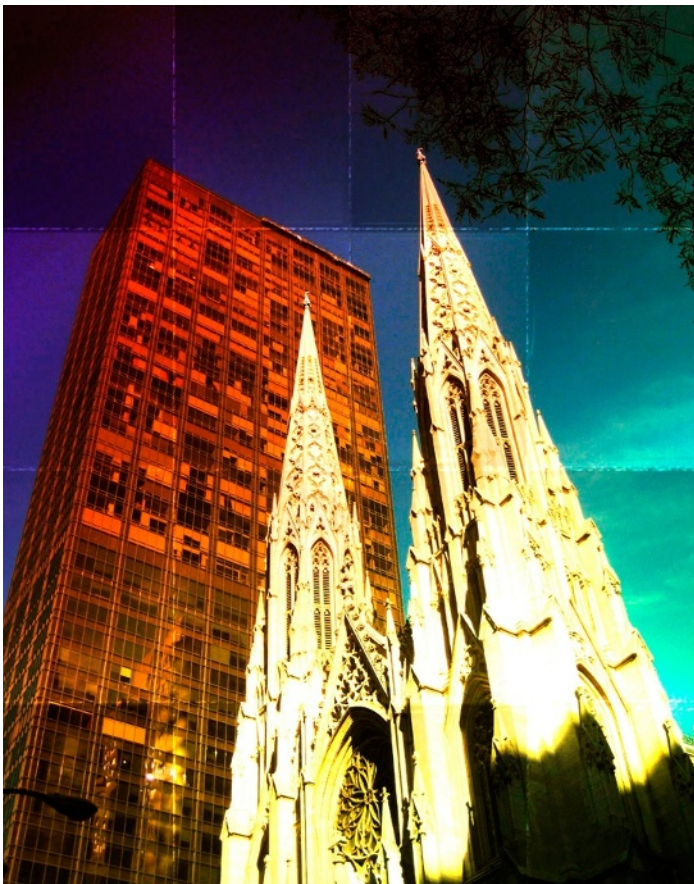
“Also, people like to invest in local stocks, so it’s possible they will invest in local mutual funds. In this case, for example, local Catholic investors may prefer a higher-risk strategy and pressure managers into making those kinds of decisions.”

Ironically, this disparity in risk-taking behaviors tends to yield roughly the same financial outcomes, according to Shu, who says the lesson for investors is to ask fund managers with risk-taking tendencies to play it safe.

“When there is risky behavior and no extra reward,” says Shu, “it means there is too much risk.”



Yeung





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1 Painting honoring Larry Gossett

Brenda Gossett commissioned artist Steve Penley to create a painting of Brooks Hall in loving memory of her late brother, Larry Gossett (BBA '63, MEd '69). The painting hangs in the dean's conference room.

2 Centennial anniversary proclamation

When UGA Alumni Association officials are on the scene, it's typically a Terry affair. On this occasion, current AA president Steve Jones (BBA '78, JD '87) presented a 100th birthday proclamation to Terry Alumni Board chair Brantley Barrow (BBA '76). Lending support are past AA presidents Vic Sullivan (BBA '82) and Trey Paris (BBA '84, MBA '85),

3 Farm Tour 2012

Before taking the stage, country music star Luke Bryan (red shirt) and hit songwriter Dallas Davidson (white shirt) shared music industry insights with MBUS students.

4 Leadership Scholars Orientation

(from left) International affairs major Kevin Brinson with accounting major Morgan Lester.

5 Terry Kickoff

The ice cream was cold and the conversation warm and inviting at this fall's Terry Kickoff event. (from left) MIS academic advisor Dustin Baker, MIS professor Rick Watson, Jacob Prosser (BBA '09); Chris Sanders (BBA '11), and MIS professor Mark Huber.

6 Terry Third Thursday

Dean Sumichrast with Margaret DeFrancisco, president/CEO of the Georgia Lottery Corp., who was the featured speaker at Terry Third Thursday in May.

7 Dallas, Texas alumni event

(from left) David St. Louis (BBA '01) with Sam Doan (BBA '11), and Allison Dalehite (BBA '09).


8 ILA event at UGA ropes course

International business student Allison Schlenke falls into the arms of her Institute for Leadership Advancement teammates.

9 ILA community service

At the West Broad Market Garden, accounting major Holly Tomlinson and marketing major Taylor Richardson show off their green thumbs.

10 NYC Alumni Meetup

(from left) Andrea Giraudo (BBA '11), Patrick Murphy (BBA '05) and Casey Miles (BBA '10). 



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BY CHARLES MCNAIR
PHOTOGRAPHY BY BERT MCDONOLD

Hire Terry

The Terry MBA Program and the office of Undergraduate Student Services and Corporate Relations have an important mission — finding internships and jobs for Terry students and graduates. Fortunately, they have an important ally — Terry alums.

Terry College Dean Robert Sumichrast

clearly takes to heart a piece of wisdom from Lord Kelvin, a 19th century British physical scientist.

If you can measure it, you can improve upon it.

Sumichrast, who majored in physics at Purdue, posts two modest charts next to the desk in his office. These simple, line-graph printouts represent a key measure of success that he has engendered during his five-year tenure at Terry. They also remind him that much remains to be accomplished.

“In 2008,” says Sumichrast, interpreting one chart, “36 percent of our undergrads had accepted jobs at graduation and 46 percent had jobs three months out.”

The numbers sink in. The dean points to a second line.

Patty Mosley, global vice president-campus recruiting for the financial advisory and investment banking firm Duff & Phelps, discusses MBA student Mike Mix's profile at the fall recruitment kickoff event in Atlanta.





“In 2012, those figures improve. About 56 percent of our undergrads had accepted jobs at graduation and 78 percent held jobs in 90 days.”

The second chart shows similar steady upward trending for MBAs: In 2008, 42 percent of MBA students had accepted jobs at graduation (68 percent three months out). Today, some 66 percent of Terry MBA students had accepted jobs at graduation, and 87 percent found places in the work force after 90 days.

“Every year has been a happier occasion to post this graph,” says Sumichrast.

Placements under pressure

Flashing back to 2008, Sumichrast found much to be pleased about. Student GPA scores had showed a steady rise in recent years. Alumni craved heightened involvement. More companies — and better ones — recruited Terry talent.

Still, Terry’s “data driven” leader, as Sumichrast terms himself, felt the need to ask for employment metrics as a first order of business. He commissioned a survey, and 85 percent of Terry graduates receiving the form responded.

One sour note stood out — job placement numbers for Terry grads. “Shocking,” Sumichrast admits. “We had people doing a really good job at career services development at the university level, but we realized we needed to do more within the Terry College itself.”

Enter Alumni Board members Steve Goodroe (BBA ’71), a former vice president-global in customer marketing for Procter & Gamble, and Robert Copeland (BBA ’70), a former senior vice president for Wachovia Bank.

Deputized by Sumichrast, Goodroe and Copeland conducted a revealing survey and analysis of career services efforts at other business schools. Their report evaluated peer schools (those Terry considers itself to match in national prominence) and aspirant schools (those currently ahead of Terry in rankings or reputation).

Their unvarnished research pulled no punches. In February

2010, Goodroe and Copeland presented important, clear-cut findings to the dean. Besides the telltale 2008 numbers on Sumichrast’s office charts, the report included this statement:

If the Terry College is to attain the national prominence we all desire, we will have to raise the bar in a number of areas, one of which will be the achievement of placement results comparable to the best business schools.

“It’s hard to start your life when you can’t get a job,” says Sumichrast, reflecting on his first reading of the employment survey. “We were not nearly at the point we wanted to be. We knew we could do more.”

Walton gets a call

Soon after being hired at Terry in 2007, Sumichrast began appealing to alumni to mentor, intern, and hire BBAs and MBAs. He encouraged faculty and departments to give more career advice and to open up their own professional (and even personal) networks to Terry students. He supported faculty efforts to modify the Terry curriculum — initiating, for example, the Foundations First program that had both an academic component and a corporate focus that brought speakers from various businesses to classrooms to educate students about potential careers.

But the Goodroe/Copeland report demanded more resolute action. Sumichrast moved then-Director of Alumni Relations Jill Walton into a new position, Director of Undergraduate Student Services and Corporate Relations. The post, Walton says, is designed to help each student “get connected for the future,”



At Dean Sumichrast's request, Walton left her alumni director post to head the new office of Undergraduate Student Services and Corporate Relations, which helps students connect with their future.

largely through interconnection to Terry alums out in the professional world.

Energetic, positive, and superbly networked, Walton had already been a lynchpin for alums wanting to support Terry with their time, energy, and money. She now assumed duties that effectively turned her office into “Grand Central Station for students,” as she puts it.

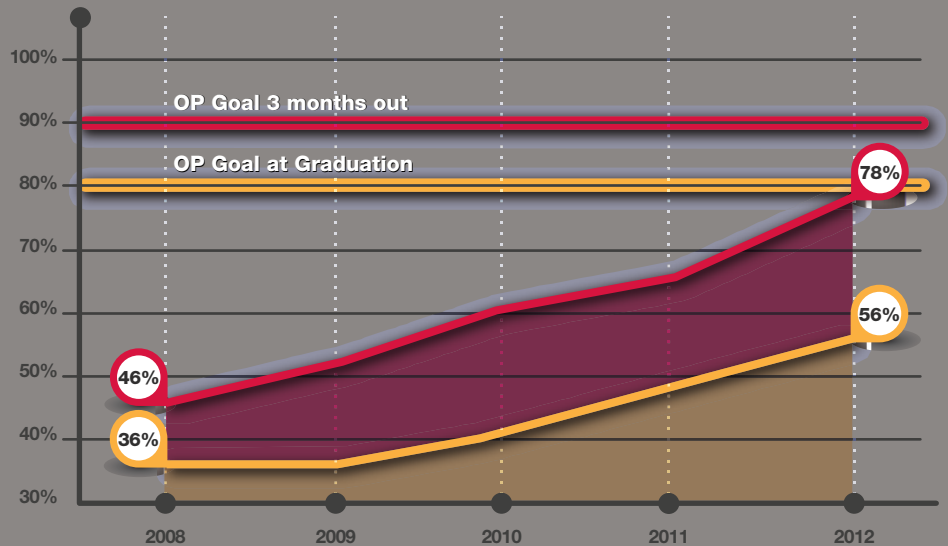
With a small, efficient staff (including student interns) and help from alumni, Walton reenergized Terry’s mentor program, Terry alumni panels, the Terry Talks speaker series, the Terry Ambassadors program, and the B-school’s job networking newsletters. Holding to a maniacal schedule that often includes several events on the same day, Walton and her staff need to be everywhere at once.

“I’m just a connector,” says Walton. “First, we have to make sure students are ready to walk out into the world and do great things. Second, we want to leverage our alumni network to hire Terry. We’ve got 60,000 Terry alums . . . if even a small percentage of those get involved, we’ll see 100 percent placement of Terry students.”

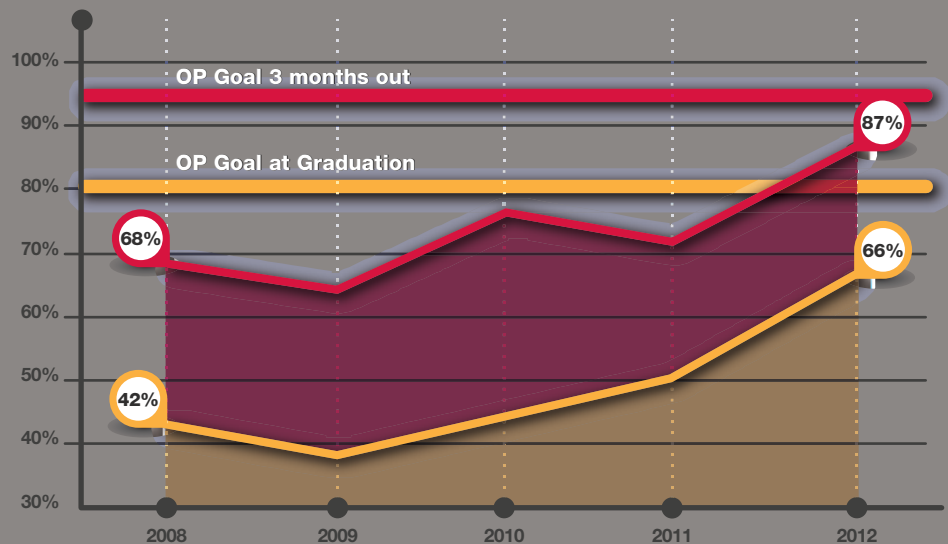
UGA Career Center

The UGA Career Center is a complementary resource in the Hire Terry initiative. The center coordinates career fairs, on-campus interviews, and information sessions involving hundreds of employers with heavy participation from Terry students. Career center counselors help prepare students for job searches with advice on resume-writing, cover letter

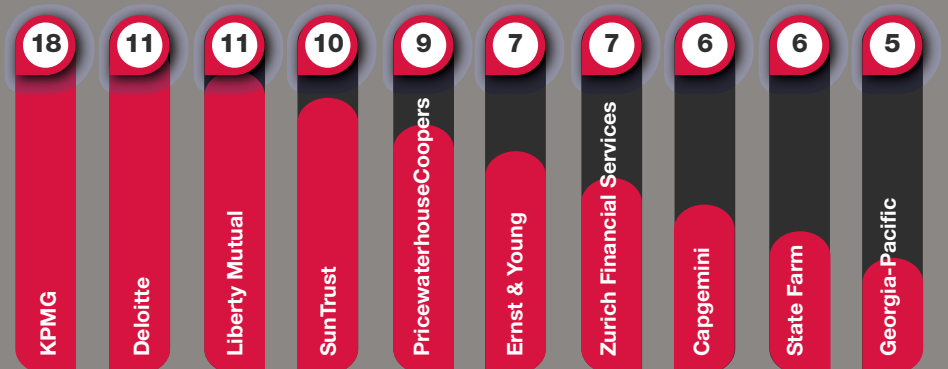
Undergraduate Student Employment



MBA Employment



2012 Top-10 Terry-Friendly Companies (Graduates hired)



strategies, and interview skills. And the career advice is specialized to Terry needs, says UGA Career Center Director Scott Williams, who meets with Walton once a month to strengthen their collaborative efforts.

“We have four career counselors assigned to Terry students,” says Williams, “and each one of those careers counselors has a sub-set of Terry majors in which they are prepared to give specialized advice. Career counselors are also charged with meeting with Terry academic advisors and with employers looking to hire Terry students and graduates. It’s an expert model, which has enabled our career counselors to receive a 98 percent student satisfaction rating in friendliness, helpfulness, and supportiveness.”

Walton’s office is the next step. “We bridge the gap between college and the corporate world by helping students set up informational interviews with Terry alums who are interested in hiring Terry students.”

The Terry Young Alumni Board has also stepped up to support the placement effort with a mentoring program that connects undergraduate students and alumni.

Rise of the MBAs

Terry works with equal industry on behalf of MBAs, who just naturally get a bit more attention from potential employers. Shannon Caldwell, director of Terry’s MBA Career Management Center, leads job placement efforts for MBA aspirants on the Athens campus and in the executive and evening MBA programs in Atlanta.

Caldwell and her four-person staff aggressively post job notices, coordinate on-campus recruiting, manage networking events, present Terry to corporations, and organize corporate visits and “market treks” to distant cities. The MBA Career Management Center also brings business leaders into classrooms. Caldwell can even set up ways for student teams to handle real-world assignments for companies, through the Innovation Projects Course or the Lean Six Sigma Course.

One well-attended MBA placement effort occurred in September at Maggiano’s, a popular restaurant in Buckhead, just down the street from the Terry Executive Education Center. The event brought together dozens of employers, including AT&T, First Data, The Nielsen Company, Home Depot, and SunTrust Robinson Humphrey to mix with scores of rising MBAs. Terry enhanced the networking connections by producing glossy booklets that profiled MBA candidates.

A number of the executives on hand to meet prospective MBAs earned their degrees at Terry.

Anthony Williams (MBA ’08) went from the Terry

Evening MBA program to Newell Rubbermaid, then to First Data, where he manages an HR staff charged with finding, vetting, and hiring the right people for the right First Data jobs worldwide.

Caldwell points to Williams as a perfect example of what happens when Terry does its placement work the right way. She notes that Williams got an attractive offer to leave Atlanta, but wanted to stay. Grateful for his allegiance, First Data let him hire staff and create jobs here in Georgia, eventually interviewing and hiring Terry graduates for some of those positions.

Heavyweight help from the corporate sector

Williams isn’t alone as a Terry contact. Last year, KPMG, the huge audit, advisory, and accounting firm, gobbled up 18 Terry graduates, most of them in Georgia. Deloitte and Liberty Mutual took 11, SunTrust Robinson Humphrey 10 and PricewaterhouseCoopers nine. Ernst & Young and Zurich Financial Services claimed seven, and scores of other companies all over the map snapped up members of the class of 2012.

John Schraudenbach (BBA ’81, MBA ’82) is a partner at Ernst & Young, the global professional services firm. He says Terry is “a top-10 source nationally in the number of E&Y hirings, and it has been a very important campus for us for 30 years.”

No kidding. Ernst & Young currently employs 268 UGA alums — 195 in Atlanta and 73 in 24 other domestic offices. Some 32 partners and executive directors hold UGA degrees, the bulk of them Terry. The company also uses Terry interns.

How much does that Terry core at E&Y matter to the long-range vision and success of the business school?

“Last year,” says Schraudenbach, “we ran a fund-raising effort here at E&Y and we committed \$1 million to Terry and its Tull School of Accounting. The entire amount was committed by Ernst & Young people, and almost all the money was raised by Terry grads.”

E&Y also sponsors Terry’s Institute of Leadership Advancement; the company has pledged a \$100,000 donation over four years. E&Y execs also return to Terry to help out on alumni boards and speak to classes.

Athens ties run deep for Schraudenbach. His wife and two of three children have UGA degrees (or soon will, one child is a senior). At Ernst & Young, Schraudenbach confirms an esprit de’ corps among the Terry lot, “a special bond, a commonality” as he puts it, that makes the workplace “feel like family.”

Still, bottom line, connections don’t mean much



BERT McDONOLD

unless they're coupled with talent — and Schraudenbach knows something about talent. The first person in his family to graduate from college, he received offers from all eight of the nation's top accounting firms. Today, he sees “70 to 80 percent of E&Y's offers to Terry grads accepted.”

“Georgia starts with such high-quality students,” says Schraudenbach, “and those narrow into Terry, where it's even more difficult. The business school then puts them through a rigorous process that tests and pushes them, that gives them a huge base of knowledge.

“If you can get through that funnel,” he chuckles, “you're pretty smart.”

Terry grads just seem to ‘get it’

Elisha Wade Finney (BBA '83) works far from Georgia, in Palo Alto, Calif. As executive vice president and CFO of Varian Medical Systems, she especially values expertise in risk management.

“Terry has one of the top two risk management programs in the country,” says Finney. “If we need someone for our insurance program, it's hands-down going to be a Terry hire.”

Finney has hired two Terry-educated risk managers along with two Terry interns who worked at Varian last summer. She calls one of those permanent hires, Business Development Manager P.J. Bullock (MBA '11), “Just a dynamo . . . here's a guy, just 28 years old, who interacts almost every day with the CEO and CFO and controller and proves his worth,” says Finney. “He certainly makes a good impression for Terry.”



KENT HANNON



BERT McDONOLD

(top left) Shannon Caldwell, director of Terry's MBA Career Management Center, welcomes students and corporate reps to the fall recruiting kick-off in Atlanta. (top right) Recent Terry grads return to campus to counsel students on employment strategies. (above) Atlanta-based Anthony Williams (MBA '08) recruits people for First Data jobs worldwide.

Finney values qualities inherent in many Terry grads.

“I think Terry people have not only the textbook education, but also the hands-on, relevant project work that teaches experience. And they tend to be nice people. I know it sounds schmaltzy, but good personal skills help a lot. I never met a Southern person who was a stranger. They have common sense. They're well balanced, well rounded. Every single time I've hired a Terry person for this company, he or she has exceeded all expectations. That makes it easy to go Terry.”

You hear that refrain repeated over and over.

Ruth Bartlett (BBA '76), partner at Atlanta-based CPA firm Frazier & Deeter, notes that of 200 people

who work in her company's Atlanta office, 45 are Terry grads. Of 25 partners, "five, at least," Bartlett says, boast Terry degrees. The reason so many Terry faces fill the floors of the firm is simple, says Bartlett.

"I believe Terry has the best accounting program in Georgia. When we hire students from Terry and other schools, then watch them through time . . . the Terry grads just seem to *get it*. They do well with our client base."

Kent Adams, president of Caterpillar Financial Services and vice president of Caterpillar Inc., recruits at Terry for jobs at the huge new company plant being built near Athens. Adams didn't go to Terry, but those who did, he says, make a strong impression.

"We find kids at Terry College ready to go to work. They're professional. They're smart. They've had the right courses, they've got the right academic stuff. And a lot of kids coming out of the Atlanta area are socially mature. They're grown up and they're ready to go."

Caterpillar recruits three schools: Vanderbilt, Tennessee, and Georgia. Adams finds great advantage in having such strong programs so near the site of his business. "Why fly thousands of miles to California or 700 miles to Illinois to recruit, when we've got such good candidates within a 300-mile radius? It's economically practical for us to look right here. We find a good cost value in Terry hires."

Bill Lingenfelter (BBA '78) is area president for Regions Bank in Atlanta. He's been in banking 35 years, holding a stable career in a bewildering, kaleidoscopically changing employment landscape. He says what's happened today in the workaday world, where a professional can work for "five or six different companies" in a career, underscores the value of a network like Terry's.

"The Terry degree brings a whole host of assets," says Lingenfelter. "We all need someone who knows where resources are, who know where things happen, how things get done . . . a person who can explain why is it this way? The network of a great university and a great business school allows you to be smarter and exposes you to more options."

Mentor. Intern. Hire.

Nowadays at Terry, you feel something happening among alumni, see it at work before your very eyes. There's a conspicuous mustering, a renewed interest in giving back, a reengagement. There's a selfless commitment to the lives and successes of young graduates, a surge in financial giving, a sheer will to move the Terry needle toward national prominence — all the way to the

point where the name Terry flashes to mind the same instant as Wharton or Sloan, Ross or Darden, Kenan-Flagler or Haas.

More and more, the Terry family, 60,000-strong, functions like an alumni army — mentoring students, lecturing to Terry classes, stroking development checks, nurturing interns, and ultimately bringing young talent into the fold, offering a handshake and saying, "Congratulations, you're hired, welcome to our company!"

The Terry rise feels viral. A phone dialed in San Francisco relates a Skype conference call to Charlotte that discussed a Wall Street trek to New York that buzzed back in texts to alums in hiring positions in Atlanta, Columbus, Macon, all over Georgia, all over the South, across the Western Hemisphere, out to Europe, Asia, Africa.

Terry alums feel the awakening. You sense it in their words nowadays, see the enthusiastic bounce in their step when they talk about the school. You actually witness the alumni network, an asset as critical to Terry as a world-class faculty and new facilities, surging to life on behalf of a school that paved their roads to professional and personal achievement.

Alumni increasingly look for ways to give back to Terry. Better job placement numbers are a great example. When Dean Sumichrast blew the whistle, alums showed up in metaphorical hard hats and tool belts. Some handled heavy equipment, others felt better able to work with blueprints and logistics. Whatever their gifts, they set to work rebuilding that critical bridge — the job placement of Terry grads.

It's a work in progress, years to go. But today more alums mentor. More alums create internships. More alums hire.

Barge-Prather partnership

In some cases, Terry alums go to incredible lengths to make a critical difference in a young person's life.

A few years back, Kameon Prather (BBA '12) sat spellbound in a Terry classroom. The entertaining, down-to-earth speaker that day had flown to Georgia from New York City to tell the compelling story of a working-class kid from southwest Atlanta who peddled papers for spending money and grew up to be CFO of Viacom, the fifth-largest media company in the world.

The speaker was Jimmy Barge (BBA '78), and after the lecture Terry students mobbed him like a rock star. Prather, a Terry junior from Sugar Hill, was at the back of the line and that day passed without him getting

Prather dreamed of interning at MTV and working in the music industry. As CFO at Viacom, Barge helped make that happen. To ease Prather's transition to New York City, Barge put him up at his home in Connecticut. When Barge received a 2012 Distinguished Alumni Award (see photo at right) Prather made the formal introduction.

to meet the Viacom exec or pass along his spanking-new business card.

Prather later kicked himself. His dream for years had been to work at MTV, a Viacom company. To help realize that goal and his larger ambition of a career in the music industry, Prather worked on certification from Terry's Music Business Program, along with his BBA.

A year later, Prather attended the 2011 Alumni Gala as a Terry Ambassador. He spotted Barge in the crowd.

Prather tapped the man's shoulder. What happened next surprised Prather. "Before I could even introduce myself," Prather recalls, "he says, 'Hey, how are you tonight? I'm Jimmy.' Just like that.

"That's what sets Jimmy Barge apart from so many successful people," says Prather. "His humility and his natural kindness."

In that moment, Kameon Prather's life changed forever.

The smart, motivated, hopeful young man standing in front of Barge had a dream. Barge, in turn, instinctively spotted potential, professionalism, poise. They talked. Barge, not Prather, passed along his business card. Prather quickly followed up on Barge's invitation to "call me on Monday."

That summer, Prather interned at MTV in New York City.

The relationship went even further. Barge grew up in the blue collar world, his dad a driver for J.C. Penney and his mom an employee at rough-and-tumble Fort McPherson, north of Atlanta. Barge knew what it meant to him when people opened doors. In his own case, former Coca-Cola CEO Doug Ivester (BBA '69) played a role in getting Barge hired at Ernst & Young.

Barge didn't just open the doors to Prather at MTV, he opened the doors of his own home in Old Greenwich, Conn., where Jimmy and his wife Susan were empty nesters after their son and daughter had finished school and gone off to work in California. Prather moved into an empty bedroom, then got up early every morning and rode the 7:28 train to Manhattan with Barge, who has a knack for dispensing wisdom in the most easy-going manner imaginable.



"We talked on the train about a strong work ethic," Barge recalls. "About how you have a single opportunity to make a first impression. About what it's like working in the city. About flexibility. About how to help the team."

Mentor and student stayed in touch when Prather returned to Terry for his senior year. In 2012, with degree in hand, Prather once again looked to New York City for a toehold in the music business. He worked some freelance, found encouragement from Barge in calls and notes, saw how people paid attention because the MTV internship and the Music Business certificate leaped off his resume.

This past September, Prather landed a position as a production assistant in Brooklyn with Creative Production Partners, a company that handles a number of big entertainment acts — and once again he's bunking at the Barges.

"I am basically like another son," Prather says in grateful amazement. "I don't ever feel unwelcome or out of place with the Barges."

Why, exactly, would Jimmy Barge invite a young stranger into his home, intruding on the precious years when he and Susan finally had time alone again after 32 years of happy marriage and child-raising?

"When we met," says Barge, "Kameon was an impressive and presentable young man. There was a chemistry. He was smart. He knew what I did, knew about Viacom. He clearly had a passion for the music industry. I thought, *You know, there's a real possibility for me to make something good happen for this person.* I just feel fortunate to be in a position to give back some of what's been given to me." ■



Meet the Terry Student of the Year

Patrick Fitzmaurice hasn't yet found his boundaries. He may not have any.

by Charles McNair
Photographs by Cassie Wright

“Fail early,” says Patrick Fitzmaurice. “That’s been my motto of late.”

Fitzmaurice? Fail? The first recipient of the Terry Alumni Board Student of the Year Award swept through the college like a tsunami. President of Corsair Society. Leonard Leadership Scholar. Deer Run Fellow. Phi Beta Kappa. Degree that reads Magna Cum Laude with High Honors. A Foundation Fellowship, the university’s highest academic scholarship, allowed him to whet his intellect in Berlin, New York, D.C., London, and Oxford’s Somerville College. He interned with HandsOn Atlanta, then with Morgan Stanley on Wall Street. And after completing his master’s thesis this fall he will take an associate’s position in Atlanta with Boston Consulting Group.

The air around Fitzmaurice crackles with potential. Why would Fail Early be his motto?

“I’ve been different during college . . . I’ve not been afraid to fail,” he says. “I took 20 hours a semester starting out. I took graduate school classes early. By pushing myself to the brink, in Terry and elsewhere, I pushed my frontiers out further than I ever expected.”

Fitzmaurice’s passion turns out to be economics. This past summer, along with episodes of *Mad Men*, *Game of Thrones* novels, and romps with Buster, his family’s yellow lab, Fitzmaurice read dense economic publications. He ferreted out facts for his thesis — a look at the link between jobless recoveries and the growth in numbers of the very rich and the very poor in recent U.S. recessions. He hopes his work will lead to improvements in policy and existing workforce structures, and, he says, “not just in education, but in appropriate education” for those affected by downturns.

Fitzmaurice comes by these serious work habits almost genetically, having grown up in a household where dinner-table talk often sounded like a board meeting. Fitzmaurice calls his father — a marketing consultant with a retail strategy focus — a “serial entrepreneur.” His mother, a former derivatives trader, works for J.P. Morgan in corporate banking services.

Terry helped Fitzmaurice in numerous ways, including the art of the interview.

“The case interview process became familiar to me,” he says. “My training at Terry and in economics definitely helped. It taught me how to think in linear fashion.”

If anyone ever looked set to succeed, with failure not a remote possibility, this is the guy.

“I’m long-term greedy when it comes to success,” Fitzmaurice confesses. “I’ve been 16-and-one-half years in school now. I’m ready to take that next step into the professional world with a different pace of learning.” ■



The newest Golden Girl

Katy Appling didn't grow up an entrepreneur. But Terry showed she always had it in her.

Sometimes, a great business school changes everything about you.

"I've grown into an extrovert," confesses Katy Appling (BBA '12). "I was very shy growing up. College really brought me out of my shell."

No kidding.

In her college years, Appling earned a Terry Management Excellence Award and recognition as one of five finalists for the Terry Alumni Board Student of the Year Award. She studied abroad at Oxford, where she walked through locations from the Harry Potter movies. (The J.K. Rowling books captivate her.) She lived on the Dean's List, and made the honor societies Beta Gamma Sigma and Golden Key.

Appling blossomed into a leader too, serving as Kappa Delta sorority president in 2011 and leading the organization to top recognition among national chapters.

Best of all, she got in touch with her inner entrepreneur.

"I wasn't an entrepreneur by nature," she says. "Terry played a big part in opening my eyes to entrepreneurship. A lot of that process came through hearing guest speakers who had gone out and started businesses for themselves. I realized it was feasible for me. Who doesn't want to be her own boss?"

Appling took her degree in marketing straight to the front lines. In June 2012, she went to work for Golden Girls, LLC., an Alpharetta-based company that has blossomed in the economic downturn by hosting house parties where women can sell their jewelry.

"Golden Girls offered me something from the start that big companies didn't," Appling says. "I see every phase of the business, from ideation to execution."

Appling immediately brought coveted social media skills to the network marketing company. (The Golden Girls business model works like Avon, Mary Kay and Tupperware). Her duties will further expand with a fall subsidiary launch of Simply Me, a new company offering home organizing supplies and tools through a direct sales network.

That launch delights Appling.

"Since I was little, I've been an organization freak," she laughs. "I got binders for Christmas at age 12 and was ecstatic."

"Katy is a doer," says Chris Brown, co-founder of Golden Girls with his wife, Deanna. "She takes risks. She is confident, passionate, and a good thinker. Katy has a long future as a trusted tactician." ■

Fall of senior year. Finals. Friendships to honor before school ends.

Oh, and job offers. Decisions to affect a lifetime.

Jennifer Cowart weighed offers from Big Tobacco, Big Oil, Big Healthcare.

Good jobs. Good pay. Good prospects.

To help with her career choice, Cowart pulled out a 40-page personal development document that she wrote for Terry's Leonard Leadership Scholars program.

"Before I made my job decision," says Cowart, "I reread my entire PDL. At the end, I said, 'That's what I am. There's only one company that matches.'"

She went to work with Triage Consulting Group, one of the nation's leading hospital revenue review consultancies, her office in downtown Atlanta.

The Alpharetta native feels a purpose in working with hospitals to achieve proper reimbursements for medical claims in metro and rural areas all over the nation.

"Being able to recover \$50,000 for a small hospital in a remote area has a huge impact," she says. "I enjoy bringing value to our clients and being able to teach them ways to avoid losses in the future."

Healthcare work feels comfortable to Cowart.

"For a while, I thought about studying medicine so that I could make an impact on the lives of others," she says. "Then I realized I could best contribute by utilizing my strength in business to help hospitals have the resources they need to save lives."

As an undergrad at Terry, Cowart earned a great deal of peer respect. Her 31 cohorts in the Leonard Leadership Scholars program selected her as the organization's "Leader Among Leaders."

Cowart nabbed coveted internships at Cousins Properties, Turner Broadcasting, and Newell Rubbermaid. She also served as president of Alpha Lambda Delta National Honor Society. Her Terry tutelage came into play in her service as vice president of finance at Alpha Gamma Delta sorority, where Cowart managed an annual budget in excess of \$750,000.

Cowart also served as president of Pi Sigma Epsilon National Sales, Marketing and Management Fraternity. Terry marketing professor Kevin Ellis appreciated the way she led the organization.

"Jennifer is very unique in that her values really drive what she does," says Ellis. "As president of PSE, she really wanted to see everybody treated fairly, to see that things got done. She was very sensitive to the image PSE had among organizations around the country."

"She did a phenomenal job." ■



Terry values at crunch time

Jennifer Cowart capped a brilliant Terry career by going back to a starter's manual.



A propensity for optimism

Hope springs eternal for David Jett, who is well aware that high achievers need to work hard to reach their goals in life.

David Jett sails. Likes Zac Brown. Swing dances. Watches *Top Gun*.

So he's like a lot of new college graduates . . . except for his summer book.

"I've been reading *A Random Walk Down Wall Street*," Jett says matter-of-factly, "to get a historical view of asset pricing and the history of investments."

The interest in Princeton economist Burton Malkiel's bestseller — coupled with a lifelong passion for numbers and analysis — help explain why Jett finished as a finalist for the Terry Alumni Board Student of the Year Award.

Jett credits Terry — in particular his Leonard Leadership Scholars experiences — with preparing him to step into a full-time position in SunTrust Robinson Humphrey's mergers and acquisitions group in Atlanta, where he interned in summer 2011.

"Leonard Leadership Scholars provides students with an incredible framework for leveraging leadership skills," says Jett. "Much of my collegiate success was a direct result of the unique opportunities and relationships provided by Terry's Leonard program."

Jett has had more than his share of success. He earned a Deer Run Fellowship, a Cecil Walker Family Scholarship, a Bank of America Scholarship, and a Charter Scholarship. He made Omicron Delta Kappa and the Corsair Society.

The business backbone instilled by Terry gave Jett the savvy to achieve other remarkable goals.

He headed a team that beat out 40 universities for first place nationally in the Your World Your Vision 2011 National Competition, sponsored by Ernst & Young. With the \$10,000 first prize in hand, Jett co-founded (and served as president of) the Garnett Ridge Mentoring Program. His team repaired the Garnett Ridge Boys and Girls Club and fostered an afterschool volunteer program.

Jett also created a philanthropic cookout for his fraternity, Phi Gamma Delta, that raised \$3,800 for the Red Cross and other social welfare organizations.

A man of faith, Jett says corporate life surprised him.

"Before my internship, I wondered who I would be in the workplace," he says. "I found that you can absolutely one-hundred percent keep your values and pursue your passions, and it's not going to affect assignments or viewpoints. I didn't know that would be the case."

Those values and passions — faith, learning, hard work — make David Jett the best kind of optimist.

"I wholeheartedly believe that if you want to achieve a goal, you will . . . if you work hard enough." ■

At age four, Bree Randall watched *The Wizard of Oz* for the first time.

“I spent the next year skipping around the house with my hair in pigtails, wearing red slippers and carrying a basket with a stuffed dog in it.”

Today, she’s graduated into a whole new fantastic production: Her life.

Randall earned a Deer Run Fellowship and membership in the Leonard Leadership Scholars program. She interned at the National Geographic Society and at Proctor & Gamble. P&G offered her a job after Terry and she was heavily pursued by the pharmaceutical industry.

She chose instead The Clorox Company (e.g. Burt’s Bees, Kingsford, Hidden Valley, Brita), one of only two undergraduates in the nation offered a full-time associate marketing manager position with that company.

“I’ve always had a passion for consumer products, and this one fell right in my lap,” Randall says. “I feel superchallenged, and I look forward to starting my career in San Francisco, with so much to explore.”

This yellow brick road will eventually lead to an international brand management position. A three-year marketing rotation will give Randall experience in innovation, sales strategy, shopper insights, and more of the fundamental financials she learned at Terry.


Randall looked for more than a job.

“Whatever you do should enrich everything about you,” she says. “In business, you want profits and you strive for them. But what I’ve taken away from the Leonard Leadership program is this — it’s important to do good in the world.”

Good works matter to the Randalls. Her dad took early retirement from Philip Morris and now teaches high school math in Macon. Her mom survived stage 4 bone cancer. That was 10 years ago. Today, she busies herself with church mission work in Russia.

A risk-taker, Randall studied travel writing in Cambodia and global sourcing in China. She also led and revamped the Palladia Women’s Leadership Society on campus. A First Honors Graduate, she won enough awards and honors and grants to fill a large basket . . . even one holding a stuffed dog.

Randall minored in Theater & Film Studies. The poise and presentation skills cultivated onstage helped make her Terry years unusually rich.

“Theater work has benefitted me just like Terry,” she says. “It’s clearly given me an edge in winning people over.” 



There’s no place like Terry

Brianna Randall says the Terry College is “like a nice handbag — the investment of a lifetime and the perfect conversation starter.”





Scaling the walls of high finance

Thanks to alums like David Battle (BBA '00) and Jeff Bogan (BBA '02), the Corsair Society is helping UGA students stand shoulder to shoulder with the Ivy Leaguers on Wall Street

When it comes to recruiting their respective talent pools, both Wall Street and the National Football League are looking for surefire successes. Most pro football players honed their talents at college athletic powerhouses like USC, Alabama, and Georgia. In similar fashion, the school colors at the epicenter of high finance are typically those of Harvard, Princeton, Yale, and Penn.

Hacking through the preponderance of Ivy on “The Street” was once as daunting a task for Terry graduates, as it would be for a player from Northwest Missouri State bent on earning a shot in the NFL. Whether it’s pro football or investment banking, convincing time-honored institutions to change their preconceived notions about scouting and evaluating talent is more difficult than making a hairpin turn with an aircraft carrier.

By Matt Waldman (AB '96)

Photography by Gordon Grant

(from left) Wall Street professionals Charles Watson, David Battle, Patrick Dever, and Robert Culp are part of the network of Terry alums who support the Corsair Society as a real difference maker for student job seekers. Battle, who co-founded the organization, has shared his knowledge, experience, and networking skills with 70 UGA students (and counting) who are now armed with the toolkits to excel on “The Street.”



(from left) Finance professionals Mike Ostergard, Darren DeVore, and Dave Battle join UGA Honors Program Director David Williams to compare notes with Corsair students just back from summer internships.

“Students at Ivy League schools are thinking about careers on Wall Street from the time they arrive on campus as freshman because investment banks actively recruit them from day one,” says Terry alum Brooks Andrews (BBA ’07, MA ’07), who spent two years as an investment banking analyst at Barclays Capital in New York before joining the private equity firm Freidman Fleischer & Lowe in San Francisco. Now earning his MBA at Stanford and weighing offers to remain in San Francisco or return to Atlanta, Andrews had doubts he’d ever get this far, “When I graduated from Georgia, I wasn’t sure if I was capable of competing on Wall Street.”

The Ivies’ home field advantage is real, but it hasn’t kept Andrews and dozens of other UGA students from crashing the party and discovering that they are, in fact, among the best of the best. Since 2006, UGA graduates like Andrews have been steadily turning heads at Wall Street firms by displaying the same ability, preparation, and swagger as Ivy League products. Or better.

One of the principal reasons is the Corsair Society, a university-wide student organization that was the brain-child of Terry alums David Battle (BBA ’00) and Jeff Bogan (BBA ’02).

Named after the yacht that financier J.P. Morgan used as a setting for brokering high-profile business deals amidst seemingly intractable disputes, the Corsair Society helps prepare UGA students to compete for and

succeed in jobs with elite financial institutions.

In just seven years, Battle and Bogan have spearheaded Corsair’s placement of 70 UGA juniors — a majority of them Terry students— in summer internship programs that led to full-time jobs with Goldman Sachs, Morgan Stanley, J.P. Morgan, Barclays Capital, and other leading firms. These students return to campus as different people — more confident and much better equipped, with an internship experience under their belts that is far more advanced than your average resume-builder. When they graduate, many of these newly minted alumni return to Wall Street to start their careers — making them uniquely qualified and positioned to serve as alumni advisers and mentors to new classes of Corsair Society members.

Battle and Bogan conceived Corsair over dinner while earning their MBAs from Harvard Business School. But the initial pairing of these alums happened in Athens — and it was a conscious act of career match-making by Terry professor and current UGA provost Jere Morehead, who served as Corsair’s faculty advisor when the organization was getting off the ground.

“While I was earning my undergrad degree, I walked into Professor Morehead’s office and said, ‘I’m interested in investment banking. Is there anyone you can

set me up with?’ and he said, ‘I know the perfect guy,’” says Bogan, who graduated from Chattahoochee High School in Alpharetta.

Morehead recommended that Bogan meet with Battle, whose career in investment banking was on the rise, and his advice was critical for Bogan.

“He broke me down . . . told me how I had to dress, how to prepare for interviews, and then helped me get opportunities to earn the interviews. I would not have gotten my first job if it had not been for Dave’s advice.”

Neither Bogan nor Battle started their careers on Wall Street. Bogan was with SunTrust Robinson Humphrey in Atlanta and Battle worked at Charlotte-based investment-banking firm Bowles Hollowell Conner/First Union Securities before landing a job on Wall Street as an associate with J.P. Morgan Partners. Battle’s insights also helped Bogan earn admission to Harvard Business School, where Corsair was hatched.

“We were thinking it was ridiculous that all these smart people at the University of Georgia could have gone to any Ivy League school and earned a job on Wall Street if they’d had the right experiences, connections, and practical training,” says Bogan, who is vice president of corporate development at Lending Club in San Francisco. Battle and Bogan created an infrastructure that requires Corsair students to be proactive.

“We give Corsair Society students a list of contacts, tell them what they need to do to be successful, and tell them to go out and do it,” says Bogan. “What Dave did with me as an undergrad is the exact same thing Corsair does now.”

Battle remembers learning his own career lessons through trial and error.

“Before I took the job with J.P. Morgan Partners, I had not spent much time in New York like the Corsair class does today,” says Battle, who had to glean insights from clients he served during his two years in Charlotte. “It has been a cumulative learning experience for me. We have tried to create a more targeted experience through Corsair.”

Battle’s flair for business stems from the example set by

his father, David Battle Sr. (BBA ’74), whose packaging firm Battle & Associates distributes containers and paperboard for food and beverage customers that include Coca-Cola. The younger Battle grew up in Marietta, attended Walton High, and throughout his youth was impressed with his father’s entrepreneurial accomplishments.

“Because our society is market-based, I have always seen successful enterprises as a reflection of the best we have to offer,” says Battle, who graduated magna cum laude with a finance degree and had a standout student career as a member of Phi Gamma Delta, the Arch Society, the Dean William Tate Society, and the UGA Athletic Association Board of Directors. “I am honored to have had the opportunity to pursue a career in business, which I view as a noble endeavor.”

Battle says an accounting class with Terry professor Dan Smith was one of his most influential experiences.

“He was infamous for his long tests, but it was his viewpoint on hard work that stuck with me: ‘Persistence, consistent self-reflection, and sustained concentration over a long period of time are required for success.’ It really influenced the perspectives that I have with Corsair.”

Battle and Bogan hatched the idea for the Corsair Society while earning their MBAs at Harvard. Bogan (see photo below) is now vice president of corporate development at Lending Club in San Francisco.



MONICA DAVEY

Now six years into a job with New York-based private equity firm Metalmark Capital, many of Battle's business relationships are in the defense and government service sectors.

Despite a full-time career, Battle says Corsair is a priority in his life.

"In addition to giving back, which I believe is very important, Corsair has made me a lot better at what I do — at building relationships with great people that I otherwise would not have had," says Battle. "I am very grateful to be associated with the organization."

Corsair is a testament to intelligent, time-efficient planning and management techniques, and it's ideal for people with high career goals and expectations. Each year, the society selects a class of 10 rising UGA juniors who get training from Battle, from UGA alumni in the finance industry, and from seniors returning from their summer internships. These senior peers, who went through Corsair training the year before, are walking testimonials that the program works. Most receive full-time offers from the financial institutions at the end of their grueling two-month internships with job hours that rival fishermen on the Bering Sea.

"It's a 9 a.m. to midnight internship, and it's the same for your first two years as a full-time associate," says Robert Culp (BBA '12) of the investment banking career track. "Physically, it's a challenge, but your adrenaline is rushing as you work on a deadline, so you get through it."

Culp, who graduated in May, earned a full-time offer with Credit Suisse at the conclusion of his summer internship, returned to Terry for his senior year, and did his part with Corsair as a peer-mentor. He notes that Corsair requires a commitment from each class to give time and expertise throughout their careers. But like so many of his peers and predecessors who got job offers at the end of their internships, his motivation to give back is steeped in gratitude.

"It's one thing to be involved yourself," says Culp, "but Dave inspires other alumni to do the same — and that collective impact is impressive."

After a successful summer internship in 2008 that led to a full-time offer, Dave Kirby (MAcc '08) was promoted to an associate within the leverage finance group at Goldman Sachs in 2011. He explains how Corsair takes classroom knowledge and fuses it with key principles and valuation methodologies used on Wall Street.

"There are lots of different ways to value companies, but Corsair teaches you the most important ways that students should use as they move into a full-time role

with an investment bank," says Kirby, who supports the idea of having students learn both the theory and practice of a valuation method because it gives them an advantage in the interview process.

"Many students from other schools don't have this experience. Corsair provides them with a toolkit for their full-time position. It gives our interns a leg up on others on day one."

Battle says know-how is just part of the equation that has made Corsair successful.

"We also encourage depth versus breadth. So instead of reading the *Wall Street Journal* every day, I'd rather have them read *Barron's* cover-to-cover every week and then have conversations with their peer mentor," says Battle, who sets up teleconferences on different topics with alums who work in the fields of investment banking, trading, asset management, and management consulting. "They can then tailor their education to where they think their weaknesses exist."

Even tactical fine points that are common knowledge to an experienced veteran can be invaluable to a student hoping to earn an internship.

"We have execution-related conversations," says Battle. "I tell them that their success or failure is probably correlated to whether they have a positive attitude, how many highlighters they consume, and how often they make the same mistake. Of course, we are really talking about preparation, but this approach keeps it fun and measurable."

Corsair gives the juniors a database filled with financial industry contacts that includes more than 100 Terry, UGA, and Corsair alumni mentors. Battle expects juniors to create a spreadsheet and log each telephone call and email interaction.

"It's more than an introductory conversation, they are calling to discuss a specific topic, so you develop a bit of an emotional connection, which is why alumni like participating," says Les Franks (BBA '89), a managing director at UBS.

Once alumni realize how intelligent and engaged these students are, their enthusiasm grows.

"The point is to create a rich and active informational resource that is more than just a gateway to a job interview," says Franks. "Then, when the students earn an internship or full-time job, they can use the network to continuously improve and learn best practices."

Corsair provides a finishing school setting for students to refine their basic skills, gain industry-specific tools, and develop soft skills to present a polished and refined product. But the program's mission statement

isn't "It's going to work out for you." The expectation is "You have to make it work," which to Battle means instilling the attitude that Corsair Society members have to outwork everyone in the room.

"A key part of the program is not to sugar-coat anything. They really need to understand how hard they have to work to be successful," says Battle, who routinely addresses how even the smallest things matter because employers are looking for critical thinkers and quick learners who also won't annoy them on a 17-hour flight to Johannesburg. "They want someone with a balance of good judgment and a great attitude."

Part of Corsair's mission is to make students understand that their goal is to be the No. 1 person in their internship class and later in their full-time job.

"Corsair students have to outwork the competition and maintain the type of aggressive, positive approach and attitude that we encourage," says Charles Watson (MBA '94), a managing director at William Blair & Company, who reminds Corsair students that their competition is talented and well prepared.

Corsair alum Josh Sandler (BBA '09) interned with Barclays Capital and was later offered a full-time position. He notes that earning a summer internship on Wall Street is as competitive a process as any job on the planet.

"There were 10,000 applicants for my summer internship class at Barclays — and I think they accepted 90," says Sandler, who now works at the Chicago-based private equity firm Cressey & Company. "Corsair students have had a unique ability to stand out in this process, and, over time, I believe we have helped the firm develop an expectation that UGA students are hard workers with strong social skills who are very well prepared, excited about the employment opportunity, and hungry to succeed."

The next part of that equation is Battle's work with Terry College Dean Robert Sumichrast, UGA Honors Program Director David Williams, and the Terry Dean's Advisory Council to institutionalize the Corsair program within the university.

"Dave and couple of others within the Corsair Society have acted as entrepreneurs, curriculum developers, and student placement people, while working at their own full-time jobs," says TDAC Chair Darren DeVore. "What they have developed in Corsair and achieved on behalf of UGA graduates is nothing short of stunning. We want to adopt the exceptional program they developed from scratch and formalize Corsair under the university umbrella without losing its

The program's mission statement isn't "It's going to work out for you." The expectation is "You have to make it work," which to Battle means instilling the attitude that Corsair Society members have to outwork everyone in the room.

entrepreneurial spirit and independence."

DeVore notes that the first academic course offering is tentatively scheduled for Spring 2013.

"The goal really is to evolve from great companies saying, 'Wow, I want to recruit more Corsair students because they are trained extremely well and excel against the competition' to those same companies saying, 'I want more Terry College and University of Georgia students because they are trained so well and they excel once they enter industry,'" says DeVore. "If we can do this successfully, I believe more students will receive exceptional job opportunities, and the Terry College will receive greater acclaim and prominence."

DeVore feels that Corsair's true long-term dividends are still 15-20 years down the road in terms of what students can achieve in business and society — and ultimately how much they give back to other Terry and UGA students. Battle agrees and believes the continued success of the program is a reflection of the talent and willingness to give back that is inherent in UGA alums.

"There has been an overwhelming response from the university alumni community because there is inevitably someone who helped them along the way and it is rewarding for them to return the favor on behalf of someone else — not to mention a lot of fun." ■

Alumni interested in donating their time, expertise, and resources to the Corsair Society and to other Terry programs that help students find career success should contact Jill Walton, Terry's director of Undergraduate Student Services and Corporate Relations (jwalton@uga.edu).

Creating Adam

Adam LaHaie's self-made Terry career — Collegiate Marketer of the Year, Terry Digital Marketing Series creator, UGA Student Employee of the Year, numerous internships — is the quintessential roadmap for success

If Central Casting got the call to choose a lead actor for a Hollywood production based on the life of Terry marketing senior Adam LaHaie, James Franco would be the smart choice. With his thick brown hair, deep-set eyes, and the occasional lopsided grin, LaHaie bears a resemblance to the co-star of the original Spider-Man franchise. LaHaie's story would be shot as a coming-of-age romantic comedy: High school soccer star leaves home in pursuit of collegiate athletic glory, suffers career-ending injury, and returns home to lick his wounds. With his high school sweetheart serving as a role model, our hero charts a new course and becomes a wiser, more accomplished human being.

Add popcorn, Raisinets, and a Coke, and it sounds like an enjoyable 90 minutes at the multiplex. But LaHaie is an Athens-area kid, and to accommodate the Classic City's indie vibe the script needs to be stripped of all that Tinseltown gloss.

LaHaie, a former Northeast Georgia High School

By Matt Waldman (AB '96)

Photographs by Cassie Wright

LaHaie is many things to many people — Tate Center student supervisor, AMA student chapter president, and creator of the Sonic Arch Music Business blog and the Terry Digital Marketing Series. His marketing pros love him, and Team LaHaie also includes his A-student girlfriend, who complements his all-out zest for life by taking charge of things like the PR campaign for his Rock Against Cancer benefit. LaHaie also has a knack for landing important internships (see sidebar on p. 45). Bottom line: His story is one that Terry students would be wise to emulate.





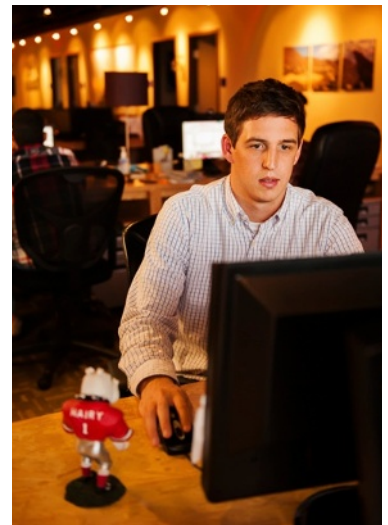
Player of the Year, led the Oconee County High School soccer team to the state championship game in 2007 and then accepted a Division I scholarship to play at Coastal Carolina. But in LaHaie's case, there was no career-ending injury. He gave up his career as a Division I soccer player because athletics didn't turn out to be nearly as fulfilling as it had been in his head. Yet another case of perception lagging reality. Once he made that decision, LaHaie needed some time for reflection. But thanks to his relationship with his star-student girlfriend Paula Bryant, there weren't many woe-is-me moments as he hung up his soccer cleats and transferred to UGA to major in business.

"I wasn't seeing my full potential, but she wasn't letting me settle for anything less because she knew it was there," says LaHaie, who balances a full B-school course load with full-scale participation in student organizations. He also has a job at the Tate Student Center, which is the only part-time thing Adam LaHaie does in life.

LaHaie was named University Student Employee of the Year in recognition of his student supervisory role for the Tate Center's Events Services Team. He also won the AMA Collegiate Marketer of the Year Award while serving as president of Terry's student chapter of the American Marketing Association. And he earned these honors at the same time he was holding down demanding marketing internships with EvoShield, Team Clermont, 40-Watt, and Response Mine Interactive. Throw in the Terry Music Business Program's Sonic Arch blog, a Rock Against Cancer fundraiser at the Terrapin Brewery, and the Terry Digital Marketing Series — all his brainchildren — and LaHaie's work-life balance conjures up the image of a Cirque du Soleil acrobat.

LaHaie will leave a lasting legacy when he graduates

"Who you see is exactly what you get," says Andrea Swilley of LaHaie, who worked for her at the Tate Center last year before spending the summer at Buckhead-based marketing agency Response Mine Interactive (above and right). "He has a mind for business — and not one of his peers would say that he is anything but a good, fair, and tough manager," Swilley adds. "When he's on, I might as well have a professional staff member . . . sometimes better. He just has that spark, and I saw it within a week of working with him."



from Terry this December. Perhaps the most indelible being that like the artists he follows and the sport he once played so imaginatively, LaHaie pulls ideas from his head — and from his numerous sketchbooks — and turns them into tangible expressions of who he is. He's a living, breathing student instructional guide on how to land meaningful internships (see sidebar on p. 45). He's also a master at creating and building successful projects. Although his work converts easily to resume bullet points that he is stacking like building blocks en route to a fulfilling career in business, LaHaie's underlying motivation is creative. He's a person who isn't afraid to disassemble old ideas and use available materials to construct new ones.

LaHaie is the kind of person whose motor is always running — and his ultimate destination will be uniquely his. But in a very real sense, his path to self-discovery is universal to every Terry student.

"I think everyone should be sat down and told upfront before they go to college that they have at

least 100 more failures coming in the next five years!” says LaHaie, who spent the summer interning at the Buckhead-based offices of marketing agency Response Mine Interactive, a connection he made at the AMA Awards in Atlanta. “You have to put yourself out there and take chances because only so much falls into place with planning. As I’ve seen in athletics, it’s not always the best of the best, it’s the people who put themselves in a position for things to fall into place . . . and that’s all you can do.”

RMI’s communal office space overlooking Lenox Square is a mélange of exposed ductwork, glass-paneled conference rooms, and stacked stone playfully accented with Christmas lights and antique mining equipment, making it the perfect environment for LaHaie, who was clearly in his element there. The pool table adjacent to the lobby is evidence that RMI values employees who can balance analytics and creativity, work and play, teamwork and leadership. These are traits that Tate Center’s Andrea Swilley sees in abundance in LaHaie — which is why she nominated him for the UGA Student Employee of the Year Award.

“I’ve often had to rein Adam back in and tell him that he didn’t have to worry about certain tasks that were taking place over the weekend — tasks that were the responsibility of the professional staff,” says Swilley, who believes that five minutes with LaHaie is enough to convince anyone that he’s a leader. She values LaHaie’s ability to balance his personal sensitivity and empathic personality with the ability to hold his own in difficult meetings with members of his 15-member crew who were underperforming. “He was able to tell them that they were not going to work here anymore and really speak as the manager — not deferring to the administrators to be the heavy. He feels like an extension of the professional staff when he’s here. He’s not a student employee in the traditional sense of the word.”

Stephen Martin-Rolsky, director of customer service, e-commerce, and online marketing for Bogart-based protective sports equipment manufacturer EvoShield (see story on p. 50), says LaHaie is the epitome of the go-getter intern.

“He was not only able to finish projects that we developed together, he was able to invent new projects and start things on his own,” says Martin-Rolsky (BBA ’11), who points to EvoShield’s recent 230 percent growth in Internet sales, which he says is due in part to LaHaie’s contributions. Critical thinking is what sets him apart, says Martin-Rolsky. “A lot of times, interns will just follow directions and do what’s told to them.

Adam on Internships

From the 40 Watt to EvoShield, this UGA Student Employee of the Year’s insights on internships are practical, philosophical, and experiential.

The process of deciding what you like and what you don’t is more important than getting the internship

“I know it sounds strange because it seems like getting the internship is what it’s all about, but the experience of finding out what you think you want from a career and then seeing what that path looks like is the most important thing. The only way to make a good decision is to put yourself out there and be willing to find out what you’re not good at. It may not be fun to find out what you’re not good at, but it helps you eliminate possibilities faster.”

Read about the industry and talk about it with professionals

“I’m interested in digital marketing. So I spend time reading about things related to the industry in order to use the appropriate professional vocabulary in conversations with people in the industry. Being able to hold your own in conversations with professionals shows them the depth of your interest.”

Follow up when a professional offers to meet again

“A lot of professionals want to help students, but sometimes professionals are just too busy to help. Don’t let that discourage you. Remember, just because one person turns



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Adam was able to come up with new ideas. He had strong opinions, which is what you're looking for if you want someone to challenge you in a way that will help you grow."

Michelle King, publicist for Athens-based music PR firm Team Clermont, says LaHaie is wise beyond his years.

"Adam just asks the right questions . . . all the time. He didn't ask how to do things, but why are we doing things," says King. "Most interns just want to know what task we need them to do. He's not a task-oriented guy."

LaHaie's internship highlight reel makes it sound like he's always been ready to take on the world, but giving up the dream of playing collegiate athletics wasn't easy. Soccer was a passion for LaHaie at an age when most kids still find novelty in walking. By his senior year at Oconee High, he was a fleet-footed striker attracting attention from numerous college programs.

"Once Coastal Carolina gave me an offer, I thought, *That's D-1. . . that's it*," says LaHaie.

But that wasn't it. LaHaie loved his daily Coastal Carolina routine of throwing on boardshorts and flip-flops, grabbing headphones, and long-boarding to classes filled with students who, just like him, were hitting the beach afterwards. But in the end, collegiate soccer wasn't fulfilling to him.

"At the time, I was convinced that the things that defined me were best showcased through my abilities in soccer," says LaHaie, who admits that, even now, he'd love to lace up his cleats and walk onto the pitch of an English Premier League stadium.

"You best believe I would . . . when I watch soccer, it's like watching someone paint. When you watch some of the world's best teams and players, you're watching art," says LaHaie. "But that one thing didn't define me. You realize that you're ready for something else."

LaHaie got to the place where he was ready to leave Coastal Carolina, but he wasn't necessarily ready to return to Athens.

"He didn't want to be the hometown kid," says LaHaie's father, Brian, a professor and associate dean at UGA's College of Environment and Design. But once Adam realized the opportunities available to him at Terry and UGA, his initial reluctance disappeared. "It wasn't overnight as much as a gradual transformation."

"I think the world at large is realizing the value of ideas," says LaHaie, who routinely logs his in sketchbooks. "So many times you think about something and just let it go — only to wish you had that blueprint in your head two years down the road. I'm gathering inspiration."

Adam on Internships

continued from 45

down your request to connect with them doesn't mean you should immediately shut down or think that no one is going to give you the time of day. There are people willing to help. You just have to get out there and look until you find them.

I've had experiences with professionals who wouldn't give me the time of day. When I met Adam Naide, who leads the social media effort at Cox Communications, I didn't have the perspective that I do now. I was skeptical about his offer to meet again. When I shared this with my girlfriend Paula, she was incredulous that I didn't jump at the chance. So I took her advice, met with Adam at Cox, and we've now had lunch a number of times. He has become a mentor."

Rejection should never be taken personally

"Coming to terms with failure is a huge part of success. There's no other way around it. At this stage of the game, you are just a piece of paper to these companies. A resume. For them not to choose you for an internship can be as simple as moving a piece of paper off a table.


On the other hand, you've put in a lot of effort and you have second thoughts about being a good candidate. You wonder if you did right or wrong, and it's easy to lose confidence and then panic that you're not going to find a job.

You have to realize that, in a sense, you were just one of several pieces of paper — and only one person can fill that position with the company. If you weren't the person selected, you can't beat yourself up over that. Having this perspective makes it easier to continue putting yourself out there."

Follow up with people, even if you don't get the internship

"When I applied for an internship with EvoShield, I saw the CEO speak at a Terry event and I thought I handled everything right: I approached him after he spoke, asked him relevant questions, and gave him the resume I had submitted to the company beforehand.

But I never heard back from them. It was a let down. My girlfriend, who's had a lot of internships, told me to send an email to the company, asking them to let me know about additional opportunities because I'd love to work for them. She gave me great advice, but I didn't follow it because I was down about not getting an internship with them the first time around.

Sure enough, another internship opportunity came around at EvoShield, and had I sent that follow-up email I would have been on the company's radar before they even posted it. Instead, I was back to square one and had to dig through LinkedIn and the EvoShield website to find the director of marketing to send her a personalized email — which turned out to be a deciding factor in me getting the internship." 

LaHaie's work ethic was a key motivating factor.

"I needed a job. It didn't feel right without one," says LaHaie, who spent his high school years setting up tables and chairs at Ashford Manor events in Watkinsville. "I had a friend working at Tate and I applied there and at places like Planet Smoothie. That was nothing compared to what I'm doing now, but I was nervous even applying to those places."

Girlfriend Paula Bryant has held internships with numerous PR firms and is currently a Yarbrough-Grady Intern at UGA's College of Journalism and Mass Communication and at Jackson Spalding. She eased LaHaie's transition to UGA and Terry by offering a mix of role modeling, encouragement, and tough love.

"A lot of the internships Adam applied for — like EvoShield — he was flying blind," says Bryant. "But he's just one of those people . . . once he gets in front of somebody applying for a job, he's hired."

It's that flight into the unknown that makes LaHaie's primary career interest — digital marketing — so appealing to him. He always believed he would go into business one day, but he didn't want to shut down the creative facets of his personality. A career in digital marketing mixes both.

"I like digital because it's new, emerging, all sorts of things coming out of it. It's kind of like a wild west out there . . . you can still write the book," says LaHaie, who enjoys breaking down the analytics and seeing how they connect to the bigger picture. "I want to be where the industry is new and filled with innovation — and this industry is filled with ideas bubbling up."

One of the fringe benefits of working in Atlanta this past summer was visiting the High Museum of Art, where LaHaie would track new ideas in sketchbooks and in folders on his laptop, using the museum's artistic images to inspire business application ideas.

"So many times you think about something and just let it go, only to wish you had that blueprint in your head two years down the road," says LaHaie. "So I gather inspiration and I make sure these thoughts and ideas exist for longer than a moment by writing them down."

Case in point: LaHaie's Sonic Arch blog, which he pitched to MBUS director David Barbe.

"I said, 'Wouldn't a blog be a great place to connect the Athens music scene and the Music Business Program and the music industry as a whole,'" says LaHaie.

Barbe loved the idea and asked LaHaie to create a team to make it happen. LaHaie's blog features reviews of shows, a weekly schedule of the Athens music scene,

with links to artist websites and Facebook pages. "We called it 'Sonic Arch,' which provides a textual image that links Athens, music, and the blog's purpose."

"More than anything, he's prepared to be prepared," says Barbe, who was impressed by LaHaie's accountability and willingness to embrace challenges. "A handful of students worked on it, but Sonic Arch was Adam's baby. I believe they would all say it was Adam's concept. He was the driving force behind getting it done."

Once LaHaie saw the power of a single, good idea, he extended his reach beyond the classroom to the Terry marketing department and the Athens community. "It became easier to have confidence proposing projects when I knew I could say, 'I have a project. I've already done half of it. I'm ready to do the other half, and these people are interested.' Why would they say no?"

That's exactly what happened when LaHaie and Bryant created a Rock Against Cancer benefit concert and pre-party at Terrapin Brewery in 2011 for musician David Murphy, a member of one of their favorite bands Sound Tribe Sector 9. When they learned that Murphy had been diagnosed with cancer, LaHaie and Bryant pitched a fundraising raffle, booked a band, and reached out to the Athens art community to donate items for the raffle. They also arranged for local artist David Hale to create custom drinking glasses for the event.

"The glasses were amazing. We had requests from the public to order them ahead of time, but we told them they were available only at the event," says LaHaie who, with Bryant handling communications, set a goal to raise \$1,000. Ultimately, they sold out of everything. The event broke Terrapin's Wednesday night attendance record, and \$2,500 was raised.

"When the representative from RAC saw what we had raised, her jaw dropped," says LaHaie. "I pushed to have 700 glasses made because people would have bought more than one, but they would only make 350. It turned out that people were sending emails to the brewery asking them to get more glasses after the event."

The RAC benefit was another confidence booster for LaHaie, whose next good idea was the Digital Marketing Education Series, which brought industry professionals to Terry as panelists and speakers throughout the 2012 fall semester. LaHaie wrote up a proposal, contacted several professionals about the idea of participating, and gauged student interest before scheduling a meeting with Terry's Director of Undergraduate Student Services and Corporate Relations Jill Walton and Marketing Department Head Charlotte Mason.



When LaHaie decided to give up collegiate soccer and return to Athens from Coastal Carolina, it was girlfriend Paula Bryant who encouraged him to get involved. He was named the AMA's Outstanding Collegiate Marketer (above) and UGA Student Employee of the Year (top right, with President Adams). He also created the Terry Digital Marketing Series (middle and lower right). Bryant now jokes that she created a monster.

"We're bringing in professionals from companies and agencies that include Twitter, 22squared, Cartoon Network, and Cox Communications," says LaHaie, about the evening series that will cover social media marketing, digital marketing analytics, email marketing, digital engagement, mobile marketing, and search engine marketing.

"It's impressive because most schools don't have digital marketing in their curriculum," says Adam Naide, who leads the social media effort for Cox Communications. "I give Terry a ton of credit for endorsing it because some of the best ideas can come from students. It says a lot about a school willing to support this type of effort."


Naide, who will be participating in the Digital Marketing Series, developed an informal mentor-mentee relationship with LaHaie after their meeting at Athens Digital Day, an event put on by the Terry MBA program last spring. Naide was the speaker at the event and he was blown away that this student he was talking shop with was an undergrad at a lunch table filled with grad students.

"The way he talked to me, he carried himself like an MBA student — easily," says Naide. "It always astonishes me how few take you up on the offer to stay in contact. But Adam was very quick to follow up."

LaHaie's experiences at Terry and UGA have provided him with the perfect training ground for assimilating



his knowledge and experiences into the person he is today and wants to become in the future.

"I'm me . . . there's no other way around it," says LaHaie. "You don't have to look a certain way to wake up and get right to it. If you're a hard worker, you're a hard worker. That's the bottom line. Once you come to terms with who you are, you don't have to hold anything back. There's no mold you have to fit in. You can be you and still do good things. That's one of the things about today's world. Anybody can *do* anything and *be* anything. Look at the people who started some of these digital platforms right now . . . T-shirts and big ideas and then they went for it and weren't scared to put themselves out there." 





Posed in front of the company RV — which Sports Illustrated's Peter King used to visit NFL training camps — these are just some of the Terry people who make EvoShield a rousing success: (from left) Drew Klipp, David Muench, Justin McCaulley, Melissa Walters, Bob Pinckney, David Hudson, Adam LaHaie, Erin McCrary Todd, and Stephen Martin-Rolsky.

EvoShield makes its mark

An Athens-area company is challenging protective sports apparel giants Nike, Under Armour, and Rawlings — and the company's not-so-secret weapon is a dedicated work force that is dominated by Terry alumni and interns

Bob Pinckney was working out on a beach in Playa del Carmen, Mexico, training to run a marathon, when his cell phone began buzzing. A business contact thought Pinckney might be intrigued by a company called EvoShield that was located on the outskirts of Athens, Ga., where Pinckney had gone to college. Tips out of the blue are a surefire way to quicken a venture capitalist's pulse, but Pinckney's forte was in raising money for telecom, software, and switching industry companies. He'd never heard of EvoShield, and he wasn't sure he could get a group of investors excited about bankrolling a protective sports apparel company.

**By Margaret Blanchard (AB '91, MA '98)
Photos by Cassie Wright**

“Career-wise, I was in between things . . . at a point where I could afford to move my family to Mexico just to give my two sons the experience of living in a different country,” says Pinckney (BBA ’82), who majored in economics at Terry and then added an MBA from Harvard. “My first thought was that EvoShield didn’t fit my background.”

Pinckney’s initial no-thanks didn’t discourage the business contact, who was a friend of the EvoShield management team that had founded the company in 2006 (see sidebar on p. 53).

“There were several more calls,” says Pinckney. “Eventually, my wife said, ‘He’s not going to stop calling until you give that company a chance.’”

Fortunately, EvoShield makes a really good first impression, thanks to a management team that impressed Pinckney — and an innovative product that’s taken the protective sports apparel industry by storm.

“Venture capitalists have to do their due diligence before they can ask a group of people to invest in a company — and every time I visited EvoShield back here in Athens, the more dynamic it seemed . . . the potential was there for this company to make a real difference,” says Pinckney, who became such a believer that he eventually agreed to come on board as CEO.

EvoShield’s signature athletic pads start out soft and pliable, which enables the patented composite material to be molded to a body part — a quarterback’s ribs, for instance. This unique “Gel-to-Shell” fitting process begins as soon as the pad is removed from its foil package and exposed to the air. In the span of 15 minutes — think instant manufacturing — the chemical components in the material harden into an ultra-thin, custom-fit pad that does an incredible job of dispersing impact. To keep them in place under a uniform, an athlete merely has to insert the pad into one of EvoShield’s compression shirts or sleeves.

“What really validated EvoShield for me,” says Pinckney, “was the number of top athletes who were wearing — and endorsing — EvoShield gear *without even being paid to do so*.

“Robert Griffin III was already a believer. He had



EvoShield’s popularity is shooting off in all directions — from Major League Baseball and the NFL to skateboarders and rodeo clowns — giving executive team members (from left) Pinckney and Kanavage an enviable problem: more demand than they can currently supply.

been using EvoShield products since his freshman year at Baylor.”

Earlier this year, EvoShield formalized that relationship by securing the official endorsement of Griffin, the 2012 Heisman Trophy winner and No. 2 pick in the NFL draft, who has added EvoShield to his already distinctive “RGIII” brand.

“It’s an honor to be the face of EvoShield protection for football,” Griffin said when the endorsement deal was announced. “Spreading the news about a product that I truly believe in — not just something that was thrown on me where they said, ‘Hey, wear this and say you like it’ — it’s something that I’ve gone through trials and tribulations with and it’s protected me. I know by getting the word out to young kids, to those playing football, and to those who have medical conditions and just need protection, that it’ll have a positive impact on them, too.”

Former Georgia baseball star Gordon Beckham, the American League’s Rookie of the Year in 2009, is also among those who have inked endorsement deals with EvoShield. Former Bulldog quarterback Matthew Stafford was the first high-profile football player to test the EvoShield rib guard. The Detroit Lions quarterback

and first pick in the 2009 NFL draft was introduced to the product while at UGA and he still uses it.

EvoShield's main clientele come from mainstream sports like football and baseball.

"We're proud of the fact that Major League Baseball has made us part of their MLB Authentic Collection," says Pinckney. "Every Major League Baseball team uses our product and nearly all NFL teams do too."

But the brand's popularity is shooting off in all directions. "Snowboarders, water skiers, MMA, motocross, BMX, even rodeo clowns — they're all using our products," says Pinckney, whose biggest "problem" is one that every CEO in the world would love to have:

"We have more applications for our product than we can currently make product for."

Sales have doubled every nine months for the past three years. That explains why EvoShield has rocketed to the top of the UGA Alumni Association's Bulldog 100 list, which ranks the fastest-growing UGA owned and operated business in the country. EvoShield was No. 1 in 2011 and No. 2 in both 2010 and 2012.

That said, the company is still considered an upstart compared to protective apparel giants like Nike, Under Armour, and Rawlings. It's a David-and-Goliath scenario, and marketing the product is an everyday battle that requires quick, creative thinking from a small startup with limited financial resources.

EvoShield headquarters is a no-frills industrial building located just off the Atlanta Highway in what is technically Bogart, Ga. Hand-drawn posters measure sales goals and results. One corner of the building serves as a makeshift studio for impromptu photo sessions, with interns and staff sometimes standing in for professional models. Employees are collegial and friendly. But the laid-back atmosphere belies the energy and pace of the work being done — much of it by Terry alums and students, who represent 36 percent of the workforce.

The executive team includes two other Terry alums — President and founder Stan Kanavage (M '78/see sidebar at right) and Vice President of Operations and co-founder David Hudson (BBA '78). Recent Terry hires include Drew Klipp (BBA '09), Justin McCaulley (BBA '12, BSEd '12), David Muench (BBA '01), Stephen Martin-Rolsky (BBA '11), Erin McCrary Todd (MBA '10), and Melissa Walters (BBA '11, MAcc '11).

Terry interns have also played an important part in EvoShield's rapid rise (see sidebar on p. 55). The company employed six of them last summer and they did everything from basic accounting to serving as beta testers for new products. The payoff is mutually

Genesis of the Brand

The initial idea for EvoShield arose from a tragic incident that occurred on a playing field in Augusta, Ga., where a child died from a heart attack after being struck in the chest by a baseball. A physician who witnessed the tragedy was familiar with a material commonly used in the medical field that could be manipulated to provide the kind of protection that might have saved that young baseball player's life. The physician developed a similar product himself, but it was unsuccessful in the marketplace. So he took the idea to Stan Kanavage (M '78), who owned an athletic training facility in Watkinsville.

On Kanavage's staff were two Georgia baseball alums — Stan Payne, who pitched for the Bulldogs when they won the 1990 College World Series National Championship prior to a five-year career with the Oakland Athletics; and Justin Niefer, whose baseball career was cut short by injury. Kanavage asked Payne and Niefer to join him in developing a product that could protect athletes from injury without hindering their performance. David Hudson (BBA '78) handles the business side of things, and in 2007 the company — originally named All Sports Armour — rolled out its first products.

Today, with business booming for a company that has been rechristened EvoShield, Kanavage serves as president, Niefer is vice president of business development, and Payne is vice president of global sales. ■





beneficial; with each new crop of interns, the company continues to evolve while providing real-world learning experiences for students. “We are constantly adapting to the growth of the company and its changes. It’s a challenge,” says Martin-Rolsky (BBA ’11), a former intern whose duties include supervising current interns. “There’s always open dialogue, as far as ideas. Every day, there’s progress — and interns are key.”

Martin-Rolsky discovered EvoShield while involved in a group project for his international marketing class, wherein his team developed a plan for taking EvoShield’s soccer gear to an international market. The experience led him to pursue an internship with the company and eventually a full-time job in July 2011. Martin-Rolsky has witnessed a marked difference in day-to-day production. When he arrived, EvoShield shipped about 10 orders a night; now it’s 70-80. He and his student team had to figure out logistically how to accommodate the increase — from packaging to shipping labels and numerous details in between. “You have to be organized in a system where your people-process matches your technology,” he says.

An emerging company like EvoShield provides an ideal training ground for undergraduates, as well as for graduate students like Chad McCrary (BBA ’09), who worked in his family’s business before heading back to school. Over the summer, the second-year MBA student was charged with “process improvement,” which included reviewing how orders are processed, how inventory is handled, even how workers navigate the warehouse.

“With a company this size and so new, sales and rev-

(left) EvoShield HQ is a no-frills warehouse. But as purchasing manager David Muench (right) can attest, there’s nothing pedestrian about sales that have doubled every nine months for the past three years.

enue are so important in building the brand that some of the smaller operational processes get pushed to the wayside,” says McCrary. “In this case, it took a new set of eyes and hands to get in there and handle it.”

With his UGA graduation just a few weeks away this past spring, McCaulley spent the month of April in a crash-course internship related to customer support — learning the basics to make sure the job was the right fit. It was, and he became a full-time employee on the Monday after graduation. In addition to handling customer requests and questions, McCaulley processes orders and invoices for big box dealers like Hibbett Sports and Academy Sports + Outdoors.

Normalizing such procedures is trial by error. “Everyone is figuring things out as we go, which means there are very few restrictions in terms of how the company does things,” says McCaulley. “There’s nobody telling you ‘that’s what we’ve done in the past’ because there is no past.”

A blank slate is ideal for go-getters with a knack for problem solving, says Martin-Rolsky. “Each person has a chance to be entrepreneurial within their own role. You can’t just say, ‘It can’t be done,’ you have to keep on until you find the right answer or the right questions.”

A common refrain among people who work at EvoShield is that passion and dogged determination are what drive the company.

“It’s really neat to see that people understand they’ve

got a product that's changing the game," says Walters, who started at EvoShield as an intern and is now part of the accounting team. "Every day, we get parents and kids calling about how well the product is protecting them. It's really making a difference in people's lives."

Marketing the EvoShield brand is critical to future success, and in that regard Pinckney & Co. aren't bashful. When Sports Illustrated's Peter King made his annual pilgrimage to NFL training camps in August, he did it in style in a customized 30-foot EvoShield RV. King was so taken with the Jr. Maddenmobile that EvoShield outfitted for him that he referred to it dozens of times via Twitter, his SI column and a video. The EvoShield RV idea was an unqualified success. But given all the marketing competition that exists at ground level, Pinckney figured he could also make an impact if he looked skyward. Hence, the EvoShield hot-air balloon, which Pinckney pilots to store openings and product rollouts.


Interviewed in his modest EvoShield office, which is light years removed from that white sand beach in Playa del Carmen, Pinckney says he's happy to have relocated his family to Athens, a move that enabled him to reconnect with Terry.

"Chris Hanks, who heads Terry's entrepreneurship program, has asked me to speak to some undergraduate and MBA classes regarding how venture capitalists evaluate and fund startups," says Pinckney, who has also counseled Stuart Gillan's finance students on the difference between venture capital versus private equity funding and how to look for business partners.

When Pinckney reconnected with Terry as a guest lecturer, it created an intern pipeline.

"UGA students have always interned at EvoShield. In the early days, a few came from Terry and the rest were mainly sports management majors," says Pinckney. "As I got closer to Terry, that access was definitely a factor in expanding our intern network to include more Terry students."

Pinckney is particularly grateful for contributions that Terry students and young alumni have made in social media marketing, an area that's much more important now than it was when the company was founded.

"It would be difficult to do what we do if we didn't have a pool of talent coming through our doors from the Terry College," says Pinckney. "Our interns have made a real impact in the growth of the company and we see our internship program with the university, and especially with Terry, as being a key value driver for our growth . . . it's like our secret weapon!" 

Terry students weigh in on their EvoShield internships

Chase Hawkins, senior, Snellville

"This was my first job ever and I got spoiled! EvoShield is making their product global and competing with the biggest, baddest companies. It's their passion. Nike and Under Armour better watch out!"

Jack Howell, junior, Athens

"Keeping up with accounting records and how important it is that everyone have accurate financial records at all times — they gave me a lot of responsibility in that sense. It's shown me how everything works from the inside out."

Justin McCaulley (BBA '12, BSED '12), Roswell

"Diversity of coursework at Terry played a huge role. The courses I took in marketing and accounting allowed me to pitch in with different areas of the company."

Melissa Walters (BBA '11, MAcc '11), Augusta

"The projects that were assigned in the Terry courses I took taught me the importance of taking initiative. Now I know how to try something on my own at EvoShield."





Marketing Director Erin McCrary Todd assigns interns a variety of tasks, from social media projects to creating a new internal html newsletter.

Michael Mix, second-year MBA, Southbury, Conn.

"I was able to implement things that I'd learned rather than just writing a paper. It was pretty special to put it into action and see the results."

Neha Patel, junior, Sylvester

"What it takes to run a company . . . there are so many loopholes you run into. Until you experience it, you can't know what it's like. Processing orders, placing credit holds, and staying on top of dealers — you have to be stern and firm with people. It's so important laying out each process so it's effective and efficient." 



• The inside track

The Terry Business Academy gives top high school students an immersive look at what majoring in business at UGA is really like

By Margaret Blanchard (BA '91, MA '98)

Photos by Andrew Tucker – UGA Photography

Remember that first day of class freshman year? Sweating bullets climbing the hills of campus on a hot, humid day? Getting lost in a new building? Or worse, missing class altogether after getting on the orbit bus and ending up in a remote area of campus? These nightmarish first-day experiences still happen to many UGA freshmen. But for veterans of the Terry Business Academy — a weeklong summer program that offers an immersive experience into what it feels like to actually be a Terry student — the first day of classes is akin to coming home.

Johnelle Simpson attended the Terry Business Academy two summers in a row, so he had a head start on his fellow classmates when he checked into Creswell Hall in August. The Donalsonville native is unusual to begin with. He was a Master 4-H'er and FBLA star in high school. He took top honors in public speaking at the latter's national leadership conference in 2010. But if Simpson exuded a perceptible air of confidence that first day at Creswell, it was also because of his summer program experiences at Terry, which cemented his intent to become a Bulldog.

"TBA won me over," says Simpson, who stepped immediately into a campus leadership role as president of the Creswell Residence Hall Association. "I had never been on a college campus — and knowing this campus was really diverse made me want to attend."

Now in its fourth year, TBA is patterned after national business-training program LEAD.

"Our goal is to get hold of kids who are interested in business when they're still in high school . . . we're interested in self-starters who have the potential to become outstanding business leaders," says Groomes. "If a student completes the Terry Business Academy program and is accepted to UGA, they can get early entrance to the Terry College as freshmen and they can take Terry College courses."

Students spend their TBA week attending classes taught by Terry faculty, identifying and

strengthening their leadership skills, touring corporate offices in Atlanta, and learning the finer points of business etiquette.

“Because of the Terry Business Academy, I had a foot in the door when I came here,” says Lauren Slavin, a senior marketing major who attended TBA in 2009. “I knew Randy Groomes and I could ask him questions.”

What’s invaluable about the TBA experience is the hands-on corporate world tutelage that is built into the program’s capstone project — a marketing practicum sponsored by AT&T. Angela Wilkin, director of product marketing management for AT&T, heads up the student initiative and she typically selects a hypothetical project with real-world applications based on a product that AT&T has already launched — a new cell phone app, for example.

“It’s a mock exercise, but I want their marketing and financial plan to be as real as possible,” says Wilkin. “Then I can become less of an evangelist and more about teaching skills they can use wherever they go.”

Students involved in the capstone project are divided into groups and they work late into the evening under the guidance of current Terry undergrads or MBAs to develop a plan. At the end of the week, students make presentations before an audience that includes their parents and AT&T executives, followed by an awards ceremony and banquet.

“I’ve been really impressed with them,” says Wilkin. “Every year, it’s such a diverse group of students. I’ve been blown away with their acumen. They ask really good questions! Every year, they sort of surprise me.”

Deloitte has also taken note of the potential talent pool that TBA represents. The firm has been a program sponsor for three years, and this past summer Deloitte covered the cost of tuition — in excess of \$500 — for all attendees. Deloitte’s support enabled Groomes to triple enrollment from 20 students to 60.

TBA was initially targeted at minority students. As it evolved, the program was made available to all students. But it still retains a multi-cultural makeup and identity, which is appealing to Deloitte.

“If we’re able to impact the number of college students enrolling in business programs, we’ll get our fair share on the other end,” says Deloitte partner Avery Munnings. “One thing that really attracted us to TBA was that it was targeting a diverse group of students.”

For TBA students, the weeklong summer experience can be a game-changer, enabling them to tap into lead-



(clockwise, from top left) TBA students attend classes taught by Terry faculty and tour corporate offices. Freshman Johnelle Simpson is already displaying his leadership qualities as president of Creswell Hall.

ership traits they didn’t know they had or identifying ones they need to refine and improve.

“It was the first time I worked carefully with a team and had to delegate responsibilities,” Slavin recalls. “I’m a Type A personality who likes to be in control, but learning how to trust others and collaborate with others definitely makes for a better learning experience.”

As it turns out, students aren’t the only ones benefiting from the program.

Tana Wagner wasn’t aware of the scope and competitive nature that exists at Terry before her daughter attended last summer’s academy. She was also impressed to learn that every residence hall RA on duty during TBA week — all of them recent Terry grads — had jobs waiting for them.

“As a parent putting three kids through college in five years,” says Wagner, “I need to know that they can get a job when they graduate. I feel good about that.”

So good, in fact, that Wagner and her husband recently made a gift to the Terry Business Academy program in appreciation for the hard work and dedication of Groomes and his staff.

“It was because of their intense energy to make sure these kids have an incredible experience,” says Wagner. “I was so impressed with the people who put the program together. They challenge these kids physically and intellectually.” ■

For more information about TBA:
www.terry.uga.edu/business-academy

Building leaders

Carter's executive Jon Ostenson (BBA '02, MBA '06) wanted to manage his sales team in a more strategic and proactive manner, so he enrolled in a Terry Executive Education program

By Krista Reese (MA '80)

An executive recruiter called Jon Ostenson (BBA '02, MBA '06) about a job opening at Carter's, which is the No. 1 purveyor of children's clothing. In 2005, the company had acquired the OshKosh B'Gosh brand, further broadening its reach. As the company began an era of rapid worldwide growth, its needs grew for skilled people who could steer it through the upcoming expansion and modernization. Ostenson, who had completed Terry's 11-month MBA program in Athens in 2006, was hired as Carter's manager of strategic planning and assistant to the president.

Two years later, Ostenson was promoted into sales management, where he is now responsible for \$350 million in annual sales of the Carter's and OshKosh brands.

At about the same time, Carter's had begun to insti-

tute a number of programs to help train and groom its executives for future success, says Sandra Ho, Carter's senior director of talent management. Ho arranged for Ostenson and two colleagues to enroll in Terry's Emerging Leaders Academy.

Ho describes ELA as "a kind of mini-MBA" that both reinforced some of Carter's employee training, while also introducing Ostenson and his colleagues to new skill sets and more in-depth assessments.

"I liked that it wasn't customized," says Ho. "Jon and his colleagues met people from many companies, from all different walks of life. It offered them the ability to network, to hear some diversity of thought."

Terry executive programs like Transformational Leadership and Cultivating A Strategic Mindset — two new programs that evolved from the Emerging Leader Academy — are dedicated to providing roadmaps and new skill sets for business leaders who want to enhance their strengths and eliminate their weaknesses.

Ostenson's ELA instructors included Terry management professor and department head Allen Amason, who lauds executive programs for stimulating people's own thinking. "Our greatest added value comes at this executive level," says Amason. "These short sessions without the pressure of grades — getting to be with an expert to work on a topic — it's regrettable that we don't see more of this in a down economy."

For Ostenson, the benefits of this accelerated executive program included forging better relationships with his staff at Carter's and letting go of his tendency to micromanage.

"So much of what we do is 'whack-a-mole,'" he says. "We all have a tendency to focus on checking something off our to-do list. If you don't watch out, you won't spend any time looking at the big picture. Where are we going strategically? How do I lead my team there?"

For Ostenson, the "servant leadership" piece of the puzzle was key. "I need to help my sales team succeed," he says. "I want them to do things for the right reason — not because someone in a certain position told them to." ■



Ostenson is responsible for \$350 million in annual sales of the Carter's and Oshkosh brands. His executive education experience helped him forge better relationships by letting go of a tendency to micromanage.

For more information, go to www.terry.uga.edu/exec_ed/



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R.J. and Nikki Chester
Mrs. Elizabeth Martin Chipley (sc)
Tiga Yves Choi
Sandra Vella Chriss
Mr. and Mrs. Robert F. Christie
Mr. and Mrs. Derek Wallace Clark
Mr. John M. Clark
Dr. Johnnie L. Clark and Mr. Charles E. Clark
Kenneth Francis Clark III
Michael Brady Clark
Mary M. and Robert H. Clarke
Ms. Maggie E. Clemons
Mr. John R. Cleveland
Lori E. Clomburg
Mr. Calvin B. Cobb
Mrs. Judith G. Coe and Mr. James R. Coe
Adam and Julie Cohen (sc)
Leopold Ira Cohen Jr. and Sara Swartz Cohen
Mr. Matt Cohen
Mr. and Mrs. Ronald B. Cohen
Dr. Geoffrey P. Cole and Dr. Mary J. Cole
Mr. and Mrs. Robert A. Cole
Mrs. Kathy S. Coleman
Mr. and Mrs. Robert W. Coleman
William Owen Coleman and Jane R. Coleman
William Richard Colley and Rae Carlton Colley
Mr. Steve A. Collier

Mr. and Mrs. C. Lennis Collins Jr.
Mr. and Mrs. Richard C. Colonna
Mr. and Mrs. James E. Compton Sr.
Mr. Edwin H. Connell III
Mr. James A. Connelly
Scott Robert Connor and Christine H. Connor
Mary Jordan Cook
Mr. Brian E. Cooksey
Mr. Clark F. Cooper and Mrs. Nancy H. Cooper
James Edward Cooper and Wilma Mize Cooper
William Eddie Copeland
Robert Ashley Corbitt
Frederick Burr Cordray and Barbara J. Cordray
Sergio Alberto Correa
Mr. and Mrs. Gary W. Cosby
Megan Nicole Costello (sc)
Dr. Lary B. Cowart
Robert Daniel Cox Jr. and Amparito Cox
Betty Barge Coy and Sean Leigh Coy
Edward Patrick Craven
Jessica Suzanne Craven
Kelli Pickens Cravens and James Clay Cravens
Charles Green Crawley and Susan Purdom Crawley
Mr. and Mrs. John R. Crippen
Mr. James C. Cripps
Dwayne Crocker
Brett Joseph Croker and Ashley Parker Croker
Mr. Jacob F. Crouch III
Fred C. Crozier
Robert Allen Cruikshank Jr. and Kristy Geoghegan Cruikshank
Mr. Mark D. Cuda
Mr. and Mrs. Jack L. Culpepper Jr.
Jim and Amy Cunningham
Rufus Earl Dabbs
Mr. and Mrs. Charles O. Dalton
Mr. and Mrs. Warren A. Daniel
Mr. and Mrs. Henry L. Darby
Ms. Sarah Jayne Darvill (sc)
Charles Edward Davenport and Mary Horton Davenport
Mr. and Mrs. Robert K. David Jr.
Lynn Weeks Davidson and Mark E. Davidson
Tonya C. Davies
Allison Louise Davis (sc)
Amanda Marie Davis (sc)
Ms. Ashley L. Davis
Mr. and Mrs. Charles J. Davis Jr.
Deborah Dahlberg Davis
Mr. and Mrs. Jefferson T. Davis
Lisa and William Davis
William Cutter Davis
Mr. and Mrs. Fredrick A. Dawson
Aimee Driver Dean and Donnie Parker Dean

David English Dean and Tracy Dean
 Mrs. Kathy M. Deen and Mr. F. Edward Deen
 Mr. and Mrs. Ronald J. DeFeo
 Mr. Christopher R. Deitrich (sc)
 Mr. and Mrs. James G. Dell
 Merida Frank DeLoach Jr.
 Mr. James E. Dennard Jr.
 Dr. Marie Dent
 Ashley and Bo Diamond
 Miss Christy L. Diaz
 Mrs. Susan L. Dickerson and Mr. Jeffrey L. Dickerson
 Mr. and Mrs. Samuel C. Dillender Sr.
 Mr. and Mrs. Kenneth R. Dishman III
 Marcia and Bob Dixon
 Willis P. Dobbs
 Dr. Ako Doffou
 Sarah Anne Donald
 Mr. Chris Dooney
 Ms. Courtney M. Doran (sc)
 Sherry Leanne Doughty
 Mr. J. Tillman Douglas Jr.
 Mr. and Mrs. Donald W. Dozier
 Mr. Philip A. Dreger
 Mrs. Nancy Du and Mr. Jeffrey D. Jenkins
 Mr. Patrick D. Dugan
 G. Thomas Duggins and Janice Crumley Duggins
 Mr. Mark E. Duis
 Mr. Michael H. Dunn (sc)
 Mrs. Jennifer M. Durden and Mr. Milner G. Durden Jr.
 Ronald William Durst Jr.
 Sara S. and Jason E. Dyer (sc)
 Lisa and Drew Dyson
 Mr. Robert C. Eckberg
 Mary Ann Edgar and Charles Edgar
 Lauren Elizabeth Edson
 Brian Keith Edwards and Cheri Lingerfelt Edwards
 Mr. and Mrs. H. Stephen Edwards
 James Benjamin Edwards and Virginia Ann Edwards
 Svend Claes-Edvin Egholm
 Erwin James Eldridge III and Sheri Pace Eldridge
 Ross Taylor Eldridge
 Barbara White Elliott
 Mr. and Mrs. H. Kibbee Elliott Jr.
 Jeffrey Randall Elliott
 Jonathan Douglas Elliott
 Mrs. Harriet W. Ellis
 Mr. and Mrs. Lamar H. Ellis Jr.
 Barbara Laseter Ellison
 Stephanie Hatcher Emry
 Mr. George W. Erck
 Gwenda Bauer Erhardt and Carl J. Erhardt
 Heather Huber Erickson
 Carl Latta Espy III
 Mr. Donald H. Estroff
 Jeffrey Wayne Etherton
 John C. Ethridge Jr. and Cynthia Cates Ethridge
 Mr. and Mrs. J. Benton Evans II
 Mr. and Mrs. John R. Evans

Kay Evans
 Rickey Lamar Evans and Kimbal Drummond Evans
 Mr. and Mrs. William M. Evans Jr.
 Dwight Keith Everett
 Ms. Ella Marie Everhart (sc)
 Larry Allen Everson and Kristin S. Everson
 Mrs. Samuel N. Evins IV
 Mr. and Mrs. Paul A. Faletti Jr.
 David Andrew Fallis
 Rachel Silver Fant
 Steven Richard Fehlenberg
 Ms. Tracy E. Feldesman (sc)
 Daniel Charles Feldman
 Courtney Scott Ferguson
 Mr. and Mrs. Edward A. Ferguson
 Mr. and Mrs. Robert P. Ferguson
 Dr. William L. Ferguson
 Linda McCorkle Ferrante and Philip A. Ferrante
 Mr. and Mrs. Ronald G. Fetch
 Aaron Michael Feves and Jennifer Rasmussen
 James Darrell Finch
 Jeffrey Findling and Juliann Findling
 Mr. David R. Finkelstein
 Akbar Hussain Firdosy and Nisreen A. Firdosy
 Richard A. Fishman and Jacquelyn F. Fishman
 Mr. Patrick J. Fitzmaurice Jr.
 Mr. Adam A. Flake
 Charles Allen Fletcher and Kathy Webb Fletcher
 Jeffrey Austin Fletcher
 Mr. and Mrs. David M. Fligel
 James Doughty Fluker Jr. and Dorothy I. Fluker
 Benjamin Handly Folk and Laura Lee Sterchi Folk
 Mr. Steven E. Follin
 John Battice Ford IV and Sarah Church Ford
 Thomas and Ansley Forsberg
 Gina Marie Forte
 Mr. Daniel A. Fowler
 Todd Fahy Fowler and Delia Benford Fowler
 Mr. and Mrs. Leon M. Fox Jr.
 Mr. Alex Frank
 Ryan Michael Friday
 Mr. Jerry A. Funk
 Mr. Stewart R. Gandy
 Mr. Guoen Gao and Mrs. Rui Zhan
 Mr. and Mrs. Benjamin M. Garland
 Mr. and Mrs. Steven R. Garmon
 Ralph Andrew Garner and Karen Lattanze Garner
 Mr. C. Gibson Garrard
 Gunby Jordan Garrard and Claudia Sessions Garrard
 Miss Janice A. Garrett
 Mr. and Mrs. James R. Garrison
 Mr. and Mrs. V. Carlton Gates III
 Andrew E. and Gretchen S. Gendreau

Class Gifts

MAcc Class of 2012 pledged \$95,030



(from left) Director of Annual Giving Johnnie Tucker, Tull School of Accounting Director Ben Ayers, with 2012 MAcc class gift leaders Bill Dupee, Brittany Scrudder, and Sydney Traub.

John Jeffrey Gentes and Bonnie P. Gentes
 David C. George
 Jillian Alyse George
 Stephanie Crissey George and Noah R. George (sc)
 Janet Ball Geriner and Richard Martin Geriner Jr.
 Mr. Stanley M. Gerson
 Russell William Gilbert and Gayle Gilmore Gilbert
 Mrs. Mary Catherine Gill and Mr. John Gill
 N. Jennifer Gilmer
 Ms. Joye C. Girardot
 Mr. Mark W. Gleason and Mrs. Mary S. Gleason
 Mr. and Mrs. William M. Glenn
 Mr. and Mrs. J. Wendell Godbee
 Mr. and Mrs. James W. Godbee Jr.
 Edward Francis Goepp Jr.
 Mr. and Mrs. Kenneth D. Goepp (sc)
 Patrick James Goethe
 Mr. and Mrs. Randy S. Gold
 Mr. and Mrs. Henry D. Goldberg
 Herschel Lamar Golivesky
 Gilbert Andrew Gomez
 George Randall Grant Ret. and Suzanne S. Grant
 Jeffrey Todd Grantham
 James Guerrard Graves
 Ms. Amy K. Gray
 Chelsea Ann Gray and David D. Gray
 Daniel Warren Gray
 Mr. Andrew J. Green (sc)
 Ellen Riney Green (sc)
 Mr. and Mrs. J. Troy Green
 Mr. Stephen S. Green
 Ms. Wilucia Green
 Thomas Weston Greeson

Theodore Allen Greve and Beverly Lange Greve
 Mr. Todd S. Griffith
 Mr. and Mrs. Preston W. Griffith
 Mr. Jacques J. Grougrou
 Robert Walker Groves III and Anne Groves
 Ms. Kelly K. Gunter
 Mr. and Mrs. B. Hal Gurley
 Nihat Guven
 Mr. John T. Guy Sr.
 Charles Lathrop Guyer III and Loretta A. Guyer
 Ginger Hackett
 John Goss Hadaway III and Martha Gallagher Hadaway
 James Jacob Hagelow and Sylvia H. Hagelow
 Mr. Ben C. Hahn
 Mr. and Mrs. John N. Haley
 Howard William Hall Jr.
 John Fletcher Hall and Stephanie Stefano Hall
 Stefanie Burke Hall and Scott Clinton Hall
 Edward Jackson Hamilton III and Summer Bell Hamilton
 Ms. Lauren M. Hammann
 Joanna Cooke Hancock and William Albert Hancock
 James Allen Hanks
 Mrs. Stephanie A. Hanna
 Mr. Ronald D. Hanson
 Mr. Alan P. Harbuck
 Mr. Brett A. Harrell
 Mr. and Mrs. Olin J. Harrell Jr.
 Judy Keith Harrell
 Mr. Charles T. Harris
 Christa Burt Harrison and Matthew S. Harrison
 Mr. and Mrs. Don J. Harrison
 Mr. Joe B. Harrison Jr.
 Jack Ettinger Hartman and Susan Ward Hartman

Jeffrey Keech Harvey and Kimberly Crawford Harvey
 Mr. and Mrs. William Morgan Harvill Sr.
 Aileen Ponder Hatcher
 Mr. William P. Hatcher
 Eric Anthony Hauff
 Mr. and Mrs. C. Benjamin Haugabook
 Ms. Ashley E. Hausman (sc)
 Michael Joseph Hawe
 Mr. and Mrs. Alfred J. Hayes Jr.
 Mr. and Mrs. Holden T. Hayes
 Mr. Eric T. Haynes (sc)
 Eric Michael Heath
 Mrs. Jennifer D. Heath
 Mr. Robert D. Heath and Mrs. Jeannie Heath
 W. Gaylon Hefner
 James Mason Heidt III
 Scott Robert Heninger and Allison Lee Heninger
 Mr. and Mrs. Clayton A. Henke
 Mrs. Suzanne P. Henke and Mr. Brad R. Henke
 Michael Brandon Henry
 Marina Hernandez and Stephen Andrew Hodge
 Ernest Fordney Herring and Barbara Dawson Herring
 Alvan Alonzo Herring Jr. and Toni H. Herring
 Mr. and Mrs. R. Fred Hester
 Andrew Webster Hewitt and Mandy D. Hewitt (sc)
 Mrs. Carrie L. Heyl and Mr. Jonathan P. Heyl
 Jane Kennedy Hicks
 Sharon Williams Hill
 Jonathan William Hillard
 David Shannon Hinnant and Rachel Elizabeth Hinnant

Honor Roll

Angus Thomas Hinson
 Gregory Martin Hirsch and
 Judith Duwell Hirsch
 Cindy Hsinyi Ho
 Mr. and Mrs. George G.
 Hoard
 Mr. and Mrs. Donald J.
 Hoeler Jr.
 Mr. and Mrs. Frederick P.
 Holland
 Dr. Michael Lynn Holland
 and Dr. Phyllis G. Holland
 Howard Sanders Holleman
 Leamon R. Holliday IV
 and Bonnie Stewart
 Holliday (sc)
 Megan M. Hollis and
 Joseph M. Hollis (sc)
 Ms. Tone Holmen
 Mr. John P. Holmes III and
 Mrs. Lou S. Holmes
 Alexander Nalley Holt
 T. Graham Hood and
 Jill Hood
 Mr. and Mrs. James H.
 Hopkins III
 Mr. and Mrs. James R. Horne
 Mr. and Mrs. Donald P.
 Howard
 Miss Adrienne E. Hudson (sc)
 Mr. Robert A. Hulak Jr.
 Mr. Chadwick P. Hume
 Dr. Michael T. Hunsucker
 Mr. and Mrs. Carroll D. Hurst
 Karen Leblang Hutcheson
 Susan Lang Hutto
 Suzanne Elizabeth Ibbeken
 Mr. Paul Im (sc)
 John Joseph Impeduglia
 Mr. and Mrs. Hugh A.
 Inglis Jr.
 Peter Ronald Iodice Jr.
 Mr. and Mrs. Robert K. Izlar
 Mr. Michael R. Jackisch
 and Ms. Mary Ann Tarbuck
 Mrs. Louise E. Jackson
 Ms. Tiffany R. Jackson (sc)
 Wythe Macrae Jackson
 Dr. & Mrs. John S. Jahera Jr.
 Ms. Sarah C. Jakelski
 Alan and Pamela Jenkins
 April N. and Jed L. Jessup
 Alfred F. Johnson
 Christopher L. Johnson
 and Zachary H. Hayes
 Charley Roy Johnson Jr.
 Courtney Elizabeth Johnson
 Earl Lucius Johnson and
 Caroline B. Johnson
 Mr. Henry Johnson Jr.
 Mr. and Mrs. H. Lawton
 Johnson
 Kramer M. Johnson (sc)
 Mr. and Mrs. Talmadge
 Johnson
 Judith Lynch Johnston
 Mr. and Mrs. David A. Jones
 Mr. and Mrs. Dwight C. Jones
 Mr. and Mrs. E. William
 Jones Jr.
 George Herbert Jones IV (sc)
 Mr. and Mrs. Jeremy D. Jones
 M. Keith Jones and
 Julie R. Jones
 Natalie McLean Jones and
 Jason K. Jones

Mr. Otis F. Jones III and
 Mrs. Gayle G. Jones
 Randolph Bryan Jones Jr.
 and Kristin Culver Jones
 Wiley Anderson Jones
 Mr. and Mrs. Ted W. Justiss
 Carol Anne Kahian
 Mr. and Mrs. Stephen L. Kahn
 Michael Kang
 Areen Hsiang-Chuan Li Kao
 M. Robert Kaplan and
 Mary Ann Kaplan
 Ms. Megan E. Keller
 Paul Venable Kelley Jr. and
 Eleanor Liles Kelley
 Dr. and Mrs. Joseph C. Kelly
 Ms. Kemper T. Kelso
 Jonathan Frederic Kent
 and Clare Whitney Kent
 Mr. and Mrs. David J. Kervin
 William Robert Keyes (sc)
 Mrs. Jennifer M. Kilcrease
 and Mr. Robert D. Kilcrease
 Dr. Bob Kimball
 Roger E. Kincaid and
 Rebecca Lynn Chase
 Holly Elise King (sc)
 Andrew Peter Kintz and
 Towles Allison Kintz
 David Michael Kirby
 Christopher Handley Kirk
 and Courtney Swaim Kirk
 Teresa Campbell Kittle
 Mr. and Mrs. W. Larry M.
 Knox Jr.
 Mr. and Mrs. Wyckliffe A.
 Knox Jr.
 Mr. Andy Koe
 Mr. David J. Koren
 Mr. and Mrs. Timothy J.
 Krajec
 Michael Jeffrey Kramer
 Mr. and Mrs. William L.
 Kramer
 Ms. Molly S. Kronemeyer
 Christi Black Kruse
 Scott William Kunkel
 Mrs. Nancy H. LaBelle and
 Mr. Danny W. LaBelle
 Mr. Edwin J. and
 Mrs. Linda C. Lake
 Nicole Lynn Lamb
 Mr. Philip E. Laminack and
 Dr. Elizabeth A. Laminack
 Verne Lee Lance
 Mr. J. Porter Langfitt II
 Mr. and Mrs. Donald P. Lanier
 Mr. Kevin P. and
 Mrs. May B. Lavender
 Paige Keaton Lawrence
 Mr. and Mrs. Bobby W.
 Lawson
 Terri Enis Lawson
 Ms. Yvonne F. Leander
 Brittany Morgan Lee
 Mr. James Lester Lee
 Kelly Mathis Lee and
 Morgan Edmund Lee
 Thomas Barrett Lee and
 Meredith Corey Lee
 Mr. and Mrs. Tommy B. Lee
 Dr. and Mrs. Wei-Pang Lee
 David Jon Lerner and
 Melissa Holland Lerner
 Mr. Jason Alan Levitt (sc)
 Mr. David O. Lewis
 Mr. and Mrs. W. Rogers Lewis

Qian Marilyn Li
 Robert E. Lifton and
 Carol M. Lifton
 Wenxian Lin and Tao Shu
 Mr. Pete Linch
 Mr. and Mrs. T. Wendell
 Lindsey
 Laura Garrison Lineberger
 and Robbie Lineberger
 Mr. Jerry N. Little Jr.
 S. Michael Little and
 Renee S. Little
 Richard Shelton Long and
 Johnnie Walter Long
 Mr. and Mrs. W. Frederick
 Long
 William A. Lott
 Mr. and Mrs. A. David Love
 Mr. and Mrs. John H. Loving
 Mr. and Mrs. J. Edwin Lowe
 Mr. D. Patrick Lowenthal
 George Arnold Loyd Jr.
 Fei Lu
 Michelle Seay Lucas and
 Andrew Reynolds Lucas
 Daniel and Katherine
 Ludlam (sc)
 Philippe Lunardelli and
 Elizabeth McRee
 Eric Garland Lutz
 Mr. and Mrs. E. Speer
 Mabry III
 Mr. James A. Macomber
 Abhishek Madan
 Keven M. Madsen
 Linda A. Mahan
 Lisa Joan Mains
 Rose M. Mains
 Geoffrey Thomas Malcolm Jr.
 Pamela Terese Maloof
 Mr. and Mrs. Peter A. Mani III
 Mr. O. Benson Mann III
 Mr. Michael A. Mannina (sc)
 Steven Lawrence Manning
 and Lorri Silverman
 Manning
 Heather Manting
 Ms. Huifang Mao
 Linda Bartlett Maret
 Mr. Charles H. Marsh
 Mr. and Mrs. Ed Marsh
 Mr. John Michael Marsh (sc)
 Leon Anthony Marsha Jr.
 and Natalie Hull Marsha
 Aaron Wayne Marshall and
 Allyson Lea Marshall
 Robert Matthew Marston (sc)
 Ms. Jamie L. Martin (sc)
 Steven James Martin
 Tammy Dawn Martin and
 Andrew Martin
 Robert Vincent Martin III
 and Elaine Green Martin
 Andrei Pompeo
 Mastrogianni
 Peter Dimitrov Matev
 Mr. and Mrs. Robert L. Mathis
 Kelly R. and Scott D.
 Mattox (sc)
 Mr. and Mrs. Gregory B.
 Mauldin
 Mr. Laurence N. Mauney
 Mr. Matthew H. Maxwell (sc)
 Mr. Raphael M. Mayberry
 Mrs. Tressa L. Mayk (sc)
 John Mukum Mbaku and
 Theresa Thomas Mbaku

Donald W. McArthur IV and
 Mary Love McArthur
 Clifford Moore McCason Jr.
 and Sarah C. Summers
 Barry A. McCarthy and
 Jean McCarthy
 Mr. and Mrs. R. Ernest
 McClure Jr.
 Mr. and Mrs. Mason A.
 McConnell
 Melanie Ann McCoskey
 Christopher James
 McCranie and Jennifer
 Paulk McCranie
 Kathleen Ann McCullough
 Christopher Blake McDaniel
 Douglas M. and
 Brooke N. McDonald
 Thomas Andrew McDonald
 William Michael McGahagin
 Emily A. McGee (sc)
 Julie Davis McGinty
 and Johnathan Edward
 McGinty (sc)
 David Judson McGowan (sc)
 Mr. S. Leon McGowan
 Kyle C. McInnis and
 Molly W. McInnis
 Mr. John D. McKey Jr.
 Kenneth George McKie and
 Martha Doster McKie
 Ryan E. McLaughlin
 Mr. and Mrs. David L.
 McLeod
 Brendan Sean
 McMahon and Bridget
 Mulcay McMahon
 Terry and Jaime McMichael
 Jori Danae McMurtrey
 Rick McMurtrey and
 Debbie McMurtrey
 LTC Hal McNair
 Douglas Wales McRae Jr.
 and Laura Coley McRae (sc)
 Lindsey Patricia Medbery (sc)
 Mr. Ralph V. Melbourne Jr.
 Connie and Drew Melear
 Kyle S. Meloney (sc)
 Mr. John R. Melton
 Mr. David C. Merry
 Martha Jean Meuse and
 Michael D. Meuse
 LTC and Mrs. L. John
 Michel III
 Stephen Hugh
 Middlebrooks and
 Susan B. Middlebrooks
 Joyce Marie Middleton
 William Taft Middleton
 and Barbara Bickerstaff
 Middleton
 Ms. Corbin S. Miller
 Pamela Shaw Miller and
 John W. Miller
 Luann Wiley Miller and
 Donald Kristopher Miller
 Mr. and Mrs. Paul D. Miller
 Julie Lowe Millians and
 Philip Warner Millians
 Mr. and Mrs. John K. Milne
 Arun T. Misra
 Mr. R. James Mitchell
 Mr. and Mrs. W. Mark Mitchell
 Mr. and Mrs. Richard H.
 Mixson Jr.
 Brittany Kathryn Mohler
 Mr. and Mrs. Rajdeep Mondal

Suzanne Byrd Monsen
 Celeste A. Monturo
 Mr. Charles E. Moore Jr.
 Guerry Roland Moore and
 Barbara N. Moore
 James Lane Moore and
 Emily Rule Moore
 Marjorie E. Turner Moore
 and Alan D. Moore
 Maurice Melvin Moore and
 Pansie G. Moore
 Michael D. Moore
 Mr. and Mrs. Michael P.
 Moore
 Dr. Myra L. Moore and
 Mr. David R. Lynn
 Dr. and Mrs. Perry G. Moore
 Dr. Thomas J. Moore and
 Dr. Margaret D. Moore
 Matthew Laird Morgan and
 Meghan M. Morgan
 Mr. R. Bruce Morgan
 Charles Timothy Morris
 Ellie May Morris (sc)
 Thad J. Morris and
 Ruth Wellman Morris
 William Vernon Morris and
 Sherrie Gilreath Morris
 Ms. Martha Page Morton
 Mr. and Mrs. Robert S.
 Morton
 Harry M. Moseley Jr.
 and Donna L. Moseley
 James Irvin Muir III and
 Ann L. Muir
 Mr. and Mrs. Louis Mulherin III
 David Adrian Mullen
 Corey and Rebecca
 Mullins (sc)
 Mr. and Mrs. F. David
 Muschamp
 Christopher Gary Muthig
 Mr. S. Thomas Nance and
 Mrs. Robin A. Nance
 Patrice Kindred Neal and
 Douglas Allen Neal
 Dr. and Mrs. Walter P. Neely
 Grant Joseph Nelson (sc)
 Mr. and Mrs. Lawrence J.
 Ness
 COL and Mrs. Joseph A.
 Neurauter
 Lindsay Nelson Nevin and
 Katherine Calwell Nevin
 Mr. and Mrs. Howell W.
 Newton
 Mr. Michael B. Neyhart (sc)
 Ms. Mai-Lise Nguyen (sc)
 Louis K. Nicholas II and
 Teresita Solis Nicholas
 Steven Leon Nicholas
 Christopher and Ashley
 Nicholson (sc)
 Diane Bridges Nix
 Mr. W. David Nix Jr. and
 Dr. Angela L. Nix
 Kary Patrick Nordholz and
 Katie Nordholz (sc)
 Mr. and Mrs. W. Tillman Norris
 Ms. Allene M. Northcutt (sc)
 Jennifer Swift Northenor
 Jacinda N. Norvell and
 James F. Norvell Jr.
 Ms. Jennifer Anne Novell (sc)
 Mr. and Mrs. James B.
 Nunn Jr.
 Thomas Jeffrey O'Connor

Mr. David J. O'Hare
Betsy and Niko Ormond
Ms. Margaret J. O'Shea (sc)
Mr. John J. Ossick Jr.
Jonathan Dan Ostenson
Mr. Gregory P. O'Sullivan (sc)
Mr. and Mrs. Gerald B. Owens
Mr. James E. Pallas IV
Mr. and Mrs. Stephen D. Palmour
Mr. and Mrs. Darwin C. Pankey
Jonathan B. Pannell
Victoria C. Pappas
Mel Lawrence Paris
Mr. and Mrs. Charles E. Parker Sr.
James E. and
Becky B. Parker
Mr. and Mrs. J. Daniel Parker Jr.
Michael John Parker
Mr. Terry I. Parker and
Mrs. Felicia N. Parker
Ms. Courtney S. Parsons
Mrs. Elizabeth B. Pascal
and Mr. Robert J. Pascal
Zubin Nilesh Patel
Mr. and Mrs. John H. Patrick
Mr. C. Brandon Patten
Mr. and Mrs. James T. Payne Jr.
Ms. Deborah L. Peden
Sean Joseph Pender and
Jennifer L. Pender
Mr. Willard T. Pennington
Robert Wendell Perry
Toni T. and John David Pesterfield
Mr. Timothy A. Peterson
William Chad Peterson
Mr. and Mrs. John R. Phelps
John Robert Phillips
Marty Wayne Phillips and
Kimberly Phillips
Paul Richard Phillips and
Deborah Wells Phillips
Michelle Haynes Pierce
Robert Allen Pierce and
Caryl Gagen Pierce
Anne Marie Pippin
Mr. A. McCoy Pitt
Roger M. Pitt MD and
Susan D. Pitt
Susan P. Pittard and
Marion Tarlton Pittard (d)
Mr. and Mrs. William A. Pittenger
Lauren Grace Pittenger (sc)
Mr. and Mrs. Michael S. Pohler
Lucy Ann Pollard (sc)
Jacob Woodard Poole and
Laura P. Poole (sc)
Mr. William B. Portwood
Marti M. Pozil
William Warren Prettyman
John Bert Prince III and
Betty McNaull Prince
Paul Edward Pritchett
Mr. and Mrs. Timothy J. Prosser
Jeremy Daniel Puckett
Mr. G. Randall Pugh
Nicholas Andrew Rabickow
and Marjorie A. Rabickow

Mr. Neal E. Raburn
Jennifer Ann Ragland and
Shane Ragland
Dr. Cliff T. Ragsdale and
Dr. Katherine B. Ragsdale
Mr. Devin Ramo (sc)
Mr. and Mrs. A. Middleton Ramsey
Mark Andrew Randall and
Gina Schmitz Randall
Stephanie and
Jeremy Ransom
Mr. Andrew M. Rasmussen (sc)
Mr. John M. Ray
Ralph Hitchcock Ray Jr.
and Dorothy Benton Ray
Mrs. Mary D. Redmon and
Mr. LeRoy D. Redmon
Mr. Terence L. Reece
Joshua and Amanda Reeves
Lauren Odmark Reid
Charles Maclean Renwick
Richard Dennis Restagno
Todd Steven Restel and
Eva Marie Restel
James W. Rewis Sr.
and Nancy Rewis
Jack Jones Reynolds Jr.
and Delicia Hill Reynolds
Mr. and Mrs. Don M. Rhodes
Mr. Monty C. Rhodes
Alan Harold Rice and
Robyn P. Rice
Derek Tyler Rich
James Carl Rich and
Abby Rich
Mr. Christopher R. Richardson
Jacob and Susan Richardson
Peter Maxwell Richardson
and Henrietta Ravenel
Richardson
Mr. Jimmie D. Richter Jr.
Mr. Joseph A. Richwine
Mr. J. Travis Riley (sc)
Mr. Eric S. Rivard and
Mrs. Susana V. Rivard
Mr. Lawrence W. Rivers
Mr. and Mrs. J. Haley
Roberts Jr.
Mr. and Mrs. L. Dean
Roberts Jr.
Shawn Michael Roberts
Neil Alan Robertson II and
Jayna Fort Robertson
Chris and Barbara Robinson
MAJ Laura B. Robinson
Susan Miller Robinson
Mark A. Rockett and
Jennifer W. Rockett (sc)
Lynn Pfannkuche Rodgers
and William G. Rodgers
John Michael Rodriguez
and Diane Fowler Rodriguez
Donald Brian Roe and
Luann Bone Roe (sc)
James Wesley Rogers (sc)
John Jarman Rogers
Mr. Jonathan J. Rogers
Mr. and Mrs. Stephen C.
Rogers
Wilson William Rogers
Mr. Steven B. Rogin
Mark Hummel Rohs and
Joan Rohs
Ronich Rooks and
Diane C. Rooks
Laura Christine Rose

Class Gifts

ILA Leonard Leadership Scholars class of 2012 pledged **\$45,000**



(from left) Leonard Leadership Scholars Legacy Committee members Ethan Garber (LLSP '12), Jennifer Fink (LLSP '12), Emily Weinstein (LLSP '12) and Tyler Pate (LLSP '12).

Mrs. Meredith M. Rose and
Mr. Thomas R. Rose
Ms. Rebecca I. Rosenberg (sc)
Ms. Beth S. Ross (sc)
Mr. William H. Ross (sc)
Charles Clarence Royal Jr. (d)
Mr. Louis H. Rozier
Mr. Ernest J. Ruddock
Mr. Jonathan B. Ruder
Christopher William Ruffner
and Wendie Ruffner
Robert Wayne Russell
Scott James Russell
Mr. and Mrs. Timothy G.
Russell
Ms. Camille J. Russo
Mr. Phillip G. Sadd
Bobbi Meeler Sahn and
Vic Sahn
Darwin Harrison Samples
Thomas Alfred Sams III
Shelton Palmer Sanford IV
and Holly King Sanford (sc)
Shelton Palmer Sanford
and Marnell G. Sanford
Ms. Lisa R. Sarajian
Mr. Steven P. Sasz
Pamela Senters Sawyer
Mr. Mark D. Scherer
Nicholas Clay Schkabla
and Lauren Elizabeth
Schkabla (sc)
Mr. Matthew C.
Schlemmer (sc)
Greg and Kelly Schlich
Derek M. Schuber and
Katherine Scheidt Schuber
Mr. and Mrs. Michael
Schwarz
Brandon D. Scott and
Sarah Helen Shanewise
Carey Ryan Scott
Henry Scudder and
Susan Scudder
Frank William Seaton Jr.
and Debra Vilona Seaton

John Herbert Seeling
Heather York Seeno and
C. Ronald Seeno
Mr. Victor Segrest
Mr. and Mrs. Frank W. Seiler
Stephanie M. Self and
Craig Walker Self (sc)
Dr. Margaret G. Serrato
Francis Ryan Sewell
John Edward Seymour and
Jill Seymour
Mr. Shashi Shankar (sc)
John Townes Shapard
Ronald Lewis Shapiro
Sylvester H. Sharpe and
Dorothy Oliver Sharpe
Ms. Conni W. Shaw
Mr. James N. Shaw
Mr. Thomas T. Shealy
Mr. and Mrs. R. Stephen
Shelfer
Mr. Scott C. Shell and
Mrs. Rebecca W. Shell
Mitch and Brannen
Sheppard (sc)
Mr. and Mrs. Charles E.
Sherrer
Mr. and Mrs. Steven H.
Shiflett Sr.
Mr. and Mrs. Joseph P. Shine
Douglas Edward Shirley
and Kelly Street Shirley
COL Ret. Peter S. Shockley
and Mrs. Phyllis Shockley
Ms. Melissa A. Shoemaker
Richard D. Short and
Linda L. Short
James Scott Shrader and
Janet Heath Shrader
John Philip Shubert
Bonney Stamper Shuman
and William J. Shuman
Mr. and Mrs. Douglas K. Silvis
John Ely Simpson
John Stuart Sims and
Crystal U. Sims

Pushpendra Singh and
Upasana Singh
Mr. and Mrs. Courtney S. Sisk
Keith M. Slagle and
Candace Ashley Slagle (sc)
Mr. and Mrs. David M.
Slatinsky
Avery Petra Sledge and
Cecelia Keesee Sledge
Melissa A. Pallot Slocum
Mr. Bob Sluss
John David Smiley and
Paula S. Smiley
Jack Rudolph Smith and
Lael B. Smith
Mr. and Mrs. Jason W.
Smith (sc)
Kevin Wakefield Smith
Mrs. Lindsey E. Smith
Nicholas Alexander Smith (sc)
Susan Beckwith Smith and
Brian Edward Smith
Mr. and Mrs. Tracy J. Smith
Benton Stacy Smothers Jr.
David and Page Sobek
Mr. Ralph L. Solomon and
Mrs. Cristol C. Solomon
Mr. and Mrs. James A.
Sommerville
Marissa G. Sorrentino (sc)
Mr. and Mrs. Ronald T.
Sorrow
Mrs. Virginia P. Sorrow and
Mr. L.E. Sorrow
Mr. and Mrs. James R.
Sowers Jr.
Carol Sponseller and
David Sponseller
Ms. Ridley Stallings
Ms. Kristen M. Stamps
Mr. Anthony N. Stancil and
Mrs. Helen H. Stancil
Mr. and Mrs. Theron H.
Stancil
Ms. Kari A. Stark

Honor Roll

Mrs. Mary-Evelyn and
Mr. R. Anderson Starnes
G. Wayne Staton and
Joyce Martin Staton
Mr. and Mrs. Reece M.
Stead III (sc)
Molly Pierson Stedman
Christopher and
Kyle Stelling (sc)
Mr. and Mrs. Thomas P.
Sterne
Mr. Max E. Stevens
Frank William Stewart III
Courtney and
Bryan Stillwagon
Matt and Jennifer
Stinchcomb
Mr. and Mrs. Kice H. Stone Jr.
Mr. David B. Stormo
Horace Drew Story and
Kathryn G. Story
Julianna L. Stouffer
Deborah Short Stovall and
Thomas Nelson Stovall Jr.
Mr. and Mrs. Thomas E.
Stovall
Mr. and Mrs. Thomas M.
Strate
Jennifer Elizabeth Strickland
Mr. Tony R. Stringer
Thomas Lenon Stripling
Gordon Thomas Strother
and Frankie Williams
Strother
Richard Frederick Stroud
Darren M. Strozier and
Kimberly C. Strozier (sc)
Rees Mahone Sumerford
and Brooke B. Sumerford
William Clifford Sumner
and Pamela G. Sumner
Stephen G. Sutherland
and Jun P. Sutherland
Joseph Roger Swaim and
Claire H. Swaim
Richard L. Swanker
Bradford and Ashley Swann
Mr. Raymond M. Swann
Robert J. Swanson Sr. and
Karen M. Swanson
Mr. and Mrs. Richard P.
Swerdlin
Kenneth Syphoe and
Gwendolyn Syphoe
Bryan Ray Tackett (sc)
Mr. and Mrs. Lalchand H.
Tahiliani
Connor G. Tamlyn
Mr. and Mrs. Martin L.
Tanenbaum
Howell C. Taylor Jr.
Dr. Nolan J. Taylor
Richard Thomas Tebeau Jr.
Mr. and Mrs. Andrew
Teegarden
Benjamin S. Terry
Charles Kenneth Thackston
and Gayle Payne Thackston
Mr. and Mrs. Kenneth F.
Thigpen
Amy M. Thomas and
William E. Thomas
Casey B. Thomas
Edwin W. Thomas
Mr. and Mrs. Gerald M.
Thomas Jr.

Mr. and Mrs. Jimmy E.
Thomas
L. Marie Thomas and
James N. Thomas
Lynn King Thomas
Mr. and Mrs. Clinton E.
Thompson
David Erwin Thompson
Mr. Lloyd P. Thompson Jr.
Mr. Ellis H. Thorp III
Shirley W. Thorstenberg
and Eric Edward
Thorstenberg
John Paul Thrasher and
Paula Crouch Thrasher
Gerald Pittman Thurmond
and Ann Sexton Thurmond
Mr. & Mrs. H. Mack
Thurmond
Susan M. Tillery and
Thomas Tillery
Emily M. Tindel and
Adam M. Tindel (sc)
Pamela Diane Tipton and
David Morris Bradt Jr.
Mr. and Mrs. Benjamin E.
Tolchinsky
Scott Wayne Trantham
Mr. and Mrs. Jeffrey E.
Trapnell
Dr. and Mrs. Jerry E. Trapnell
Joseph Thomas Treanor
Mr. W. Scott Troutman
Milton W. Troy III
Britt and Ross Trulock
Jonathan Joseph Tuggle
and Amber E. Tuggle
James Edward Turk
Ms. Sara L. Tweedell
Brad William Tyler and
Kimberly L. Tyler
Ms. Mary Elizabeth Tyler (sc)
Mr. and Mrs. Benjamin H.
Underwood
Mr. and Mrs. Richard L.
Valentine
Mr. J. Andrew Vance
John Louis Vargo Jr.
Ms. Sabina A. Vayner (sc)
Amrita M. Veliyath (sc)
Mrs. Elizabeth S. Venitt and
Mr. Sanford Venitt
COL Bradley C. Vickers
Mr. and Mrs. Michael E. Viers
Shawn Patrick Vincent Sr.
and Anna Colgan Vincent
Mr. H. Hampton Vining Jr.
Mark Philip Vitner and
Amy S. Vitner
Robert Edwin Voeks III and
Lisa Ford Voeks
Mark A. Volker and
Kathy Volker
Viraj Balasaheb Wable
Suzanne Krag Wacker (sc)
Jack Byron Wages Jr. and
Vickie Lynn Wages
Mr. and Mrs. Larry A. Wages
Mr. and Mrs. Tony L. Walker
Valerie Walters
Jill and Geoffrey Walton
Alexia Courtney Ward
Mr. Christopher L. Ward
Bryan S. Warnock (sc)
Jeffrey Aaron Waronker
Terry Warren Wasden and
Charlene Adams Wasden

John Treadwell Wasdin and
Mitzi Wasdin
Jason Allen Waters and
Katie Waters
Stephen M. Waters Jr.
and Marilyn Clough Waters
Charles Angus Watson and
Jennifer Berry Watson
Dr. Hugh J. Watson
Mr. and Mrs. James F.
Watson
Mr. and Mrs. Stephen C.
Watson
Mr. and Mrs. William E.
Watson Jr.
Mr. Thomas J. Way
Mr. and Mrs. William C.
Weathersby
Hannah and Thomas Webb
Christopher Frank Weekley
and Laura Zimmerman
Weekley
Ms. Susan R. Weimar
Holger Weis and
Nancy Delk Weis
Christian and Lindsey Welch
J. Elliott Wells and
Gay Moore Wells
Deborah Gilbert
Wesolowski and Timothy
M. Wesolowski
Mr. and Mrs. Michael B.
Westbrook
Andrew Lee Weyenberg
and Jamie Jones
Weyenberg
Jeanette Perner Wheatley
Mr. George W. Wheeler
Elizabeth and Dustin White
Mr. and Mrs. Lowell W.
White Jr.
Stephanie M. Whited
William Bradford Whitfield
Mr. Nicholas C. Whitmire
Joseph Ambrose Whittle Jr.
and Mary Finney Whittle
Mr. and Mrs. Stephen T.
Wielansky

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Wiggins Jr.
Mr. and Mrs. Stephen C.
Wiggins
Cam and Alison Wilbur
Mrs. Resa C. and
Mr. Rodney B. Wilcox
Christopher Scott Wilkins
and Maria Elena Wilkins
Charles Jason Willcox and
DeeDee Schaffer Willcox
Mr. A. Sydney Williams Jr.
Carol S. Williams and
Marvin Randall Williams
Mrs. Genevieve L. and
Mr. John M. Williams
Mr. and Mrs. Gerald L.
Williams
Mr. Samuel M. Williams
Tyler Wyatt Williamson
Mr. and Mrs. Thomas A.
Willson IV
Ashley Dyan Wilson
David Lawrence Wilson
and Alexis Leigh Powell
Wilson
Mr. and Mrs. John R. Wilson
Michael Lee Wilson Sr. and
Natalie Lynn Wilson
Michael Lee Wilson Jr.
Forrest Wise
Michael John Wise
Michael Peter Wiser
Frederick C. Woerner and
Patricia C. Woerner
Mr. David S. Wolfson
Edward K. Wolyneec and
Laurie E. Wolyneec
Bradley David Wong
Taylor Grady Woodruff and
Dena Woodruff
Mr. Jeffrey R. Woods
George Gage Woodward Jr.
Ms. M. Elizabeth
Woodward and Mr. W.
Jonathan Perryman Jr.
Mr. and Mrs. Paul T.
Woody III (sc)

John Shiver Woolard
Mr. and Mrs. Joel O. Wooten
Michael Steven Wooten
James Akin Worsham and
Julie D. Worsham
Mrs. Norma J. Wright and
Mr. Clyde K. Wright Jr.
Leroyce Johnson Wright
Mr. and Mrs. William B.
Wright Jr.
Lloyd L. Wyatt and
Madeleine Wyatt
Jennifer Smalley
Yankowsky and
Alexander Peter
Yankowsky IV
Mr. and Mrs. J. Bayne
Yarbrough
Mr. and Mrs. John F.
Yarbrough V
Mr. and Mrs. Danny Yates
Mr. Bradley Yochum
Mr. and Mrs. Scott J. Yochum
Austin and Kelly York
Mr. John N. Youmans
Mrs. Vickie and
Mr. Joseph Young
Theodore Lincoln Young
and Kathy Hatcher Young
Mr. Jian Yuan and
Ms. Ren Sheng
Michael and Cecily
Zelickson
Qianqian Zhu
Thomas Benedict Zoppo
Ms. Laurie K. Zoretic
Mr. and Mrs. John E. Zoucks

(sc) - Second Century Club
(*) - Young Alumni/Faculty
& Staff
(d) - Deceased

THE TERRY COLLEGE OF BUSINESS

will recognize its 2013 Alumni Award

recipients on April 27 at the

ANNUAL ALUMNI AWARDS AND GALA

Distinguished Alumni Award Honorees:

Terry Brown (BBA '84), CEO, EDENS

Julio Ramirez (MBA '77), Founder, JEM Global Consulting

Outstanding Young Alumni Award Honoree:

David Battle (BBA '00), Vice President, MetalMark Capital



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Classnotes

Who's doing what, where

1940–1944

Cliff Kimsey Jr. (BBA '42) of Cornelia was honored at the Georgia Sports Hall of Fame as UGA football's oldest living letterman.

1945–1949

Eva Galambos (BBA '48) of Atlanta was inducted into the Rotary Club of Sandy Springs. **Harold Berkman** (BBA '49) of Wellington, Fla., was appointed Chevalier of the Legion of Honor in appreciation for helping liberate France during WWII. **Joe Bradford** (BBA '49) and his wife Alice of Sea Island celebrated their 65th wedding anniversary. **Abit Massey** (BBA '49) of Gainesville received a lifetime achievement award from the Poultry & Egg Association.

1960–1964

Fran Tarkenton (BBA '61) of Atlanta was named the host of a weekly talk show on Sirius

XM Radio. **Harvey Weitz** (BBA '63) of Savannah received a distinguished service award from the State Bar of Georgia.

1965–1969

Craig Barrow III (AB '65) of Savannah was named one of *Georgia Trend's* "100 Most Influential Georgians." **Benjamin Underwood** (BBA '65) of Smyrna was presented with the Georgia Hospital Association's Gold Honor Award of Excellence. He is the Talbott Recovery co-founder/CEO. Both of Georgia's U.S. senators — **Saxby Chambliss** (BBA '66) of Moultrie and **Johnny Isakson** (BBA '66) of Marietta — were named to *Georgia Trend's* list of the "100 Most Influential Georgians." **James "Wank" Davis** (BBA '67) of St. Simons Island retired from United Community Bank. **Richard Bruce** (BBA '68) of Pensacola, Fla.,

a retired executive of Amelia Maritime Services, is seeking election to the Ocean Highway & Port Authority. **Stevan Crew** (BBA '69) of Dallas was elected president of the Technical College Directors Association.

1970–1974

Alton Ward (BBA '70) of Tampa, Fla., was named to the Florida Super Lawyers and Super Lawyers Business Edition lists. **William Foisy** (BBA '71) of Red Lodge, Mont., was presented with a career achievement award by the American Planning Association. **Charles Oglesby** (BBA '71) of Suwanee was named to MarineMax Inc's board. **Larry O'Neal** (BBA '72) of Bonaire was named one of *Georgia Trend's* "100 Most Influential Georgians." **Anthony Watson** (BBA '72) of Marietta was named senior vice president and chief risk officer of Reliance Financial

Corp. **Dan Amos** (BBA '73) of Columbus was named one of *Georgia Trend's* "100 Most Influential Georgians." **Middleton Ramsey** (BBA '73) of Bogart was named chair of the Georgia Student Finance Commission, which manages the Hope Scholarship program. **Terry Evans** (BBA '74) of Gainesville was elected to the board of the Braselton LifePath Community Improvement District.

1975–1979

Ronald C. Shaddix (BBA '75) of Atlanta was named records and information management director for Crawford & Company, a global insurance company. **Randy McLendon** (BBA '76) of Englewood, Fla., is seeking election to Sarasota County Commission. **Miles Watters** (BBA '76) of Heath, Ohio, has assisted the National Insurance Crime Bureau in

writing six investigative manuals. **Kevin Marsh** (BBA '77) of Irmo, S.C., was promoted to chairman/CEO of the Scana Corp. **Jack Kingston** (AB '78) of Savannah was named one of *Georgia Trend's* "100 Most Influential Georgians." Terry Dean's Advisory Council member **Kessel D. Stelling Jr.** (BBA '78) of Marietta was named one of *Georgia Trend's* "100 Most Influential Georgians." Kessel is chair man of Synovus Financial Corp. Terry Dean's Advisory Council member **Bill Young** (BBA '78) of Atlanta was named one of *Georgia Trend's* "100 Most Influential Georgians." **Carol Nichols** (AB '79) of Dallas, Texas, was named head of Capital One's commercial banking business. **George Slusser** (MBA '79) of Blue Ridge was named executive VP of business development for Xceligent.



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Ken Van Meter (MBA '79) of Phoenixville, Pa., received two new patents that improve the diagnostics of energy in buildings. Kenneth is a principal with Booz Allen Hamilton.

1980–1984

Lawrence Brody (BBA '82) of Savannah was promoted to a managing director with Wells Fargo Advisors. **David Dadisman** (AB '82) of Great Falls, Va., is the new publisher of *The Daily Herald*. Terry Alumni Board member **Bob Pinckney** (BBA '82), CEO of Evoshield (see p. 50), was featured on a High Velocity Radio show about the Bulldog 100 list. **Steven Cadranel** (BBA '83) of Marietta was named president of the Marcus Jewish Community Center. **Marne Matthews** (BBA '83) of Bogart, AFB&T executive VP and board member, is chair of the United Way of Northeast Georgia board. She was also Volunteer of the Year. **Stacy Beskind Mays** (AB '83) of Mequon, Wis., was named president of Aveta Inc.'s subsidiary, North American Medical Management of Illinois. **John "Rocky" Leonard** (BBA '84) of Alpharetta was interviewed about his second novel, *Secondhand Sight*, on Talk Story TV. **Scott G. Sink** (BBA '84) of Birmingham,

Ala., was named the 2012 Risk Management Alumnus of the Year at Terry's annual insurance banquet.

1985–1989

Randolph Cooper (BBA '85) of Helena, Ala., was elected lieutenant governor of marketing for Toastmasters International. **Mike Hare** (BBA '86) of Phoenix, Ariz., joined True Life Communities. **Dale A. Nagel** (BBA '86) of Granger, Ind., celebrated 25 years with Liberty Mutual Insurance Group. **James Reinsteinstein** (BBA '86) of Houston, Texas, was appointed president/CEO of Aptus Endosystems. **Carl Sweat** (BBA '86, MBM '88) of Roswell was named CEO of The FRS Co. **Chris Blalock** (BBA '88) of Bethlehem is a board member for the Atlanta chapter of Institute of Internal Auditors. Chris is senior vice president of internal audit at Equifax Inc. **Anthony Chalker** (BBA '88, MAcc '89) of Marietta was named a member of the 2011-2012 board of governors for the Atlanta chapter of Institute of Internal Auditors. He is a managing director of Protiviti. **Paul Dubsy** (BBA '88) of Atlanta was promoted by Bennett Thrasher to director.

1990–1994

Patrick Kenefick (BBA '90) of Lakewood Ranch, Fla., is

Profile

Making history at Terry

By Lori Johnston

Margaret Davis Vaughn grew up dreaming of attending a historically black college and pledging a black sorority. But Vaughn's parents and school officials in her hometown of Madison, Ga., envisioned a different future for the Pearl High School valedictorian.

"My decision to go to UGA was not my decision," says Vaughn (BBA '70), who made history here as Terry's first African-American female graduate. "But because UGA provided an excellent educational opportunity and lasting friendships, I am thankful they made that decision for me."

Vaughn entered UGA soon after Harold Black and Tyrone Barnett had become Terry's first black graduates in 1966. She and her college roommate were among the first students to live in Brumby Hall. After classes, Vaughn would socialize with other African-American students at Memorial Hall, but she felt isolated from the rest of the student body.

As Vaughn succeeded in the classroom, the social climate began to change as a few white students started studying with her. As a child, she had accompanied her father, Nathaniel Davis Sr., when he collected money from rental properties he managed — and that influenced her decision to major in accounting. By the time she graduated, Vaughn had a different outlook on her college years:

"I was happy to have a degree from the Terry College!"

Vaughn went to work for the IRS in 1972 and she is a licensed CPA. She retired in 2004, but still does consulting.

It's funny how things turn out in life. Vaughn and her late husband planned for their son to attend a historically black college. But A. David Vaughn III (BBA '00) ended up following in his mother's footsteps by attending UGA and majoring in finance at Terry.

On a recent visit to campus, Vaughn and three friends listened to black students speaking positively about UGA. "We were so happy to hear that," says Vaughn, "and we claim some small credit for it." ■



Vaughn (BBA '70) was Terry's first African-American female graduate (see yearbook photo). She retired from the IRS in 2004 and now does consulting work in Atlanta. Her son David (BBA '00), who is also a Terry grad, works for Cox Enterprises Inc. in Atlanta.

SPECIAL

Profile

Game Ball Relay is born!

By Chris Starrs (ABJ '82)

Wes Van Dyk (BBA '12) concluded his Georgia football career last season, but he was back at Sanford Stadium again this fall, where he was a key player in the 24-hour, 90-mile Game Ball Relay event that raised \$30,000 for the Shepherd Center in Atlanta.

An opening-day crowd of 92,000 roared its approval as the football was carried into Sanford Stadium and passed to a cast of UGA athletic heroes that included Vince Dooley, Olympic swimming gold medalist Allison Schmitt, college and pro football great Charley Trippi, and former Bulldog baseball player Chance Veazey, who along with teammate Johnathan Taylor, spent time at the Shepherd Center following a serious spinal injury.

Game Ball Relay was born through discussions between Van Dyk and Terry's Entrepreneur-in-Residence Dill Driscoll.

"Dill, Terry MBA student John Jones, and I had been discussing this Game Ball Relay idea at Dill's student entrepreneurship meetings, and when I graduated we decided to make it a reality," says Van Dyk, who spoke to his friends at the UGA Athletic Association and got approval to be a partner with them.

"In these kinds of things, someone has to be the guy," says Driscoll, "and for this event, Wes Van Dyk, was the guy — the one everybody talks to."

Van Dyk has a knack for creating successful startup ideas, having won UGA's Next Top Entrepreneur competition during his junior year at Terry. And Game Ball Relay was no exception.

"Johnathan Taylor and Chance Veazey are friends of mine who were injured and spent time at the Shepherd Center," says Van Dyk. "So, for us, it was a marriage of great institutions — UGA athletics and the Shepherd Center — brought together for a great cause." ■



(left) A sellout crowd of 92,000 people roared its approval when Georgia football great Charley Trippi concluded the 24-hour, 90-mile Game Ball Relay by handing the football to the head referee at the Dogs' opening game of the season. The inaugural event — made possible by the diligence of Terry grad Wes Van Dyk (right) — raised \$30,000 for the Shepherd Center, where two UGA athletes are rehabilitating after spinal cord injuries.



KENT HANNON

a wealth advisor for Neuberger Berman.

Greg Pallen (BBA '90) of Conyers is seeking election to the U.S. Congress.

Tripp McKenney (BBA '90) of Newnan joined the Athens CVB as director of sales. **Joel A. Howe** (BBA '91) of Macon was named a partner at Martin Snow LLP.

Terry Alumni Board member **Buck Wiley** (MBA '92, JD '92) of Atlanta, managing director of Merrill Lynch Investments, was featured in Bloomberg Businessweek's online "How I Got Here" series.

Mark Spain (BBA '93) of Cumming was honored by the *Wall Street Journal* and REAL Trends for heading one of America's top real estate teams. **Alex Andrianopoulos** (MBA '94) was named VP of marketing for Guidance Software. **Brad E. Barber** (M '94) of Moultrie was promoted to regional president of Commercial Banking Company.

Michael Kovacich (BBA '94) of Atlanta joined SolomonEdwardsGroup LLC as a director. **Alicia Vaughn** (BBA '94) of Dalton was named finance director of Whitfield County.

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1995-1999

Morgan Law (AB '95) of Centerville was named president of the Robins Regional Chamber of Commerce. **Ronald Murphy** (MAcc '95)

of San Francisco was promoted to partner in Ernst & Young's San Jose office.

Benton Savage (BBA '95) of Montauk, N.Y., recently had a book published titled *Secret Growth*.

Chris Cummiskey (BBA '96) of Atlanta was named one of *Georgia Trend's* "100 Most Influential Georgians."

Lance Nail (PhD '96) of Lubbock, Texas, was named dean of Texas Tech's Rawls College of Business. **Seth Abrams** (BBA '97, MAcc '98) of Atlanta was named partner at Gifford Hillegass & Ingwersen LLP.

Amy Ellerbee Johnson (BBA '97) of Acworth was named Advanced Wound Products Sales Representative of the Year for Smith & Nephew's wound management division.

Paxton Poitevint (BBA '97) of Bainbridge graduated from the School of Banking at LSU. **Jeffrey Wood** (BBA '97) of Alpharetta was hired by Navicure as vice president of product management.

Greg Asman (BBA '98) of Atlanta joined CNN as VP of research and analytics for CNN Digital. **Bradley Dehem** (BBA '98) of Atlanta is varsity football coach at Brookstone School.

Mark Dehmelt (MBA '98) of Del Mar, Calif., joined New York Life Retirement Plan Services as VP of sales. **William Russell II** (BBA '98) of

Atlanta is board chair of the Greater North Fulton Chamber of Commerce. **Darrick Wilkins** (AB '98) of Atlanta, founder and co-CEO of LTC Tree, was featured on a High Velocity Radio show about the Bulldog 100 list. **Chuan Jane Huang** (AB '99) of Athens joined Northeast Georgia Cancer Care. **Stephen Murphy** (AB '99) of New Orleans, La., was hired by Loyola University as emergency manager. **Drew Slocum** (BBA '99) of Macon placed 123rd out of 2,800 participants in his first ironman triathlon.

2000-2004

Lucy Cartledge Gates (BBA '00) of Chattanooga, Tenn., was promoted to tax manager at Decosimo. **Ron Kalfus** (BBA '00) of New York, N.Y., was appointed CFO of Rosetta Genomics. **Nick McDearis** (AB '00) of Dallas was promoted to VP of business development of First Capital's eastern ABL region. **Brent Bradshaw** (BBA '01) of Thomasville was promoted to vice president at Flowers Foods. **Forbes Buck** (BBA '01, MAcc '01) of Savannah was named partner at Karp, Ronning & Tindol. **Pierce Campbell** (BBA '01) of Florence, S.C., was elected a shareholder in the law firm of Turner

Padgett Graham & Laney. **Toby Carr** (BBA '01) of Decatur was named the state's transportation planning director. **Shelly Hipps** (BBA '01) of Snellville earned the Chartered Property Casualty Underwriter designation. **Richard Squires** (BBA '01) and his wife Sallie of Decatur welcomed their new son, Lucas Richard Squires.

John Stillwell (MBA '01) of Greenville, S.C., was promoted by Jenks Inc. Realty to director of land and timber. **Matt Wirth** (BBA '01) of Smyrna was hired by Colliers International as an assistant VP.

Todd Banister (BBA '02) of Atlanta was named Harry Norman Realtors' top agent company-wide for 2011. **Bhupinder Bhalla** (MBA '02), who was featured in the fall '10 issue of *TM*, returned to India as administrator for two Union Territories. He is based in Daman. **Jon Ostenson** (BBA '02, MBA '06) of Atlanta and wife Jenny announce the birth of their son, William Rhodes. See p. 58 for story on Jon. **Alec Poitevint** (AB '02) of Bainbridge was named one of *Georgia Trend's* "100 Most Influential Georgians." **Jason Bragg** (BBA '03) of Atlanta joined the Georgia EMC government relations teams. He was twice named a Top Rising Star lobbyist by *James* magazine. **Yvette**

Dupree (BBA '03) of Morrow graduated from Leadership Clayton. She was also recognized as 2012 Educator of the Year by the Georgia Marketing Association. **Raygan Evans** (MAcc '03) of Atlanta was promoted to senior manager at Bennett Thrasher. Terry Alumni Board member **Doug Gherter** (MBA '03) was named CEO of Change Healthcare.

Adam Lorimer (BBA '03) received numerous awards and scholarships prior to earning his law degree from the U. of Dayton. **Jonathan Levens** (BBA '03) of Atlanta was promoted to senior manager at Moore Colson.

Umang Patel (BBA '03) of Phenix City, Ala., is founding principal/COO of Indusa Investments. Atlantans **Ross Eldridge** (BBA '04) and **Kara Ferguson** (BBA '05) got married. He's an investment banker with GE Capital; she's in sales at IBM. **Guerry Norwood** (BBA '04) of Gainesville was hired by Full Media as a business development professional. **Colin Underhill** (BBA '04) of Louisville, Ky., manages a number of successful real estate ventures for his family's firm.

2005-2010

Kelly Bird (BBA '05, MAcc '07) of Atlanta was promoted by Moore Colson

to business assurance manager. **Dean Roy** (BBA '05) of New Orleans, La., is a senior director at West Jefferson Medical Center — and he completed his first marathon. **Jeremy Wilson** (BBA '05, MAcc '06) of Macon joined Draffin & Tucker LLP as a supervisor in the tax department. **Sarah Sullivan Austin** (BBA '06) of Athens was named assistant VP of Athens First Bank & Trust. **Andrew Dill** (BBA '06) of Washington, D.C., joined UGA as director of federal relations. **Timothy Peacock** (BBA '06) of Atlanta was promoted to senior adjuster with Amica. **Paul Rothstein** (BBA '06) of Birmingham, Ala., joined Nelson Mullins. **Kinnebrew Scruggs** (BBA '06) of Athens is an associate with Lewis, Frierson and Grayson. **Haley Chura** (BBA '07) of Atlanta was promoted to manager in the financial reporting and assurance practice by Bennett Thrasher. **Nick Jones** (BBA '07) of Conway, S.C., was named assistant football coach at Coastal Carolina. **Tripp Kirk** (BBA '07) of Atlanta won the first-place prize of \$190,961 at a World Series of Poker event. **Mark Martin** (MBA '07), who was featured in the Fall '09 issue of *TM*, was promoted to K-8 school direc-

tor at Langston Hughes Academy. He also got married to Tiffany O'Neill. **Stephanie Mundy-Self** (BBA '07), an account executive at Flood Bumstead McCready & McCarthy in Nashville, Tenn., was named to Nashville's "30 under 30" list. She was also presented with the Award for raising \$8,000 for the Cystic Fibrosis Foundation. **Tyler P. Stevens** (BBA '07) of Atlanta joined Burr & Forman LLP. Tyler practices in the firm's corporate section. **Wayne Akins** (MBA '08) of Statesboro was named chief community banking officer of Synovus. **Elizabeth Elmore** (BBA '08) of Nashville, Tenn., was promoted to account executive for McNeely Pigott & Fox Public Relations. Elizabeth was also named to Nashville's "30 under 30" list. **Chandler Amerson** (BBA '09) of Macon was a spring intern at Moore Colson. **Courtney Bodie** (BBA '09) of Macon is an attorney with Moses Law Group. **Heather Saleeby** (BBA '09) of Peachtree City was honored by the American Institute of CPAs. She is an employee of PricewaterhouseCoopers.

2010-


Denisse Morgado (BBA '10) of Sugar Hill was hired by HR Strategies' benefits department. **Will**

Douglas (BBA '11) of Athens is an associate at National Bank of Georgia. **Kelly Hopkins** (BBA '11) of Roswell was a spring intern at Moore Colson. **Caroline Huston**

(MBA '11) of Atlanta was honored by the Georgia Chapter of the Public Relations Society of America. **Matthew Lavender** (BBA '11) of Dunwoody was commissioned as an ensign in

the U.S. Navy. **Taylor Landrum** (BBA '11) of Winston-Salem, N.C., joined BB&T as a commercial loan officer. **Connor Bergeron** (BBA '12) of Henrico, Va., received The Insti-

tutes' 2012 Andrew S. Frazier scholarship. He is employed by The Hanover Insurance Group. **Donald Hunter** (MBA '12) of Suwanee was named architectural manager for North America by

Alcoa Building and Construction Systems. **James Marshall** (BBA '12) of Eatonton was hired by KPMG in the Atlanta office. 

Passings

1930s

Frances Forrester (BSC '37), North Charleston, S.C., September 18.

1940s

Benjamin Holcomb Jr. (BSC '40), Pensacola, Fla., August 5. **William Hatcher** (BSC '41), Atlantic Beach, Fla., August 29. **Blanche Freeman Avery** (BBA '43), Pine Mountain, April 1. **Edwin Shell** (BBA '43), Cordele, July 21. **Mary Frances Ahern** (BBA '44), Columbus, September 3. **Jere Clark** (BBA '47), Marietta, June 6. **Harry Lattimore** (BBA '47), Savannah, August 17. **William Stark** (BBA '47), Duluth, August 23. **Robert Cravey** (BBA '48), Thomaston, July 21. **Merl Douglas** (BBA '48), Glen Ellyn, Ill., November 16. **Greene Garner** (BBA '48), Atlanta, May 30. **Glenn York Jr.** (BBA '48), Cedartown, July 30. **Miles Barber Jr.** (BBA '49), Sunset Beach, N.C., June 6. **Paul King Sr.** (BBA '49), Alpharetta, January 30. **Dave Landau** (BBA '49), Atlanta, June 24.

1950s

William George (BBA '50), Atlanta, June 3. **Royston Merritt Jr.** (BBA '50), Matthews, N.C., July 7. **Thomas Bond** (BBA '51), Calhoun, August 25. **Nancy Fine** (BBA '53), Vero Beach, Fla., August 14. **Willis Kitchens** (BBA '54), Leesburg, June 20. **Hershel Parmer** (BBA '54), Roopville, August 6. **Nathan Williams** (BBA '54), Athens, June 30. **Lester Kelly** (BBA '55), Tucker, July 17. **William Winn Jr.** (BBA '55), Covington, July 15. **Harriett Bailey Barron** (BBA '56),

Sunset Beach, N.C., July 15. **William Haddon** (BBA '56), Marietta, July 2. **Jones Davis** (BBA '57), Jacksonville, Fla., August 25. **Frederick Hand Jr.** (BBA '57), Pelham, June 17. **Tommy Mann** (BBA '57), Macon, July 27. **William Brown** (BBA '58), Swainsboro, August 12. **Sidney Hall** (BBA '59), Jacksonville, Fla., May 25.

1960s

Norman Boulus (BBA '60), Augusta, August 5. **Harlan Godfrey** (BBA '60), Dalton, Sept. 28. **Fred Farah Sr.** (BBA '62), Jacksonville, Fla., May 13. **Christopher McMillan Sr.** (BBA '62), Tifton, June 24. **Robert Robison** (BBA '64), Dothan, Ala., July 26. **Joseph Hinds Jr.** (BBA '65), Barnesville, May 9. **Grayson White** (BBA '65), Buckhead, July 21. **George Willis III** (BBA '67), Cartersville, May 18. **William Langley II** (BBA '68), Macon, August 9. **Robert Williams** (BBA '69), Gainesville, Fla., July 27.

1970s

Vince Booker Jr. (BBA '70), Chestnut Mountain, May 13. **Ronald Davidson** (BBA '70), Spartanburg, S.C., September 7. **Charles Jay Jr.** (BBA '70), Watkinsville, July 4. **Amos Wingate** (BBA '70), Willacoochee, September 6. **Harry Gentry Jr.** (BBA '71), Daytona Beach, Fla., June 10. **Odell Cunningham** (BBA '72), Mauldin, S.C., July 16. **John Smith** (BBA '72), Hampton, November 9. **Harold Vickers** (BBA '72), Gainesville, October 31. **Thomas Buckley** (BBA '73), Silver City, N.M., April 11. **Harold Grumann Jr.** (BBA '73), Marietta, September 3.

Norman McKinney (BBA '73), Roswell, December 8. **David Messe Sr.** (BBA '73), Conyers, November 7. **Steven Mullins** (BBA '73), Salem, Va., June 9. **Fred Myers** (MBA '73), Athens, June 27. **Miron Presley** (BBA '73), Snellville, March 10. **James Trammell Jr.** (BBA '73), Dalton, August 31. **Michael Martin Sr.** (BBA '74), Winder, March 18. **John Alford** (BBA '75), Loganville, November 12. **Jerry Burton** (MBA '75), Decherd, Tenn., January 7. **Joseph Cochran** (BBA '75), Murphy, N.C., July 2. **Allen Davis Jr.** (BBA '75), Milledgeville, May 9. **James Harvey** (BBA '75), Jonesboro, April 17. **Ann Straiton Jones** (BBA '75), Warner Robins, February 4. **Rob Reinhardt** (BBA '75), Tifton, June 27. **Jill P. Lingo** (BBA '77), Frederick, Md., January 1. **Norman Oglesby** (PhD '77), Brasstown, N.C., September 2. **Jere White Jr.** (BBA '77), Birmingham, Ala., October 3. **John Gill** (BBA '78, MBA '79), Ellaville, March 6. **Frank Leff** (BBA '78), Atlanta, August 28. **Robert Rahn** (MBA '78), Monroe, La., October 23. **Terry Hammond Bartley** (AB '79), Columbus, July 8.

1980s

Jean Margaret Bryan (BBA '81), Athens, January 11. **Lisa W. Meitin** (BBA '82), Evans, January 24. **David Elliott** (AB '83), Albany, August 7. **Barry Hill** (AB '83), Mansfield, December 30. **John Lawter Jr.** (MAcc '83), Atlanta, April 15. **William Weston IV** (AB '83), Augusta, October 7. **Cary Hull** (BBA '85), Buford, April 27. **Teresa Locklear** (BBA '85), Annapolis, Md., August 8. **Becky Mowell**

Arnall (BBA '86), Fayetteville, August 2. **Hank Leslie** (BBA '86), Madison, October 19. **Roberta Jo Pepping** (BBA '86), Danville, Ill., May 27. **Christopher Henry** (BBA '87), Chelsea, Mass., June 28. **Sheila Rooks** (MBM '88), Ashburn, September 17. **Michael Self** (BBA '88, MAcc '95), Winterville, December 28. **Donald Smith** (BBA '88), Wichita, Kan., January 2. **James Sellers Jr.** (AB '89), Amelia Island, Fla., April 3.


1990s

Alexander Newton (AB '90), St. Simons Island, January 31. **Karen D. Sisson** (BBA '90), Augusta, January 17. **Jeffrey Cohen** (AB '92), Marietta, August 18. **Trinia A. Fountain** (BBA '93), Cochran, February 13. **Kelly Hutcheson** (BBA '95), Marietta, July 1. **Kay E. Pitts** (BBA '95), Sarasota, Fla., May 31. **Steven Toci** (BBA '97), Cumming, February 18. **Emmett Prince III** (BBA '98), La Grange, Ill., August 4. **Glenroy Walker Jr.** (BBA '98), Duluth, November 22.

2000s

Laura M. Cooper (MBA '00), Prior Lake, Minn., September 2. **John Turner** (BBA '02), Fayetteville, January 2. **Ross Cason Camp** (BBA '03), Douglasville, September 9. **Christopher Cason** (AB '03), Austin, Texas, September 18. **Edwin Wray** (PhD '04), Athens, August 28. **Monique Marlowe** (BBA '09), Duluth, September 21.

Students

Howard Marks III, Wilmington, N.C., September 19. 

The Terry Donor Profile

Terry Student Ambassadors


By Jennifer Kilcrease (BSEd '85) *Donor Relations & Stewardship Coordinator*

Each year, the Terry College brings in a new class of bright and energetic undergraduates. These young men and women represent the future of business and every group seems more promising than the last. Of these students, a select few will be chosen based upon their academic record, interpersonal skills, and dependability to become Terry Ambassadors — the elite student representatives of the college. The requirements for membership are stringent and the competition is tough. Ambassadors must balance a demanding calendar, consisting of heavy class schedules, volunteering at a myriad of events, and serving as advocates for Terry's student body with the Terry Alumni Board and Young Alumni Board.

Community service is an important component to leadership and one in which Terry Ambassadors excel. Over the last two years, they have sponsored a Relay for Life team that raised more than \$4,300 to benefit cancer research. Additionally, they supported the 2012 Food Bank of Northeast Georgia's Food2Kids campaign by donating over 80 pounds of fruit cups and snacks.

Many Terry Ambassadors have been awarded scholarships based on their academic performance and leadership potential. However, these young men and women are more than the recipients of our donors' generosity — oftentimes they are donors themselves. Giving of their time, talent, and financial resources, Terry Ambassadors are carrying on the proud tradition of philanthropy that has made the college great.

Over the past two years, Ambassadors posted better than a 90 percent participation rate in the Terry Annual Fund. Asked to set examples in the classroom and provide service to the community, they also are raising awareness of the importance of student giving.

"Not only do we ask for their volunteer support, they also go above and beyond to support the college financially," says Johnie Tucker, director of Terry Annual Giving. "Creating a culture of philanthropy among our students will be extremely beneficial to the college as they transition into alumni." 

To learn more:

www.terry.uga.edu/students/ambassadors



The college's elite student group, the Terry Ambassadors, gathered in Bishop, Ga., for a retreat at a beautiful 325-acre farm owned by 2011 Distinguished Alumni Award winner Bill Douglas (BBA '83) and his wife Lisa (see front row of top photo). Ambassadors are known for their leadership, scholarship, and volunteerism, but they have also distinguished themselves with 90 percent participation in the Terry Annual Fund.

JASON THRASHER



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