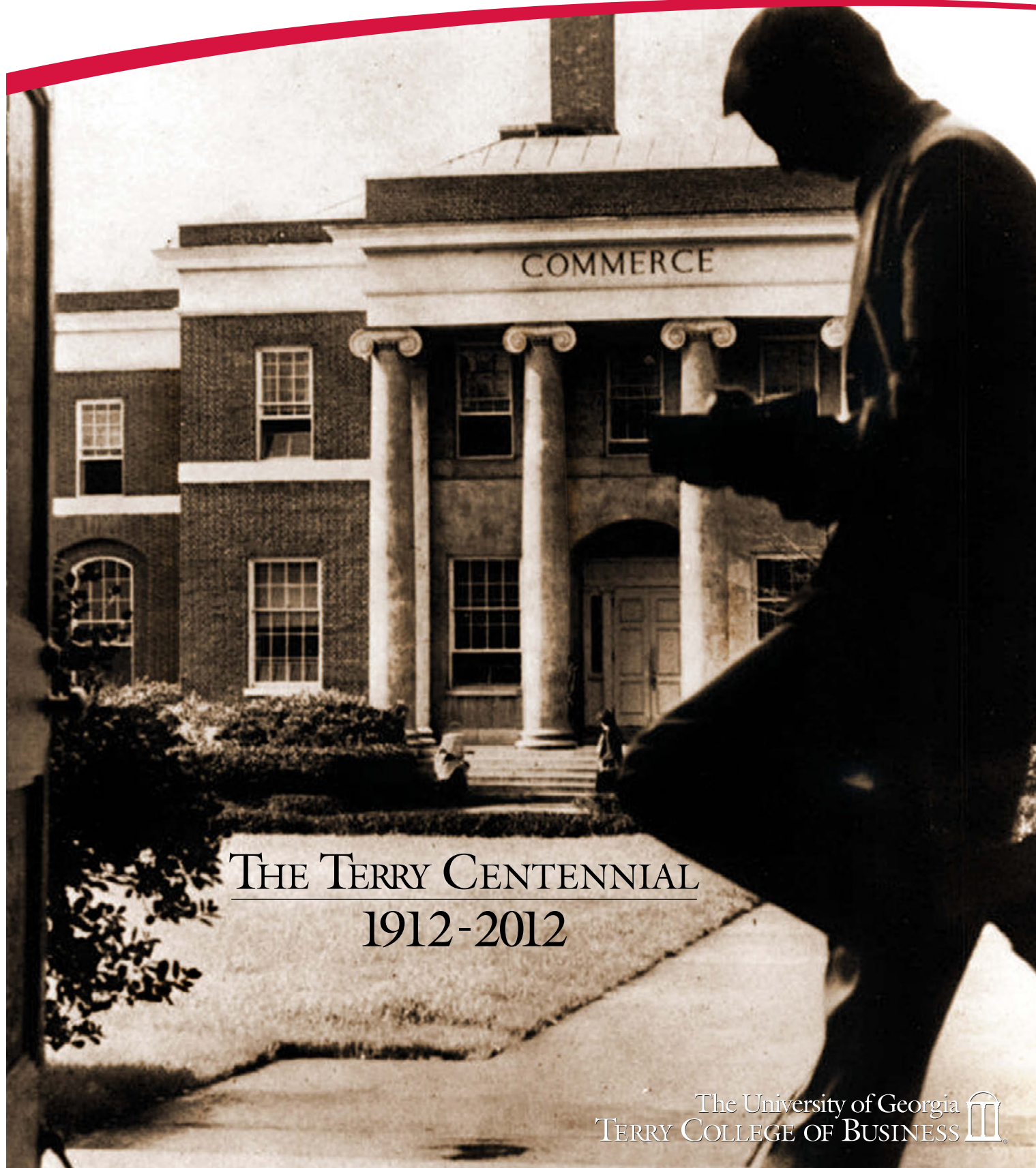


Terry

Spring 2012

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



THE TERRY CENTENNIAL
1912-2012

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TERRY COLLEGE OF BUSINESS 



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Happy 100th B-day, Terry!



As our magazine staff was combing through university and Terry archives, looking for both the headlines and the back stories that would document the college's first 100 years of existence, we were pleased to locate a complete copy of a history of UGA's business school that was written by management professor Howard "Ted" Smith.

When a number of campus histories were being compiled in anticipation of the university's bicentennial celebration back in 1985, Smith, who taught at UGA for 45 years, put together an exhaustive, hand-written history of what was then called the College of Business Administration. He turned his manuscript over to the college for typing and editing — but it was never published, and for a long time it was believed to have been destroyed in the Brooks Hall fire of 1995. In recent years, a partial copy of the manuscript was discovered. By contacting Smith's sons, the missing chapters and appendices were secured. What you see on p. 56-57 of this issue is a brief look at Smith's history, which begins well before our first graduate, Willis Brazeal Sparks, accepted his diploma in 1915.

Smith's history is housed in UGA's grand, new Special Collections Libraries building, which is located across Lumpkin Street from Brooks Hall, and it is just one of countless resources that we tapped into to prepare this centennial edition of *Terry Magazine*.

Speaking of Brooks Hall, to illuminate the career of its namesake, Robert Preston Brooks (BSC '04), writer Krista Reese immersed herself in the historical treasures that are housed in the Hargrett Library section of the Special Collections Libraries — where staff members Caroline Killens, Steven Brown, and Mary Palmer Linneman pulled Brooks' writings and memorabilia and scanned photos that helped Krista produce her feature story on Brooks, "The Necessary Man," which begins on p. 50.

As we researched a century of B-school history, we noticed that the same alumni family names kept popping up again and again. The pictorial essay that begins on p. 20 — and then picks up again after "The Terry Centennial" gatefold — is a tribute to 14 alumni families with three-generational connections to the Terry College. As you may be able to tell from the look and feel of the images, there was a family reunion quality to these photo shoots, and we thank the participants, as well as writer Charles McNair and photographers David Banks, Cassie Wright, and Erik Lesser for creating this historical keepsake that features some of our most-accomplished and best-known alumni families.

Distinguished graduates are also feted in the Alumni Awards and Gala stories, which begin on p. 61. If you haven't attended Terry's annual black-tie gala, which is typically held in late April at Atlanta's InterContinental Buckhead hotel, I suggest that you start making plans to attend the 2013 gala. It is the signature event on the Terry calendar. Who knew that raising money for the college could be so much fun! The highlight of the gala evening is honoring the Distinguished Alumni Award winners and the Outstanding Young Alumni Award winner, and this year's recipients — Viacom CFO Jimmy Barge (BBA '78), Bibb Distributing CEO Brother Stewart (BBA '74), and Seacrest Partners Client Executive Matt Stinchcomb (BBA '98) — were extremely popular choices.

Happy 100th birthday, Terry! 🍷

Kear Hannon

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Centennial year begins

As we celebrate the beginning of the Terry College's second century, it's a good time to reflect on the people and events that have helped shape our first 100 years. We continue to rely on the support of our alumni, whose energy and dedication have made us what we are today. And we take great pride in hearing so many graduates tell us that a Terry education has been critical to their success. In fact, you'll see some of these alumni success stories highlighted in a special section of this centennial issue.

Our year-long centennial observance kicked off with the annual Alumni Awards and Gala in April. The event honored Jimmy Barge (BBA '98), Brother Stewart (BBA '74) and Matt Stinchcomb (BBA '98). As a college, we've been officially recognizing our alumni's success for more than half our history. In the last 25 years, the awards ceremony has grown from a cozy luncheon at the Georgia Center to a black-tie event in Atlanta that draws hundreds of guests.

We continued the celebration in May with our third Graduation Convocation, where Mrs. Mary Virginia Terry shared her wisdom with nearly 1,000 Terry graduates. The convocation brought approximately 8,000 friends and family members to Stegeman Coliseum, where Mary Virginia encouraged our graduates to commit themselves to lifelong learning. It was inspirational to hear her speak and to see her continue the legacy, friendship and support of her late husband, Jacksonville insurance executive C. Herman Terry (BSC '39).

On Nov. 29, 2012, Dr. Albert W. Niemi Jr. will deliver the 2013 national economic overview at the Georgia Economic Outlook in Atlanta. I'm pleased that Al will be a part of our future because he's been an important part of our past, as a former dean of the Terry College and as a founder of the Georgia Economic Outlook. For 30 years, the Outlook has utilized research conducted by our Selig Center for Economic Growth to provide detailed business data that enables businesses to plan ahead and get ahead. This annual event has grown into one of the university's largest outreach programs, with hundreds of business and government leaders attending one of 12 economic outlook events across the Southeast.

We have come a long way since 1912, and we are not done yet. We have gained tremendous momentum toward national prominence, thanks to the quality of our students, the expertise of our faculty and the exemplary success of alumni. 



JASON THRASHER

Robert T. Sumichrast, Dean
busdean@uga.edu

Agenda

JULY

- 19 Terry Third Thursday**
Speaker: William Pate, President,
Atlanta Convention & Visitors Bureau
7 – 9 a.m., Terry Executive Education Center, Atlanta
(706) 583-0394, www.terry.uga.edu/ttt

AUGUST

- 16 Terry Third Thursday**
Speaker: Rich McKay, CEO and President, Atlanta Falcons
7 – 9 a.m., Terry Executive Education Center, Atlanta
(706) 583-0394, www.terry.uga.edu/ttt
- 30 Annual Accounting Career Fair**
Presented by the J.M. Tull School of Accounting
3-7 p.m., The Athens Classic Center

SEPTEMBER

- 7 Terry Leadership Speaker Series**
Speaker: Doug Oberhelman, CEO Caterpillar and
Kent Adams, VP Caterpillar
UGA Campus, Details TBA
www.terry.uga.edu/tlss
- 20 Terry Third Thursday**
Speaker: TBA
7 – 9 a.m., Terry Executive Education Center, Atlanta
(706) 583-0394, www.terry.uga.edu/ttt
- 28 Fall Terry Alumni Board and Young Alumni Board Meeting**
1 – 4 p.m., Miller Learning Center, UGA Campus

OCTOBER

- 17 Director's College** (2-day event)
Keynote Speaker: The Honorable William B. Chandler, III,
Former Chancellor, Court of Chancery of the State of
Delaware and Partner, Wilson, Sonsini, Goodrich & Rosati
Terry Executive Education Center, Atlanta
www.terry.uga.edu/dc
- 18 Terry Third Thursday**
Speaker: Mark Feidler, Partner, MSouth Equity Partners
7 – 9 a.m., Terry Executive Education Center, Atlanta
(706) 583-0397, www.terry.uga.edu/ttt

NOVEMBER

- 2 Professional Women's Conference**
Keynote Speaker: Gina Coleman Drosos (BBA '85)
President, Global Personal Beauty, Procter & Gamble
9 a.m. – 4 p.m., Georgia Center, UGA Campus
(706) 542-5434 www.terry.uga.edu/wc
- 3 Terry Homecoming Tailgate**
Brooks Hall Lawn, three hours prior to kickoff
www.terry.uga.edu/alumni/tailgate
- 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

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

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The University of Georgia
TERRY COLLEGE OF BUSINESS 



Terry Generations

20

These 14 families — with names that are familiar to most of our alumni — all have a 3-generational connection to the Terry College of Business.

By Charles McNair



THE TERRY CENTENNIAL

Gatefold

The 100-year history of the Terry College, told in annual report style.

Compiled by Olivia Engesser, Chris Taylor, and Matt Waldman



THE NECESSARY MAN

50

Robert Preston Brooks was the University of Georgia's first Rhodes Scholar and its first alumni secretary. He was also the first dean of the School of Commerce, and he helped put the state's flagship business school on the map.

By Krista Reese (MA '80)



ALUMNI AWARDS AND GALA

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Three alumni were honored at Terry's annual black-tie gala in April. Distinguished Alumni Awards were presented to Viacom CFO Jimmy Barge (BBA '78) and Bibb Distributing CEO Brother Stewart (BBA '74). The Outstanding Young Alumni Award went to Seacrest Partners Client Executive Matt Stinchcomb (BBA '98).

By Kent Hannon

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Images of the Terry family



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- Terry's MBA real estate team took home the Silver Shovel trophy at the School Challenge.

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ALUMNI PROFILES

- Tallulah Foster (BSC '36) typed *Gone With The Wind* manuscript.
- Mark Lewis (BBA '82) is the new vice president for NCAA championships.
- Wendy Brannen (BBA '94) heads the Vidalia Onion Committee.
- Anthony Moore (BBA '92) steers jobTopia to No. 1 on Bulldog 100 list.

Terry Magazine iOS App





Brooks Hall



Designed by prominent Atlanta architect Neel Reid, this is the first known rendering of Brooks Hall, a classically styled building that was constructed from 1927-28. Reid was considered by many to be the finest architect of his era in Atlanta. Revered for homes designed in the colonial revival style, Reid and his partners also created a number of institutional and commercial buildings, including Brookwood Station in Atlanta and the James White Jr. house on Prince Avenue in Athens, which is now home to the Delta Tau Delta fraternity. Brooks Hall was originally known as the Commerce-Journalism Building. In 1972, as the home of the College of Business Administration, it was enlarged considerably. In 1974, it was renamed in honor of Robert Preston Brooks, the college's first dean (see story on p. 50). The original structure was seriously damaged by fire in 1995 and restored a year later. Brooks Hall currently houses the Terry College dean's office, a 300-seat auditorium, and some 260 faculty and staff offices. [📖](#)

Newsfeed

News about Terry College students, faculty and alumni

Spring 2012

2012 Terry Graduation



CASSIE ROBINSON

By David Dodson (ABJ '89)


Terry turns 100 this year, but this is just the third year that the college has hosted a graduation convocation, where Terry students can gather with family, friends, and faculty for a graduation ceremony specifically tailored for them.

The convocation was held at Stegeman Coliseum on May 12 — the day after degrees were officially conferred at UGA's Friday commencement — and 950 Terry graduates took part. Terry student Howard Marks III was honored posthumously.

Benefactor Mary Virginia Terry delivered the keynote address.

"The first year of the college was also the year that Nabisco came out with Oreo cookies. Imagine a world without Oreo cookies!" said Mrs. Terry, whose speech was filled with history, humor, and good advice. "Please remember that there's a strong and vibrant group of former graduates who will be there to help you and give you advice along the way."

Mrs. Terry shared a story of her own graduation where the commencement speaker told her class the "dip" in "diploma" stood for a "dip into knowledge."

"To the class of 2012, congratulations!" Mrs. Terry said. "On this extraordinary day in your life, please do remember to keep dipping into learning." 


Undergrad program improves to No. 20 among the publics

Terry's undergraduate program ranked 50th nationally and 20th among public business schools, according to the most recent *Bloomberg Businessweek* survey — marking the fifth time in six years that Terry has ranked among the top 25 public undergraduate business programs.

High student satisfaction remains a driver behind Terry's placement in the rankings. For the past three years, students have ranked Terry 18th, 21st and 18th, awarding the college an "A" or "A+" for teaching, facilities and services, and for job placement.

"Our new curriculum structure is making a difference," says Dean Robert Sumichrast. "We adopted our Foundations First business core in fall 2010 and assigned students to one of two cohorts to help faculty raise the bar academically and encourage more teamwork among the students."

"Our revised business core consists of principles courses from finance, management, marketing, and business statistics, in addition to two new Foundations for Business Leadership courses," says Associate Dean Mark Dawkins.

"These new courses expose students to a variety of issues key to business success, such as globalization, diversity, ethics, and effective communication." 

Tull profs named most influential

By David Dodson (ABJ '89)

Three professors from the J.M. Tull School of Accounting were named to an elite list of the 125 people who have had the most significant impact on the accounting profession since the American Institute of Certified Public Accountants was founded 125 years ago.


Professors Dennis Beresford, James Don Edwards, and Herbert Miller were honored by the *Journal of Accountancy*, with counsel from an expert panel. An alumnus, Scott Voynich (BBA '75), also was named to the list.

Published in the June issue of *JofA*, the “125 People of Impact in Accounting” was comprised mostly of professionals, plus a short list of accounting educators. UGA tied with Michigan and Illinois from the Big 10 for the most faculty members from any university.

Dennis Beresford. *JofA* noted first and foremost Beresford's chairmanship of the Financial Accounting Standards Board for 10 years beginning in 1987. Highly sought as an audit committee member and expert for the financial press, Beresford just completed his 15th year of teaching Master of Accountancy and MBA students. Before his tenure at the FASB, he was the partner in charge of accounting standards at Ernst & Young.

James Don Edwards. *JofA* credited him with forming an American Accounting Association commission to establish accounting principles that was a precursor to the FASB. He was editor of a special issue of *JofA* that marked the AICPA's centennial in 1987. Edwards was instrumental in moving UGA's accounting program from a department to a school, and he secured the endowments from the J.M. Tull Foundation that named the school and its first endowed professorship.

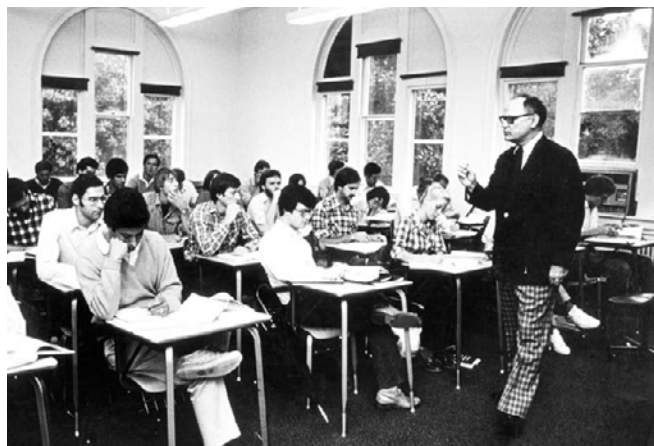
Herbert Miller. Miller was appointed the first director of the Tull School of Accounting and served until his retirement in 1983. With his co-author Harry Finney, Miller published multiple editions of a widely used, three-volume series on introductory, intermediate, and advanced *Principles of Accounting* textbooks. He also served as AAA president from 1965-66.

Scott Voynich. A managing partner of Robinson, Grimes & Co. in Columbus, Voynich chaired AICPA from 2003-04 in the wake of several high-profile corporate accounting scandals. *JofA* noted his service on the AICPA's State Legislation Committee while the Uniform Accountancy Act was developed. He also chaired the Special Committee on Mobility, which removed legislative hurdles to cross-border practice. 

(clockwise from top) Miller was the first director of Terry's Tull School of Accounting. Beresford served as chairman of FASB for 10 years. Edwards secured endowments that named the Tull School and endowed its first professorship.



SPECIAL



SPECIAL



JASON THRASHER

Selig Center: Georgia ports support 1 in 12 in-state jobs

A new study conducted by Terry's Selig Center for Economic Growth shows that Georgia's deepwater ports support 352,146 full- and part-time jobs across the state, up from 295,422 in a 2009 study. Georgia ports now account for 8.3 percent of total state employment, or one out of every 12 jobs.

Selig Center Director Jeff Humphreys conducted the study, which found statewide FY11 impacts also include:

- \$66.9 billion in sales (9.5 percent of Georgia's total sales);
- \$32.4 billion in state GDP (7.8 percent of Georgia's total GDP);
- \$18.5 billion in income (5.2 percent of Georgia's total personal income);
- \$4.5 billion in federal taxes;
- \$1.4 billion in state taxes;
- \$1.1 billion in local taxes.

"These economic impacts demonstrate that continued emphasis on imports and exports through Georgia's deepwater ports translates into jobs, higher incomes, greater production of goods and services and revenue collections for government," says Humphreys. "Port operations help preserve Georgia's manufacturing base, support Georgia's agricultural economy and foster growth of the state's massive logistics, distribution and warehousing cluster."

The Selig Center study showed that the total impact of Georgia's deepwater ports on the state's economy was \$66.9 billion, or 9.5 percent of Georgia's output in FY11. Measured in terms of income, Georgia's deepwater ports contributed \$18.5 billion in personal income to the state in FY11, which is 5.2 percent of Georgia's total.

"The results of the Terry College study are very encouraging," says Curtis Foltz, Georgia Ports Authority executive director. "It is clear from the study that the ports fuel a dynamic economic engine, especially considering the research was done at a time when the national economy marked slow to no growth."

To obtain his results, Humphreys examined the impact of Georgia's deepwater

ports on every county in the state, which revealed new results. In the 10-county Atlanta region, for example, more than 150,000 jobs are port-related. The second largest employment impact is in the Coastal Georgia region, representing six coastal and four inland counties and including the ports of Savannah and Brunswick. [m](#)



GEORGIA DEPARTMENT OF ECONOMIC DEVELOPMENT

appointed

Marie-Claude Boudreau will be taking the helm of the Terry MIS



department, becoming the new department head starting in summer 2012.

Originally from Quebec, Boudreau has been an MIS

faculty member since receiving her Ph.D. from Georgia State University in 2001. Recently, she has been the graduate coordinator for the department with responsibility for the Ph.D. program.

She is a key player in the new energy informatics research program, as well as an important contributor to the move to make business process management a required course in the undergraduate major.

Boudreau replaces Dale Goodhue, who returns to research and teaching.

Ronald S. Swift has been appointed an Executive-in-Residence at the Terry College of Business.



A New York native now living near Fort Pierce, Fla., Swift joins a select group of senior business executives invited to

share their professional experiences with the Terry College.

Swift retired from Teradata Corp. in 2011, where he was vice president for cross-industry business solutions. Teradata is a technology company that specializes in data warehousing and analytic applications. [m](#)

CURO Fellowship supports immigrant labor research

By Chris Starrs (ABJ '82)

When Emily Kopp came to the University of Georgia, she pursued a course of study focused on arts and letters, but it wasn't long before she found her true passion in research.

"Starting off my university career as a journalism student, I was taught that




Kopp made an initial presentation about undocumented worker issues in an Introduction to Honors Research course taught by Terry economics professor Chris Cornwell (right), who recommended her for the CURO Summer Fellowship.

a handful of students qualify for the fellowship, which is part of CURO's "big four" programs, which also include Honors Scholars, the CURO Symposium, and Gateway Seminars.

"I felt so lucky to get the fellowship," says Kopp, who will research the potential economic effects brought about by the Georgia legislature's passage of strict laws governing the use of undocumented workers. "Recent legislation has made it harder for undocumented immigrants to participate in the labor force. I would like to look at how this affects Georgia's labor market and economy."

Focusing on research techniques in a CURO Gateway class taught by Terry College economics professor Chris Cornwell convinced Kopp to pursue the CURO Fellowship.

"I had wanted to do this research project for about a year," she says. "I was in Dr. Cornwell's Introduction to Honors Research course last spring and this project has been on my brain. I did a presentation, which is how I got my feet wet with the subject. Dr. Cornwell graciously wrote me a letter of recommendation and added that he was enthusiastic about the project — and thankfully, luckily, I got picked." 

you had to know a little about everything to be familiar with the issues of the day," says Kopp, who has penned columns for *The Red & Black* student newspaper and for the student-run Georgia Political Review website, where she serves as associate editor. "But it's more interesting when you get to dive deep into one subject and work to become an expert on that one thing."

Kopp plans to graduate in May 2013 with degrees in economics, magazine journalism, and international affairs — and this summer UGA's Center for Undergraduate Research (CURO) will provide her with the opportunity to investigate an issue that combines a number of her interests.

Kopp received a CURO Summer Fellowship, which provides a stipend to selected students to support undergraduate research that is conducted under the supervision of a faculty mentor. Only

quoted

In a May 24, 2012, CFO.com article, "Is Reputational Risk a C-




Suite Priority?" RMI program director **Rob Hoyt** discussed the research topic of reputational value and how finance heads of business

underrate the priority of maintaining a company's standing.

"The issue has taken two tracks," said Hoyt. "One track is to measure reputation through the satisfaction of stakeholders — a qualitative approach." The other approach, which is considered more reliable, is to "ascribe an intangible value to reputation — a thing beyond the hard physical aspects of a firm."

Hoyt says that some research examines whether a firm has "a high valuation relative to its tangible assets or to the hard revenues the firm is currently generating. That additional valuation would be ascribed (in part) to reputation." Although reputation is just one part of a firm's value, "the literature has typically said it would be arguably highly correlated," he added.

Hoyt used the example of JP Morgan Chase, whose CEO and chairman Jamie Dimon, was considered inviolable. When the news broke that the company participated in transactions "that might have called into question that reputation, their stock price dropped significantly — much more than the actual value of the losses on those trades."

Hoyt says that a worthy conversation for boards is how much to spend to protect a reputation. "But at the end of the day," he said, "it's good business management that really matters." 

MBAs develop healthcare app

By Chris Starrs (ABJ '82)

In today's IT-obsessed world where there's an electronic shortcut for just about everything, a team of Terry MBAs decided that quality healthcare advice ought to be as near as a smartphone — and they were rewarded for their innovative thinking with a second-place prize at the Innovate 4 Healthcare Challenge.

Hosted by the Center for Health Information and Decision Systems at the University of Maryland's Robert H. Smith School of Business and sponsored by Johnson & Johnson Services, the healthcare challenge attracted 26 collegiate teams from the U.S. and around the world. Schools were invited to make presentations in April at the Ronald Reagan Building and International Trade Center in Washington, D.C.

Terry's competition included the likes of Stanford, Maryland, Johns Hopkins, Georgetown, Carnegie Mellon, and Harvard. When the judges made their decision, Stanford netted the \$20,000 first prize with Georgia and Johns Hopkins both receiving \$5,000 runners-up awards.

Terry's smartphone app — developed by first-year MBA students Kishore Nimmagadda, Patrick Muller, Bharath Natarajan and Sonya Penkova — is known as “Play Hard, Live Long,” and it uses what team members term an “interactive, informative and addictive game” to teach consumers to make good health decisions and foresee potential health problems.

“We've been involved in a variety of case competitions before,” says Anne Cooper, Terry's director of MBA Student Experience. “We try to get our students involved in projects where they can apply what they're learning to a real-world problem. That's always an incentive for us. Our students have a very good track record in case competitions and we're thrilled our team performed as well as it did the first time out.”

Nimmagadda, who served as Terry's team leader, enjoyed working on the project because it gave him seasoning in the growing health care field.

“Nobody on our team had any health care experience, and health care has lots of career opportunities for MBAs,” says Nimmagadda, who earned his master's degree in computer science from UGA in 2006. “This business challenge gave us the opportunity to learn more about the industry.”

Getting the team together for meetings — especially



Terry's second-place Innovate 4 Healthcare Challenge team consisted of (from left) Bharath Natarajan, Patrick Muller, team leader Kishore Nimmagadda, and Sonya Penkova (not present for photo).


as the mid-March deadline for entries drew near — was a test in itself.

“We take five MBA courses each semester, we have many class projects to work on, and those projects usually involved four or five people on a team,” says Nimmagadda. “Getting four people together was a challenge because everybody is so busy with other things.”

With the technical details of the “Play Hard, Live Long” app ironed out, the Terry team gathered for a marathon session to hammer out their presentation.

“We got into one of the study rooms at the Student Learning Center and we worked straight through — for almost 11 hours,” says Nimmagadda. “We ate pizza, drank Cokes and coffee — and we stayed there until we finished it.”

Johnson & Johnson Services retains the “Play Hard, Live Long” app as its intellectual property and could well develop the idea into a working concept.

“I liked the application,” says Cooper. “One of the things I asked Kishore was if J&J doesn't commercialize it, will the MBA team get it back — and he said yes. It will be interesting to see what happens with it. It's a solid idea with a lot of potential. It was designed for cell phones, but I could see it as an internet-based application as well. It uses great information from internet sources in their algorithm to create outcomes in the game. I could see it working on a web platform. It's very inventive and creative.” 



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Research and Innovation

Advances from the Terry College of Business

Got credit?

By Matt Waldman (AB '96)

Berrak Bahadir developed a fascination for credit long before she became an economics professor. Bahadir's attraction to the subject began in 1999, when she was playing professional basketball in her hometown of Istanbul, Turkey. The future assistant professor of economics was playing for a Bosnian-owned basketball team when she and her mother decided to combine their savings and buy a car. When they learned that they could finance a car with a zero interest rate for six months — essentially a negative real interest rate based on Turkey's stratospheric inflation — the topic of credit piqued Bahadir's curiosity.

"Turkey experienced a significant financial liberalization during the late '80s and early '90s and household credit growth was rising because the capital that was flowing into the country was channeled into households," says Bahadir, who at the time of her vehicle purchase was also earning



her undergraduate degree in finance. She read about where the money was coming from, fell in love with the topic, and then the Turkish banking crisis hit in 2011. "The dollar appreciated by 100 percent in a day and I saw people losing their wealth in a night. Until 2001, there was really easy, cheap credit and Turkey experienced a huge economic growth driven by this consumption boom. My friends and my parents' friends were buying cars and houses and taking vacations, but I thought


something was wrong with this. People were spending money that was not really theirs."

Bahadir's 2012 paper, "Credit Information Sharing and Banking Crisis: An Empirical Investigation," co-authored with Georgia State professor Neven Valev and published in the *Journal of Macroeconomics* is an idea that grew from Bahadir's overall research agenda to understand whether credit is a good or bad thing for the economy. Her interest in credit expansions and banking crises led to the exploration of credit information sharing.

"I started thinking that if banks had enough information about their borrowers, it might mitigate some of the effects of credit expansions," says Bahadir, who explains that the current academic literature finds that rapid credit expansions by banks leads to crises.

"Although rapid credit expansions are still bad and can lead to these crises, the research demonstrates that if banks have quality depth of information on potential borrowers — such as credit history, income, and other assets — this kind of information sharing supports a more stable banking system and can have a negative effect on the probability of having a nationwide banking crisis."

Bahadir says credit expansion can spur growth if it leads to capital accumulation. However, if the credit expansion fails to deliver permanent income growth then debt to income levels increase and as a consequence, additional factors come into play that may precipitate a crisis.

"It is important to distinguish between household and business credit," says Bahadir. "Borrowing to finance consumption does not add to the productive capacity of an economy and therefore is more likely to hurt the economy." 



Faculty recognition

Awards

MIS professor **Rick Watson** received the Association of



Information Systems Leo Award for Exceptional Lifetime Achievement in

Information Systems. The award was announced at the 2011 International Conference on Computer and Information Science held in Shanghai, China in December 2011. The Leo Award is the highest honor given by AIS.

Archie Carroll, Robert W. Scherer Professor Emeritus, Department of Management, has been chosen as the first recipient of the Lifetime Achievement CSR Award at the 5th International Conference on Corporate Social Responsibility to be held at Humboldt University in Berlin in October 2012. The award is given for lifetime achievement to a scholar who has influenced the field of corporate social responsibility.

Management professor **Jason Colquitt** was awarded membership in the Society of Organizational Behavior in recognition of his career achievement in the field of management scholarship.

Real Estate professor **Carolyn Dehring** was

awarded \$550,000 in funding from the National Science Foundation for her ongoing research titled "Southern Appalachia on the Edge: Exurbanization and Climate Interaction in the Southeast." The NSF has given Dehring \$5.16 million in funding for the project since 2008.

MIS professor **Nicholas Berente** received a



\$500,000 grant from the National Science Foundation's Office of

Cyberinfrastructure. The award builds on Berente's previous NSF-funded study on how to design and manage large-scale science and engineering centers.

Management professor **Robert Vandenburg** was awarded \$640,000 from the National Institutes of Health to study the effect of intensity and healthy coaches on the translation of direct participation programs to worksites.

Real Estate professor **Michael Eriksen** was funded \$96,000 by Syracuse University in partnership with the MacArthur Foundation to conduct his research topic "Aging in Place, Access to Affordable Housing, and the Health and Living Arrangements of Older Americans."

Marketing professor **Sundar Bharadwaj** was awarded the 2011 Long Term Research Impact Award by academic publisher M.E. Sharp for his research in the field of marketing.

Accounting professor **Tina Carpenter** was awarded



Out-standing Manuscript at the American Association of Accounting

Behavior and Organizational Research Conference in October 2011 for her research "International Financial Reporting Standards and Aggressive Reporting: an Investigation of Proposed Auditor Judgment Guidance."

Risk Management and Insurance professor **James Hilliard** won the Les B. Strickler Innovation in Instruction Award from the American Risk Insurance Association in August 2011 for his semester-long case study in risk management. The national award is given annually and recognizes the most innovative proposal to enrich insurance instruction.

MIS professor **Dale Goodhue** won the Best Paper Award at the Mediterranean Conference on Information Systems in Cypress

in September 2011 for his work co-authored with William Lewis and Ronald Thompson, "Measurement Error in PLS, Regression, and CB_SEM."


Marketing professor **Scott Thompson** earned the award for Best Paper, Consumer Psychology Track at the American Marketing Association's summer conference in August 2011.

Management professor **Daniel Feldman** won the



award for Outstanding Academic Title for his research, "Underemployment:

Psychological, Economic, and Social Challenges," from *Choice: the Journal of Academic Librarians*.

Accounting professor **Margaret Christ** won the Information System Section Best Paper Award at the American Accounting Association Conference in January 2012 for "Integrated Information Systems, Risk Sharing and Alliance Risk." 

Editor's Note: This is just a sample of recent scholarship at the Terry College. For a more comprehensive list, visit www.terry.uga.edu/news/faculty.

1-2 Georgia Economic Outlook

The 2012 Georgia Economic Outlook was held on Nov. 29 at the Georgia World Congress Center in Atlanta, and the principal speaker was Dennis P. Lockhart (right), president of the Federal Reserve Bank of Atlanta, who delivered the national economic forecast. (below) Selig Center Director Jeff Humphreys, who prepares Selig's annual economic forecast, at the economic outlook luncheon.

3 Silicon Valley Birthplace

Terry MBAs visit the Hewlett-Packard garage, where Silicon Valley electronics got started.

4-5 Terry College New Student Welcome

(left) Harina Bitow and accounting student Jasmine Hill enjoying Terry's New Student Welcome event in front of Brooks Hall this spring. (right) Russell Gilbert, Tyler Martin, Nijil Kuruvilla at the New Student Welcome.

6 Savannah Alumni Reception

(from left) Dana Barton and Matthew Harvey (BBA '11) at the Savannah stop of the Georgia Economic Outlook series.

7 Terry Professional Women's Conference

(from left) Jill Toth (BBA '79, MBA '81), and Terry College Alumni Board members Barbara Hampton (MBA '06), Lisa Blanco (BBA '95, JD '98) and Holly Meidl (BBA '83) were panelists for the "Pay It Forward: The Importance of Professional Mentors" session of the Professional Women's Conference in November.


8 Terry brings Chick-fil-A to NYC

(from left) Jill Walton, director of undergraduate student services and corporate relations at Terry; Alumni Board member Stacy Chick (BBA '84); 2011 Outstanding Young Alumni award winner Mai-Lise Nguyen (BBA '05); and Robert Wollner (BBA '04) at the Chick-fil-A picnic in New York City.

9 ILA Reunion

UGA doctoral student Jacob Martin, Caroline Cave (BBA '12) and Brianna Randall (BBA '12) at the Institute for Leadership Advancement reunion.

10 Terry students work it

Photographer Cassie Wright shoots students nominated for the Emeritus Alumni Board Student of the Year award. The winner was Patrick Fitzmaurice (center). 



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Terry Generations

When you think of the Terry College alumni family, these 14 families — with 3-generational ties to Terry — are among the most accomplished and best known

The year the University of Georgia created a business school, a passenger liner named Titanic struck an iceberg and went down in the North Atlantic. Risk managed poorly has a terrible cost. That same year, 1912, all around the reflecting pools and gleaming monuments of Washington, D.C., quiet teams of workers planted 3,000 cherry trees, a gift from the nation of Japan. Not one worker who put a cherry tree in the ground in 1912 still lives today. They knew their rewards would come later, for their children, their grandchildren.

The same is true of the 14 families whose patriarchs and matriarchs have sent three generations to the Terry College of Business. These families are a Whitman's Sampler of personalities and professions, traders and investors, movers and shakers and, perhaps above all, difference-makers.

To the person, these three-generational families adore Terry. They delight in Terry tales, sharing the experiences that shaped their lives, spelled out their fates. Stories seltzer up, one tale after another, of favorite professors, close calls, the kindness of strangers, the moment a light came on.

These families share something else. All took risks. All earned rewards.

Terry's vast network of boosters and alums — an ecology of benefactors — will spread seeds for the next 100 years of growth.

How to make sure those seeds bring rewards?

Athens entrepreneur Ed Benson, Class of '42, may have said it best when asked the reason for his success: "Let's just say my heart was in it."

By CHARLES MCNAIR

PHOTOGRAPHS *by* DAVID BANKS, CASSIE WRIGHT AND ERIK LESSER



Ansley

Wiley Ansley
(BBA '56)

Sally Ansley Woodall
(BBA '82)

Darryl Aldridge
(BBA '09, MS '10)

The first Ansleys moved into Atlanta just after the Civil War. The family prospered with the city. A respected line of Ansley doctors healed the sick. A family member in 1910 developed the graceful Ansley Park neighborhood in midtown. The future of Atlanta felt like the future of the Ansleys.

Wiley S. Ansley III (BBA '56) came home from UGA to his native Decatur with a Terry degree and set up a brokerage firm, Wiley S. Ansley Company. He and groups of investors went to work developing properties locally, on the Atlantic Coast, and at Lake Oconee. In the early 1970s, Ansley served four years as Decatur's mayor. He can claim part of the responsibility for master-planning a vibrant future Decatur where "Mayberry meets Manhattan," as locals say today.

"At every step, Terry connections have been . . . invaluable!" says Ansley, who has lectured to Terry students and served on the Terry Alumni Board. "As an entrepreneur and real estate broker, you never have a salary. You depend on affiliations."

Ansley admits he had his rough moments in school.

"I liked business law professor A. Aldo Charles," he says. "Once, he asked me to expand on a legal question in his class. When I finished, he looked around and announced, 'Class, mark this day. You have just heard a new law. Ansley's Law. We never had Ansley's Law before now.'"

Ansley's daughter, Sally Woodall (BBA '82) inherited the Ansley work ethic — and the real estate gene, too.

"My Terry courses prepared me well for starting a residential real estate career with Harry Norman Realtors," says Sally. "By the end of my first year, I was named Rookie of the Year for my office."

Ansley's grandson, Darryl Aldridge Jr. (BBA '09, MS '10), the son of his oldest daughter Gail, carries the third-generation Terry torch. An inventory analyst with Floor & Décor, Darryl says his Terry degree helps his critical thinking process.

"Most of my professors cared more about *thinking* about the answer and *understanding* the answer, than just *getting* the answer," he says. "This thought process has certainly helped me in my work, in analyzing past data to, hopefully, forecast accurate future sales."

The future . . . it's what the Ansleys have always been about. 

Wiley Ansley (center), one-time mayor of Decatur, has enjoyed a distinguished career in real estate, investing in properties in Atlanta, on Lake Oconee, and along the Atlantic Coast. He was photographed at the Capital City Club, along with his daughter, Sally Ansley Woodall, who sold real estate for Harry Norman, and his grandson, Darryl Aldridge Jr., an inventory analyst at Floor & Décor.



Benson

Ed Benson

(BBA '42)

Larry Benson

(BBA '74)

Will Benson

(BBA '03)

Oonagh Lynch Benson

(BBA '05)

Terry entrepreneurs, want to make a bundle? Bottle and sell Ed Benson (BBA '42) and the world will beat a path to your door. Here's the well-known 90-year-old Athens lifer, described by grandson Will Benson.

"My grandfather is as sharp as he can be," says Will (BBA '03). "He weighs the same as he did at age 18. He walks every day. He's even modest. A great guy."

A great guy with a still-sharp memory, Ed photographically recalls dates, places, and names from his WWII service in Africa and Italy, and lessons learned from his father, who opened a family bakery in downtown Athens in 1918.

Ed grew up sweeping floors and kneading dough for his "highly motivated, service-above-self entrepreneur" father, who handed out "thousands and thousands of loaves of bread" to the hungry during the Great Depression and who supported integration during the tough years.

Ed came home from war to work the bakery ("the first day of 1947," he remembers), and in 1957 hit on a fruitcake "cash cow." Fruitcake sales provided the family with the resources to grow and diversify their burgeoning business. In 1960, Ed and his partners built a Holiday Inn in downtown Athens. In 1971, Ed bought out his partners and expanded the hotel.

Thousands and thousands of bulldogs have slept in Ed's beds since.


Today, Ed's son Larry is president and CEO of Benson Inc., which includes a hospitality division grown to 650 hotel rooms in Athens and Oconee County.

Larry's son Will is senior vice president of strategic planning and development for Benson Inc., and together they run Benson's Bakery — which sells more than 20 million pounds of cake annually to retail grocers with in-store bakeries. Larry staffs the operation with Terry-educated managers, and he's enthusiastic about the preparation they bring to the job.

"We sell the Terry College of Business and what it's meant to the Benson family," he says. "We've benefitted from surrounding ourselves with people who know a hell of a lot more than we do."

Will owes Terry even more. He met his wife, Oonagh Lynch Benson (BBA '05), in a Terry marketing course. She manages the Atlanta Highway branch of Athens First Bank and Trust.

Will can't get enough Terry. He's now enrolled in the college's Executive MBA program.

"I'm learning as much from the other 36 people — all of them with years of experience in the real world — as from the professors," he says. "It's completely fascinating." 

(from left) Will, Oonagh, Ed, and Larry Benson, at Benson's Bakery. Ed brought a Holiday Inn to Athens in 1960. His son Larry and grandson Will hold executive positions at Benson Inc., which runs a bakery that sells more than 20 million pounds of cake annually. Will is also a Terry Executive MBA student. His wife, Oonagh, is a branch manager for Athens First Bank & Trust.

VISION

RICHARD W. COURTS, JR.

At age 29, Richard W. Courts, Jr. recognized that industry throughout the southeast needed investment capital for growth and boldly founded Courts & Co. to offer financial services to individuals, institutional investors, and investment banking clients. His vision spurred industrial growth, propelled economic and social change, and created value for the firm's investment banking and brokerage clients. A man of natural humility and humanity, Dick Courts placed clients' trust as the first priority of his career.

His abilities were evident at the University of Georgia, where he was selected for membership in Phi Beta Kappa and Sphinx. During World War I, he served in France as a 2nd lieutenant with the U.S. 343rd Infantry Regiment.

For unfailing integrity, Dick was in business for 73 years. He provided financial capital for companies and was one of the pillars of the Southeast's financial community. He also founded the firm which became the Investment Company. His portfolio of regional real estate, including development sites, commercial properties, and residential properties, has been in existence for seventy-two years. The Courts Building, a landmark in Atlanta.



Courts

Richard W. Courts Jr.
(AB '18)

Malon Clay Courts
(AB '29)

Richard W. Courts II
(BBA '59)

Richard W. Courts IV
(BBA '95)

Richard Winn Courts II graduated from Terry and went to work for his family's Wall Street investment banking firm, Courts & Co., for three years. His New York contemporaries had definite thoughts about his accent. "They told me," Richard II (BBA '59) recalls, "You need to go back to Georgia and grow peanuts."

He did go back to Georgia. He made hay.

Courts & Co. was co-founded by Richard's uncle and namesake, Richard Winn Courts Jr. (AB '18), whom Richard refers to as the "numbers guy" and by his father, Malon Clay Courts (AB '29), whom Richard calls the "rainmaker." Under their astute leadership, the company managed or co-managed numerous corporate financings during its 45-year history, including Cousins Properties, Delta Airlines, Citizens and Southern National Bank, Crawford and Company, Eckerd Drugs, Flowers Industries, and Genuine Parts Company.

Richard Winn Courts Jr. played a role in bringing Delta Airlines to Atlanta from Monroe, La., and he served on its board for more than 50 years.

Today, Richard II serves as chairman of Atlantic Investment Company, a 76-year-old, Atlanta-based private investment firm. Atlantic's core values are to be good Christian stewards of what God has entrusted to them, conduct business with integrity, treat everyone with respect and fairness, be prudent and focused in all activities, and cherish the value of a balanced lifestyle.

Richard II partners with three sons who work at Atlantic. Another son, Richard W. Courts IV (BBA '95), carries on the Terry tradition as a senior vice president in the Atlanta office of Cassidy Turley, a national commercial real estate firm that provides a wide array of services.


Richard IV serves on the Terry Alumni Board and the Terry Dean's Advisory Council, and he was raised a Georgia Bulldog.

"I grew up tailgating at Georgia football games watching Hershel and playing touch football in the old bookstore parking lot."

Richard IV credits Terry with developing in him "a growing confidence along with a solid business education to excel in the real world."

The Courts family has been making notable economic contributions to the real world since 1918, when Richard Winn Courts Jr. gave his UGA commencement oration on the topic "Capital and Labor."

When you ask Richard II about the prestige of a Terry education today, a fire blazes in his eyes.

"When I look at what's available at Terry today and what will be available in the near term, it's obvious that Terry is able to compete with any school anywhere. Terry continues to invest in its students! How exciting it would be to drop 58 years of age, re-enter Terry, work towards an MBA — and do this all over again!" 

Richard Courts II (seated) and his son Richard IV are following in the footsteps of two of Atlanta's most successful businessmen of the first half of the 20th century — Richard II's father, Malon Clay Courts, and his uncle, Richard Winn Courts Jr. (see framed photo). Richard II is chairman of the 76-year-old Atlantic Investment Company. Richard IV is a senior vice president at Cassidy Turley.



Hanna

Frank Hanna Jr.
(BBA '61)

Frank Hanna III
(BBA '83, JD '86)

David Hanna
(BBA '86)

John Hanna
(BBA '12)

James Hanna
(M '13)

Down in the little town of Douglas, Ga., not far from Waycross, it seemed like everybody was always in the Hanna family's business.

That's because the Hanna family *was* everybody's business.

"As a child, I could walk to my grandfather's shoe store, and to my great uncle's men's western shop," recalls Frank J. Hanna III (BBA '83, JD '86). "Two stores down stood my aunt's fabric shop and on the other side of the family shoe store was my aunt's women's store — and my grandfather's pool hall."

The Hannas emigrated to America from Lebanon, settling initially in Boston before moving south. The family eventually put down roots in Atlanta after first peddling dry goods from a wagon outside Savannah, and then establishing businesses in Douglas. Fair trade became a family tradition.

So did Terry.

Frank J. Hanna Jr. (BBA '61) went first. Now 73, the patriarch heard expert advice at Terry. "My finance professor, Dr. Robert Dince, advised me to go into the credit industry," he says. "Dr. Dince said, 'If you go into credit, you'll always have a job, good times or bad.'"

Fifty-one years later, the chairman of Urban Trust Holdings has proudly watched two sons, Frank III and David (BBA '86), earn Terry diplomas. The Hanna brothers teamed up to invest together in Atlanta in 1989. Today, Frank is CEO of the investment group, Hanna Capital, LLC, and David is chairman and CEO of CompuCredit, one of the nation's largest originators of credit cards.


"I had my original exposure to financial markets and the banking system at Terry," says David. "And the value of Terry contacts, lifelong friends, and business associates cannot be overstated."

In May, a third-generation Hanna earned a Terry degree. John David Hanna (BBA '12), David's son and a Terry Ambassador, says, "Terry's accounting program is one of the top programs in the nation. I feel that I accomplished something great knowing I completed my education at the Terry College of Business."

And the tradition continues on. David's son James, currently a UGA sophomore, waits in the wings for Terry tutelage.

The Hanna family has long been involved in supporting Catholic charities, including helping to start three new Catholic schools in Atlanta. In 2002, Frank III was chosen by George W. Bush as co-chair of the President's Advisory Commission on Educational Excellence for Hispanic Americans. In 2007, he received the Philanthropy Roundtable's William E. Simon Prize for Philanthropic Leadership for his leadership in K-12 education reform.

Frank III summarizes how Terry has rewarded him and his family.

"Terry taught me to reason with a business lens, meaning I learned how to deliver value to people. If you can do that, you can have a successful business." 

(from left) James, David, Frank Jr., and Frank Hanna III, photographed at Atlanta's Holy Spirit Preparatory School, one of many institutions that has benefited from the family's support of Catholic charities. Frank Jr. is chairman of Urban Trust Holdings. His son David is chairman/CEO of CompuCredit. His son Frank III is CEO of Hanna Capital, LLC. David's son James is a pre-business major.





Holmes

J. Paul Holmes Jr. (BBA '63), J. Paul Holmes III (BBA '85), Sam Holmes (BBA '87), Paul Holmes IV (BBA '12), Sims Holmes (M '14)

Paul Holmes Jr.'s (BBA '63) sons and grandsons know him as “Chief,” and he raised a Terry tribe.

“Life is a contact sport,” says the ex-Bulldog gridiron star and former Dallas Cowboy, “so you better have the contacts.”

The Terry network, Chief says, makes a difference for every member of the family. “In real estate, it’s location. In business, it’s relationships,” Chief says. “And the Terry network is the best.”

Chief is now retired from his post as vice chairman of Life of the South Insurance Company, and his oldest son, John Paul Holmes III (BBA '85) followed his dad’s footsteps into the insurance business. John serves as chairman, Securitas Financial Services in Macon.

Sam Holmes (BBA '87) stepped out of Terry and into the commercial real estate world, rising to vice chairman of the global firm CBRE, Inc.

John’s son, Paul Holmes IV, graduated in May as a real estate major. And there’s still another Holmes in the pipeline: Paul IV’s brother, Sims, is a pre-business major at UGA.

John acknowledges the “tremendous education” he received at Terry. Like his dad, he feels the benefits go much deeper than books. “Terry continues to help me grow my business to this day,” he says. “So many of the clients I serve in the community banking and automobile businesses are Terry graduates.”

Sam calls on Terry teammates in the contact sport of real estate.

“My industry is the quintessential service business, and the fundamental element is long-term relationships,” says Sam, a former Terry Alumni Board member who recently served a term as chairman of the UGA Foundation. “Terry gave me a huge head start on the many talented competitors I face every day.”

Paul IV recognizes that his role as a Terry Ambassador gives him a leg up on success because of the cohorts he’s gotten to know.

“This program has connected me to some impressive students,” he says. “I’m sure I’ll be reading about their future success.”

“I can’t fathom a better place to go to college if you plan on a career in Georgia,” says Chief, a long-time resident of Monticello and a Terry Distinguished Alumni Award recipient. “And now with Terry’s Atlanta presence, I think it’s more true than ever.” ■

CASSIE WRIGHT

Retired Life of the South insurance executive J. Paul Holmes Jr. (center) is known as “Chief.” The rest of his Terry tribe includes (from left) grandson Sims, a pre-business major at Terry; son Sam, vice chair of CBRE in Atlanta; son Paul, chair of Securitas Financial Services in Macon; and grandson Paul IV, who graduated from Terry in May.



Knox

Boone Knox
(BBA '58)

Jeff Knox
(AB '84)

Catherine Davis Knox
(BBA '83)

Jefferson Knox Jr.
(BBA '11)

Augusta National Golf Club phones Jeff Knox (AB '84) in April. The former Georgia golf team walk-on grabs his clubs and hustles to the fabled course to serve as a 'marker,' one of a few hand-picked amateur golfers that the club contacts if a pro needs a partner to flesh out a twosome during the tournament. And in Jeff's case, Augusta National is calling on someone who handles a golf club so well that it's sometimes difficult to tell the pro from the amateur.

Jeff holds Augusta National's course record from the members tees — an 11-under-par 61.

You need confidence to play golf that well in those hallowed environs, and Jeff exhibits the same degree of assurance in his business career. He credits his Terry business and economics studies with preparing him for his first job in management, at the Georgia Railroad and Banking Company (now Wells Fargo).

That experience, in turn, led to a career in investments as managing partner of Knox Ltd.


"My dad ingrained in me at an early age the value Terry can have on your life and on the businesses you serve," says Jeff, whose late father, Boone Knox (BBA '58), led the Bank of Thomson (now Regions Bank) and chaired Merry Land & Investment, one of the nation's largest apartment operating companies. Boone also created the Knox Foundation, serving the Augusta area where family roots run deep.

"My grandfather helped instill a business mindset in all of us: Save money. Think long-term. Don't be wasteful," says Jefferson Knox Jr. (BBA '11), a third Terry generation who is a financial analyst at Lockton Dunning Benefits in Dallas, Texas. He had locked up that first post-college job before graduation, just as his grandfather, father, and mother did in their own careers.

Catherine Davis Knox (BBA '83) remembers Jefferson agonizing over his Terry major. "It was a big deal for him, but even as the treasurer of his pledge class Jefferson always knew it was important to be close to the money."

She knew, too. Catherine remembers a Terry professor using international currency as a teaching aid. "Learn this," he promised, "and you can travel."

That lesson made an impression on Jefferson.

"I took the Terry Travels study abroad trip to Eastern Europe in the summer of 2009," he says. "Now, that's a great Terry program! My finance teacher, Mark Laplante, took us to Frankfurt, Bratislava, Vienna, and Prague to see how businesses dealt with foreign exchange exposure. Given the financial atmosphere in Europe today, that experience really helps me understand the issues." 

Boone Knox (see portrait) led the Bank of Thomson (now Regions Bank) and chaired Merry Land & Investment, one of the nation's largest apartment operating companies. His son Jeff (standing) is managing partner of Augusta-based Knox Ltd. Jeff's wife Catherine was a finance major at Terry, and their son Jefferson is a financial analyst at Lockton Dunning Benefits in Dallas, Texas.



Knox

Wyckliffe A. Knox Sr.
(BSC '32)

Wyck Knox Jr.
(BBA '62, LLB '64)

Davis Knox
(BBA '98)

Hardman Knox
(BBA '98)

“My father was very ambitious for me,” recalls Wyckliffe A. “Wyck” Knox Jr. “He wanted me to learn accounting, finance, forestry — and law.”

No problem.

Knox left Thomson, near Augusta, to earn both a business degree (BBA '62) and a law degree (LLB '64) at UGA, on the way to an Atlanta legal career culminating in a chairmanship at Kilpatrick, Townsend & Stockton. En route, he received Terry's Distinguished Alumni Award — the same award his father, Wyckliffe Sr. (BSC '32), received. Continuing the family tradition, one of Wyck's twin sons, Davis (BBA '98) received Terry's Outstanding Young Alumni Award.

The thread that runs so true through three Terry generations? Words of wisdom from Wyck Sr., a man who started a mid-Depression builders supply business around Augusta, then grew it by stages into lumber, pre-fab housing, land development, and road construction businesses.

“Dad told us, ‘You need to know accounting principles,’” says Wyck. “If you don’t understand the numbers, you don’t know anything.”

Wyck also got some unexpected occupational synergy.

“Being in the business school made me a better lawyer,” he says. “And practicing law made me a better businessman.”


Davis and Hardman, Wyck's twins, followed the numbers into different careers.

On some fine future opening day of a Tailgating Hall of Fame, you'll likely find a bronze statue of Davis. In 2003, he and his wife Gena co-founded Fire & Flavor, which supplies gourmet grilling products to 10,000 retail stores nationwide.

Hardman Knox (BBA '98), managing partner at Knox Properties LLLP, preferred a corporate setting. He's made development and real estate his career, also playing a role in conservation efforts for the Chattahoochee River.

The twins did indeed learn their accounting principles. But Terry taught them more than numbers.

“You can’t do it alone,” says Hardman. “Terry taught me the value of seeking out others for advice and learning how they would approach a problem.”

“I see the value in staying connected to your resources, constantly working to develop new resources, and using them to develop new opportunities,” says Davis. “Being resourceful is probably the most valuable skill in business. As Tom Friedman says, ‘If you don’t have some leverage, get some.’ My Terry College family gives me that leverage.” 

Wyck Knox Jr. (center), photographed with his twin sons, Hardman (left) and Davis, at the Fire & Flavor warehouse outside Athens. Wyck, who rose to the chairmanship of Kilpatrick, Townsend, and Stockton, is a recipient of Terry's Distinguished Alumni Award. Hardman is managing partner at Knox Properties LLLP in Atlanta. Davis is co-founder and president of Fire & Flavor.

100 years: A look back

An overview of the past century in Terry's history. By no means a comprehensive list, this timeline, and its accompanying bits and pieces, provides a glimpse into Terry's rich past and the people who helped make Georgia's flagship business school what it is today. More information can be found at www.terry.uga.edu/centennial.



Also in 1912

Girl Scouts of America, founded as Girl Guides of America, begins in Savannah, Ga.



Arizona and **New Mexico** achieve statehood

Alaska becomes a U.S. territory



Fenway Park, America's oldest ball-park still in operation, opens doors

RMS Titanic sinks during its maiden voyage



Massachusetts passes first **minimum wage law** in the U.S.

Paramount Pictures and **Universal Pictures** are founded

First municipally-owned **street-cars** are put into operation in San Francisco



Japan gives 3,000 **cherry trees** to Washington D.C. as a sign of goodwill and leads to the inauguration of the National Cherry Blossom Festival in 1935



Henri Seimet makes the first non-stop flight from Paris to London in 3 hours



Biochemist **Casimir Funk** discovers the concept of **vitamins**

Harriet Quimby becomes first woman to fly across the English Channel



Republic of China is established in mainland China

Nabisco introduces **Oreo** cookies

TIMELINE LEGEND: **FIRSTS** **PEOPLE** **BUILDINGS**

1915



Willis B. Sparks Jr. is the recipient of the first Bachelor of Science in Commerce degree. Sparks later went on to become president of the Georgia Southern & Florida Railroad.

1920



Robert Preston Brooks, first to have title of dean, first professor of economics and first alumni secretary. Brooks was also UGA's first Rhodes Scholar in 1904. Brooks serves as dean until 1945. See story on page 50.

1912

1915

1918

1920

1922

1912

The Terry College is founded as the School of Commerce by the Georgia Board of Regents, making it the oldest business school in the South. Concentration groups included industrial relations, finance, and secretarial sciences. The school holds its first classes in the Academic building on north campus.

The school is administered by a number of directors: R.E. Curtis, William A. Shelton, H.D. Dozier and Howell A. Inghram.



1918

A scholastic honor society for business students, the Alpha Chapter of Beta Gamma Sigma was founded at UGA in 1918, and was the sixth chapter in the nation. It is the third oldest honorary society still in existence at UGA (Phi Beta Kappa-1914, Alpha Zeta-1914), and was created in 1907.



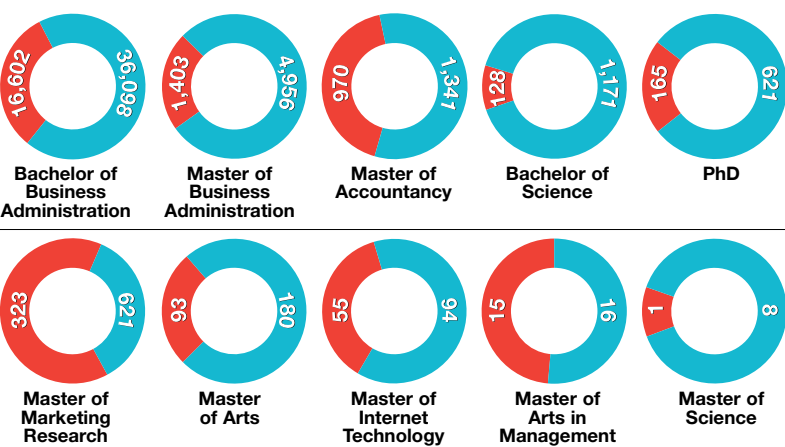
1922

Anne Ruth Moore is the school's first female graduate.

Celebrating 100 Years

Our legacy spans 18 U.S. presidents, 10 UGA presidents, 12 deans, and nearly 65,000 degrees...

Degrees by gender 1912-2011

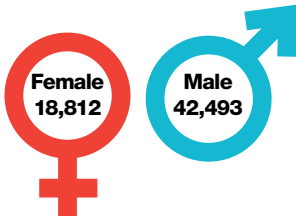


1,636
Highest number of BBA degrees conferred in one year: **2002**

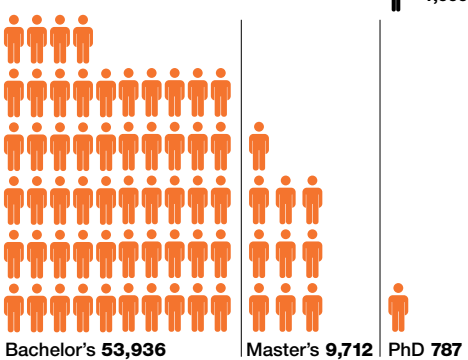
315
Highest number of MBA degrees conferred in one year: **2011**

39
Highest number of PhD degrees conferred in one year: **1993**

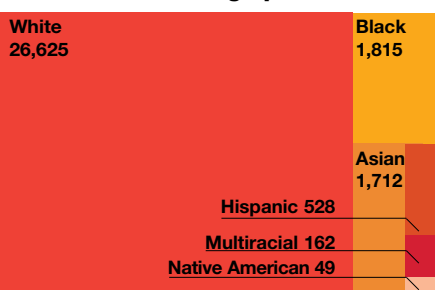
Alumni by gender 1912-2011



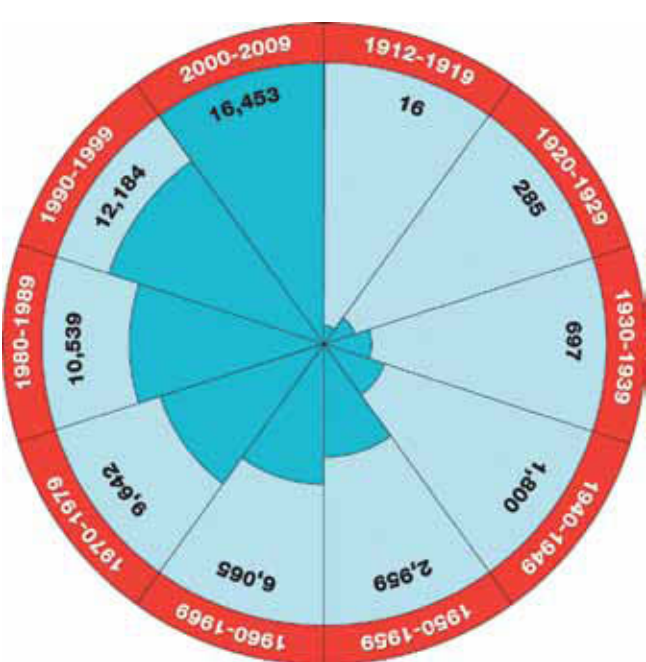
Degrees by type 1912-2011



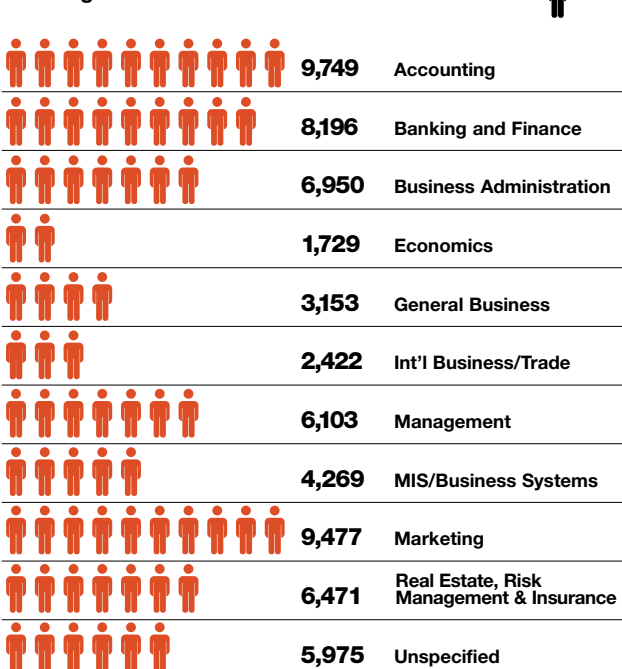
Total recorded demographic breakdown



Number of degrees conferred by decade



Total degrees conferred 1912-2011



Terry alumni in the entertainment industry



James Barge
(BBA '78)
CFO of Viacom



Bryan Calhoun
(BBA '92)
VP of New Media/
External Affairs for
SoundExchange



George Fontaine Sr.
(BBA '76)
President/CEO of
New West Records



\$44.7 million

Amount Terry alum Bernard B. Ramsey (BSC '37), gave to the University, making him UGA's most generous benefactor.

7

Number of Grammys won by Terry alumni **Dave Haywood** (BBA '04) and **Charles Kelley** (BBA '05) of Lady Antebellum.



In 1912, Terry students didn't have:



The zipper



Electric traffic signals



Household refrigerators



Spiral-bound notebooks



Crosswords



Band-Aids



Penicillin



Ballpoint pens



Frozen food



The short wave radio



Photocopier

2010

Year of the first **Terry College Professional Women's Conference** featuring keynote speaker **Michele Burns** (BBA '79, MAcc '80) Chairman and CEO, Mercer, LLC.



Notable 1912 births



Jackson Pollack



Studs Terkel



Woody Guthrie



Milton Friedman



Gene Kelly



Julia Child

1923

1923

The Master of Science in Commerce is approved by Board of Trustees in 1923, and first awarded to Lorimer B. Freeman in 1930. The MSC becomes known as the Master of Business Administration in the 1940s.

1928



1928

The school moves into the Commerce-Journalism Building.

1928

Dean Brooks creates the Bureau of Business Research. It's the school's first attempt at outreach and service to the Georgia business community, and is supported by pledges from state business leaders. The bureau's first project is a survey of social and economic conditions in Georgia.

1941

1941

The School of Commerce becomes the College of Business Administration.

1945



1945

Alvin B. Biscoe becomes dean of the College of Business Administration. He serves until 1947.

1947



1947

Robert T. Segrest is appointed acting dean of the college until 1948.

1947

The Georgia Institute of Technology's Evening School of Commerce is incorporated by the Board of Regents into UGA's School of Commerce. At that time, the institution was known as the Atlanta Division of the University of Georgia.

1948



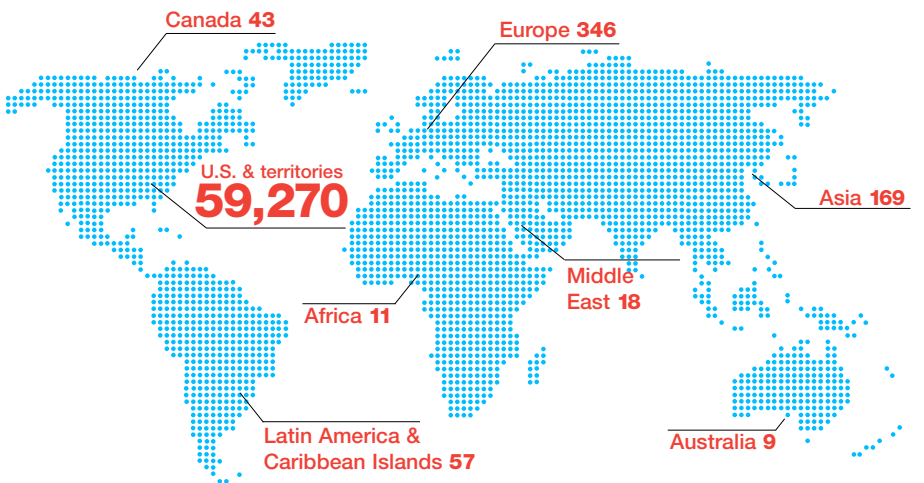
1948

James E. Gates is appointed dean of the College of Business Administration. He serves until 1962.

1948

John Edward Dean and Joseph Quillian Tuck are the first two graduates of the MBA Program.

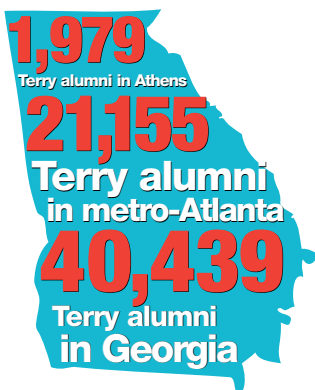
Current Terry Alumni **59,872**



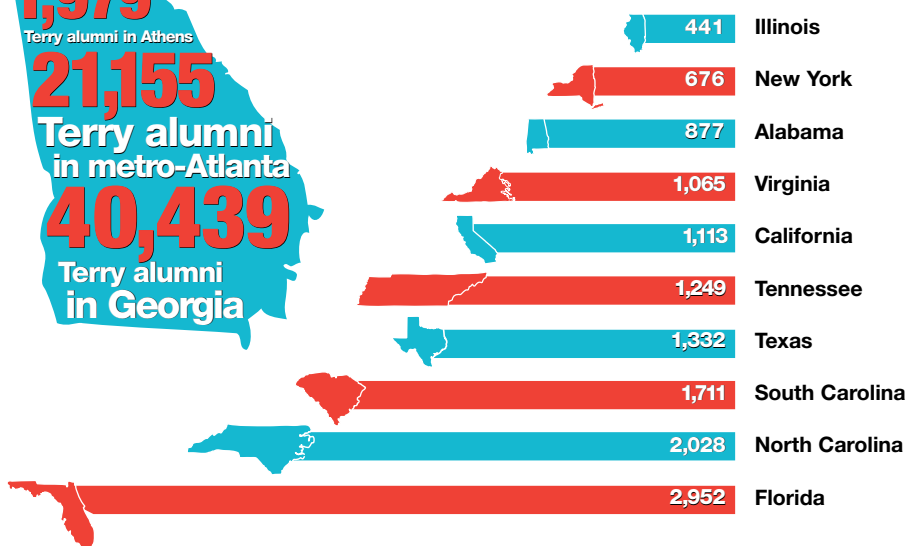
A look back

1 Business school students have celebrated their graduation from UGA for many years. **2** The arch circa 1950. **3** Brooks Hall caught fire on the hottest day of the year in August 1995. **4** Charles Knapp, former president of UGA (1987-1997), part-time Distinguished Public Service Fellow, and professor of economics at Terry College.

More at:
www.terry.uga.edu/centennial



Top 10 alumni states



The source for all of the Terry College alumni information presented here is the University of Georgia's Registrar's Office, as of June 2012. The data includes both degree recipients and matriculates. Due to changes in record-keeping over the 100-year history of the college, many alumni and degree records prior to 1960 lack the same caliber of information as the rest of the data set. We encourage alumni to keep their individual information up to date at www.terry.uga.edu/alumni/online

TERRY IN POLITICS

2

GEORGIA GOVERNORS

George Busbee
(BBA '49, LLB '52)

Joe Frank Harris
(BBA '58)

3

SENATORS

asterisk denotes current

Saxby Chambliss
R-GA (BBA '66)*

Phil Gramm D-TX
(BBA '64, PhD '67)

Johnny Isakson
R-GA (BBA '66)*

4

CONGRESSMEN

asterisk denotes current

Jack Kingston R-GA
(BBA '78)*

Tom Graves R-GA
(BBA '93)*

Fred B. Rooney Jr.
D-PA
(BBA '50)

Austin Scott R-GA
(BBA '93)*

FIRSTS



First African-American student:
Harold A. Black (BBA '66)
retired prof, U. of Tennessee



First African-American graduates:
Harold A. Black (BBA '66)
Tyrone Barnett (BBA '66)



First female Distinguished Alumni Award winner:
Michele Burns
(BBA '79, MAcc '80) 1993



First female to qualify for the Olympics (3 sports):
Sheila Taormina (BBA '92, MBA '94), 2008



First professor:
Roy Emerson Curtis, 1912



1983

The first Georgia Economic Outlook is held in Atlanta at the Peachtree Plaza Hotel. Dean Niemi and UGA economics professor Phillip Cartwright spoke to 60 key Atlanta business leaders. In 2007, a crowd of 1,400 hears Steve Forbes speak at the Atlanta event in the Georgia World Congress Center.



1988

Dr. Sandra G. Gustavson is the first woman named department head when she takes over the Department of Insurance, Legal Studies, and Real Estate. In 2000, she becomes the first woman to serve as an associate dean.



1995

A fire in Brooks Hall severely damages and puts the building out of service for 16 months.



1997

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

2000

The Institute for Leadership Advancement is approved by the Board of Regents. The first class of Leonard Leadership Scholars was initiated in 2001. The program now has 299 graduates.

2000

As demand grows for a stronger Terry presence in the Atlanta area, the college launches its Terry Third Thursday program in the Atlanta Alumni Center, featuring WebMD founder Jeff Arnold as its first speaker. The program continues today in the Terry Executive Education Center.



2007

Robert E. Hoyt is appointed interim dean. Hoyt is now the Department Head of Insurance Legal Studies and Real Estate.



2007

Robert T. Sumichrast is appointed dean of the Terry College of Business.

1982
1983

1988

1991

1995

1996

1997

1998

2000

2001

2005

2007

2010

2012



1982

Albert W. Niemi Jr. is appointed dean of the College of Business Administration serving until 1996. He is now the dean of the Edwin L. Cox School of Business at Southern Methodist University.

1982

The School of Accounting is renamed the J.M. Tull School of Accounting after Joseph McKeehan Tull who founded J.M. Tull Industries, Inc. in Atlanta.



1991

The College of Business Administration is renamed the Terry College of Business in honor of C. Herman and Mary Virginia Terry.

1991

Terry determines that familiarity with computers is vital to knowledge for all business school students, resulting in a mandatory computer literacy program.



1996

James Don Edwards serves as interim dean of the Terry College of Business until 1998. Edwards is now a professor emeritus.



1998

P. George Benson is appointed dean of the Terry College of Business. He serves until 2007, and is now the president of the College of Charleston in South Carolina.

2001

Billionaire investor Warren Buffett holds a Q&A session with students in Sanford Hall.

2005

Terry Executive Education Center — home of the Executive MBA and Executive Programs — opens in Atlanta.



2010

Terry College holds its inaugural Graduation Convocation. Dan Amos (BBA '73), CEO of Aflac, gives the keynote address and 797 new Terry College graduates are recognized during the ceremony.



Terry Alumni in Business: *our alumni have led some of the largest corporations.*



Dan Amos (BBA '73),
Chairman/CEO, Aflac

James H. Blanchard (BBA '63,
MAcc '65), Retired Chairman/CEO,
Synovus

Michele Burns (BBA '79,
MAcc '80), Executive Director,
Retirement Policy Center,
Marsh & McLennan Companies



Gary C. Butler (MBA '70), President/
CEO of Automatic Data Processing

A.D. "Pete" Correll, (BBA '63)
Chairman Emeritus, Georgia Pacific

Tom Cousins (BBA '50, Hon '80),
Founder/Chairman Emeritus,
Cousins Properties

Doug Ivester (BBA '69)
Retired Chairman/CEO of
The Coca-Cola Company



SYNOVUS

Mason Hawkins, (MBA '72)
Founder/Chairman/CEO,
Southeastern Asset Management

Kevin B. Marsh, (BBA '77)
Chairman/CEO, SCANA

Robert D. McTeer (BBA '63, PhD
'63), Former President, Federal
Reserve of Dallas



Georgia-Pacific

Walter Muller (BS '79, MA '80)
Chief Investment Officer,
Bank of America

David O'Hare (BBA '05)
Audit Senior, Deloitte

Allison O'Kelly, (BBA '94)
Founder/CEO, Mom Corps

Thomas J. Stanley, (PhD '74)
Author, *Millionaire Mind*



1956
Uga I, a white
bulldog belong-
ing to Sonny
Seiler (BBA
'56, JD '57), is
named UGA's
official mascot.



1962
J. Whitney
Bunting is
appointed dean
of the College
of Business
Administration,
serving until
1968.

1966
The first Ph.D.
degree is awarded to
Chong Soo Pyun.



1972
A three-story annex is
added to the back of the
Commerce-Journalism
building.

1979
The first Master of
Marketing Research
program is devel-
oped by the college.
There are now
more than 20 simi-
lar programs world-
wide, and Terry
remains one of the
top ranked.

1955
Due to rapid
growth, the
Atlanta Division
of the University
of Georgia is
separated from
UGA and con-
verted into a
four-year business
school, becom-
ing the Georgia
State College
of Business
Administration.
In 1961, the
school becomes
Georgia State
College. It is now
known as Georgia
State.

1961
UGA desegregates:
Charlayne Hunter
and Hamilton
Holmes are the
first black students
to enroll at the
university.



1964
The Ph.D.
program is
approved by
the Board of
Regents.



1968
William
Flewellen Jr. is
appointed dean
of the College
of Business
Administration.
He serves until
1982.

1974
The College
of Business
Administration's
building is named
Brooks Hall in
honor of Robert
Preston Brooks.



1981
Caldwell
Hall opens.
Officially
named in 1982
after Harmon
W. Caldwell,
University
of Georgia
president
(1935-48) and
chancellor of
The University
System of
Georgia
(1948-64).







Leebern

*Donald Melwood Leebern (BSC '37),
Don Leebern Jr. (M '60), Fate Leebern (M '63),
Douglas Leebern (BBA '74), Dalee Leebern
Merrill (BBA '05)*

Don Leebern points to a 1997 letter on UGA letterhead. It declares him short of a college degree by two classes — English 101 and 102.

“Does that make sense?” he asks, his face a study in bewilderment. “I speak English.”

Sheepskin aside — and there were extenuating circumstances — this self-invented entrepreneur has displayed the kind of business world moxie that was literally bound to result in success. The only reason he left college was because his father died and he had to return to Columbus to support his family. From that unhappy beginning, he built an empire in the liquor distribution business, and wielded enough political influence to be named to the Board of Regents of the University System of Georgia.

Fate Leebern launched Columbus Wine Company Distributors in 1938, delivering the first carload of legal liquor in Columbus after the repeal of Prohibition. In 1946, Fate met his fate, and his son, Donald Melwood Leebern (BSC '37), took hold of the company. His father's heart attack brought Don Jr. home from final exams in a car driven by an unlikely chauffeur — football coach Wally Butts.


“What about my tests?” asked Don, who was a three-year letterman at Georgia. A old photograph shows a broad-shouldered, coal-haired No. 77 posed with teammates Fran Tarkenton and Pat Dye.

“Son, you just had the test of a lifetime,” said Butts. “You go home and take care of your mama and family.”

Don shouldered the challenge. He expanded wholesale operations of the family business, known today as Georgia Crown Distributing Company, into three southern states, with product lines eventually including bottled water and hundreds of beverage brands.

In plain English, Don Leebern's a success.

And he places enormous value on his Terry business connections.

Jack Rooker, Terry alum and developer, has “built every one of my facilities, because he knows who we are and what we want — and I trust him,” says Don. “He's just one of the Terry connections who have helped this business.” 

Don Leebern Jr. (right) was close to graduating from UGA when his father, Donald M. Leebern, died of a heart attack in 1960. Don came home to take over the family liquor distributorship, which is known today as Georgia Crown Distributing Company. Don was photographed in St. Simons with niece Dalee Leebern Merrill and her husband Ramsey.

CASSIE WRIGHT



Nalley

C.V. Nalley Jr.
(BSC '36)

Jim Nalley
(BBA '66)

Street Nalley
(BBA '01)

Clay Nalley
(BBA '03)

Once upon a time, a man could trade a horse and buggy for a horseless carriage. C.V. Nalley Sr. started a successful auto sales business that way, and he went on to crank out a pretty good line of Terry businessmen.

C.V. Nalley Jr. (BSC '36) launched new automotive dealerships in Jasper, Gainesville, and Atlanta. Following in the family tire treads, C.V. "Jim" Nalley III (BBA '66) ran his own Peterbilt truck dealership, then expanded into luxury auto lines. Jim grew the Nalley business into one of the most profitable auto groups in the nation — in Atlanta, regarded as the most competitive automobile market.

Today, Jim's sons — James Overstreet "Street" Nalley (BBA '01) and C.V. "Clay" Nalley IV (BBA '03) — sit at the wheel of the family trade as principals in Sons Automotive Group.

The only thing more natural to the Nalleys than a new set of keys might be a Terry degree. Each family member credits Terry as a spark plug for their success.

"I had great teachers in business school," says Jim. "They really got you fired up in the classroom, and they really got you interested in business instead of just checking a box in your career."

Street agrees.


"The only thing I remember from my undergraduate core classes was how to defend a hilltop, from a military science course," he laughs. "I realized when I got to Terry that it was time to get serious. Terry taught me the blocking and tackling of business."

"The light bulb certainly came on for me, too," says Clay, who now serves on the Terry Alumni Board. "Terry helped me realize that when you break it all down, business comes down to two things — people and capital. And, if you want to do business in the state of Georgia, Terry is the place to start."

To bolster that cause, Jim has endowed the Nalley Distinguished Chair in Entrepreneurship at Terry; he is also a member of Terry's Pinnacle Society, which recognizes lifetime giving of more than \$1 million. He is a former chairman of the University of Georgia Foundation, and he was one of the guiding forces in the creation of the UGA Real Estate Foundation, which pulled together private and public capital to change the face of campus over the past decade. Jim was also instrumental in positioning another member of a three-generational Terry family, Jack Rooker (see p. 45), to chair REF in its formative years.

Asked what key business tenets he passed down to his sons, Jim says he attaches a lot of importance to his "10-Foot Rule" that has been a watchword of all the Nalley family's dealerships over the years.

"As the name suggests," says Jim, "any Nalley employee who comes within 10 feet of a customer is required to say hello and ask if they can be of service. I also made a point of answering my own phone."

That'd be Nalley. 

Jim Nalley (at right), photographed at BMW MINI of South Atlanta with sons Clay (left) and Street. A Pinnacle Society member who endowed a chair in entrepreneurship at Terry, Jim learned the car business from his father and passed those lessons on to his boys. Clay is a Terry Alumni Board member; he and Street and another brother Slater run seven Sons Automotive franchises.



Paris

Thomas Paris Sr.
(BSC '30)

Thomas Paris Jr.
(BBA '61)

Trey Paris
(BBA '84, MBA '85)

Elizabeth Paris
Hagood
(BBA '85)

When you look at the history of the Paris family and its relationship to the Terry College, sheepskins were important to be sure. But the Paris family didn't stop there. Both the late Thomas Hanie Paris Sr. (BSC '30) and his son, Thomas Hanie Paris Jr. (BBA '61), were recipients of the college's highest honor — the Distinguished Alumni Award. And Thomas Jr.'s son, Thomas H. "Trey" Paris III (BBA '84, MBA '85), earned an Outstanding Young Alumni Award.

Trey's sister Elizabeth Paris Hagood (BBA '85) completes the Paris' Terry family tree, with each member expressing a deep sense of gratitude for the business education they received. As a means of saying thanks, each member of the family feels a commitment to give back.

"It's an investment of love," says Trey, who recently served as president of UGA's National Alumni Association. "Terry is creating future leaders of our country. We want to invest in the quality of leaders coming out of the college and in the education they're getting inside and outside of the classroom."


Leadership runs in the Paris family. Both the Toms went to UGA on football scholarships, recruited as quarterbacks. Tom Sr. came home to Gainesville to start a wholesale hardware store, then ventured into poultry, with chicken houses, hatchery, processing plant, and ice plant. Tom Jr. eventually sold the hardware business and converted the warehouse into storage units, and started his own investment business.

In his school days, Trey fell under the spell of the legendary Earl Leonard, a Terry Executive-in-Residence who had served as a senior vice president at The Coca-Cola Company. The Leonard contact and a student internship at Big Red eventually landed Trey a 14-year stint at KO. Today, Trey is U.S. manager of government relations for GE.

"Terry was the gateway to my career," says Trey, who has served as chairman of the Terry Alumni Board. "If not for Terry, I seriously doubt I would have followed this career path."

Elizabeth entered Terry "at the edge of the computer age," she says. In 1982, her management science course required her to learn Fortran, a computer language as dead today as Vaudeville.

But the discipline it took to learn Fortran lives on in Elizabeth.

"It was hard . . . definitely outside my comfort zone," she recalls. "But it taught me survival skills, and those skills turned out to be exactly what I needed when I moved into a career selling national radio advertising for the J. Walter Thompson advertising agency. And those same skills serve me well now that I'm running a household. Terry taught me life skills." 

Tom Paris (center) with daughter Elizabeth and son Trey at his storage warehouse in Gainesville. Successful in multiple business ventures, Tom is a recipient of Terry's Distinguished Alumni Award. Trey, who is U.S. manager of government relations for GE, received Terry's Outstanding Young Alumni Award. Elizabeth sold national radio advertising for J. Walter Thompson.





Rooker

*William A. Rooker Sr. (BSC '33),
Bill Rooker (BBA '58), Jack Rooker (BBA '60),
Penn Rooker (BBA '65), Gil Rooker (BBA '93),
John Rooker (BBA '02)*

Should a Terry education be cheaper by the half-dozen? William A. Rooker Sr. (BSC '33) sent three sons to the UGA business school. Two of them entrusted their sons to Terry. That makes six Rookers in all, enough to make the family a household name to three generations of Terry alums.

William Sr. “led by example,” says his son John Winston “Jack” Rooker (BBA '60), who is CEO at the Rooker Co., a real estate development, design, and construction firm based in Atlanta. “Dad taught the importance of giving back to those who were responsible not only for his own development and well-being but for the development and well-being of the community where he grew up.”

Jack and brothers William Jr. (BBA '58), a retired businessman, and Penn Winston (BBA '65), retired CEO of The Pennco Corporation, impart that same sense of commitment to the school that prepared them for their own careers in real estate.

Like his father, Jack received Terry’s Distinguished Alumni Award — out of respect for not only his business career but for his service to his alma mater as the founding chair of the UGA Real Estate Foundation.


The beat goes on.

Jack’s son John William (BBA '02) is vice president at Rooker. Penn’s son Gil (BBA '93) is senior vice president, information security officer at Reliance Financial Corporation. And the cousins describe their own Terry experiences with virtually the same words. To quote John: “Terry provides not only one of the best campus experiences in the country, it also gives you access to some of the greatest professionals a business person could ask for in order to be prepared for real-world business issues.”

Elders Jack and Bill also share an indelible memory. Both men, asked to describe a Terry remembrance, repeat sage advice provided by a beloved business law professor, A. Aldo Charles:

“When you go out among the doers, if you don’t watch out you are going to get did.”

Guess which doers do the doing these days?

You guessed it. The Rookers. 

The Rookers were photographed at the Peachtree Golf Club: (from left) Bill, a retired businessman; Gil, senior vice president/information security at Reliance Financial Corporation; Gil’s father Penn, retired CEO of Pennco Corporation; Jack, CEO at the Rooker Co.; and Jack’s son John, who is vice president at Rooker.

CASSIE WRIGHT



Selig

Simon Selig

(BSC '35)

Steve Selig III

(BBA '65)

Blake Selig

(BBA '95)

Scott Selig

(MBA '95)

You see a lot of Selig family handiwork on a drive across Atlanta.

S. Stephen Selig III (BBA '65), president and chairman of Selig Enterprises for 35 years and also chairman of AAA Parking, carries on the commercial real estate business of his late father, Simon S. Selig Jr. (BSC '35), and his grandfather, Ben Massell.

Massell built more than 1,000 buildings in Atlanta after starting the business in 1918, and today the Selig's family-run firm holds properties all over Atlanta and the South, including structures with some 10 million square feet of space.

Simon Selig loved Terry. His career achievements and his generosity as a benefactor brought him a Distinguished Alumni Award. The UGA athletic department sits on Selig Circle. The Selig Center for Economic Growth stands as Terry's most visible public service unit. And Terry College Dean Robert T. Sumichrast holds the Simon S. Selig Jr. Chair for Economic Growth.

Like his father, Steve is a recipient of Terry's Distinguished Alumni Award, and he relishes the close relationship he has with both Sumichrast — "We talk often about various issues concerning the college" — and with Sumichrast's predecessor, George Benson.

"I served in a sort of kitchen cabinet capacity with George," says Steve. "He would share private or personnel issues he had under consideration with us before they became public. I still feel a great closeness to him."


Steve has passed the Terry tradition on to his sons, Benjamin Blake Selig (BBA '95) and Stephen Scott Selig (MBA '95).

Scott, as vice president of Selig Enterprises, says Terry helped him through a crisis of confidence. Scott went away to Arizona for undergrad work, and on his return felt "intimidated and disadvantaged" by the savvy, close-knit classmates around him in the MBA program.

"Professor Jerry Horton, my marketing professor, took me aside," Scott recalls, "and he told me, 'If I were interviewing you, I'd hire you over these others. You're *real*.' From the moment I heard that, my confidence level popped way up. I don't honestly know what I'd have been without him."

Blake, president of Dakota Contractors LLC, had his own epiphany.

"They always told me growing up how important contacts were," he says. "But I only saw it from afar. I only truly realized it when I made those relationships at Terry. Today, when I'm going after a new client or when I'm trying to solve a problem, I always seem to run across somebody who says, 'Hey we went to college together.'"

"You cannot put a price tag on that." 

Distinguished Alumni Award winner Steve Selig (center) is president/chairman of Selig Enterprises and chairman of AAA Parking. He was photographed with his sons Blake (left), president of Dakota Contractors, and Scott (right), vice president for acquisitions and development at Selig. Steve learned the real estate business from his father, who was also a Distinguished Alumni Award winner.





Stelling

Kessel D. Stelling (BBA '45), Ed Stelling (BBA '77), Kessel Stelling (BBA '78), Mitch Stelling (BBA '89), Chris Stelling (BBA '07), Daniel Stelling (BBA '09), Drew Stelling (BBA '10), John Stelling (M '15)

Kessel D. Stelling Sr. (BBA '45) took his business school diploma home to Augusta and spent a career as city controller. Knowing how numbers paved the road to prosperity, the old lion approved when three sons — Edward L. Stelling III (BBA '77), Kessel Jr. (BBA '78), and Mitch (BBA '89) — chose to study business at Terry.

The late patriarch would be even prouder today. Two of Kessel Jr.'s sons — Christopher Bennett Stelling (BBA '07) and Andrew Mitchell Stelling (BBA '10) — and one of Ed's sons, Joseph McDaniel Stelling (BBA '09), carry on the Terry tradition. Ed's son John McNiel Stelling just finished his freshman year in pre-business, an eighth Stelling to prep in Athens for the business world.

Like spikes, the Stellings hold down separate sections of the big tent of business.


Ed is CFO at Worthington Hyde Partners, where he “does exactly what I was trained to do at Terry as an accountant.”

Kessel Jr. is chairman, president and CEO of Synovus Financial Corporation. Banking came so naturally to him that before his Terry graduation he rose to head teller at the Fort Gordon branch of Georgia Railroad Bank, with 14 people reporting to him.

“I thought banking was a good way to meet people from all walks of life, so I could then go off and figure out what I wanted to do when I grew up,” he says. What he figured out brought about his steady rise in banking and civic eminence in Atlanta and Georgia.

Chris is a business analyst at Genuine Parts Company. (He's also on Terry's Young Alumni Board.) Drew is an analyst in the investment banking division of Raymond James. Ed's son, Daniel, mans the most distant Stelling outpost, a golf course in Wyoming.

Kessel, a 2009 Distinguished Alumni Award recipient, serves on the Terry Dean's Advisory Council. He says he's “enjoyed the privilege” of supporting two former deans, Al Niemi and George Benson, and Terry's current dean Robert Sumichrast.

“I have known Robert Sumichrast since the day he arrived at Terry,” says Kessel. “Our whole family continues to be impressed by the passion for excellence in all that he does at Terry.” 

The Stellings were photographed at the Bank of North Georgia in Buckhead. (from left) Chris is a business analyst at Genuine Parts Company. Kessel is chairman, president, and CEO of Synovus Financial Corporation. Drew is an analyst in the investment banking division of Raymond James. Ed is CFO of Worthington Hyde Partners.

ERIK LESSER





Young

William D. Young Sr. (BBA '54), Bill Young Jr. (BBA '78), Howard Young (BBA '82), William III (M '15)

On the list of large, private, family-owned businesses in Atlanta, General Wholesale Company — think beer, wine, and spirits — is one of the most successful.

The executives who pilot the ship at GWC — William D. Young Sr. (BBA '54) and his sons William D. Young Jr. (BBA '78) and Earl Howard Young (BBA '82) — claim deep ties to Terry. And those ties will soon run deeper, as Bill Jr.'s son, William D. Young III, is working toward being admitted to the college.

The Youngs oversee GWC operations in four states, and they are avid supporters of the B-school that schooled them in reading, writing, and arithmetic, business-style.


"I was taught the fundamentals of all aspects of business, including accounting, finance, and economics," says Bill Sr., president-CEO of GWC and recipient of a Terry Distinguished Alumni Award. "Having a degree from Terry has opened many doors for me in both the state of Georgia and throughout the Southeast."

Bill Sr. is an emeritus trustee of the UGA Foundation. He started his career in insurance, showing the same grit and determination in that business sector that he did as a 190-pound tackle who earned a reputation on the Georgia football team for overpowering much-larger opponents. When his father-in-law Earl Howard died suddenly in 1965, Bill Sr. was pressed into service at GWC, which has prospered mightily under his stewardship and that of his sons.

Bill Jr. says there was never any doubt where he would attend school, and he found Terry wonderfully practical. "One of my most vivid memories is Dr. Scott teaching our class how to read, understand, and process *The Wall Street Journal* from cover to cover."

The lessons obviously sunk in. Bill Jr. has served on the UGA Foundation Board of Trustees since 2003 and is currently serving as chairman for the second time, guiding the university's fundraising efforts that support teaching, research, and public service programs.

His brother Howard credits Terry with readying him for the real world.

"My Terry experience prepared me for the demands of running a private family company," he says. "It positioned me to hit the ground running on my first day of work." 

The Youngs were photographed at a General Wholesale Company warehouse in Atlanta. (from left) Howard is a vice president. Bill Sr. is president/CEO and a recipient of Terry's Distinguished Alumni Award. Bill Jr. is a vice president and is serving a second tour of duty as chair of the UGA Foundation. Bill's son, William III, is a pre-business major.

DAVID BANKS

The NECESSARY Man

By Krista Reese (MA'80)

Robert Preston Brooks was UGA's first Rhodes Scholar, its first alumni secretary, and as the first dean of the School of Commerce he helped put the state's flagship business school on the map

Photographs courtesy of
The University of Georgia
Hargrett Library

One look at the photos, and you think you know the man. In his younger years, Robert Preston Brooks (BSC 1904) resembled the silent film comic Harold Lloyd; you can almost imagine Lloyd spoofing the stern, bespectacled academic by having stiff winds send him flying across campus, robes in full sail. As Brooks aged, he looked more like an implacable Walter Huston, his mouth permanently set in a thin grim line, stained by cigars.

One of UGA's most respected and accomplished economics scholars, Brooks left scores of files stuffed with careful columns of figures on the state's financial climate, and his own newspaper articles were backed with stud-

iously compiled graphs and charts. However, his personal writings and speeches — and in some cases, what he chose not to write — also show Brooks to be something else: An empathetic human being whose most

important role may have been behind the scenes, putting the well-being of the university, its faculty, and its students above all else.

Brooks was, in short, UGA's necessary man, quietly steering the university toward a progressive future that belied his own firmly entrenched Southern upbringing.

"The truth is that I can say all I know about any subject in about 20 minutes," Brooks told UGA's 1952 graduating class in a commencement speech that was both wry and wise. Brooks, who retired that year, told his audience to "lay hold upon friendship.... The older you get, the dearer your friends will become. No satisfying life can be led without the companionship of a group of persons for whom you have affection and in whom you have confidence."

Like U.S. presidents Roosevelt and Wilson, who held office during his formative years, Brooks saw himself as a representative of the people. He helped secure adequate funding for higher education by lobbying for state and federal funding that was essential to the growth of his alma mater.



Brooks' 51-year UGA career as star student, professor, and dean includes a number of firsts and distinctions:

- First Rhodes Scholar.
- First dean of the “commerce department,” which later became the School of Commerce, the business school, and now the Terry College of Business.
- Namesake of Brooks Hall.
- First secretary of the UGA Alumni Association.
- Founding editor of the *Georgia Alumni Record*.
- First Georgia director of the Institute of Public Affairs, which brought eminent speakers and leaders to Athens.
- Founder of the Bureau of Business Research and the Institute for the Study of Georgia Problems — both forerunners for UGA's interface with the business community and the world at large.

In addition, in his initial position as a history professor, Brooks may have authored the first Georgia history textbook. The first edition, printed in 1913, was adopted as the official textbook for Georgia schools, and it sold 100,000 copies.

He was certainly among the first to seriously examine how African Americans lived in Athens.

He was critical to the effort to rescue Alumni Hall, which had languished during WWII, until he helped find a way to fund it via the “War Memorial Fund.”

In addition, Brooks was a tireless campaigner for state and federal funding, strongly supporting tax legislation that helped boost Georgia's colleges and universities far beyond his lifetime. (He described a 1930s effort to emasculate the state tax system as “the Tax Dodgers League.”)

Although Brooks published several works, including a slim autobiography, *Under Seven Flags*, he would write that his history of the university, *The University of Georgia: Under Sixteen Administrations, 1785-1955*, was by far “the most important thing I ever did.”

From our historical perch more than 110 years after Brooks first walked under the Arch as a freshman (yes, he predates even the first-year custom of walking around it), we might disagree.

Brooks' life (1881-1961) bridges a number of pivotal events: The Great Depression, an influenza epidemic that decimated the globe's young, two World Wars, as well as the Korean conflict and early involvement

in Vietnam. He lived to see UGA transformed from the small, all-white, all-male campus he attended, to a large, integrated, coeducational university. His story includes some of the most iconic individuals in Georgia and UGA history: Walter B. Hill, Talmadge (Gene and Herman), Ellis Arnall, Harmon Caldwell, Walter Cocking, and Sandy Beavers, as well as national figures like economist John Kenneth Galbraith, who wrote to Brooks protesting his decision to leave a wartime stint with Washington's Office of Price Administration.

Brooks forged many of his own friendships in Athens at the turn of the 20th Century, when the university was a small school in a small town. Although he would be grateful for his Rhodes scholarship and the insights he gained from studying in England, he would later write that he believed the education he received at UGA was actually better.

“I was not greatly impressed by the Oxford system,” he wrote in his autobiography. “The teachers . . . were in no way superior to those I had had at the University of Georgia, an institution that in my student days was



Brooks (in white suit with an unidentified colleague) was slight in stature. But as an undergrad (see yearbook bio on p. 55) there was no bigger man on campus: Editor of both *The Red and Black* and *Pandora*, tennis champion, Sphinx, Demosthenian, and, in keeping with numerous other awards and distinctions, he was the university's first Rhodes Scholar.

Brooks was not greatly impressed by his studies at Oxford. “The teachers were in no way superior to those I had had at the University of Georgia, an institution that in my student days was a small liberal arts college.”

a small liberal arts college. The classes were small, the professors excellent, and personal contacts were the rule.” (It didn’t help that Brooks “thoroughly disliked” his Oxford tutor, the only professor with whom he had close contact.)

Brooks’ undergraduate experiences — editor of *The Red & Black*, tennis doubles champion, membership in ATO fraternity and the Sphinx honorary society — had a profound effect on him and he came to know many prominent Georgians.

“He was personally tied to people in influential positions, at a time when half the state leadership had gone to UGA,” says Thomas Dyer, author of *The University of Georgia: A Bicentennial History, 1785-1985*. “He was like Dean Tate was later on — the last one who really knew everyone on campus.”

When Brooks lived at 123 Westview Drive near the academic enclave of Five Points, “You could yell, ‘Dean!’ out the back door and five people would answer,” says his former secretary, Willa Dean Birchmore, now 93, who worked with Brooks in 1939-1940. Brooks’ wife Josephine, she recalls, was well known for making a dish called chicken boudini.

“Those were the days when everyone knew everyone on campus, you knew the names of all the boys on the football team,” she remembers. Birchmore also studied under Professor Brooks before taking a job as his assistant. “He was very nice, but very particular,” she recalls. “If you made one mistake in a letter — putting in ‘shall’ instead of ‘should’ — he would make you do the whole thing over.”

Birchmore also recalls that Brooks would play golf at least once a week with then-president Harmon Caldwell, who would later call on

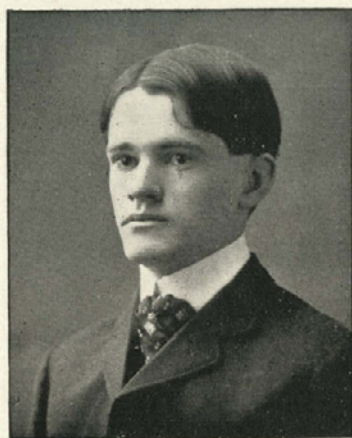
Brooks to advise him on one of the university’s — and the state’s — biggest crises: The Cocking Affair.

Brooks’ network of friends and professional colleagues, as well as his uncommon good sense and upstanding reputation, had already helped see the university through a cheating scandal in the 1920s. Assigned to advise the administration on a course of action, Brooks astutely diagnosed the real problem — not a matter of a decline in morals or lack of harsh punishment, but of the university’s overcrowding problem, which put students in too-close proximity to one another. According to Dyer’s UGA history, Brooks predicted that the problem would continue until the university could provide “more commodious buildings and classrooms.” Ever discreet, Brooks left no trace of his advisory role in the cheating scandal in his own papers, but

it’s clear he began working on ways to find money for UGA’s expansion.

“Dean Brooks was forever concerned about and working vigorously toward getting adequate financing for the University — and thereby for a resource-starved business education program,” wrote Terry professor Ted Smith in his unpublished history of UGA’s college of business, completed in 1985 (see p. 56). At the time of the cheating scandal, perhaps grateful for his understanding and his role in recommending a better environment for them, students devoted the 1927 Pandora yearbook to Brooks, saying in part that his “quiet, efficient, self-effacing efforts have contributed so largely in the upbuilding of our University.”

Much of Brooks’ work at Oxford and at the University of Wisconsin, where he got his Ph.D., was in economics, so he was a natural choice to head UGA’s fledgling department of commerce. So revered was he that when he stepped down as Dean of



ROBERT PRESTON BROOKS,
A. T. O., O. N. E.
MILLEDGEVILLE, GA.

A. B. Univ. of Georgia, 1904; Member Sphinx, Casque and Gauntlet, Thallians, Scroll and Pen, Leader Mandolin and Guitar Club, 1902-3; Editor Pandora, 1903; Editor “Georgian,” 1903-04; Editor-in-Chief “Red and Black;” President Athletic Association; Demosthenian; President U. G. Tennis Club; Champion (Doubles) Tennis, 1903; Member Advisory Board, 1904; Winner H. B. Russell Psychology Prize, 1903; Treasurer U. G. German Club.

“A lover is a man who, in his anxiety to possess another, has lost possession of himself.”

In addition to all his other firsts, Brooks may have authored the first Georgia history textbook. The first edition, printed in 1913, was adopted as the official textbook for Georgia schools, and it sold 100,000 copies.

the School of Commerce in 1945, he actually stepped up in the university's chain of command, to Dean of Faculties.

In matters of race, Brooks was a man of his time, deeply immersed in the Southern status quo. Some of his early writings illustrate the prejudices he was blind to, in his monochromatic circle of friends, despite his cosmopolitan experiences. As a Kahn fellow, he traveled around the world for a year, and commented on the strict class hierarchies he found there — but never seemed to question his own. Still, his views were hardly unique among white Southerners, even academics.

Brooks' father was born into a slave-owning family in Talbotton, Ga. Two uncles fought for the Confederacy. Brooks' birthplace, Milledgeville, once the state capitol, had erupted in streetwide celebrations when Georgia seceded in 1861. Although he never writes about it, Brooks' namesake may well have been Preston Brooks — not a relative, but the South Carolina congressman who in 1856, on the Senate floor, nearly fatally cane-whipped abolitionist Sen. Charles Sumner after his speech comparing slaveowners to pimps.

By the time R.P. Brooks wrote his autobiography, in 1957, he no longer published the segregationist opinions that informed his early works. At the time, segregation was not only a custom, but Georgia law, in ways large and small, and not only in public spaces, but in Jim Crow laws that kept blacks from voting or owning land, and ensured they would receive harsher punishments for broken laws. Opposing segregation for many meant not only reversing laws and customs, but going against what they believed represented "God's natural order."

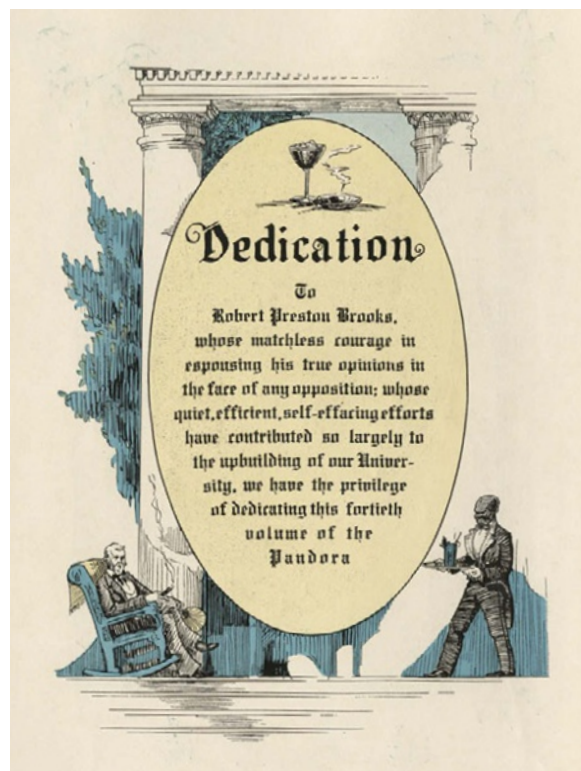
It would be the early 1960s before those laws were seriously challenged at the University of Georgia, a moment that led to the end of integration in public schools all over the state. Brooks says very little about his own racial views, and when he does, he seems somewhat bewildered.

"In my youth, there was no racial animosity, and there was no juvenile delinquency," he wrote in *Under Seven Flags*. "I played happily with Negro children when I visited my country kinsfolk, all of whom were farmers and all of whose laborers were Negroes. I did not play with Negro children in Milledgeville. There was no race mixing, in church, school, or any other way."

The Cocking Affair, as it came to be known, started small. In March 1939, incoming Dean Walter Cocking, who had been hired to improve the College of Education, decided not to renew contracts of several teachers there, among those one Sylla Hamilton. Hamilton countered in a complaint to university officials that she had heard Cocking talking about a plan to teach blacks — with whites. The complaint reached the ear of Gov. Eugene Talmadge.

Talmadge, despite being an alum, was no friend to UGA as governor, having already denied the university federal funding. Talmadge would use the incident to inflame his base, accusing the dean of a plan to integrate UGA. In May 1941, as an ex officio member of the regents, Talmadge demanded Cocking's firing as an agent of "communism and racial mixing." The regents complied.

President Harmon Caldwell, immediately understanding the threat of Talmadge's interference, threatened to resign if Cocking wasn't given a





When UGA was beset with a cheating scandal in the 1920s, Brooks diagnosed the problem not as a decline in student integrity but as a consequence of overcrowded classrooms. In 1941, when Gov. Eugene Talmadge demanded a professor be fired “as an agent of communism and racial mixing,” the faculty asked Brooks to write a letter of protest.


high sense of honor could have done it.”

Talmadge did not respond to the faculty protest, and the issue became a cause celebre. Colleges and universities across the South supported UGA’s faculty and administration. The *Atlanta Constitution*’s Ralph McGill wrote several front-page columns about the governor’s attempt to make UGA his political football. Students protested by the thousands, and members of Brooks’ old society, Sphinx, mocked Talmadge openly.

When the Southern Association of Colleges and Schools’ 400 delegates voted unanimously to strip UGA of its accreditation, Talmadge understood he had overplayed his hand. The chastened governor soon agreed to revised rules removing him from the regents, and from other UGA funding decisions. Behind the scenes, in exasperated notes about Talmadge’s overreaching, and in supportive missives to faculty and staff, Brooks was as steadfast a defender as the university has ever known.

On May 30, 1952, at his retirement party, Brooks, who was 70 at the time, stood before a gathering of 100 friends and colleagues and confessed that leaving the university was a solemn moment in his life. Having been associated with his alma mater for most of his adult life, Brooks likened the definitiveness of retirement “to the descent of the guillotine on the victim’s neck.” Appearing more emotional than perhaps at any other time in his life, Brooks admitted that earlier that day he had “choked up somewhat at announcing to my class that they were sitting in the last class meeting I would ever conduct in the University.”

Brooks closed his remarks by saying, “The worst aspect of retiring is the problem . . . what to do now? My purpose holds to keep intellectually alive, to enjoy the boon of good talk with my many interesting friends, to do all the fishing I can, and maybe do some further writing along historical and economic lines.”

In October 1961, having witnessed the university’s integration the previous January, Robert Preston Brooks died. Never as public a figure as Dean Tate, never as well known as the presidents he served, never fully appreciated because he preferred to work behind the scenes, UGA’s necessary man occupies his own unique place in the history of the University of Georgia and of what is now known as the Terry College of Business. 

fair hearing. The regents reversed their decision, but Talmadge pressed on, demanding a public hearing in Atlanta.

Behind the scenes, Brooks found himself in the middle of the fracas, but he held to a steady course. As it happened, Hamilton was Brooks’ cousin. In a carefully worded statement prior to a public hearing, Brooks wrote: “I have complete confidence in her integrity and in her desire to speak the unqualified truth upon all occasions. Knowing her intimately over a period of years has taught me, however, that she is highly emotional and excitable.... She has probably exaggerated or misinterpreted remarks emanating from Dr. Cocking.”

Brooks had also opened his office to another friend and former classmate (as well as Sphinx): Gen. Sandy Beavers, a close Talmadge associate who was sent to investigate the matter. Other professors present at the March 1939 meeting issued sworn statements denying Hamilton’s accusation. Beavers told the governor he was wrong. But Talmadge refused to back down.

Brooks writes that he “got together some 50 members of the faculty, (who)... instructed me to write a letter of protest.” Privately, Cocking wrote Brooks a letter of thanks for “your belief in me, your friendship and your efforts in my behalf. In a peculiar sense, it has not been easy for you to do, and only a man of your

Birth of the B-schools

In his business school history, management professor Ted Smith noted that it wasn't until America began retooling itself as an industrial giant that university-based business education programs came to the fore

When UGA's School of Commerce was created in 1912 to teach and train future business leaders at the university level, it was part of an extremely small pre-World War I fraternity. Harvard had begun teaching business classes just four years earlier, and there were scarcely more than a dozen university business departments in operation when UGA joined the club.

A rapid proliferation of B-school curriculums would occur in the postwar 1920s, as American retooled itself as a 20th-century industrial and corporate giant. But in the early years, Dean Robert Preston Brooks was, as Terry historian and former management professor Ted Smith (see photo at right) notes, a “university man first and a college man second.”

The first graduating class in 1915 consisted of a single person, and over the course of its first half-century the School of Commerce's quest for funding, growth, and ultimately excellence often took a backseat to the university's larger goal of reaching the upper echelon of America's public universities.

Smith points out that the first mission of America's institutions of higher learning was to “insure an educated ministry equipped to provide competent community leadership.”

Which explains why so many early college presidents were clergymen. UGA's first president, Abraham Baldwin, was a chaplain in the Revolutionary War, and, with the exception of Josiah Meigs, each succeeding president for the first 114 years of the university's existence was either a minister or chaplain.

In this type of educational environment, overseen by devout men of the cloth, business administration was initially seen as a red-headed stepchild. “It is, in a word, no accident,” Smith wrote, “that higher education for business was at first demanded by the American business community rather than spontaneously offered by American education institutions.”

Before the advent of university business curriculums, one commentator caustically observed that there was not to be found in the entire United States “a single institution designed to furnish the agriculturalist, the manufacturer, the mechanic, or the merchant with the education that will prepare him for the profession to which his life will be devoted.”

Industrialist Andrew Carnegie went so far as to say that, because colleges focused primarily on ancient history and dead languages, “college education as it exists is fatal to success.”

As America became more industrialized and the hue and cry for vocational education became louder, America's minister-presidents were forced to do some hard thinking about their institutions' overall usefulness to society. This is the environment that gave birth to college-based business curriculums, which over time would become a powerful new educational force.

Smith notes that UGA's first exploration into a business curriculum came as early as 1855, when Athens attorney William L. Mitchell became a zealous promoter of the cause.

By
**Kent
Hannon**

Mitchell was chairman of the powerful Prudential Committee, which rivaled the university president in terms of power and influence, and he prompted a pre-Civil War campaign to teach “the great principles and history of trade, the channels of foreign commerce, the duties of merchants.”

Nothing came of this new reorganizational thrust, perhaps in substantial part because the war intervened. But in 1867, when UGA’s law school was reactivated following the war, one of the new course offerings was commercial law — and its teacher was none other than William L. Mitchell.

Mitchell died in 1882, and as Smith notes, “. . . virtually all traces of the educating for business he had achieved died with him . . . A remarkable thing about new ideas, however, is that yesterday’s premature birth can become today’s ‘thing to do.’”

The alumni speaker at UGA’s 1904 commencement was Joseph Stewart, a trusted adviser to Chancellor Walter Hill, who was a lawyer by profession and the first UGA alumnus to serve as president of the university. In a 1904 report to Hill, Stewart had written: “Next to farming, more men enter business than any other occupation, yet there is not an institution (in the) South . . . that offers a course for such students.”

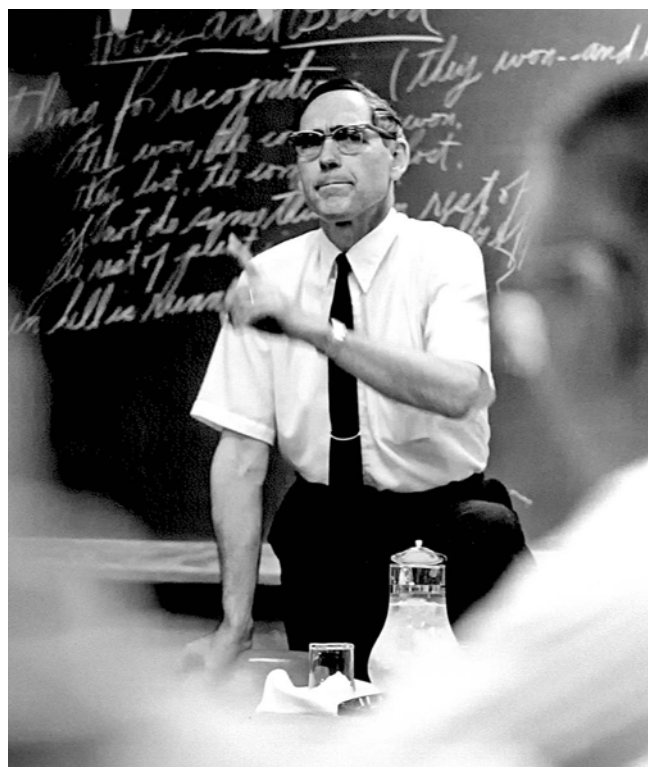
In his commencement address, Stewart spoke out for a broader mission for higher education, including attention to business because it had become such a vital part of “the duties of practical citizenship.”

Hill served as president from 1899-1905, and in six short years he transformed the face of the university, securing more funds during his administration than his predecessors had in the previous 100 years. The campus was expanded from 36 to 1,200 acres and the schools of pharmacy and forestry were established. Hill was ready to move on business, too, owing in part to his close friendship with banker and philanthropist George Foster Peabody.

When Hill died, Athens businessman Harry Hodgson and new university chancellor David Barrow championed the cause.

Hodgson has been called “the father of the business school” but Smith contends that his zeal would have been insufficient to the task if Barrow hadn’t been so proactive. As early as 1908, “Uncle Dave,” as he was known, was recommending the education of bank officers. In his 1909 annual report, Barrow declared that, other than a program in medicine, a School of Commerce was the university’s greatest need.


On June 12, 1912, the board of trustees created



Smith was a member of the business school faculty for 45 years.

UGA’s first exploration into a business curriculum came in 1855, when Athens attorney William Mitchell campaigned to teach the history of trade and the channels of foreign commerce.

the University of Georgia School of Commerce, but elaborate ribbon-cutting celebrations were out of the question due to the measly budget allotted to the new academic discipline: \$1,800.

Given how tight money was, Barrow knew he would have to seek out a young faculty member who was new to the profession. His predecessor, Walter Hill, had used the University of Wisconsin’s business school as a model to emulate, and Barrow found his man there in Roy Emerson Curtis, a West Virginian who was about to receive his Ph.D. in Madison. Curtis became the first School of Commerce professor, and three years later Willis Brazeal Sparks became the school’s first graduate. 

The TERRY MBA by the numbers

Students, faculty, and alumni are the driving force behind the Terry MBA Program's 66-year history. Looking back, those years tell a story of growth, academic achievement, community service, leadership, entrepreneurship, and return on investment.



CASSIE WRIGHT

- 1** University of Georgia's MBA Program at the School of Commerce opens for business in 1946.
- 2** Total size of the MBA Program's first graduating class in 1948: John Edward Dean and Joseph Quillian Tuck.
- 4** Four MBA graduates who earned their degrees in 2003 — Matthew Ferris, Bruce Black, Doug Ghertner, Kerry Moher — also distinguished themselves by winning the \$100,000 grand prize at the prestigious Moot Corp business plan competition.
- 5** Number of administrators who played prominent roles in the PricewaterhouseCoopers IBM Program, which offered its first class in 1998 and was designed only for IBM professionals-consultants: MBA Director Kay Keck, associate dean for academic programs Bob Gatewood, IBM consultant Don Burkhard (MBA '80, PhD '84), soon-to-be dean George Benson, and interim dean J. Don Edwards.
- 6** As in the 6th-ranked Executive MBA Program among public business schools in 2011, according to *Bloomberg Businessweek*.
- 10** Number in thousands of dollars (\$10,000) that Mark Martin (MBA '10) and his teammates won as first prize in the National Tulane Business Plan Competition for a charter school blueprint. Martin put that plan into action and helped start a charter school in New Orleans.
- 11** Size of the 1950 graduating MBA class that included Janie Britt Silver and Bonnie Bellam Howard, the first two women to earn MBAs at the University of Georgia.

- 14** *The Economist's* 2010 ranking for Terry's MBA program among public business schools.
-
- 15** *Bloomberg BusinessWeek's* ranking of the Terry College's full-time MBA Program among public business schools in 2011. It is Terry's best-ever numeric ranking in *BusinessWeek's* biennial survey of the top graduate programs in business.
-
- 16** Number of hours in the thousands (16,500) that Terry students logged in community service from 2005-2007 under the leadership of MBA student J.B. Reed in her restructured BUSN 1020 course. The Terry MBA Program continues to participate and encourage active service in the community.
-
- 18** *Bloomberg BusinessWeek's* U.S. ranking of Terry's Executive MBA Program in 2011.
-
- 20** *Forbes'* ranking of the Terry MBA among the top U.S. business schools for return on investment in 2011.
-
- 23** Number in thousands of dollars realized for return on investment (\$23,000) that the typical Terry MBA graduate was ahead just five years after graduation, according to *Forbes'* analysis of 2004 graduates for its 2009 rankings. In just two years, that monetary figure has nearly tripled for Terry's 2006 MBA graduates.
-
- 26** Percentage of minorities (81 total) representing the 2010 graduating class of Terry MBAs, including 48 African Americans. The first African American MBA graduate was Willie D. Hampton in 1975.
-
- 28** Number of schools that the Terry MBA team of Tracy Dunbar, Demetria Hannah, Redick Brown, and Hakeem Rufai beat in the 2005 National Black MBA Association DaimlerChrysler Case Competition in San Diego.
-
- 40** Prize money in thousands (\$40,000) that three different Terry MBA teams earned in 1999 while sweeping four major collegiate business plan competitions.
-
- 42** Number of MBA graduates in 1969 — highest in what was then the 23-year history of the MBA Program. That total skyrockets to 112 in 1970, which ironically becomes the second-lowest number of graduates of the program for the next 15 years.
-
- 47** Percent increase in average EMBA's alumni salary, based on survey answers provided by graduates from the Terry EMBA program from 2007. The alumni were asked to compare their current compensation with their pre-EMBA salaries.

- 50** Amount of the initial investment in thousands of dollars (\$50,000) that nine MBA students were awarded in the 2008 Sterne, Agee, & Leach Student Investment Fund Challenge. They beat the S&P by 16 percent over a seven-month period to win the competition.
-
- 60** Amount in thousands of dollars (\$60,000) in for return on investment that the typical Terry MBA graduate was ahead five years after graduation, according to *Forbes'* survey of 2006 graduates.
-
- 63** Winnings in thousands of dollars (\$63,000) that Jay Mullis (MBA '07) earned in the *Fortune* Small Business competition, a portion of which he used to pursue patent protection and EPA approval for a roach kill formula based on his grandfather's homemade recipe. 



SPECIAL

Want to know more? Attend one of our upcoming MBA information sessions:

Executive MBA and Fast Track Professional MBA information sessions:

- Lunch and Learn: July 17 and August 7 at the Terry Executive Education Center in Atlanta.
- Executive MBA Breakfast with the Director: July 24 and August 24 at Terry Executive Education Center in Atlanta.

Full-Time MBA information sessions:

- Athens: August 21, September 19, October 25, November 20 and December 6.
- Atlanta: July 26, September 6.
- Washington DC: July 31 and September 20.

Information on each session and contact information can be found at mba.terry.uga.edu.



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BERT MC DONOLD

Terry's annual Alumni Awards and Gala is the signature event on the college calendar, and this year's gala, held in April at the InterContinental Buckhead hotel in Atlanta, pushed the annual event's overall fundraising total past the \$1.5 million mark. "When you're raising money for the good of the college — and having fun doing it — that's a win-win situation!" says Dean Robert Sumichrast (at right in photo with Mrs. Mary Virginia Terry (at center.) See pgs. 62-67 for profiles of this year's three alumni award winners: (from left) Jimmy Barge (BBA '78), Matt Stinchcomb (BBA '98) and Brother Stewart (BBA '74).

2012 Alumni Awards & Gala



James Barge (BBA '78)

Executive Vice President & Chief Financial Officer, Viacom Inc.

By Kent Hannon

Jimmy Barge is CFO of Viacom, the world's fifth-largest media conglomerate, and prior to his keynote address at the 2011 CFO of the Year banquet in Atlanta he treated his audience to a promotional video that he calls his "sizzle reel." When he hit the play button and Viacom properties rocketed across a video screen at MTV volume levels, a roomful of accountants subconsciously reached for their seatbelts!

Viacom's entertainment empire consists of everything from Paramount Pictures' "Mission Impossible" franchise to kids favorite "Dora the Explorer" to Comedy Central offerings like "The Colbert Report." The company's Internet and TV properties represent 170 channels serving 600 million homes in more than 160 countries.

And Jimmy Barge, who graduated summa cum laude from the Terry College in 1978, is responsible for Viacom's global tax and treasury operations, as well as the company's IT and risk management activities. He's come a long way since his childhood days in southwest Atlanta when he dreamed of becoming a major league baseball player, and delivered newspapers to earn spending money.

Jimmy's mother worked at Fort McPherson in the Third Army's transportation office. His father loaded trucks for J.C. Penney. And prior to college, Jimmy had little use for school.

"I'm the only person to make partner at Ernst & Young after failing the fourth grade!" says Jimmy, who enjoys poking fun at his early years as a party boy and academic misfit. "My freshman year at Georgia, I showed up at drop-add without having pre-registered for a single class."

Jimmy surprised himself by making straight A's his first quarter. Accounting 101 resonated with him, and he got involved with Beta Alpha Psi accounting fraternity, where he was introduced to many of the top firms.

"I've been fortunate in that I've only had three jobs," says Jimmy, who hit the trifecta with Ernst & Young, Time Warner, and Viacom.

His E&Y career began in Atlanta in 1978 and

included an exchange program in London, a five-year stint back in Atlanta, a two-year fellowship at the SEC in Washington, D.C., and a tour of duty in Los Angeles, where he worked on E&Y's Warner Brothers account and caught the eye of the studio's parent company Time Warner. While working on E&Y's Coca-Cola account, Jimmy assisted Doug Ivester & Company in the acquisition of The Coca-Cola Bottling Company. In 1996, as controller at Time Warner, he helped consummate the \$6 billion acquisition of Turner Broadcasting.


Considering where he ended up, it's ironic that Jimmy's summer jobs at Six Flags Over Georgia were perhaps the most pivotal juncture of his life.

In his second summer at Six Flags, Jimmy was named Employee of the Year and awarded a \$500 college scholarship. Susan Spiegel, who took tickets at the back gate, was another game-changer. She and Jimmy will soon celebrate their 32nd wedding anniversary. They have two children — son Andrew, who is a software engineer for Capgemini in Los Angeles, and daughter Jamie, who competes on the professional equestrian circuit.

Jimmy's competitive DNA is apparent in how this avid sportsman and world traveler throws himself — and oftentimes his family — into his leisure-time activities. He ran the Boston Marathon in 3 hours and 19 minutes — finishing 3 seconds under the male-over-40 qualifying time. An admitted thrill-seeker, Jimmy also enjoys bungee jumping and skydiving!

Volunteerism is important to Jimmy, who is treasurer and a board member of the Ad Council and the United Neighborhood Houses of New York. He also serves on the board of the Scholastic Corporation.

"As CFOs go, Jimmy's something of a rock star," says John O'Brien of Cushman & Wakefield. "With his intelligence, energy, and personality, he's the type of person everyone wants on their management team."

"Jimmy is one of the college's go-to guys," says nominator John Schraudenbach. He has served as a lecturer in the Leadership Speaker Series and he is a current Alumni Board member. He hosted a recent event at Viacom headquarters and surprised his fellow alums by arranging for the Terry College logo and the Georgia 'G' to appear on a giant marquee in Times Square." 



Winburn (Brother) Stewart, Jr. (BBA '74)

President & Chief Executive Officer, Bibb Distributing Company

By Kent Hannon

Winburn (Brother) Stewart has played a major role in the success of the annual Terry College Alumni Awards and Gala, which has raised more than \$1.5 million for the college. Brother is president/CEO of Macon-based Bibb Distributing Company, which is one of the premier Anheuser-Busch distributorships in the U.S. His company enjoys an enviable 54 market share in its 15-county distribution area, and innovative promotional and marketing campaigns fueled Brother's early success.

When he heard that the initial idea for a Terry fundraiser was a golf tournament, Brother said to co-chairman Joe Terrell, "Why don't we put on a Gala, where we can make some *serious* money?"

Brother has politicians and CEOs on speed dial, and he wasn't bashful in promoting the Terry Gala. "I called Saxby Chambliss and Sonny Perdue and put the arm on them big-time!" says Brother. "Then I called my Sigma Nu fraternity brother Dan Amos and asked him how many \$10,000 tables he wanted to buy!"

The Stewart family's success story goes back to the Willingham side of his family, which operated the second-largest cotton mill in Macon. In 1956, Brother's father went into the beer business. In 1968, Brother's dad bought out his partners, and in 1974 Brother began working side by side with his father.

The father-son relationship underwent numerous ebbs and flows over the years. Following his parents' divorce in 1958, Brother's mother and stepfather abducted him from his fifth grade classroom and took him home with them to North Carolina. A parental tug-of-war ensued until 1964, when Brother was old enough to choose to live with his father once more.

"I haven't exactly enjoyed a silver-spoon existence," says Brother, who attended six different schools growing up. "My academic career was checkered . . . and my father once told an Anheuser-Busch employee that I'd never amount to anything."

The prodigal son began proving his meddle in 1975, when Anheuser-Busch sent the famous Clydesdales to Middle Georgia on a promotional tour.

"I didn't know a Clydesdale from a *cow*!" says

Brother. But he dug deep into his marketing bag of tricks, supplying everything from adoring crowds to police escorts to free beer permits — which were not easy to arrange in the heart of the Bible Belt.

In 1986, the Georgia Beer Wholesalers asked Brother to represent them at their national convention. Unbeknownst to him, the organization was in turmoil. August Busch III stood up at the national convention and advised 5,000 wholesalers to withhold their dues. Brother threw himself into the cause, living on planes and spending \$60,000 of his own money to repair rifts in the organization. For his efforts, he received a personal thanks from August Busch.

To maintain quality and improve profitability, Brother hires UGA's Survey Research Center to produce an annual phone-book sized analysis of consumer attitudes toward Bibb Distributing, and he doesn't stop there.

"Our employees need to be beerologists . . . able to answer any question a consumer may ask!" says Brother, who makes continuing education fun by sponsoring pressure-packed game nights where teams of salesmen and deliverymen engage in TV game show-type competition for \$35,000 in prize money. Questions pertain to everything from the alcoholic content of Bud Lite Lime to the year Budweiser was introduced.

Brother is a long-time member of the Terry Alumni Board. He chaired the Campaign Steering Committee, he is currently a member of the Terry Dean's Advisory Council — and both of his children are Terry graduates. Son Win is in the restaurant business in Denver, and daughter Carolyn Stewart Morgan is special events coordinator for Athens Country Club.

"I read a quote that said Brother Stewart is never going to dislocate his shoulder patting himself on the back . . . but he *should*," says nominator Ruth Bartlett. "He donated a recycling center to the Boys and Girls Club, which gave them experience in running a business and they reap the profits. His numerous civic activities include Goodwill Industries and the United Way, and the Owen-Stewart Scholarship has benefited thousands of students from Title One schools, who are brought to Warner Robins Air Force Base to encourage them to pursue careers in science, math, and physics." ■



Matt Stinchcomb (BBA '98)

Client Executive, Seacrest Partners, Inc. Chairman, Countdown to Kickoff Charities

By Kent Hannon

When former Georgia All-American Matt Stinchcomb made the transition from football to the business world, it was a case of life imitating art. Having established himself as a player who was adept at protecting quarterbacks from harm, Matt now makes his living protecting business clients from harm as a risk management and employee benefits executive for Seacrest Partners.

Looking back at his football career, which included seven seasons in the NFL, Matt does, indeed, consider protecting quarterbacks to be an art form . . . and an underappreciated one.

"People think offensive linemen are goons," says Matt. "Sure, you've gotta be strong. But it's incumbent on an offensive lineman to be intelligent enough to help implement the plays that the quarterback calls."

Matt knows what he's talking about. When *Sports Illustrated* conducted an analysis of Wonderlic scores, which pro football executives use to gauge mental capacity, offensive tackles — the position that both Matt and his younger brother Jon played at Georgia — recorded the highest average scores.

"In my family, school was considered our *job*," says Matt, who was a straight-A student in honors classes at Parkview High School in suburban Atlanta. Schoolwork was a high priority because he comes from a long line of educators including his mother Karen, his stepmother Estelle, plus a pair of aunts and a grandmother.

For a player who didn't throw, run with, or catch the football — a player with virtually no individual statistics for sportswriters and fans to bandy about — Matt's bio page in the 1998 Georgia football guide was longer than any other player on the team because of the number of athletic and academic honors he received.

"I had Matt in a legal studies class," says UGA provost Jere Morehead. "He was well prepared, he voiced strong opinions, and he never asked for special favors because of football. There were 120 students in that class . . . and Matt had the highest average."

Undeterred by the demands of playing major college football, Matt graduated from Georgia in three and a half years, recording a perfect 4.0 in all but two of his

grading periods in school. His overall GPA was 3.96.

His NFL resume includes a trip to the Super Bowl in 2003 as a member of the Oakland Raiders. But a back injury ended his pro football career prematurely. He began his transition to the business world by enrolling in the NFL-sponsored Business Management and Entrepreneurial Program at the Harvard Business School. When former Georgia quarterback David Greene also hung up his NFL spikes, he and Matt began mapping out a joint business career.

"We kicked tires in a lot of places," says Matt, who was named to the UGA Alumni Association's inaugural "40 Under 40" recognition list. "But in the end, we were drawn to the team-oriented atmosphere at Seacrest Partners."

Seacrest Partners was ranked in the top 20 on the most recent Bulldog 100 list of the fastest-growing UGA-owned and operated businesses (see p. 85) — and Seacrest's managing partner Cindy Robinett and chairman Cliff McCurry are among 11 Terry graduates on the Seacrest team. When Seacrest decided to open an Atlanta office, Matt and David were the obvious choices to help open and staff it.

Matt met his future wife, Jennifer Jackson, in high school. But she was part of a large contingent of Parkview grads who went to Auburn, and she and Matt didn't start dating until later. They have three young children — Janie 7, Addie 5, and Whitt 2 — and when time permits, Matt is embarking on yet another career as a football commentator for the SEC Network and ESPNU.

"Matt Stinchcomb is a young man of many talents," says nominator Cliff McCurry. "He is a member of the Terry College's Young Alumni Board, and his extensive mentoring and volunteer activities began during his college years when he was twice named to the American Football Coaches Good Works Team. He and his brother Jon have established the Stinchcomb Family Foundation and the Countdown to Kickoff Charities, which raise both money and awareness for Children's Healthcare of Atlanta. In recognition of all that he has meant to the university, Matt was recently named to the UGA's Circle of Honor, the highest level of distinction that a student-athlete can achieve." ■

A night to remember



1



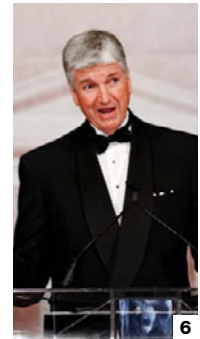
2



3



4



6



5



7



8



9

1. Former UGA football coach and athletic director Vince Dooley was on hand to sign copies of his latest books.
2. The annual black-tie affair attracted a capacity crowd to the InterContinental Buckhead hotel in Atlanta.
3. Emeritus Professor J. Don Edwards with former marketing and communications staffer David Dodson, who recently took a job in the UGA provost's office.
4. Counting the proceeds from this year's live and silent auctions, the Gala has now raised more than \$1.5 million for the college.
5. This year's Terry Ambassadors class posed for a team photo.
6. Sportscaster Chuck Dowdle served as master of ceremonies.
7. Kameon Prather (BBA '12) introduced Jimmy Barge (BBA '78).
8. Gala committee co-chair Buck Wiley (MBA '92) and wife Ellen.
9. Dean Robert Sumichrast welcomed the crowd.

For more photos: www.terry.uga.edu/gala

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Transforming an eyesore

Terry's MBA real estate team beats Georgia Tech, GSU, and Emory in School Challenge

By Matt Waldman (AB '96)

Located just off the Fulton Industrial Boulevard exit ramp in southwest Atlanta lies a grim landscape: abandoned fast food joints, gaudy strip clubs, and two shuttered motels that deliver street drugs and prostitution with the efficiency of a McDonald's drive-thru.

This corridor between I-20 and the Charlie Brown Airport is not for the faint of heart. But Terry MBA real estate students Clayton Edwards and Clayton Mozingo envision it as a potential industrial epicenter for Atlanta and perhaps for the entire southeast.

Edwards, Mozingo, and teammates Chris Heins, Jared Londry, and Fair Tomlinson created an urban renewal proposal for the 20th School Challenge Real Estate Case Competition in April. The team developed a feasible, market-oriented, redevelopment plan for the 300-acre commercial site on Fulton Industrial Boulevard — and they did such a good job that they beat out MBA teams from Georgia Tech, Georgia State, and Emory to earn \$1,000 in prize money and the case competition's esteemed Silver Shovel trophy.

Each team had six weeks to prepare a redevelopment plan for the project site. What separated Terry's plan from the competition is the fact it addressed a vital community issue that the other plans did not — crime.

The team recommended that this ugly and dangerous industrial corridor be included in an already-existing Community Improvement District (CID) in order to help alleviate its crime and image problems.

"Community support is your biggest ally to fight crime, and phase one of our plan addresses how to do it," says Edwards, who explains that an existing CID, located just south of the area in question, is already generating a significant reduction in crime. "So our first recommendation is to expedite incorporation into the CID, which will improve public safety as well as the visual image of the area with new landscaping and trash pick up."

The team's plan also recommends replacing the motel property with a 24-hour fueling station. Establishing a viable business off the exit ramp represents a good beginning — but the root problem lies with the current ownership structure of the properties where most of the crime takes place.

"We need to consolidate ownership of the properties," says Edwards, who notes that owner segmentation that makes it difficult for the community to present a united front to address the crime in the area.

Mozingo cites statistics for the last five years, which show that the two motels account for approximately

700 of the 3,700 arrests in this crime-infested area, which is the closest point of land outside the city of Atlanta. "So anyone arrested in Atlanta without a home address is dropped there by police," says Mozingo. "Many of them figure out a way to live in the abandoned hotel. So approximately 27 percent of the crime is coming from 0.7 percent of the land mass in the area. That was eye-opening."

Some of the buildings with

(from left) The MBA real estate team of Fair Tomlinson, Chris Heins, Clayton Edwards, Clayton Mozingo, and Jared Londry won the 20th NAIOP Challenge.



SPECIAL



the highest criminal activity are, in fact, for sale. But who would want to buy them given the current situation? The MBA team's presentation included recommendations as to how to assemble these land parcels to encourage new owners to get involved in their plans for redevelopment.

Mozingo says the Terry team's goal for the area is not to try to remake it into a shiny retail hub because, unlike other teams in the competition, he and his cohorts didn't consider that approach to be realistic.

"We realized from talking with people that certain things just don't make sense for that area," says Mozingo. "The judges asked other teams if they realized that people have been trying to do that same thing at this site for the past 50 years — and nothing has worked."

The final phase of the team's plan involved courting investors to assemble two large parcels with the goal of providing locations that might support future investments. The team suggested possibilities that included a distribution facility, an e-tailer, and even a technical college that would provide trained workers for new employers who move to the area.

"If the right investments go in, it becomes a prime-time area for distribution and light production with a nice highway exit," says Spencer Coan (*MBA '10*) of Ackerman & Co., who, with CBRE senior vice president Jay O'Meara (*BBA '97, MBA '00*), volunteered to coach the team. "The key was being realistic. Emory had a good plan, but they were talking about a \$65 million data center to be placed there in the next five years — and that place hasn't seen \$65 million in investment in the past 20 years combined."

Coan and O'Meara were wise choices to serve as coaches, having participated in the NAIOP-sponsored competition when they were full-time MBA students. To hear them tell it, Terry is always at a logistical disadvantage in this challenge compared to the Atlanta-based universities. However as this Terry team demonstrated,

The Terry team earned high marks for a realistic, community-driven redevelopment plan of this crime-infested corridor along I-20 in Atlanta, which includes merging it with a current Community Improvement District and finding location-appropriate businesses to invest in the area.

it's nothing that can't be overcome with a little hustle.

"Our students did a good job of getting boots on the ground and speaking with the people in the Fulton Industrial district, with potential business representatives, and with the industrial brokers that Jay and I sent them to see," says Coan.

"We tried to do it over the phone, but there were things going on in Atlanta that we needed to be on the ground to participate in," says Edwards, who knew the area and, with help of Mozingo, developed the team's grassroots approach. "We took pictures of the area, met with the Community Improvement District and with whatever people we needed to."

Winning the Silver Shovel trophy was a total team effort. Heins conducted the financial and demographic analysis and development pro forma. He also worked with Tomlinson, who was instrumental in executing the 50-page document that accounted for 60 percent of the competition scoring criteria. Londry worked on the aesthetic presentation of both the report and the final visual presentation.

According to O'Meara, who spoke with the judges afterwards, the combined effort generated an engaging and detailed presentation that illustrated not only the team's depth of research but its realistic understanding of what will and won't work in that area.

"Win or lose, this was one of the most important and relevant experiences these real estate majors will have during their years at Terry," says O'Meara, a senior vice president at CBRE who met his senior partner through the NAIOP School Challenge. "It helps them get a picture of how the real estate business works and provides something they can use as a springboard to keep those business contacts alive for many years to come." ■

1912 Society

The 1912 Society recognizes and honors the Terry College's most loyal donors — those supporters whose sustained annual gifts (of three consecutive years or more) have helped us transform generations of students into business leaders. In our centennial year, the college is especially proud to acknowledge and thank the many alumni, corporations, foundations and friends who annually contribute their support — at all levels — to the college and its strategic initiatives. Every effort has been made to assure the completeness and accuracy of the information listed for the 2011 fiscal year (July 1-2010 – June 30, 2011). Thank you for sustaining our legacy of excellence.

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Shred-X Corporation
Mr. Andy Neil Siegel
Mr. Mitchell L. Siegel
Silver Eagle, LLC
Brian and Christine Sokol
Mr. and Mrs. Charles E.
Squires
Brian Staniszewski
State Farm Mutual
Automobile
Stateside Capital, LLC
Mr. and Mrs. George A.
Steadman, III
Mr. and Mrs. Edouard L.
Stelling, III
Mr. Scott Stevenson
Mr. and Mrs. Kice H.
Stone, Jr.
Mrs. Leslie S. Sullivan and
Mr. Clark G. Sullivan

Mr. Raymond M. Swann
Mr. Michael A. Swartz
Mrs. Ann Wade Swift
Mr. Edward J. Tarver, Jr.
Mr. William R. Thach
Mr. and Mrs. Jeffrey D.
Thomas
Mr. Jonathan R. Thompson
Mr. Bennett Thrasher
Mr. Jordan Tippet and
Mrs. Katie Raines Tippet
Mr. and Mrs. John E. Traver
Mr. and Mrs. James C.
Turner
United Parcel Service
Kevin and Leyna Vaughter
Mrs. Elizabeth S. Venitt and
Mr. Sanford Venitt
Mr. and Mrs. Michael E. Viers
Mr. and Mrs. Cecil L. Walker
Mr. and Mrs. Lawrence C.
Walker, III
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Webb
Wells Capital, Inc.
Wells Fargo & Company
Jonathan M. Wiese
Mr. and Mrs. Roland R.
Wilbanks
Mrs. Meredith L. Williams
Mr. Samuel M. Williams
Mr. Mark Wilson
Mr. and Mrs. W. Neil Wilson
Windham Brannon, PC
Mr. and Mrs. Phillip R.
Wise, Jr.
Mr. and Mrs. William B.
Wright, Jr.
Mr. Mark E. Young and
Mrs. Diane M. Young
Mr. and Mrs. Robert A. Zrolka

3 YEARS

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Mr. and Mrs. Fred L. Addison
W. Gregory Adkisson
AirTran Airways
Mr. and Mrs. John David Ait
Mr. and Mrs. Robert G.
Aitkens
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Akers, Jr.
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Management Co.
Mr. and Mrs. Frank W.
Allcorn, IV
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Mr. and Mrs. Philip R. Allison
Ms. Sabrina Kelley Altenbach
Caroline and Kristian
Anderson
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Anderson
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Arnold, Jr.
Atlanta Gas Light Company
Jason and Jennifer Babbie
Ms. Alexis S. Balkum
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Mr. and Mrs. James T.
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Gail McEwan Bottoms
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Botts (d)
Susan M. Boyd
Bobby and Ellen Bristow
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Brown
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Mr. and Mrs. William E. Brown
Mr. and Mrs. Blake F. Bruce
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Buckler
Burr & Forman, LLP
Elizabeth Wilson Camp and
Bill Vesely
Mr. and Mrs. C. Pierce
Campbell
Elise Smith Canipe
Mr. Travis Canova
Mr. Thomas G. Carter
Mr. James W. Casey
Mr. and Mrs. Phillip E. Casey
CASRO
The Honorable and
Mrs. C. Saxby Chambliss
Mr. and Mrs. C. Ronald
Cheeley
Ms. Shannon Chen
James W. and Natalie S.
Childs
Dr. and Mrs. Albert H. Clark
Mr. Matthew D. Clark
Mr. Patrick M. Clingan and
Dr. Josephine A. Clingan
Mr. and Mrs. Joe A. Cobb
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Mrs. Laure A. Cohen
Mr. Matt Cohen
Mr. and Mrs. Ronald B.
Cohen
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Mr. Richard A. Coleman
Mr. and Mrs. C. Lennis
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Mr. and Mrs. James E.
Compton, Sr.
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Culpepper, Jr.
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Cannon, LLP
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and Sherri Baker Daniel
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Mr. and Mrs. Gordon G.
Darrach
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Mr. Michael H. Dunn
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Elarbee, Thompson
Joseph R. Estes
Mr. and Mrs. Morris C. Estes
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Mr. Carl F. Fitch
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Mr. and Mrs. George R.
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The Georgia Club
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Mr. and Mrs. B. Hal Gurley
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Hallmark Global Services, Inc.
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Mrs. Suzanne P. Henke and
Mr. Brad R. Henke
Ms. Heather B. Herndon
Ernest Fordney Herrig and
Barbara Dawson Herrig
Mr. Levi W. Hill, IV and
Mrs. Elsie H. Hill
Mrs. Trina S. Hill and
Mr. Vernon D. Hill
Mr. J. Hamilton Hilsman
and Mrs. Meika S. Hilsman
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Ms. Leslie B. Holley and
Mr. Adam Polakov
Mr. and Mrs. C.
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Miss Adrienne E. Hudson
Mr. and Mrs. Steve H.
Huppert
The Honorable and
Mrs. John H. Isakson

Mr. Michael W. Ivey and
Mrs. Jennifer M. Ivey
Mr. Clinton T. Ivy and
Mrs. Brandi B. Ivy
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O.R. Johnson Family Trust
Mr. and Mrs. O. Raymond
Johnson
Mrs. Deborah M. Johnston
and Mr. James R. Johnston
Mr. and Mrs. E. William
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M. Keith Jones and
Julie R. Jones
Mr. Otis F. Jones, III and
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Mr. Richard Jorgenson
JustGive.org
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Kimberly-Clark Corporation
Mr. Roger E. Kincaid
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Knox, Jr.
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Stacey Holmes Kubis and
Patrick Michael Kubis
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Ann Morgan Lane
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Julian and Julie Lewis
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Mrs. Deborah K. Lindsey
Linger Longer
Development, Co.
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Mr. and Mrs. Luther A.
Lockwood, II
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Lorenzo
Mr. and Mrs. Bernard J.
Lowenthal, Jr.
Lynx Research
Consulting, Inc.
Daniel A. Mack
Mrs. Jamie W. and
Mr. J. Christopher Majni
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Mani, III
Mr. and Mrs. Andrew H.
Manson, III
Chris and Joanna Manzi
Mr. and Mrs. Michael S. Maret
Marsh
Jennifer and
Robertson Marsh
Ms. Jamie L. Martin
Mr. Raphael M. Mayberry
Mr. and Mrs. Jimmy F.
McBrayer
Ms. Kelly N. McCauley
Mr. and Mrs. J. Cliff McCurry
Mr. and Mrs. Darryl D.
McDonald
Preston C. McDonald
Mr. and Mrs. James J.
McGinness

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Classnotes

Who's doing what, where

1950–1954

Henry Schwob (BBA '50) of Atlanta was awarded an honorary doctorate by Columbus State University. Henry was among the charter members of the Columbus College Foundation's board of trustees in 1964. The Schwob family was also instrumental in leading the push to establish a junior college in Columbus in the 1950s. Because of their generous support over the years, Columbus State's Schwob Memorial Library and the Schwob School of Music bear the family name. Savannah attorney **Frank "Sonny" Seiler** (BBA '56, JD '57) has just returned from a trip to Germany. He and his family are in the process of selecting the university's newest bulldog mascot, Uga IX.

1960–1964

Rev. Hal Brady III (BBA '61) of Columbus retired as pastor

of St. Luke United Methodist Church. He was the pastor there for 14 years and has been an ordained minister for 50 years.

Jack Perryman (BBA '63) of Macon was appointed to the Composite Board of Professional Counselors, Social Workers and Marriage & Family Therapists by Gov. Nathan Deal. **Thomas Nunnally** (BBA '64) of Pittsburgh, Pa., was presented with the Service Above Self Award by Rotary International President Ray Klingingsmith. Only 150 of these honors are awarded to Rotarians worldwide.

1965–1969

Cecil Bonner (BBA '65) of Canton was named to the Georgia Consumer Advisory Board. The Terry College's first African-American student, **Harold Black** (BBA '66) of Knoxville, Tenn., was profiled in a knoxnews.com feature story in which

the retired University of Tennessee finance professor and chairholder recounted his days as a civil rights trailblazer at UGA in 1966. "To me, it was adventure," Black told the interviewer. "Why should I be bitter? For this period of time, I had the right disposition." **James Scott** (BBA '67) of Powder Springs retired from the C.W. Matthews Contracting Company after nearly 45 years. James started with the company in 1967 and rose through the ranks to secretary/treasurer and CFO, as well as president of MATSCO, Matthews' holding company. **Mark Reed II** (BBA '69) received the Reston-Fitzpatrick Emerald Award of Merit from the Sigma Pi Fraternity International for his writing in *The Emerald*, Sigma Pi fraternity's international's magazine.

1970–1974

Charles Vickery (BBA '70) of Athens was picked as one of

Atlanta Magazine's 2011 Five Star Wealth Managers. Fewer than 2 percent of wealth managers in Atlanta receive this distinction. **Richard Jacobson** (BBA '71) of Tampa, Fla., was re-elected to the TerraLex board of directors. TerraLex is a global legal network with firms in 100 countries and 45 states. **Lamar Paris** (BBA '72) of Blairsville was appointed to the Georgia Public Defender Standards Council by Gov. Nathan Deal. **Anthony Watson** (BBA '72) of Marietta was named senior vice president and chief risk officer of Reliance Financial Corporation, a privately held, Atlanta-based, diversified financial services and wealth management company. **Bobby Miller** (BBA '73) of Lula was elected to the AgGeorgia Farm Credit board of directors. **Winburn "Brother" Stewart** (BBA '74), president and chief

executive officer of the Macon-based Bibb Distributing Co. — one of the nation's most successful Anheuser-Busch distributorships — was presented with Terry's Distinguished Alumni Award at the 2012 Alumni Awards and Gala (see p. 64-65).

1975–1979

Steve McCoy (BBA '75) of Atlanta was selected by Gov. Nathan Deal to become Georgia's state treasurer. **Miles Watters** (BBA '76) of Heath, Ohio, has assisted the National Insurance Crime Bureau in writing six investigation manuals. In 2011, Miles received the following awards: Outstanding Service Award from the International Association of Special Investigative Units, Outstanding Achievement Award from National Society of Professional Insurance Investigators, and the Life Member Award from the International



Changes in your life or career? Let your fellow alums know what's new!
You can submit your class notes online, upload photos of your children, share a promotion.

www.terry.uga.edu/alumni/online

Association of Arson Investigators. **Susan C. Moore** (BBA '77) of Leeds, Ala., was named regional leasing manager of Key Equipment Finance, one of the nation's largest bank-held equipment finance companies and an affiliate of KeyCorp. **Jimmy Barge** (BBA '78), of Old Greenwich, Conn., was presented with Terry's Distinguished Alumni Award at the 2012 Alumni Awards and Gala (see p. 62-63). Jimmy grew up in Atlanta is now chief financial officer at Viacom Inc., which is one of the world's leading media companies. He recently arranged for the Terry College logo and the Georgia "G" to be displayed on a giant video screen in the middle of New York's Times Square. **Michele Burns** (BBA '79, MAcc '80) of New York, N.Y., executive director and CEO of the Marsh and McLennan-sponsored Retirement Policy Center, has joined the Goldman Sachs board of directors. **Keith Caudell** (BBA '79) of Braselton was named regional president for the west region of Georgia at Hamilton State Bank. **Bart Romano** (BBA '79) of Alpharetta joined RMI as a senior sales account manager with a focus on meeting the commercial needs of Class I rail customers. RMI is the largest

independent provider of Transportation Management Software and comprehensive information services to the railroad industry.

1980-1984

Sam Macfie (AB '80) of Macon led the 2011 United Way of Central Georgia Campaign. Sam and his team of volunteers were responsible for fundraising efforts that support programs for more than 100,000 middle Georgia residents in 14 counties. **Thomas Jackiewicz** (BBA '82) of San Diego, Calif., was appointed to senior vice president and CEO for USC Health at the University of Southern California.

1985-1989

Jim Lawrence (BBA '85) of Windermere, Fla., was promoted to senior vice president and chief supply chain officer of Orlando-based Darden Restaurants, whose brands include Red Lobster, Olive Garden, and Long-Horn Steakhouse. **Craig Potts** (BBA '85) of Duluth was appointed executive vice president of sales of Navicure, a leading provider of automated, web-based revenue cycle management solutions for physician practices. **Steve Pleger** (BBA '86) was promoted to senior deputy commissioner of the Georgia Department of Banking and Finance.

Profile

Bringing GWTW to life

By Helen Hammond

Perhaps you saw her face on the Smuckers jar on the "Today Show" show when she turned 100. Tallulah Foster is now 103 years old, she lives in a senior citizens community in Mt. Pleasant, S.C., and her claim to fame was serving as literary secretary to Margaret Mitchell when she wrote *Gone With The Wind*.


Foster (BSC '36) was born in Dalton, Ga., the ninth of 10 children. She attended Georgia State Women's College in Valdosta, then transferred to the University of Georgia, where she majored in economics. Following graduation in 1936, she got a job as a secretary for Margaret Mitchell.

"I was really such a scared girl when I went to the interview," Foster recalls. "Bessie Berry (the housekeeper) met me at the door and then she came in." She was Margaret Mitchell.

"I guess she saw me as a young girl who needed help. She had been there herself," Foster told the *Raleigh News & Observer*, when she was interviewed back in 1991.

In 1922, the year she married John Marsh, Margaret Mitchell had landed a job with the *Atlanta Journal* to pay her own debts, caused by her new husband's bout with pneumonia. At her husband's suggestion, Mitchell began to write a novel to occupy her time. While Mitchell wrote her best-selling manuscript in longhand, Foster typed it on a typewriter.

Every day, Mitchell would send a car to pick Foster up at her home. The ladies would spend up to 10 hours a day together, eating meals, working on the project.

"It was a wonderful experience," says Foster, "because she (Mitchell) was always so good to me. I thought the book was the most wonderful thing ever . . . to be able to express yourself like that." 



Terry's oldest living graduate, Tallulah Foster (BSC '36), recently celebrated her 103rd birthday. She also holds the distinction of having typed the original *Gone With The Wind* manuscript when she was Margaret Mitchell's literary secretary (she holds an autographed copy in the 1995 photo at right). We were not able to interview her, so with permission we are reprinting parts of a 2011 story that ran in the *Moultrie* (S.C.) *News*.

Profile

Marketing the NCAA

By Ray Glier

The extent of Mark Lewis' celebrity as an intercollegiate athlete can be summed in a simple sentence — he was a long snapper for the Georgia Bulldogs. But the two years that Lewis spent as a special teams player will serve him well in his new position with the NCAA, where he will oversee 89 championships for the governing body of collegiate sports.

"I wasn't a very good athlete, but I still practiced," says Lewis (BBA '88), who is executive vice president for championships and alliances. "It is amazing when you look at the time pressures student-athletes operate under. They have to find the time to balance their performance in athletics with being a competitive student as well."



As the NCAA's executive VP for championships and alliances, Lewis (BBA '88) is looking into the possibility of creating an Olympic style festival for spring sports.

Lewis' job also involves working with the NCAA's business partners, such as Turner, CBS, Coca-Cola, and Home Depot to market the various sports and grow the NCAA brand.

Red and black run through Lewis' veins, but so do the lessons he learned in the Terry College.

"Fred Stephenson, retired professor of distribution, was a big influence. He taught me a lot of things I still use today on how

you market and promote events."

One of Lewis' first projects involves combining several championships — most likely in the spring when the NCAA holds the majority of its events — to create an Olympic Festival of sorts.

"Our goal is to let more and more people watch these championships in person. So how do we create the old Olympic Festival model so several championships can come together at one time in one city to create some synergy?"

Lewis comes to these tasks well prepared, having previously served as president of Jet Set Sports, an Olympic hospitality provider that organized events several winter and summer Olympic Games.

"As a former athlete there is nothing more exciting than playing in front of an exciting crowd," says Lewis. "The more we can give those opportunities to student-athletes, the more rewarding and memorable their experiences are." ■

Myles Beskind (BBA '88) of Atlanta is a two-time cancer survivor who has written a new book titled *Welcome to the Cancer Club: Surviving... One Laugh at a Time*. It's available on Amazon and in the iTunes Bookstore for iPad or iPhone. **Pete Crane** (BBA '88) of Athens joined AI Insurance Group, focusing on commercial insurance. Pete had worked with Chasteen Insurance Agency for the previous 12 years. **David Hayes** (BBA '88) of Kissimmee, Fla., was named citation regional sales manager for Cessna Aircraft Company. Based in Orlando, he is responsible for jet sales in Georgia, Florida, Alabama and Mississippi.

Mark Lewis (BBA '88), who played football at Georgia, was named executive vice president for championships and alliances at the NCAA (see alumni profile on p. 78). He previously served as president at Jet Set Sports.

Christopher Smith (BBA '88) and his wife, Lyubena, were formally presented to Her Majesty Queen Margrethe II at a dinner at the Danish Ambassador's residence in Washington, D.C. Christopher is a Macon attorney who also serves as the honorary consul of Denmark.

Brian Thomas (BBA '88) of Cumming was promoted to vice president and general

manager for McKesson's Pharmaceutical Distribution business in Georgia, East Tennessee, South Carolina, and North Carolina. **Jean Legros** (MBA '89) of Orchard Park, N.Y., was appointed senior director of marketing at Men-tholatum. **Andrew Sullivan** (BBA '89) of Alpharetta was appointed to the annual fund committee for Children's Healthcare of Atlanta.

1990-1994

Bryan Bogardus (BBA '90) of Huntington Beach, Calif., was named president of CompWest Insurance Company, a division of Accident Fund Holdings. Bryan will serve as a key executive team member and is responsible for establishing the strategies required to build a profitable, innovative business in the western territories.

Chuck Bonham (BBA '90) of Albany, Calif., was selected by Gov. Jerry Brown to be director of the California Department of Fish and Game.

Dan Thurmon (BBA '90) of Snellville was named to the National Speakers Association Hall of Fame. **Daniel Burger** (MBA '92) of Atlanta was appointed Telecom, Media and Entertainment (TME) practice sector lead at Capgemini, one of the world's foremost providers of consulting, technology, and outsourcing

services. **Anthony Moore** (BBA '93) of Alpharetta founded his jobTopia recruitment firm in 2007, and it has evolved into the No. 1-ranked company on this year's Bulldog 100 list of the fastest-growing UGA alumni owned/operated businesses (see p. 84-85). **Mark Spain** (BBA '93) was honored by the *Wall Street Journal* and *REAL Trends* as one of America's top real estate teams. The Mark Spain Team was ranked No. 32 nationally for most transaction sides and No. 72 for sales volume. The team was also recognized by the Atlanta Board of Realtors at its annual awards banquet as the No. 1 large real estate team in metro Atlanta — for the eighth consecutive year. See Mark's alumni profile in the Spring '08 issue of *TM*. Former TV anchor **Wendy Brannen** (BBA '94), who now serves as executive director of the Vidalia Onion Committee, was named to the *GeorgiaTrend* 2011 40 Under 40 list (see alumni profile on p. 80). **Jonathan Brinson** (BBA '94) of Alpharetta was chosen to lead the sales and marketing for JETT Business Technology in Roswell. **Brian Cooksey** (BBA '94) of Dalton was awarded the inaugural Chairman's Award from the Greater Dalton Chamber

of Commerce. The award was presented in recognition of Brian's leadership within the community surrounding several economic development and educational initiatives, including Whitfield County earning certification as a Georgia Work Ready Community. **Brad Daugherty** (BBA '94) of Duluth and his wife, Joy, welcomed their son, Andrew Bradley, on September 30. **Lewis Scruggs** (BBA '94) of Athens was named by Synovus Securities Inc., an affiliate of Athens First Bank & Trust, to its president's club for excellence in customer service, investment expertise, and revenue production in 2011.

1995-1999


Misti Martin (BBA '95) of Ball Ground was named to the *GeorgiaTrend* 2011 40 Under 40 list. Morgan Stanley financial analyst **Scott Devitt** (MBA '97) of Ho Ho Kus, N.J., was featured in a Reuters.com story that outlined his measured approach to investing in the Internet companies sector of the market. **Jon Keagle** (MBA '97) of Atlanta was named vice president and manager of mortgage funding strategies by Federal Home Loan Bank. **Drew Prante** (BBA '97) of Suwanee was named director of SMB Sales for Atlanta-based PGi. Drew returned to

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Menasha Corporation
Mr. Gregory C. Meushaw
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Morgan Stanley Smith Barney
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William Clyde Parr and Jane Boggs Parr
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Mrs. Whitney V. Thrower
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Turner Broadcasting Systems
Mr. and Mrs. Huie L. Turner, Jr.
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Mr. and Mrs. George W. Wheeler
Mindy Wheelock
Mr. Nicholas C. Whitmire
Ronald and Deborah Wiese
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Cam and Alison Wilbur
Mrs. Resa C. and Mr. Rodney B. Wilcox
Buck Wiley III and Ellen Wilkins Wiley
Bernard Williams & Company, LLC
Karen Suttles Williams and Kevin W. Williams
Mrs. Susan N. and Mr. Dennis K. Winslow
Mr. and Mrs. David K. Withers
Worldwide Creative Services
Jennifer Smalley
Yankowsky and Alexander Peter
Yankowsky, IV
Joseph and Vickie Young
Mr. Ricardo A. Zertuche 

(d) - deceased

Profile

The face of Vidalia onions

By Brad King

Wendy Brannen (BBA '94) wears a number of hats as executive director of the Vidalia Onion Committee, the marketing and regulatory organization for Georgia's official state vegetable.

On this warm May morning, the perpetually effervescent former TV anchor is in midtown Atlanta for the Food and Wine Festival.



Brannen's marketing tie-in with "Shrek Forever After" turned kids into onion lovers and improved sales 30 percent. The buzz made the *Wall Street Journal*.

Brannen is VOC's public ambassador — or, in her words, "the face of Vidalia onions."


A week earlier, Brannen traveled to New York for a culinary conference. The week before, she was in Boston at a produce trade show. "Vidalia onions aren't just the most famous onions in the world," says chef Bobby Flay. "They may be the *only* famous onions in the world."

Back at her office, Brannen wraps up a phone conversation about Pinterest, one of the newest and most popular social networking platforms. Says Brannen: "One of the tricks of my job is constantly looking at what's the next best thing —

hopping on that fast enough that we don't get left behind, but slow enough to not waste the farmers' money on something that's just a flash in the pan."

VOC's most recent marketing campaign is a two-year tie-in with Universal Music Group of Nashville that utilizes stars like Vince Gill on point-of-sale materials, packaging, and consumer advertising. Brannen previously helped create an "Ogres & Onions" campaign that coincided with the release of "Shrek Forever After." The promotion escalated sales almost 30 percent for the season, and stories from parents who were surprised that their kids were eating onions created so much online buzz that the promotion made the *Wall Street Journal*, ABC World News, and FOX Business.

How famous are Vidalia onions?

Brannen says she can't walk through an airport wearing a logoed shirt without being approached by someone who wants to tell her a story, "about Vidalias and how their grandmother had bought Vidalias in the market, or how their mother had cooked with Vidalia Onions." 

Georgia after leading sales efforts for Careerbuilder.com in Seattle and Boston over the past five years. **Trey Prophat-er (BBA '98)** of Atlanta joined White Horses Advisors as a business development associate. **Matt Stinchcomb (BBA '98)**, of Peachtree City, a client executive with Seacrest Partners in Atlanta, was presented with Terry's Outstanding Young Alumni Award at the 2012 Alumni Awards and Gala (see p. 66-67). A former academic and gridiron standout for the Georgia football team, Matt played in the National Football League for seven seasons. He currently serves as a football analyst for the SEC Network and ESPNU. **Jason Waters (BBA '98)** of Marietta was appointed vice president of the commercial banking division for State Bank & Trust. **Brian Brooks (AB '99)** of Athens was named vice president and community banker for Regions Bank. **Brad Carver (MBA '99, JD '99)** of Atlanta was named to the *GeorgiaTrend* 2011 40 Under 40 list. Brad is a partner in the law firm Hall Booth Smith & Slover. As the firm's senior managing director of governmental affairs, he has written a white paper that advocates tapping into the Tennessee River — the nation's

fifth-largest — as a means of alleviating Georgia's water shortage. **Wes Rogers (BBA '99, MBA '04)**, president and chief executive officer of Athens-based Landmark Properties, was a panelist at the 2nd Annual Student Housing Summit in Atlanta. Wes has overseen the acquisition, financing, development, and operations of nearly \$500 million worth of new construction since he co-founded Landmark in 2004.

2000-2004

Cory Kampfer (BBA '00) of New York, N.Y., accepted a position as general counsel at On Deck Capital. Cory was formerly employed at the law firm of Paul, Weiss, Riffkind, Wharton & Garrison. **Godfrey Powell Jr. (BBA '00)** accepted the position as global strategist for Samsung Corporation in Seoul, South Korea, working primarily for Samsung's electronics division. **Joshua Roberston (BBA '00)** and **Jessica Murray Robertson (BBA '01)** of Castle Rock, Colo., celebrated the birth of their twins, William Charlie and Katherine Chatham. **Michael Childs (BBA '01)** is an associate attorney of counsel at Alexander & Saxon in Oconee County. **Mary Thurmond Ragone (BBA '01)** and **Eric Ragone**

Passings

1930s

Sara Bryant Harrison (BSC '37), Thomson, March 26.
Alvin Koplin (BSC '38), Macon, Nov. 21. **Love Mallory Jr.** (BSC '38), Thomaston, Aug. 3. **Walter Rylander Sr.** (BSC '39), Americus, March 9.

1940s

Aaron Cohen (BSC '40), Phoenix, Ariz., Dec. 2.
Martha Bishop Coolidge (M '40), Savannah, Oct. 16.
Jefferson Golden Jr. (BSC '40), Thomasville, Jan. 25. **Ida Erbesfield Horowitz** (BSC '40), Atlanta, Feb. 29. **Haynie Brooks** (BSC '41), Atlanta, Oct. 30. **Martha Brooks** (BSC '41), Atlanta, Sept. 15. **Glenn Lewis** (BSC '41), Athens, April 22. **Joseph Bisi Sr.** (M '42), Meriden, Conn., Dec. 1. **Maurice Boatwright** (BBA '43), Macon, Dec. 21. **William Burch Jr.** (BBA '43), Roswell, March 16. **Howard Groelinger** (M '44), Boynton Beach, Fla., Feb. 6. **James Kilgore** (M '44), Columbia, S.C., Nov. 28. **Hoyt Nelms** (BBA '44), Hull, Dec. 17. **Gordon Trulock** (BBA '45), Atlanta, Nov. 13. **Frank Flanders** (M '46), Swainsboro, Feb. 24. **Sidney Thomas** (BBA '46), Athens, May 1. **James Brantley** (BBA '47), Arlington, Va., April 19. **Francis Harrell** (BBA '47), Bristol, Fla., Oct. 26. **Patricia Anne Morris** (BBA '47), Greenville, N.C., Feb. 1. **Bill Phillips Jr.** (BBA '47), Gainesville, Nov. 1. **Charles Royal Jr.** (BBA '47), Decatur, Jan. 21. **Anne Puryear Tomlin** (BBA '47), St. Simons Island, Jan. 27. **Frank Barnes** (BBA '48), Marietta, Dec. 3. **Edgar Dunlap Jr.** (BBA '48), Gainesville, Jan. 6. **Jacob Fetzer** (BBA '48), Deltona, Fla., July 29. **John Hawkins** (BBA '48), Roberta, Dec. 19. **Robert Merchant** (BBA '48), Albany, March 1. **Robert Perry** (BBA '48), Americus, Dec. 11. **Latham Winn** (BBA '48), Johnson City, Tenn., March 4. **Horace Bibb Jr.** (M '49), Huntsville, Ala., Oct. 13. **Horace Brown** (BBA '49), Richmond, Va., Jan. 11.

Bill Brown (M '49), Statesboro, Dec. 29. **Harold Goodrich** (BBA '49), Milledgeville, March 21. **Carl Hamburger** (BBA '49), Albany, March 17. **Paul King** (BBA '49), Alpharetta, Jan. 30. **Phyllis Aronson Levin** (BBA '49), Atlanta, Dec. 19. Lt. Col. **Howard Lewis Sr.** (BBA '49), Athens, Sept. 19. **Hugh Steele Jr.** (BBA '49), Naples, Fla., March 2. **Allen Tuten** (BBA '49), Macon, Dec. 8. **Burl Word** (BBA '49), Dawsonville, Sept. 28. **Lee Allen Worthy** (BBA '49), Cedartown, Dec. 25.

1950s

Preston Anderson (BBA '50), Peachtree City, Nov. 16. **William Edmondson** (BBA '50), Cumming, May 7. **John Harkins Jr.** (BBA '50), Birmingham, Ala., Oct. 18. **Walter Robinson** (BBA '50), Matthews, N.C., Feb. 20. **Cecil Smith** (BBA '50), Augusta, Feb. 18. **Thomas Boswell** (BBA '51), Savannah, Jan. 25. **John Boykin** (BBA '51), Pueblo, Colo., Dec. 6. **George Law Jr.** (BBA '51), Gainesville, Jan. 14. **Maj. William Loh** (BBA '51), Winter Park, Fla., Oct. 19. **Buster Oxman** (M '51), Atlanta, Aug. 31. **Thomas Parry Jr.** (BBA '51), Ridgeland, Miss., Sept. 21. **Charles Purser** (BBA '51), Midway, Dec. 8. **Norman Stafford** (BBA '51), Augusta, March 22. **Billy Ward** (BBA '51), Douglas, July 6. **Willie Wilkin** (BBA '51), Colquitt, March 29. **Charles Wood** (BBA '51), Atlanta, Oct. 21. **Robert Henderson** (BBA '52), Santa Rosa, Fla., March 23. **Donald O'Neal** (BBA '52), Hoschton, April 30. **Oeland Sanders** (BBA '52), Atlanta, Jan. 27. **Jerome Saul** (BBA '52), Evans, April 21. **Otis Bates Jr.** (BBA '53), Griffin, April 1. **Harvey Stowe** (BBA '53), Atlanta, Feb. 13. **Otis Bonner Jr.** (BBA '54), Melbourne, Fla., April 26. **Robert Chapman** (BBA '54), Plantation, Fla., Feb. 18. **Daniel Grubb** (BBA '54), Stone Mountain, Jan. 7. **Horace Strickland** (MBA '54), Lake Wylie, S.C., Dec. 21. **John**

Cobb (BBA '55), Cary, N.C., Feb. 17. **Hollis Collins** (BBA '55), San Juan Capistrano, Calif., May 19. **Olin Johnson Jr.** (BBA '55), Hartwell, Oct. 15. **Preston Lewis Jr.** (BBA '55), Waynesboro, Dec. 25. **Theodore Barner Jr.** (BBA '56, MBA '57), Roswell, Jan. 20. **Eugene Fortson** (BBA '56), Fairfield Glade, Tenn., Feb. 11. **Carolyn Lanier** (BBA '56), Brunswick, Oct. 15. **David Mari** (BBA '56), San Juan, P.R. April 29. **Jack Tarpley** (BBA '56), Dalton, March 10. **Charles Hill** (BBA '57), Atlanta, Jan. 4. **Raymond Neal** (BBA '57), Toccoa, March 18. **Paul Newsome Jr.** (BBA '57), Columbus, March 28. **Ira Polk** (BBA '57), Griffin, Nov. 28. **Winston Berryman** (BBA '58), Colbert, Sept. 30. **Samuel Evins** (BBA '58), Atlanta, Feb. 13. **Johnnie Joiner** (BBA '58), Atlanta, Feb. 22. **Marvin Pechter** (BBA '58), Sandy Springs, Nov. 12. **Bryant Cole** (BBA '59), Moultrie, Dec. 26. **William Davidson Jr.** (BBA '59), Stockbridge, Oct. 22. **William Hall** (BBA '59), Thomson, Dec. 20. **William Harvey** (BBA '59), Cumming, April 20. **William Mitchell III** (BBA '59), Jonesboro, Jan. 9.

1960s

Carlton James Jr. (BBA '60), Athens, Dec. 5. **Ronald McKinley** (BBA '60), Apple Valley, Calif., Feb. 1. **John Pirkle** (BBA '60), Martinez, Sept. 30. **Jimmy Franklin** (BBA '61), Metter, Nov. 1. **John Peck** (BBA '61), Eatonton, May 1. **James Rasnake** (BBA '61), Atlanta, Feb. 9. **Harold Shields** (BBA '61), Jonesboro, Sept. 23. **George Williams** (BBA '61), North Augusta, S.C., April 4. **Dorothy P. Youngblood** (BBA '61), Roundup, Mont., March 10. **James Bacon Jr.** (BBA '62), Lilburn, Feb. 7. **John Mundy III** (BBA '62), Augusta, April 13. **Wayne Dickson** (BBA '63, MAcc '65), Fitzgerald, March 11. **Jesse Thrash** (BBA '64), Charlotte, N.C., Dec. 28. **Lewis Wadsworth III** (BBA '64), Hastings, Fla., Feb. 15. **James**

Wilson Jr. (BBA '64), Rydal, Sept. 14. **James Hall Jr.** (BBA '65), Silver Springs, Fla., March 3. **David Mauldin** (BBA '65), Douglasville, Feb. 10. **Charles Feuger III** (BBA '66), Savannah, Sept. 25. **Larkin Holmes** (BBA '66), Augusta, April 30. **Steven Weinstein** (BBA '66), Atlanta, Jan. 2. **Mark Silvers Jr.** (BBA '67), Savannah, April 23. **John West** (BBA '67), Beech Mountain, N.C., Oct. 10. **Norman Aaron Jr.** (BBA '68), Decatur, Jan. 19. **Harry Johnson Jr.** (BBA '68), Daniels, W.Va., Feb. 19. **Allen Fletcher III** (BBA '69), Macon, Dec. 11. **James Rutledge Jr.** (BBA '69, MBA '71), Chattanooga, Tenn., April 23. **Al Wise Jr.** (BBA '69), Tyrone, Sept. 20.

1970s

Timothy Alter (MBA '70), Lighthouse Point, Fla., April 10. **James Barmore Sr.** (BBA '70), Rock Hill, S.C., Sept. 27. **Zachary Fields Sr.** (BBA '70), Jacksonville, Fla., Feb. 21. **Darlene Fross** (BBA '70), Americus, March 20. **Nancy Dawn Levitt** (BBA '70), Belmont, Calif., Dec. 29. **Howard Primo** (BBA '70), Stockbridge, May 8. **Ira Shepherd III** (BBA '70), Newnan, Feb. 4. **Lucille Tummins** (BBA '70), Houston, Texas, Oct. 12. **Walter Wood** (BBA '70, MAcc '71), Sycamore, Ill., April 21. **Austin Barnett III** (BBA '71), Fort Valley, April 26. **William Estes III** (BBA '71), Atlanta, May 3. **William Healan Jr.** (BBA '71), Winder, Dec. 26. **Earl Johnson** (BBA '71), Columbus, Aug. 1. **Sylvain M. Loupe** (MBA '71), Deridder, La., Dec. 29. **Thomas Ondrejcek** (BBA '71), Goodlettsville, Tenn., Oct. 7. **C.L. Smith** (BBA '71), Winder, Dec. 10. **John Stone Jr.** (BBA '71), Atlanta, April 4. **Dennis Weber** (BBA '71), Lawrenceville, April 23. **Thomas Acree** (BBA '72), Lilburn, Sept. 15. **James Gosney** (BBA '72), Clarksville, Tenn., Oct. 21. **John Smith**

continued on page 82

(BBA '03) of Atlanta were married. Eric is director of construction practices for Ironwood Insurance Services and Mary is on staff with Young Life Northwest Atlanta. **Josh Roland** (BBA '01) owns the religious music record label Songs and Crowns, and one of his label's releases by The Classic City Collective was named one of the Top 5 Indie Releases in 2011 by *Worship Leader* magazine. **Ben Cucuzza** (BBA '02) was named district manager for Wells Fargo Bank in Athens. **Jon Ostenson** (BBA '02, MBA '06) of Atlanta and his wife Jenny welcomed the birth of son William Rhodes. Jon is a vice president with Carter's Inc. **Kelly Saxon** (BBA '02) of Athens is the branch manager of the downtown Athens First Bank & Trust location. **Josh Schlieman** (BBA '02) of Alpharetta was appointed to the annual fund committee for Children's Healthcare of Atlanta. **Jamie Shepherd** (BBA '02) of Atlanta, and his wife Jenny welcomed the birth of their daughter, Annie. **Josh Baine** (BBA '03) was appointed vice president of Ackerman & Co., a full-service real estate brokerage firm headquartered in Atlanta. **Kara "Keene" Cooper** (BBA '03) of Atlanta received the Power

30 Under 30 Award in May. Cooper also gave birth to her second child, Wyatt Keene. **Will Beasley** (BBA '04) and Ellen Collier of Atlanta were wed at the State Botanical Garden in Athens. **Dave Haywood** (BBA '04) and **Charles Kelley** (BBA '05) of Nashville, Tenn., are members of one of the music industry's hottest groups, Lady Antebellum, which has now won a total of seven Grammy Awards. A recent Lady Antebellum concert raised \$285,000 to benefit tornado-ravaged Henryville, Ind. **Alec Dicks** (MBA '04) of Atlanta was named to the *Georgia Trend* 2011 40 Under 40 list. **David Saltaformaggio** (BBA '04) of New Orleans, La., has joined Phelps Dunbar as an associate in the firm's admiralty practice group, focusing on marine, energy, and insurance law.

2005-2009

Ty Abernethy (BBA '05) of Marietta was named vice president of operations at Take the Interview, a video interviewing company that is moving its headquarters from Cambridge, Mass., to New York City. Ty was previously CEO and founder of Zu-zuHire. **Eric Ashley** (BBA '05) of Duluth has joined Soloflight Design Studio as a publications designer.

Oonagh Benson

(BBA '05) of Athens is branch manager of the Athens First location on Atlanta Highway (see p. 25). **William Harris** (AB '05) and Kristin Popow of Atlanta were married on Morris Island off Folly Beach, S.C. He is director of customer service at Transport America. **Matt Moore** (BBA '05), Colin Newberry, and Charlie Holderness collaborated to create a men's cologne called Moonshine.

John O'Neill (EMBA '05) of Atlanta will lead Cushman & Wakefield's Atlanta operations. In his new role, he will oversee the firm's business objectives, day-to-day activities, and continued growth of services in the Atlanta area. John and his C&W colleague **Chris White** (EMBA '04) are co-founders of the CFO Roundtable program.

Andrew Dill (BBA '06) of Washington, D.C., completed the Experienced Commercial Leadership Program with General Electric and was promoted to manager, government relations.

Mary S. Hester (MBA '06) of Sugar Hill, chief executive officer of LAN Systems, was named to the Leadership North Fulton Class of 2012. **Brennan Paris** (BBA '06) of Chattanooga, Tenn., was named executive vice president of the Professional Insurance

Passings

continued from 81

(BBA '72), Hampton, Nov. 9. **Harold Vickers** (BBA '72), Gainesville, Oct. 31. **Thomas Buckley** (BBA '73), Silver City, N.M., April 11. **Norman McKinney** (BBA '73), Roswell, Dec. 8. **David Messe Sr.** (BBA '73), Conyers, Nov. 7. **Miron Presley** (BBA '73), Snellville, March 10. **Michael Martin Sr.** (BBA '74), Winder, March 18. **John Alford** (BBA '75), Loganville, Nov. 12. **Jerry Burton** (MBA '75), Decherd, Tenn., Jan. 7. **Allen Davis Jr.** (BBA '75), Milledgeville, May 9. **James Harvey** (BBA '75), Jonesboro, April 17. **Ann Straiton Jones** (BBA '75), Warner Robins, Feb. 4. **Jill P. Lingo** (BBA '77), Frederick, Md., Jan. 1. **Jere White Jr.** (BBA '77), Birmingham, Ala., Oct. 3. **John Gill** (BBA '78, MBA '79), Ellaville, March 6. **Robert Rahn** (MBA '78), Monroe, La., Oct. 23.

1980s

Jean Margaret Bryan (BBA '81), Athens, Jan. 11. **Lisa W. Meitin** (BBA '82), Evans, Jan. 24. **Barry Hill** (AB '83), Mansfield, Dec. 30. **John Lawter Jr.** (MAcc '83), Atlanta, April 15. **William Weston IV** (AB '83), Augusta, Oct. 7. **Cary Hull** (BBA '85), Buford, April 27. **Teresa Donna Locklear** (BBA '85), Annapolis, Md., Aug. 8. **Becky Mowell Arnall** (BBA '86), Fayetteville, Aug. 2. **Hank Leslie** (BBA '86), Madison, Oct. 19. **Michael Self** (BBA '88, MAcc '95, MEd '04), Winterville, Dec. 28. **Donald Smith** (BBA '88), Wichita, Kan., Jan. 2. **James Sellers Jr.** (AB '89), Amelia Island, Fla., April 3.

1990s

Alexander Newton (AB '90), St. Simons Island, Jan. 31. **Karen D. Sisson** (BBA '90), Augusta, Jan. 17. **Jeffrey Cohen** (AB '92), Marietta, Aug. 18. **Trinia A. Fountain** (BBA '93), Cochran, Feb. 13. **Kay E. Pitts** (BBA '95), Sarasota, Fla., May 31. **Steven Toci** (BBA '97), Cumming, Feb. 18. **Glenroy Walker Jr.** (BBA '98), Duluth, Nov. 22.

2000s

Laura M. Cooper (MBA '00), Prior Lake, Minn., Sept. 2. **John Turner** (BBA '02), Fayetteville, Jan. 2. **Christopher Cason** (AB '03), Austin, Texas, Sept. 18.

Students

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

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Profile

Master of the match game


By Ray Glier

Prospects who come through Anthony Moore's door wearing a fashionable suit and brandishing a bright smile better have substance to go with their style because the president of jobTopia is extremely demanding when it comes to matchmaking.

Moore (BBA '93) founded jobTopia as a finance/accounting recruitment firm in 2007, but expanded into IT when the recession loomed. JobTopia's compound growth — 350 percent from 2008-10 — ranked No. 1 on the most recent Bulldog 100 list of the fastest-growing UGA owned/operated business based on gross revenue over the past three years (see p. 85).

"I have over 15 years experience in executive search and placement — plus a background in accounting and finance from school. It's easier to play detective when you have some understanding," says Moore. "After meeting hundreds of people, you really begin to know who has the substance and who doesn't. That's what the client relies on us for — are these people who they say they are?"

Moore hustles to make sure he knows his client's needs, which is something embedded into his background. He runs half-marathons and is the son of parents who sang and danced on Broadway. Tom and Lynne Moore started a ballet school in Atlanta following their stage careers, and they passed that entrepreneurial spirit on to their son, a 1986 graduate of Riverwood High School in north Atlanta.

"One of jobTopia's principles is not to be driven by money. It's one of the core principles of the company," says Moore. "What better kind of a business can you be in where you are helping a client solve a problem, you are helping a professional better themselves in their career, and you get paid? It's one of the few win-win-wins." 



Moore (right) with jobTopia partner Bryan Cascarano and "Inside Edition" host Deborah Norville at this year's Bulldog 100 dinner. Moore's five-year-old recruitment firm finished No. 1 among the fastest-growing, Bulldog-owned/operated businesses (see p. 85 list).

Agents of Tennessee.

Thomas Boyce (BBA '07) of Dacula is co-owner of Innovative Outdoors, which won the 2011 NARI Atlanta Contractor of the Year Award in the Residential Exterior \$100,000 and Over category. The Innovative Outdoors team also includes Thomas' brothers **Geoffrey Boyce** (MBA '07) and **John Boyce** (BBA '08), as well as **Matt Culberson** (BBA '07). See alumni profile in Spring '09 issue of *TM*. **Ashley Chasteen** (BBA '07) of Marietta has toured with "CATS" since September 2010, playing the role of Bombalurina. **Haley Chura** (BBA '07) of Atlanta competed in the Ironman Championship in Kona, Hawaii, and placed second in the female 25-39 division. She is a senior manager at Bennett Thrasher PC. **Bryan Johnson** (BBA '07) of Evans is engaged to Amy Brooks. A July wedding is planned in Fayetteville. **Tyler Stevens** (BBA '07) of Nashville is a member of Burr & Forman LLP's banking and real estate practice group. **Wayne Akins** (MBA '08) of Statesboro is chief community banking officer of Synovus. He was formerly president and CEO of Sea Island Bank. **Elizabeth R. Elmore** (BBA '08) of Nashville, Tenn., was promoted to account executive with

McNeely Pigott & Fox Public Relations. **William Kent** (BBA '09) of Lookout Mountain, Tenn., was promoted to assistant director of the Mocs Club at UT-Chattanooga.

Alex Shoer (BBA '09) and Irving Steel of Shanghai, China, launched Yihua, a new social enterprise that joins individuals, companies, and organizations to tackle environmental issues in China.

2010-

Jonathan Potter (MBA '10) of Ann Arbor, Mich., was quoted in an IEEE article. IEEE is a technology association known for creating technology standards, such as the 802.3 Ethernet standard.

Brian Harman (BBA '11) of Savannah won more than \$10,000 for his third place finish at the eGolf Tour's HGM Hotels Classic in Conover, N.C.

Alexandru Muresan (BBA '11) of Warner Robins started a business called Time for Arts to give artists the chance to share their talents with others. **Rodney Bullard** (MBA '13) of Lilburn was named to the *GeorgiaTrend* 2011 40 Under 40 list. **Malia Mask** (MBA '13) and **James Robertson** (MBA '13) of Atlanta exchanged wedding vows at Piedmont Park. 

Terry dominates Bulldog 100 (again!)

- 1 jobTopia—Anthony Moore (BBA '93)
- 2 **Evoshield**—Bob Pinckney (BBA '82, David Hudson (BBA '78)
- 3 CTS Protective Services—Ty Cook (BBA '09)
- 5 Quickoffice—Alan Masarek (BBA '82)
- 8 Buckhead Preparatory Preschool—Tammy Wingate (MBA '91)
- 9 **LTC Tree**—Darrick Wilkins (AB '98)
- 10 **Mom Corps**—Allison O'Kelly (BBA '94)
- 11 **JKMilne Asset Management**—John Milne (MA '80)
- 13 **Stadion Money Management**—Tim Chapman (M '82)
- 14 Professional Benefits Consultants—Nick Schkabla (BBA '02), Bryan Turner (BBA '01)
- 15 **Jackrabbit Technologies**—Mark Mahoney (BBA '83)
- 18 **FineLine Techonologies**—Richard Stamper (BBA '84)
- 19 Seacrest Partners—Cliff McCurry (BBA '71), Cindy Parker Robinett (BBA '89)
- 20 Helios Partners—Chris Welton (BBA '81)
- 25 **TPG Telemanagement**—Scott Keller (BBA '94)
- 26 Sunburst Beach Vacations—Payson Comer Howard (BBA '83)
- 27 Trio Media Group—Ron Slotin (BBA '85)
- 28 **Next Step Learning**—Michael Addison (BBA '81), Barry Joyner (BBA '81)
- 29 AcuityCFO—Stewart Brooks (BBA '90)
- 30 Patton Albertson & Miller—Jimmy Patton (BBA '81)
- 36 Evans, Simpson & Associates—Scott Evans (BBA '03)
- 37 **Square 1 Art**—Travis Reid (BBA '95)
- 39 Allstate – The Beaver Agency—Scott Beaver (BBA '98)
- 40 **Georgia Public Web**—David Muschamp (BBA '73)
- 41 Stratix Corporation—Bonney Shuman (BBA '80)
- 42 CTS—Sanjay Singh (PhD '93)
- 43 **Atlanta Wine School**—Michael Bryan (BBA '89)
- 46 Prince Automotive Group—John B. Prince III (BBA '64), John B. Prince IV (BBA '93)
- 48 **Breda Pest Management**—Rodger Breda (BBA '73)
- 50 **Bel Fiore Bridal**—Rachel Esposito (BBA '01), Tom Esposito (BBA '01)
- 52 Clenney, Powell & Rentz, PC—Jack Powell I (BBA '71), William M. Luke (BBA '91)
- 53 **Astir IT Solutions**—Kishore Ganji (MBA '03)
- 54 **Bryant, Carroll & Associates**—Jake Bryant (BBA '98)
- 59 Christian Roofing & Remodeling—Stephanie Brown Zehna (BBA '85)
- 60 **Bone Dry Roofing**—Chad Collins (BBA '98)
- 62 Cooper-Global Chauffeured Transportation—Fred Rich (BBA '75)
- 63 LaserCraft Technologies—Rodney Greene (AB '91)
- 64 Indusa Investments—Milan Patel (BBA '03), Umang Patel (BBA '03), Vikash Patel (BBA '04)
- 66 **Pro Buyers**—Jeffrey A. Smith (AB '79)
- 69 **The Whitlock Group**—John D. Whitlock (BBA '79)
- 70 Nuci's Space—Bob Sleppy (MBA '10)
- 73 **The Hurst Company, CPAs**—W. Henry Hurst, Jr. (BBA '93)
- 74 **SDA CPA Group**—Stanley D. Dean (BBA '85, MAcc '86)
- 75 Shred-X Corporation—Cade Joiner (BBA '01)
- 77 Asa Carlton—Scott Hester (AB '93)
- 79 Georgia Health Care Association—Jon Howell (BBA '99)
- 80 Data South Systems—Charles Campbell (BBA '87)
- 81 **Financial Benefit Group**—Steve Voshall (BBA '89), Stacey Voshall (BBA '87)
- 85 **J House Media**—Jeremy Minnick (BBA '02)
- 86 Phillip Blount and Associates—Phillip Blount (BBA '74)
- 87 The Russell Agency—Timothy Russell (BBA '87)
- 88 Centergy Group—David Mook (AB '91)
- 91 Trinity Accounting Group—Scott Saucier (BBA '87, MAcc '88), Robert L. Bachman (BBA '96)
- 93 **Babush, Neiman, Kornman & Johnson**—Chris Clayton (BBA '80), Howard Neiman (BBA '64)
- 95 Stateside Capital—Richard Beacham (BBA '74, MBA '75)
- 96 **Oakwood Café**—Kasey Carpenter (BBA '00)

Companies listed in boldface also made the 2011 Bulldog 100 list of the fastest-growing UGA alumni owned/operated businesses over the past three years. Terry alums have accounted for at least half of the 2010, 2011 and 2012 lists.

- There are 56 Terry owned/operated businesses on this year's Bulldog 100 list.
- 25 are repeats from last year.
- 15 have made the list all three years.
- 45 are Georgia-based.
- 11 are based out-of-state.
- Farthest north is The Russell Agency, owned by Timothy Russell in Southport, Conn.
- Farthest south is JKMilne Asset Management, owned by John Milne in Fort Myers, Fla.
- The farthest away is TPG Telemanagement, owned by Scott Keller in Omaha, Neb.



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