

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



Breaking Ground!

Correll Hall, named for former Georgia-Pacific CEO Pete Correll (second from left), is phase one of Terry's new Business Learning Community



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Period of transitions



In this transitional time period at the University of Georgia, it's comforting to those who know them well that UGA provost and Terry College legal studies professor Jere Morehead has ascended to the UGA presidency and that former UGA president and Terry College emeritus professor of economics Charles B. Knapp has been named interim dean at Terry.

Morehead (see "Hail to the new chief!" feature on p. 44) is a Meigs Award winner, the highest accolade a UGA professor can receive, and his level of prior administrative experience at this institution is unprecedented for a UGA president.

Knapp (see Dean's Message on p. 5 and news story on p. 11) spent a decade as president of the university from 1987-97, and his tenure was marked by \$384 million in capital improvements and by an enhanced academic reputation for UGA.

As we say, "Goodbye and good luck!" to departing dean Robert Sumichrast, who is moving on to become dean of the Pamplin College of Business at Virginia Tech (see "State of the College" interview on p. 52), a lot of Terry College faculty and staff who were hired after Dr. Knapp left the university are curious to know what he's like and what kind of interim dean he will be.

It's not like Knapp retired from professional life when he left UGA. He distinguished himself as president of the Aspen Institute, as a partner at Heidrick & Struggles, and as chairman of Tom Cousins' East Lake Foundation. Knapp appeared in these pages as recently as the Spring '10 issue, when we did a cover story on Cousins' Purpose Built Communities initiative. And I have done a number of one-on-one interviews with him over the years, including a special 22-page "Knapp Decade" retirement issue when I was editor of the UGA alumni magazine.

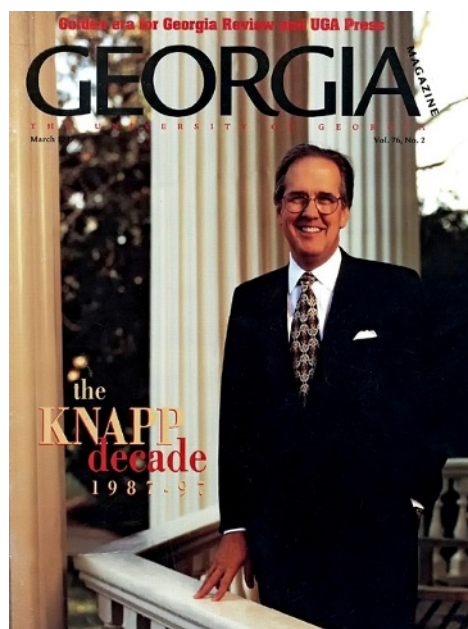
Knapp grew up in Ames, Iowa, where both his great-great grandfather and his great-grandfather served as president of Iowa State. "Some kids grow up wanting to become firemen," says Knapp, who got his undergraduate degree with honors at Iowa State. "I wanted to teach."

He had a faculty appointment in economics when he was UGA president, and he believes whole-heartedly in faculty governance.

"In 10 years as president," says Knapp, "I can't remember ever crossing a decision made by University Council."

Knapp also knows his way around a set of architectural drawings, and he's no stranger to fundraising, owing to the statewide budget crisis he had to deal with in the early 1990s.

In short, Knapp's skill set seems ideally suited to work with Terry faculty, staff, students, and alumni on both academic matters and on the *Building Terry* campaign, the most ambitious fundraising campaign ever undertaken by a school or college in UGA history. [u](#)



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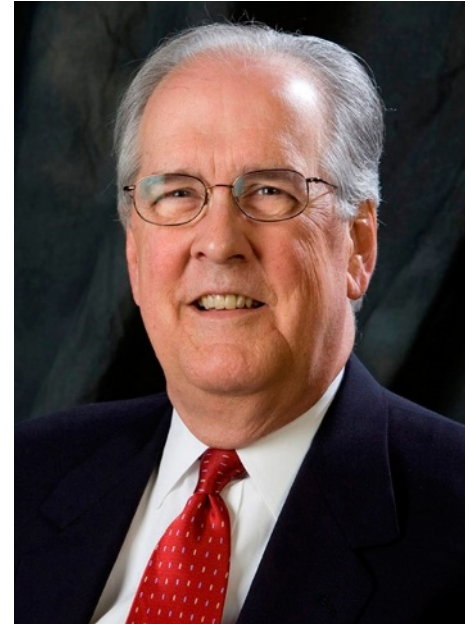
When president-elect Jere Morehead called to ask if I would agree to serve as interim dean of the Terry College of Business for a year, my wife Lynne and I were in Germany on a Rhine River cruise.

I accepted the offer because I care deeply about the future of the University of Georgia, and because the Terry College is one of the university's most visible and important academic units. I had a faculty appointment in economics at Terry when I served as president of the university from 1987-97. In addition, my relationship with Dan Amos — the chairman and CEO of Aflac, who is chairing the *Building Terry* campaign cabinet for Terry's new Business Learning Community — was an important element in my decision. I have served on Aflac's board of directors since 1990, and Dan and I have worked on a number of important issues during those 23 years. Given that the college is at a pivotal point in the *Building Terry* campaign — concluding the private phase and beginning the public phase — the close relationship between Dan and myself should be a stabilizing force as the campaign continues while a new dean's search is conducted.

A strong business school is integral to the overall strength of the University of Georgia, and business schools obviously play an important role in supplying the workforce for the American business community. In Terry's case, our proximity to the Atlanta business community makes it doubly important that Terry continues to produce high-quality graduates — both in its undergraduate and graduate programs in Athens and in the executive and professional education programs it offers in Buckhead and Gwinnett.

I first became an academic administrator more than 30 years ago, so it won't feel entirely uncomfortable to get back on the bicycle again. I know a lot of people associated with Terry — faculty, staff, and alumni — and a number of people in the UGA administration dating back to my tenure as university president. Hopefully, I'll also be able to apply some of the lessons I've learned in the positions that I've subsequently held with the Aspen Institute, Heidrick & Struggles, and the East Lake Foundation.

The issue here is service to the University of Georgia, and in that regard I want to do everything I can to further the interests of the university and the Terry College. There's a limit to what an administrator can accomplish in a year, and I've got a lot to learn before I begin to feel that I'm up to speed on what's happening at Terry. But I'm also not very good at sitting still. I expect to be as involved in the affairs of the college as possible during the time I'm privileged to serve as interim dean. 



SPECIAL

Charles B. Knapp

Charles B. Knapp, Interim Dean
busdean@uga.edu

Agenda

JULY

- 18 Terry Third Thursday**
Speaker: Virginia Hepner, President & CEO, The Woodruff Arts Center. 7 – 9 a.m., Terry Executive Education Center, Atlanta

AUGUST

- 15 Terry Third Thursday**
Speaker: Frank Argenbright, CEO and Founder of SecurAmerica. 7 – 9 a.m., Terry Executive Education Center, Atlanta
- 29 Accounting Career Fair**
3 – 7 p.m., Classic Center, Athens

SEPTEMBER

- 5 MBA Fall Recruiting Kickoff**
5:30 – 7:30 p.m. Maggiano's, Buckhead, Atlanta
- 14 Fifth Annual Chick-fil-A Picnic in Central Park**
Noon – 2 p.m., New York
- 19 Terry Third Thursday**
Speaker: Carol Tomé, CFO & Executive Vice President of Corporate Services, Home Depot Inc. 7 – 9 a.m., Terry Executive Education Center, Atlanta
- 27 Fall Terry Alumni Board and Young Alumni Board meetings**
UGA campus, Athens

OCTOBER

- 17 Terry Third Thursday**
Speaker: Dan Cathy, President & COO, Chick-fil-A 7 – 9 a.m., Terry Executive Education Center, Atlanta

NOVEMBER

- 9 Terry Homecoming Tailgate**
Brooks Hall lawn, three hours prior to kickoff
- 21 Terry Third Thursday**
Speaker: John Schuerholz, President, Atlanta Braves 7 – 9 a.m., Terry Executive Education Center, Atlanta

DECEMBER

- 11 2014 Georgia Economic Outlook**
Speaker: John Silva, Chief Economist, Wells Fargo 11 a.m. – 2 p.m., Georgia Aquarium, Atlanta
- 13 UGA Fall Commencement**

For more information on Terry events, including MBA information sessions, and Executive Programs:
terry.uga.edu/events

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Cover photograph: Cassie Wright
The principal *Building Terry* campaign donors wielding groundbreaking shovels on the *TM* cover are (from left): Dan Amos (BBA '73), Pete Correll (BBA '63), Mary Virginia Terry (Hon '09), and Phil Casey (BBA '67).

Terry



Rousing start for Correll Hall

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The Business Learning Community groundbreaking attracted a crowd of 1,000 people to the Lumpkin-and-Baxter streets site where a new Terry campus will double the space the college currently occupies in Brooks, Sanford, and Caldwell halls.

By Matt Waldman (AB '96)



GRAND DESIGNS

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Top designers and a dedicated Terry architectural committee have created a plan for the new Business Learning Community that complements one of the finest campus master plans in the country.

By Matt Waldman (AB '96)



BUILDING TERRY KICKOFF

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The premier alumni event on the Terry College calendar — the annual Alumni Awards and Gala — was also the occasion for the kickoff of the public phase of the *Building Terry* campaign.

By Kent Hannon



BUILDING TERRY GATEFOLD

Everything you need to know about the public phase of the *Building Terry* campaign — from an architectural rendering of the Business Learning Community to campaign cabinet members, national committee members, key fundraising cities, and how to make a gift.

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Accounting giant and Terry professor Herbert Miller.

Terry Magazine iOS App





Groundbreaking ceremony



Brilliant springtime sunshine further brightened the mood of the April 26 groundbreaking for Terry's new Business Learning Community — a three-phase, 306,000-square-foot project located at the corner of Lumpkin and Baxter streets that will effectively double the overall space that Terry currently occupies in Brooks, Sanford, and Caldwell halls. The groundbreaking was timed to coincide with the conclusion of the quiet phase of the *Building Terry* campaign — which netted \$80 million in private fundraising — and the advent of the public phase. “As most of you know, this campaign is the most ambitious in the history of the university for a single college,” campaign cabinet chairman Dan Amos told a crowd of 1,000 people, “and we believe it is going to be the best that any business school can have.” As a testament to the love and loyalty that Terry alumni feel for the college, \$32 million of that \$80 million quiet-phase total came from five donor families. Those principal donors include Amos (*BBA* '73), who is chairman and CEO of Aflac; retired steel executive Phil Casey (*BBA* '67); former Georgia-Pacific CEO A.D. “Pete” Correll (*BBA* '63) and his wife Ada Lee; long-time Terry benefactor Mary Virginia Terry (*Hon* '09); and an anonymous donor. [m](#)

To view groundbreaking photos, go to terry.uga.edu/groundbreaking/

Newsfeed

News about Terry College students, faculty and alumni

Spring 2013

Walk this Way!




MARK SORROW

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

On May 14, more than 1,000 graduates heard their names called as they walked across the Stegeman Coliseum stage at Terry's annual graduation convocation and processional. If the applause seemed even louder and more boisterous than in previous years, that's because the graduates' family and friends overflowed the lower seating area and filled up half of Stegeman's upper deck.

Terry's Friday afternoon commencement exercises set a record for participation with 738 undergraduate students, 90 professional MBAs, 75 MAcc graduates, 36 EMBA's, 33 full-time MBAs, 17 MIT students, 16 MMRs, three Ph.D. graduates, and two Masters of Economics recipients.

Keynote speaker A.D. "Pete" Correll (BBA '63), chairman emeritus of Georgia-Pacific, told graduates:

"The challenges of your generation are to translate the information boom into wealth generation and help get your fellow citizens back to work. Those 11 million people who are unemployed exist — and a life on welfare is not the answer. Lower-skills jobs that drive export industries through high productivity are the answer: We need bright minds to come up with new thoughts to turn this tide and return this country to a manufacturing and exporting nation." 

Vandenberg will head Management

Robert Vandenberg, the Robert O. Arnold Professor of Business, has been named interim head of the management department, succeeding Allen Amason, who left to become dean of the College




of Business Administration at his alma mater, Georgia Southern.

Vandenberg has won both a Distinguished Career Award and a

Best Publication Award from the Academy of Management.

His published work on measurement invariance, co-authored with UGA psychology professor Charles Lance, won the Robert McDonald Advancement of Organizational Research Methodology Award in 2005 — and it is considered to be a landmark study.

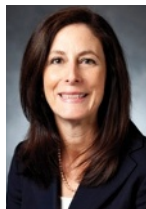
Vandenberg has three degrees from UGA — a Ph.D. in social psychology with a minor in industrial/organizational psychology in 1982, and bachelor's and master's degrees in psychology as well.

A Terry faculty member since 1993, Amason had served as head of the management department since 2007. 

— Matt Weeks

accolades

Marisa Pagnattaro, a professor of legal studies, was named a Josiah Meigs Distinguished Teaching Professor, the university's highest recognition for superior instruction at the undergraduate and graduate levels. The professorships are named for




the man who in 1801 became the second president—and sole professor—of Georgia's fledgling state university.

Since starting at Terry in 2000, Pagnattaro has been actively involved in a litany of teaching-related service activities—from her work with the UGA Task Force on Writing and First-Year Odyssey Program to helping develop the Terry College's Certificate in Legal Studies and the International Business co-major.

She has consistently published articles in high-quality outlets in legal studies, co-authored three legal studies textbooks, and published a book on law and literature, among other accomplishments. In August, she will become editor-in-chief of the *American Business Law Journal*, the premier journal in her field.

Pagnattaro earned a \$5,000 grant to create an innovation course called "Apple Inc.'s Global Business Strategies: Balancing Law, Ethics and Human Rights" that will begin in the fall (see story on p. 14). The purpose of the grant is to improve teaching across campus.

Pagnattaro's course will ask students to consider the complexities of legal and ethical issues of global business by examining the recent issues faced by Apple Inc. 

— Matt Weeks

Knapp named interim dean


Charles B. Knapp, president emeritus of the University of Georgia, has been named interim dean of the Terry College following an unsuccessful search for a successor to departing Dean Robert Sumichrast. Knapp's appointment will extend from July 1, 2013, to June 30, 2014, while a new search is conducted.

Knapp served as UGA president from 1987-97, a tenure in which the academic reputation of the university rose dramatically. More than \$400 million of new construction was completed, as was a successful capital campaign. Knapp worked closely with then-Gov. Zell Miller on the establishment of the HOPE Scholarship program, which has since provided \$6 billion in financial aid to more than 1.5 million of Georgia's postsecondary education students.

In 1990, Knapp joined the board of directors of Aflac. He currently chairs Aflac's investment committee and is a member of the audit committee. From 2005-11, he was chairman of the board of the East Lake Foundation, the organization responsible for a highly successful community redevelopment project in southeast Atlanta.

Knapp was president of the Aspen Institute, an educational and policy studies organization based in Washington, D.C., from 1997-99. He previously was the chair of the National Association of State Universities and Land-Grant Colleges. He was also a partner with the executive search firm Heidrick and Struggles from 2000-04. In 2005, he joined the UGA Institute of Higher Education, where he currently directs the Executive Doctor of Education Program in Higher Education.

In 2006, Knapp was named chairman of the Commission on the Skills of the American Workforce. Members of the bipartisan commission included former governors, senators, cabinet secretaries, business and labor leaders, civil rights leaders, and education and job training experts.

Knapp received his bachelor's degree, with honors, from Iowa State, and his master's and doctorate in economics from the University of Wisconsin-Madison. He is a recipient of the Iowa State Distinguished Achievement Citation, that university's highest alumni award, and the Abraham Baldwin Award for distinguished service from UGA. 

— Sam Fahmy



Knapp had a lot of involvement with the Terry College during his tenure as UGA president, including a faculty appointment in economics. (top) In 1996, Knapp named J. Don Edwards interim dean of the college. (bottom) In 1991, Knapp proposed a toast to benefactors C. Herman and Mary Virginia Terry prior to the naming ceremony.

UGA PHOTOGRAPHY

PESA Summit draws crowd

By Matt Waldman (AB '96)


The sports and entertainment industries have the reputation of being the glamorous life, and the Grand Hall of the University of Georgia's Tate Center felt a lot brighter on March 4 when representatives of the Universal Music Group, Turner Broadcasting, Recording Academy, NHL, QVC, and the Atlanta Hawks showed up to talk shop with students.

The extra wattage came courtesy of a relatively new UGA student organization, the Professional Entertainment and Sports Association. The event was the third-annual PESA Summit, an array of panels and workshops that explore business trends and issues within the TV, film, fashion, music, and sports industries.

With a roster of speakers that included keynote addresses from Hawks president Bob Williams and Turner Broadcasting COO Coleman Breland, the growth in the PESA summit in just three years is really turning heads.

"The organization has grown exponentially," says departing PESA president Michael Asmelash (BBA '13), who estimates that the inaugural 2011 summit had perhaps 30 people in attendance — including the industry professionals. "Attendance at the 2013 summit was more than 350."

Asmelash, who has earned previous summer internships with Turner and Viacom/MTV (see p. 56 feature story on where he'll intern this summer), says discovering PESA was the defining moment in his college career. The newly minted Terry management graduate with a focus in entrepreneurship began his tenure with the student organization as executive assistant to the previous year's president and PESA founder, Kamilah Gray (BBA '12).

"I knew I wanted to keep the momentum going," says Asmelash, who realized that the entertainment business was his calling after hearing CNN's executive vice president Scot Safon talk about the importance of finding one's passion. "I knew PESA would be the medium that would give me fulfillment." 



(far right) Michael Asmelash, president of the Professional Entertainment and Sports Association with summit participants (from left) Montez Flenoury, Aida Melaku, Gaililea Malede, and Lydia Wondwassen.

appointed

Charlotte Mason, marketing department chair and head




of the Master of Marketing Research Program, has been appointed to a C. Herman and Mary

Virginia Terry Chair of Business Administration. Mason, an expert on marketing analytics, customer relationship management, and direct marketing, holds four degrees from Stanford University: a Ph.D. in business, a master's degree in statistics, a second master's degree in industrial engineering and engineering management, and a bachelor's degree in industrial engineering.

Jeffrey M. Netter, interim department head in finance and also an



adjunct professor in the University of Georgia law school, has been named the Georgia Bankers

Association Chair of Banking at Terry. Netter previously held a C. Herman and Mary Virginia Terry Chair of Business Administration. Winner of the Meigs Award for Excellence in Teaching in 2002, Netter developed a course on capitalism that began with 50 students and has since quadrupled in size to 200 in just two years. An expert on corporate governance and public choice, Netter has been managing editor of the *Journal of Corporate Finance* since 2001. He holds four degrees: a J.D. as the Olin Fellow in Law and Economics from Emory, Ph.D. and master's degrees in economics from Ohio State, and a bachelor's degree from Northwestern. 

‘Marrowthon’ magic

By Matt Waldman (ABJ '96)

In the spring of 2012, marketing student Ellis Edwards was walking through the Tate Student Center in what seemed to him like a bad week because he was waging a losing campaign for a place in UGA's Student Government Association. What Edwards didn't realize was that a sixth grade class at Athens Academy was about to make him a winning lottery ticket for a six-year-old boy suffering from leukemia.

When the Athens Academy students learned a schoolmate was in need of a bone marrow transplant and had been unable to find a match, they took matters into their own hands. They organized a “Marrowthon” drive at UGA that added 4,000 people to the bone marrow program's national registry — an extraordinary achievement given that 300 new signees is considered a highly successful day.

Even so, it took Edwards a second pass through Tate and a nudge from a friend for him to take note of the bone marrow drive and decide to participate.


“I talked myself out of it initially because, in my mind, the odds of a match were just silly,” says Edwards. But he was urged to participate by his friend and Athens Academy alum Daniel Mixon, who stressed the importance of doing the bone marrow registry's simple cheek swab test.

Some bone marrow registrants have been registered for 60 years and have

never received a call. But as he was walking to his first junior-year class in the fall of 2012, Edwards got a surprising phone call.

“I found out I was the best possible match for a boy in the national registry,” says Edwards. “The odds of them finding someone was 1 in 39,000 . . . it was really past the point of coincidence!”

Edwards was flown to Georgetown Medical Center in Washington, D.C., for a 30-minute procedure to harvest his bone marrow. The procedure was done on a Friday morning, and Edwards was back in class the following Monday.

We don't know the ending to this story yet, but the bone marrow transplant took and the patient's 30-day report was a thumbs-up. Edwards will get an update about the boy's condition after a year. Stay tuned. 



The odds were 39,000 to 1 that Edwards would be a match for someone on the national bone marrow registry. But, as fate would have it, the Terry marketing major turned out to be a match for a six-year-old boy.

appointed

Art Snow has been named the Nicholas A. Beadles Professor




of Economics. A faculty member since 1986, Snow studies micro-economic theory, public economics,

and the economics of information and uncertainty. He has won Best Paper Awards from the *Journal of Risk and Insurance* and the *Geneva Risk and Insurance Review*. Snow has a bachelor's degree from Harvard, and a master's and Ph.D. from Wisconsin. The Beadles professorship honors the late Nicholas A. Beadles, an expert in arbitration who pioneered the teaching of a joint course on labor economics and labor law.

Mark Huber, (PhD '98), senior lecturer in MIS, was named



director of Terry's Institute for Leadership Advancement. He had served as interim director since last

July. ILA is a privately funded institute within Terry that works to develop leadership capabilities in UGA students, and Huber is no stranger to leading. He spent 21 years in the Air Force and Air Force Reserves, including assignments as a program manager at the Pentagon and as the commander of a combat communications squadron that he helped build from the ground up. Huber has been recognized with Alpha Kappa Psi's Inspired Teaching and Outstanding Service Award, the UGA Student Government Outstanding Professor Award, and the UGA Honors Program's Outstanding Teaching Faculty Award, among other honors. 

New course to examine Apple's global strategies

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

Marisa Pagnattaro, Josiah Meigs Distinguished Teaching Professor of legal studies, has earned a \$5,000 grant to create an innovation course called "Apple Inc.'s Global Business Strategies: Balancing Law, Ethics and Human Rights," which will begin in the fall.

The idea for the course stems in part from a new book written by Harvard's Kennedy School of Government professor John Ruggie titled *Just Business: Multinational Corporations and Human Right*, and also from the growing movement for more accountability in global business. Pagnattaro says the course will provide students with a greater understanding of the complexities of legal and ethical issues related to global business by examining real-world examples.

"The case study will address three major legal and ethical issues facing Apple: labor problems, especially working conditions in the Foxconn manufacturing facility in China; conflict minerals and issues related to sourcing from the Congo, including Dodd-Frank disclosure requirements; and trade issues associated with rare earth minerals essential to the manufacture of Apple electronics. In the classroom, students will discuss how to balance shareholder interests and consumer perceptions, as well as the effect of Apple's business decisions on others around the world."

Pagnattaro's project was one of 26 to receive a Summer 2013 Innovation Instruction Faculty Grant provided by UGA's Office of the Vice President for Instruction, in collaboration with the Office of the Senior Vice President for Academic Affairs and Provost.

The purpose of the university's innovation grants is to improve teaching across campus. [m](#)



quoted



During a May 13 CNBC segment, Terry economics professor George Selgin shared his thoughts on deflation:

"Deflation got a reputation for being a bad thing only in the 20th century, thanks to a number of severe downturns, but especially the Great Depression. Until then, it was quite common for prices to fall gradually and it meant nothing, usually, except for the fact that goods were getting cheaper—that is, they were being produced for less resources. So what has happened in the 20th century, we have forgotten about this other kind of deflation, the kind that happens because goods become more abundant because production is improving, and we remember only the bad kind. Central banks have therefore prevented both good and bad deflation from happening — even replacing what might have been good deflation, that is gradually falling prices, with consistently rising ones.

"I don't think there are any central bankers in the world who would allow a revival of any sort of inflation, although in theory it's possible to have such a deflation without it doing any harm." [m](#)

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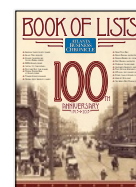
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Research and Innovation

Advances from the Terry College of Business

The Collateral Effect

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

New research published in the *American Economic Journal: Macroeconomics* helps explain how a 1997 amendment to the Texas constitution that relaxed restrictions on mortgage lending boosted statewide retail sales and provided evidence of the importance of using housing as collateral to relax constraints on borrowing.

“Since Texas became a state in 1845, they’ve always had an attitude of protecting the homestead, going back to the days of Stephen F. Austin. There was an idea that you can’t foreclose on any loan because you’d be taking people’s homes away,” says Terry economics professor William Lastrapes, who co-authored the research. “This runs deep in their history. So it took them from 1845-1997 to make a change to allow people to borrow on their home equity for general spending purposes.”

When the amendment passed, Texas

homeowners had the same credit freedom as the rest of the nation. They could borrow against the equity in their houses to do things like buy a new car, go on a trip or pay for their kids’ education.

It also provided Lastrapes and University of Miami economics professor Chadi S. Abdallah (PhD '11) with real-world data from a “natural experiment.” By examining the Texas economy before and after the amendment passed and making comparisons to surrounding states’ economies, the researchers were able to isolate what effect the amendment had on statewide consumer buying.


“Borrowing restrictions mattered,” says Lastrapes. “Policymakers thought they were doing the right thing by preventing foreclosures, but when they relaxed those restrictions, people responded and increased their spending. Retail spending in Texas was 2-3 percent higher than it would have been had the amendment not passed.

That percentage change equals millions of dollars that consumers otherwise would not have spent. The amendment not only provided a boost to the state’s overall economy, it also showed that policymakers can spur growth by softening credit markets — even when house prices remain stable.

“The standard thinking is that when home prices go up, people feel richer and they spend more money. Our work suggests another way that housing likely influences the rest of the economy,” says Lastrapes. “More generally, since our research helps explain consum-

er behavior, our findings have important implications for issues as diverse as how people respond to tax cuts and how best to finance college expenses.”

Lastrapes and Abdallah plan to delve deeper into what happened before and after the Texas amendment, next time focusing on entrepreneurs.

“Many small businesses are financed by home equity, since this reduces the bank’s risk of the venture not working out,” says Lastrapes. “Small businesses create a lot of jobs and a lot of wealth. So, understanding the credit market constraints they face, and how they deal with such constraints, is an important issue for economists and policymakers.” 



CHRIS TAYLOR

Where the boys . . . aren't

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

Why do girls get better grades than boys in elementary school — even though they don't perform as well on standardized tests?

New research published in the *Journal of Human Resources* suggests that girls exude better classroom behavior, which may prompt teachers to assign girls higher grades than their male counterparts.

"The skill that matters the most in regards to how teachers graded students is what we refer to as 'approaches toward learning,'" says Terry economics professor and department head Christopher Cornwell, who is one of the authors of the study. "Think of 'approaches to learning' as a rough measure of what a child's attitude toward school is: It rates the child's attentiveness, task persistence, eagerness to learn, learning independence, flexibility, and organization. I think that anybody who's a parent of boys and girls can tell you that girls are more of all of that."

The study — co-authored by Cornwell, his Terry economics colleague David Mustard, and recent Terry grad Jessica Van Parys (AB '09, MA '09) at Columbia — analyzed data on more than 5,800 K-5 students on standardized tests in three categories—reading, math and science. The data reveals, for the first time, that gender disparities in teacher grades start early and uniformly favor girls. In every subject area, boys are represented in grade distributions below where their test scores would predict.


The authors attribute this misalignment to "how well each child was engaged in the classroom, how often the child externalized or internalized problems, how often the

child lost control, and how well the child developed interpersonal skills." The researchers report evidence of a grade bonus for boys with test scores and behaviors similar to their female counterparts.

"The trajectory at which a kid moves through school is often influenced by a teacher's assessment of their performance, their grades," says Cornwell. "This affects their ability to enter into advanced classes and other kinds of academic opportunities. It's also typically the grades you earn in school that are weighted the most heavily in college admissions. So if grade disparities emerge this early on, it's not surprising that by the time these children are ready to go to college, girls will be better positioned."

"Men's rate of college going has slowed in recent years, whereas women's has not. But if you roll the story back far enough, to the 1960s and 70s, women were going to college in much fewer numbers. It's at a point now, where you've got women earning upwards of 60 percent of the bachelors' degrees awarded every year."

Despite changing college demographics, the new data may not be reflecting anything fundamentally new.

"My argument is that this has always been true about boys and girls . . . girls didn't all of a sudden become more engaged and boys didn't suddenly become more rambunctious," says Cornwell. "Their attitudes toward learning were always this way. But it didn't show up in educational attainment like it does today because of all the factors that previously discouraged women's participation in the labor force, such as a lack of access to reliable birth control." 



Faculty recognition

Awards

MIS professor **Elena Karahanna** received the Association for Information Systems' AIS Fellow Award this spring at the 2013 International Conference on Information Systems in Orlando. The award recognizes individuals who have made outstanding research, teaching, and service contributions to the field of information systems throughout their careers. An AIS Fellow is also expected to have made significant global and local contributions to the discipline.

Emeritus professor of real estate **James Kau** was



awarded the George Bloom Service Award by the American Real Estate and

Urban Economics Association. The Bloom Award is a lifetime achievement award presented annually to a member "in recognition of their distinguished service to the Association during his or her career."

Finance professor **Tao Shu** earned \$1,500 for The China Finance Association's Best Paper Award in October 2012.

Legal studies professor **Nathaniel Grow** earned the Junior Scholar Award at the Southeastern Academy of

Legal Studies in Business in November 2012 based on research results.

Accounting professor **Margaret Christ's** paper, "Using Internal Controls and Incentive Compensation to Motivate Employ-



ees in a Multidimensional Task," won the ABO Meeting Emerging Scholar

Award for the best paper at the 2012 Accounting, Behavior, and Organizations sections of the American Accounting Association conference. Christ was also appointed to the editorial review boards of the *Journal of Management Accounting Research* and *Behavioral Research in Accounting*.

Appointments

MIS professor **Amrit Tiwana** was appointed senior editor of *Information Systems* in January 2013.

Marketing professor **Anindita Chakravarty** was appointed to the editorial review board of *Customer Needs and Solutions*, a new international journal to be published by Springer.

Management professor **Michael Pfarrer** was appointed to the editorial board of *Organizational Science*.

Finance professor **Paul Irvine** was appointed associate editor of *Journal of Financial Markets* in December 2012.

Presentations and Mass Media

Legal Studies professor **Nathaniel Grow** was also



quoted in several stories published in the *Toronto Globe and Mail* and

in the *National Post* during last fall's National Hockey League's labor dispute, which included a lawsuit filed by the NHL during the conflict. His law review article on NBA and NFL labor disputes published in the *Vanderbilt Journal of Entertainment Law* was also quoted in a *Globe and Mail* story.

Music Business instructor **David Lowery** was named one of the "10 People That Totally Changed the Industry in 2012 . . ." by *Digital Music News* last December. Lowery was cited for managing to "reframe the entire debate over technology, piracy, and the plight of the artist" in the music and entertainment industries after his blog post, "Letter to Emily White at NPR All Songs Considered," attracted widespread attention.

Marketing professor **Sundar Bharadwaj**




presented his paper, "Impact of Guanxi & Prior Overseas Listings on Firm

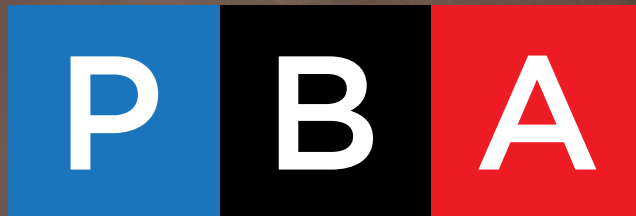
IPO Performance," at the 2012 American Marketing Association Winter Educators Conference in Las Vegas.

RMI professor **James Carson** presented his paper, "Burning Down the House: Moral Hazard and House Prices," at the 2012 Urban Economics Association Conference in Ottawa.

Real Estate professor **Henry Munneke** presented his paper, "Outsourcing Sales in Real Estate Development," at the American Real Estate and Urban Economics Association's annual meeting in San Diego.

Economics professor **Santanu Chatterjee** presented his paper, "Fiscal Policy and the Real Exchange Rate," at the Southern Economic Association's annual meeting in New Orleans. 

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



PUBLIC BROADCASTING ATLANTA

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“WABE, reaching the
highest concentration of college
graduates of any radio station
in Atlanta...”

Source: Arbitron 2012-2013



“Compared to the average
US adult 18+, viewers of
Masterpiece Theatre are 291%
more likely to have earned a
Doctorate Degree.”

Source: Doublebase GfK MRI



Atlanta's NPR & PBS Stations



1 Leadership Scholars Orientation

(from left) Margaret Patton and Julia Bowen.

2 Terry Third Thursday

Terry Third Thursday Chair Lisa Blanco and January speaker A.D. Frazier from Georgia Oak Partners.

3 Terry Leadership Speaker Series

(from left) U.S. Senators Mark Warner (D-Va.) and Saxby Chambliss (R-Ga.) spoke at the Jan. 28 TLSS event.

4 Nashville alumni gathering

Matt Boeshore (BBA '08) and friend.

5 Terry Third Thursday

Alumni Board member Craig Barrs (BBA '80) with TTT speaker Mike Wien from the Specific Edge Institute.

6 Alumni Awards and Gala

Camille Russo (BBA '94) and Matt Dollar (AB '01) enjoy the live band at the April 27th Gala.

7 Alumni Awards and Gala

Associate Dean Mark Dawkins and his wife Janyce.

8 Terry Leadership Speaker Series

Jeffrey Dunn (BBA '80), CEO of Bolthouse Farms, speaks with Matthew Passarello, ILA Leadership Fellow '13 and Elizabeth Dangler, Leonard Leadership Scholar '13.

9 Herschel Walker at Terry Talks

UGA football great Herschel Walker with Clay McCoy (left/BBA '08) and Kenny Goepp (right/BBA '08) at a Terry Talks event in Washington, D.C.

10 BB&T Check Presentation

BB&T's Lisa Rawls with Terry finance professor and interim department head Jeff Netter.


11 Health Care Symposium

St. Mary's Health Care System Vice President and Chief Nursing Officer Nina Evans with Chief Information Officer Kerry Vaughn during the UGA- and Terry-sponsored Health Care Symposium.

12 Young Alumni Board holiday party

(from left) Emily Cataldo (BBA '11) and Alex Frank (BBA '08) with current Terry students Jessica Abe, Alyssa Abe and Raphi Fix.

13 Honors Day

Terry honor student Jackson Govatos (BBA '13), his mother Jackie, and Dean Sumichrast at Honors Day. 



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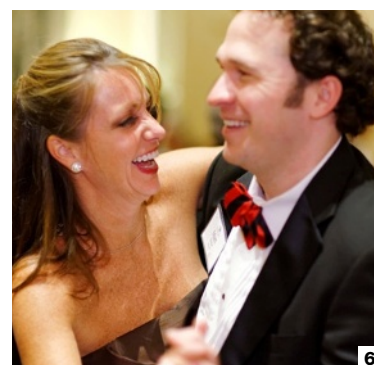
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Rousing start for Correll Hall

The first phase of the Terry College's new Business Learning Community will be devoted to graduate studies

By Matt Waldman (AB '96)

Photography by Cassie Wright

If the *Merriam-Webster Dictionary* needs an illustration to insert next to the word “idyllic” in its next edition, the editors should have sent a photographer to the northwest corridor of the UGA campus on the last Thursday in April. Athens specializes in Chamber of Commerce days, and this one was picture perfect — and much appreciated by more than a thousand Terry alumni, faculty, students, and staff who congregated under a billowy white tent to celebrate the official groundbreaking for phase one of Terry’s new Business Learning Community — a graduate studies building, which will bear the name of former Georgia-Pacific CEO A.D. “Pete” Correll (BBA ’63) and his wife, Ada Lee.

With the Russell Special Collections Libraries framing the proceedings in the background and red-and-black shovels at the ready for the symbolic moment, UGA President Michael Adams introduced Correll as the “man of the hour.” And in typical Pete Correll fashion, the spirited Atlanta businessman stepped to the podium and explained why this week he felt oddly presidential.

“They dedicated the Bush Library yesterday in Texas,” said Correll, “and I was listening to President Bush when he said something that hit home with me. He said, ‘You know, there was a time in my life where I would have been unlikely to be found in a library . . . and now I’m founding one.’”

Amidst considerable laughter, Correll quipped that he felt the same thing about his name appearing on an academic building. “If we were dedicating a parking lot down there with beer drinking near the Sigma Chi House, then it would probably be more appropriate!”

Correll, shown here with fellow Terry benefactor Mary Virginia Terry, amused a crowd of more than 1,000 by making light of his academic career. He may have had fun in college, but he also earned a pair of master’s degrees. And, as CEO of Georgia-Pacific, he transformed GP into a wildly successful consumer products company.



TERRY
COMMUNITY

The University of Georgia
Office of the University Architect for Facilities Planning

Don't let Correll's sense of humor fool you. The man whose name will be etched in stone across the entrance of the first building in Terry's new 306,000-square-foot Business Learning Community may have had his share of fun as an undergrad, but Correll went on to display uncommon wisdom in a uniquely self-directed academic and business career.

Following his graduation from UGA, Correll had the temerity — and the intuition — to turn down the opportunity to pursue a Harvard MBA. Instead, he earned a pair of master's degrees at the University of Maine, and he ultimately transformed Georgia-Pacific from a single-focus Southern timber business into an environmentally friendly and wildly successful consumer products company. At the time Correll made those decisions, both personal and corporate, they weren't 100 percent popular with various constituencies — but neither was expanding the northwest corridor of the UGA campus into a new academic nexus.

"Those of you who came to Georgia even 15-20 years ago remember when the locus of campus was primarily in the North Campus area," said Adams, who has championed the cause of a new Terry College learning community at the intersection of Lumpkin and Baxter streets. "As the university grows," Adams added, "this will increasingly be the crossroads of most students' lives."

Dean Robert Sumichrast noted that the name "Business Learning Community" should be taken literally. The outgoing head of the Terry College made national prominence the primary goal of his six-year administration — and hiring and retaining word-class faculty as one means of accomplishing that goal. Undergraduate rankings have improved for three consecutive years, and the college has made dramatic improvements in career placement despite the nation's economic recession.

But facilities remain Terry's greatest challenge.

"Our students study in hallways, and we lack space for faculty and students to get together and talk," Sumichrast told the groundbreaking audience. "An easy solution was to build another building behind Brooks Hall. However, we chose not to settle for simply addressing the space issue. Instead, we chose to build a community . . . the Business Learning Community."


Sumichrast thanked Adams, as well as alumni, faculty, and staff for their expenditure of time, talent, and financial support. He also thanked New York architectural firm Robert A. M. Stern Architects and the Atlanta-based construction firm Rule Joy Trammel + Rubio for the roles they are playing in bringing the BLC to life.

Aflac Chairman and CEO Dan Amos, chairman of the *Building Terry* campaign cabinet, thanked Correll family members for their generosity, then told the crowd that Terry's MBA program must continue to excel because it's one of the main drivers of the college's reputation in the academic community. He also praised Terry and its supporters for raising \$80 million — all from private donations — in the quiet phase of the BLC campaign. Correll Hall is expected to be completed in the summer of 2015, but Amos reminded the audience that there's still more work to be done in order to fund the second and third phases of BLC construction, which are expected to be completed in the summers of 2017 and 2019, respectively.

"As most of you know, this campaign is the most ambitious campaign in the history of the university for a single college — and we believe it is going to be the best that any business school can have," said Amos, who noted that the campaign is not only raising money for new buildings but also for faculty support and academic programs.

"When I was approached to be the chairman of the committee, it was an easy decision for me," Amos added. "I'm absolutely positive that if it were not for Terry, I would not have learned the things I learned or met the people I know throughout the country. For me, this effort is about the students' experience."

Despite the work ahead, Amos alluded to the idyllic nature of the day.

"You know every time I come to Athens," he said, "I feel like I'm a little closer to heaven." 






(top row) Students will be the principal beneficiaries of the new Business Learning Community, and Terry Ambassadors showed their support. (second row) Mary Virginia Terry drew enthusiastic applause when she was introduced. Campaign cabinet chair Dan Amos and benefactor Pete Correll scanned the BLC site. Martee Horne (center of group photo) and her development team deserve a great deal of credit for all the hard work they put in behind the scenes to make the quiet phase of *Building Terry* such a huge success. Their next big challenge: Public phase! MBA candidate Michael Betts was among those who spoke. (third row) Correll delighted the crowd with his remarks. Dean Sumichrast said added space, alone, is not what the new Terry campus is about. Equally important, said Sumichrast, is the feeling of community that the BLC will create.

Grand Designs





Collaboration between a top-flight creative team and a dedicated Terry architectural committee resulted in a design plan for the new Business Learning Community that complements one of the finest campus master plans in the country

People don't make personal connections to bricks and mortar.

That's what the Terry College heard from fundraising consultants in regard to writing stories about new Business Learning Community buildings in an alumni magazine. Compared to an all-white bulldog in a Georgia jersey or a fresh-faced student connecting readers to the undergraduate experience, a building may not seem like a compelling a protagonist.

But don't tell that to the inimitable Robert A.M. Stern.

The dean of the Yale School of Architecture, who also heads the New York-based firm Robert A.M. Stern Architects (RAMSA), is the author of 16 books on the subject — including one that earned a nomination for the National Book Award. Examples of Stern's artistic genius are also represented in permanent collections of the Metropolitan Museum of Art, the Museum of Modern Art, and the Art Institute of Chicago. With all due respect to the country's best fundraising consultants, Stern sees a real connection — emotional, visual, and intellectual — between buildings and people.

"People love brick," says Stern, when he was asked to analyze UGA's historic North Campus. "It puts the hand of man into the composition of the building. Intuitively, a building goes up one brick at a time — any person could build him or herself a garden wall, if they wanted to — so it connects people to the building and they sense tradition going back to the earliest days of the

By Matt Waldman (AB '96)

PHOTO COURTESY RAMSA

When the design and architectural teams worked on clay models in Robert Stern's offices in New York City, UGA Architect Danny Sniff says the synergy was such that Stern's designs were in essence finishing sentences that architectural committee members had started regarding what they wanted to see in new academic buildings.

American colonies, even before we became an independent country.”

Stern’s firm is the design architect to Terry’s new Business Learning Community, which broke ground in April for Correll Hall, the first of three phases of BLC construction.

“It’s nice that our buildings often have a sense of anchoring our tradition and past as we go forward. Especially in our helter-skelter world,” says Stern, “where we seem to be barraged day in and day out by the new ‘New Thing.’”

Most people don’t need permission from a consultant, or lessons from a “Starchitect” of Stern’s stature, or a rich sense of American history to feel a connection to a building that they frequented for any length of time. It’s even true for outdoor spaces, such as Sanford Stadium. Walk across the Sanford Drive bridge overlooking the most famous set of hedges in sports, and if past gridiron glories don’t instinctively spring to mind, it’s unlikely that you’ve ever been inside.

Old buildings designed with character evoke lasting memories; new buildings with good bones beckon people to create new sets of memories. And that is

one of the challenges that Terry faces in creating the Business Learning Community — a 306,000-square-foot academic complex that will be almost twice the size of the total square footage currently available to Terry in Brooks, Sanford, and Caldwell halls.

The construction of Correll Hall — a 75,000-square-foot graduate studies building — is set to begin in December and completed in summer 2015. This new red brick community, designed in Georgian style architecture with flourishes of Greek revival, is the most ambitious campaign for a single school or college in the history of the University of Georgia.

A consortium of architectural firms, college and university administrators, faculty, staff, and alumni has been tasked with bringing this vision to life. These talented and dedicated individuals must address the myriad needs of a business school that long ago was bursting at the seams. When the ribbon is cut, christening the completion of all three phases of the new facility in fall 2019, Terry’s Business Learning Community will exemplify architecture that complements one of the great campus master plans in the country, with a versatile and efficient design scheme that will accommodate the requirements of a growing student and faculty population.

The BLC will allow students and faculty to roll up their sleeves and get a significant amount of work done both inside and outside the classroom. It will also be elegant enough to host special events. The nuts and bolts of the new facility include: two 350-seat auditoriums, 400 office spaces, 34 classrooms, 15 conference rooms, a business lab, a trading room, event space, a café, and two commons areas to allow faculty and students to interact on Terry’s home turf without having to adjourn to the Miller Learning Center or the Tate Student Center, as is the case at present.

“We determined the gross-square-feet-per-degree-conferred of our current space . . . and when we compared it to our peers, it put us dead last,” says Terry IT director Brad Hunt, who has been on the ground floor of the BLC project since its inception. “We operate in our current facilities much like a commuter school. There is not a place for students to meet or sit and study. They have to come to class and leave. Doubling our current space will level the playing field compared to our peer schools. It will put us in a competitive position without getting greedy with space.”

Hunt is a key member of the college’s 12-member architecture/design committee, functioning as Terry’s internal project manager. He also manages an Intranet blog to keep Terry faculty and staff informed. The BLC

“Doubling our current space will level the playing field compared to our peer schools. It will put us in a competitive position without getting greedy with space.”

— Brad Hunt

may be a new entity in the minds of many Terry alumni, but Hunt has accumulated a decade's worth of research that could fill his large-bed pickup truck if he opted to click "print" rather than "save."

"I have spreadsheets filled with details of every type of room, what we need in those rooms, and what is needed in Phases 1, 2, and 3 of construction, such as construction firm cost estimates, architect cost estimates, and material prices — an enormous amount of detail that you would think goes well beyond architecture, but is part of the process," says Hunt, who ticks off these items in rapid-fire succession and then adds that numerous fudge factors that must be taken into consideration. "My role is to make sure that answers are provided to all parties involved in a timely fashion. I look after the interests of the college and keep the project moving. We don't want to get it stuck while someone is stymied trying to answer a particular question."

To see what other B-schools have been doing to update their facilities, Hunt took detailed notes while visiting other campuses to attend annual meetings as chair of the National Organization for Business School IT Directors — meetings typically held at new B-school facilities. Hunt and UGA's Associate Vice President for Facilities Planning Danny Sniff paired up to do a lot of the preliminary scouting of other business school facilities. Sniff describes those site visits as an important team building and bonding exercise.

"It gives us a common vocabulary so we can talk about what we saw at a school like Penn State," says Sniff, who has been overseeing the university architects office at UGA for much of his 20-year career in Athens. "It's difficult to articulate the quality level unless you have a picture that allows everyone to get on the same sheet of music."

Sniff says site visits are much more than an exercise in aesthetics; he and Hunt invariably learned something that would help the college save a tremendous amount of time and/or money. "We went to the University of Minnesota a few years ago and saw how they did a new heating and air conditioning system," Sniff adds. "One piece of information we gained from making that trip saved us a million dollars."

The quantitative subject matter — lists, costs, and metrics, such as square-foot-per-diploma — is inherent in the programming phase that Hunt is tracking. When you're in the company of Sniff and Assistant Director of Campus Planning Lara Mathes, the conversation is typically concerned with specifics. But the overall design scheme is enormously important, and, thus, evaluating



Campus Architect Danny Sniff says B-schools must create a feeling of community wherein students can meet, interact, and learn from each other in an environment that mimics the intellectual architecture found in corporate America. Sniff credits emeritus professor J. Don Edwards with initiating trips to learn how corporations create learning environments.

the merits of top architect firms — and choosing the right one — becomes a fundamental concern. Having a sense of why and how buildings influence behavior is key to the whole process.

“One word we heard over and over from all parties that translates to all disciplines is *community*,” says Mathes, who notes that one of the most important factors in selecting an architectural team was finding firms that were willing to develop a sense of community in a standalone site while also demonstrating a sensitivity to the BLC’s fit within UGA’s master plan. “Quality in the design has to do with compatibility and contextual design with the campus. Whereas some firms want to imprint their style on a campus and introduce their signature building, other firms are more adept at producing a truly contextual design that becomes timeless and not a contemporary timestamp on campus. That timestamp may have great quality, but may not age as well with respect to the overall aesthetic with the campus.”

As a state institution, UGA’s task in finding a suitable firm for the BLC project wasn’t as simple as picking up the phone. Architects had to keep tabs on projects through the appropriate channels and submit a bid. Separate firms often teamed up.

Atlanta-based architectural firm Rule Joy Trammell + Rubio, LLC, is the firm under contract for the programming, master planning, and design of the BLC. Partner Joe Trammell explains that it’s common for firms to partner as a unified team because an association can allow one firm to devote its resources to a specific area

such as design while another demonstrates its expertise across a broader scope. One of Trammell’s favorite working partnerships happens to be with a firm UGA Architects had been following for many years and hoped would be a part of a successful BLC bid: Stern.

“Robert A.M. Stern Architects is a world-class firm. We followed his work closely and for some time trying to figure out a good building type for him to do for our campus,” says Sniff, who notes that Stern has designed business schools at Harvard, Notre Dame, Miami of Ohio, Penn State, and William & Mary. RAMSA, in turn, was following the developments of a potential new business site at UGA. “When this project came forward,” Sniff adds, “we thought Stern was a logical firm for us and hoped that they would submit a bid.”

Trammell monitored the project in the developmental stages and knew that his firm, working in association with RAMSA as the design consultants, would be a winning combination.

“I have good relationships with Bob Stern and (partner) Graham Wyatt. We’ve completed two projects and pursued a number of jobs together,” says Trammell, who likes working with RAMSA because the firm does traditional — but still innovative — architecture. He knew that would appeal to the Terry-UGA team.

Sniff says UGA had four teams short-listed, but RAMSA’s portfolio, design concept and collaborative nature was in line with what the faculty and staff sought in a new facility.

“Robert A.M. Stern Architects is the most prestigious firm we’ve engaged. With others in the tier below Stern, we haven’t had near the level of collaborative dynamic that we do with Stern,” says Sniff, who explains that the initial site visits — including visits to various RAMSA-designed buildings — were a determining factor that solidified the belief that the RJT+R/RAMSA team was hands-down the best choice for the job.

“When you look at RAMSA, you see exquisitely detailed work with a lot of variety displayed in their buildings,” says Sniff, who notes that RAMSA understands how to provide students with well-appointed settings that encourage them to come early and stay late while subliminally demanding appropriate behavior based on the style of flooring, furniture, and acoustics. “The spaces all have an order that is complemented with wall and floor detailing fitted for the space,” Sniff adds. “The design feels thought through — and RAMSA’s design work was in essence finishing the sentences that the faculty and staff had started when they discussed what they wanted to see in a building.”

“One word we
heard over and
over that translates
to all disciplines is
. . . ‘community.’”

— Lara Mathes



PETER AARON VOTTO



SPECIAL



PETER AARON VOTTO

Robert A.M. Stern Architects (RAMSA) have done a lot of work on college campuses, including (top) the Student and Academic Services Buildings at the University of North Carolina at Chapel Hill and (bottom right) the Alan B. Miller Hall, Mason School of Business, at the College of William and Mary. Stern (above right) also serves as dean of the Yale School of Architecture. R. Joseph Trammell (above left) is a partner at Rule Joy Trammell + Rubio, LLC, which is the firm under contract for the programming, master planning, and design of Terry's new Business Learning Community. RAMSA is collaborating with RJT+R on the BLC design.



PETER AARON VOTTO



“One space requires students to leave their backpacks in a cubby. Another area had an entrance where they have to walk through a book sensor, which gave the space the feeling of a quiet library. That space with the cubby was carpeted while the library space had hardwood floors,” says Sniff, who describes another area with a completely different feel with moveable chairs so students could gather around and drop their backpacks on the floor. “Places were designed to make it obvious when to talk loud, in a conversational tone, or in a whisper. It was based on decisions made to finish the rooms: Oriental rug or carpet? The presence or absence of sculpture? Lay-in tile versus plaster?”

RAMSA coveted the project for reasons beyond the fact that Georgia’s campus has what Stern describes as a “coherent view of what architectural expression is appropriate for them . . . that was followed quite faithfully over the generations.” RAMSA lead architect Kevin Smith notes the slope of the site, its importance, its position in the overall campus, and the public pathways throughout the building complex were things that heightened his firm’s interest in the project.

“You have a wonderful site that is just adjacent to the historical core of UGA — and it has really interesting features like 40 feet of grade change that terraces north to south,” says Smith, who describes the grade change as the type of challenge that architects relish. He says the grading allows a design of buildings that are connected, but at the same time spaces that are out of doors. It makes the BLC a design that takes on the

RAMSA Partner Kevin Smith (center) discusses a Business Learning Community model at a meeting with representatives of Terry, RJT+R, RAMSA, and UGA Architects. This exercise of mixing and matching possible design schemes was the same process RAMSA used when it visited Athens to solicit input from Terry faculty about the three-phase BLC project, which is scheduled for completion in fall 2019.

traditions and historic core of UGA with intimate green spaces and ways to walk through it. “We treated it more as a campus of multiple buildings with quadrangles and courtyards, and it provides ways to go through the site without going through the building. You can walk through the site, take it in, look through the windows, and see what people are up to, but not feel like you’re actually walking through.”

Versatility and efficiency are hallmarks of the BLC.

“Right off the bat, you can get things to be more efficient. We really try to make all the spaces do double duty,” says Smith, who describes how something typically seen as functional like corridors should be more than just about getting from one place to another. “If they’re made just an extra foot or two wider, there’s space where you can furnish them and they become informal study lounges — a place to wait for a professor to come out of a class and talk, or a setting to meet with a group of friends to study in a group. That’s the kind of spaces that are doing double and triple duty that we try to craft out of a program.”

With all of his acclaim, one might expect Robert Stern to be more of an overseer than an active contributor on the project. But the 74-year-old

maintains a dizzying schedule — and says he thrives on participating in every project.

“I like to use old-fashioned sculptor’s modeling clay to shape different arrangements of the building,” says Stern, who gets his hands in the clay and uses the matte knife to shape sketches from his design team as they consider cupolas, colonnades, and things that will provide a strong identity to a project like the BLC. “As the design develops, I review it once a week.”

This process includes collaborating in the office with consultants and project partners to develop the design.

“We went to New York to have the design meeting in their office, and they had at least 10 different variations on the theme in clay models,” says Sniff. “We took parts and pieces of this clay model, sliced sections off, took things off and moved things around.”

The process Sniff describes carried over to the firms’ visits to Athens. “At the second meeting we pushed the architects away from the table and had the faculty do the same thing we did in New York,” says Sniff. “Stern mined really great information from the faculty like the noise level of students piling out of different classrooms at the same time.”

Stern believes in the creative value of collaboration. His firm has had an open office space since he began his career as an architect in a small building. Co-workers walking to each other’s desks to embellish an existing drawing is commonplace. It’s a dynamic that has influenced the dot-com business model.

“I don’t divide the world into architects and real people,” says Stern who notes that while his firm brings expertise to the collaboration, he believes clients should be able to contribute because that’s the fun part of the process. “I think we learn from each other and it makes the project stronger in every way.”



Architecture and Design Committee

(Established in December 2012)

Faculty

- Ben Ayers, Tull School of Accounting
- Rich Daniels, Management Dept./MBA program
- Charlotte Mason, Marketing Department

Staff

- Martha Dennis, Marketing and Communications
- Martee Horne, Development and Alumni Relations
- Brad Hunt, Information Technology
- Don Perry, Finance and Administration
- Kerry Terrell, Full-time MBA Program
- Jill Walton, Undergraduate Student Services

Alumni

- Phil Casey, Terry Dean’s Advisory Council
- Barry Storey, Terry Dean’s Advisory Council

University


- Lara Mathes/Danny Sniff, UGA Architects

Unlike some “starchitects” who tend to create a vision and then try to squeeze the needs of their clients into it, RAMSA regards itself as portrait painters.

“It’s very much collaboration among the firms, the university, and the university facilities people,” says Smith, who praised the advance legwork carried out by Sniff, Mathes, Hunt, and the rest of the BLC committee. “When it’s all done, we like to pride ourselves that everyone who walks into the building feels it was their vision. It’s a very good story and a true one.”

Bringing the BLC project to fruition has been, according Sniff, a long, well-planned, strategic directive.

“You could go back to Mike Adams in the earliest days of his presidency when this site was a remnant piece of land,” says Sniff. “He did the two things that a president ordinarily shouldn’t do — he moved fraternities and relocated a road. It was a risky and gutsy decision, but he knew — and we all knew — that these 60 acres of land would better the institution in the long run.

“Then he put a high-profile college like Terry at the heart of it and adjacent to a special collections library. All of these were conscious, strategic decisions that, in the future, historians will look back on and say, ‘It was, by far, the right thing to do.’” 

“The process of good architecture isn’t a case of some master-building designer in a cloistered room sketching a drawing and someone sliding food under the door until they come out with a masterpiece,” says UGA Architect Danny Sniff. “It’s a labor-intensive, creative, and imaginative problem-solving process.”

Public Campaign Kickoff!



With a champagne flute in his hand and \$80 million in quiet phase contributions already committed to Terry's new Business Learning Community, *Building Terry* campaign cabinet chairman Dan Amos stepped to the microphone at this year's annual Alumni Awards and Gala on April 27 and asked the 850-member Atlanta audience to join him in a toast to the brightest future the Terry College has ever known.

"Yesterday, in Athens, on the corner of Baxter and Lumpkin streets, in the heart of campus, we began our dream of a new home for the Terry family!" said Amos, who had spoken similar words at the official groundbreaking for the three-phase, 306,000-square-foot Business Learning Community that will effectively double the total space that Terry currently occupies in Brooks, Sanford, and Caldwell halls.

To help make that dream a reality, four of Terry's most loyal and generous families, plus an anonymous donor, stepped forward and led by example — committing \$32 million of the \$80 million quiet phase total all by themselves. Included in that \$80 million total is the largest single gift in Terry College history — \$10 million — plus a six-figure gift from an alumnus under 35 years of age. (See p. 9 for the names of the principal donors, who were in attendance at the April 26 groundbreaking.)

"It's gratifying," Amos told the Gala crowd, "that we as members of the Terry family can transform the business education of our students to ensure that they have the type of facilities needed to deliver a 21st century education!"

What follows, in the eight-page *Building Terry* campaign gatefold, is the architects' rendering of the new Business Learning Community, a roster of campaign cabinet and national committee members, information on how to make a gift, and more! [m](#)

— Kent Hannon

Flanked by Dean Robert Sumichrast and Alumni Board chairman Brantley Barrow (BBA '76), *Building Terry* campaign cabinet chairman Dan Amos (BBA '73) proposes a toast to signify the launch of the public phase of the *Building Terry* campaign. Amos was a principal donor to the quiet phase, which netted \$80 million in donations.



Jeff Stikeman for Robert A.M. Stern Architects, LLP

The first building of the Business Learning Community, Correll Hall, is set to begin construction in December 2013 and be completed in summer 2015. It will house Terry's graduate programs and college administration.

WE SHAPE OUR BUILDINGS;
THEREAFTER THEY SHAPE US.

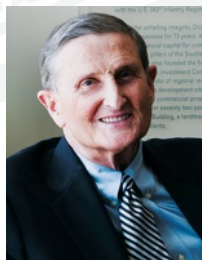
— SIR WINSTON CHURCHILL

The Terry College's new Business Learning Community will reshape and strengthen the education that Terry provides, thereby transforming the relationship between the college and its graduates for generations to come.

Building Terry Campaign Cabinet



Honorary Chair
Mary Virginia Terry
(*Hon '09*)
The CHT Corporation



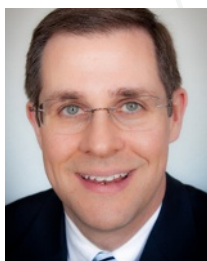
Richard Courts II
(*BBA '59*)
Atlantic Investment Company



Chair
Dan Amos
(*BBA '73*)
AFLAC



Darren DeVore
(*BBA '86*)
B & A Capital Holdings, LLC



Annual Giving Chair
Ted McMullan
(*MBA '93*)
Covington Investments, LLC



Taylor Glover
(*BBA '73*)
Turner Enterprises, Inc.



Jimmy Blanchard
(*BBA '63, LLB '65*)
Jordan Blanchard Capital



Bill Griffin
(*BBA '72*)
Lenders Processing
Services



Betsy Camp
(*BBA '74, JD '77*)
D F Management, Inc.



The Business Learning Community will be located in the heart of campus on the corner of Lumpkin and Baxter streets. The 306,000 gross sq. ft. community, to be built in three phases, will completely replace the college's home in Athens. It will provide state-of-art classroom space, teamwork and student organization space, as well as places for informal and formal student, faculty and alumni interactions and networking events.



"The University of Georgia and the Terry College of Business have played an important role in whatever success and happiness I've enjoyed in life. It's my privilege and responsibility to support those who helped shape my future. I believe the Building Terry campaign is now the most important and exciting legacy for the future of the Terry College."

— Chris Brown

Building Terry

Northern California

Pete Adams
(BBA '74,
MBA '78)
Noah
Precision, LLC



**Elisha Wade
Finney**
(BBA '83)
Varian Medical
Systems



Southern California

Marcus Cone
(BBA '79)
California
Lighting Sales



Jeff Dunn
(BBA '80)
Bolthouse
Farms



"Life and business are not just about winning; it's about winning with your friends. The academic focus at Terry in my chosen profession gave me a head start early in my career and a solid foundation for continual growth. The friendships and long term relationships I've enjoyed through Terry and the University have made my life more fulfilling and complete. I give back out of a sense of gratitude and as an investment in the future."

— Luther Lockwood

Dallas

Hill Feinberg
(BBA '69)
First Southwest
Company

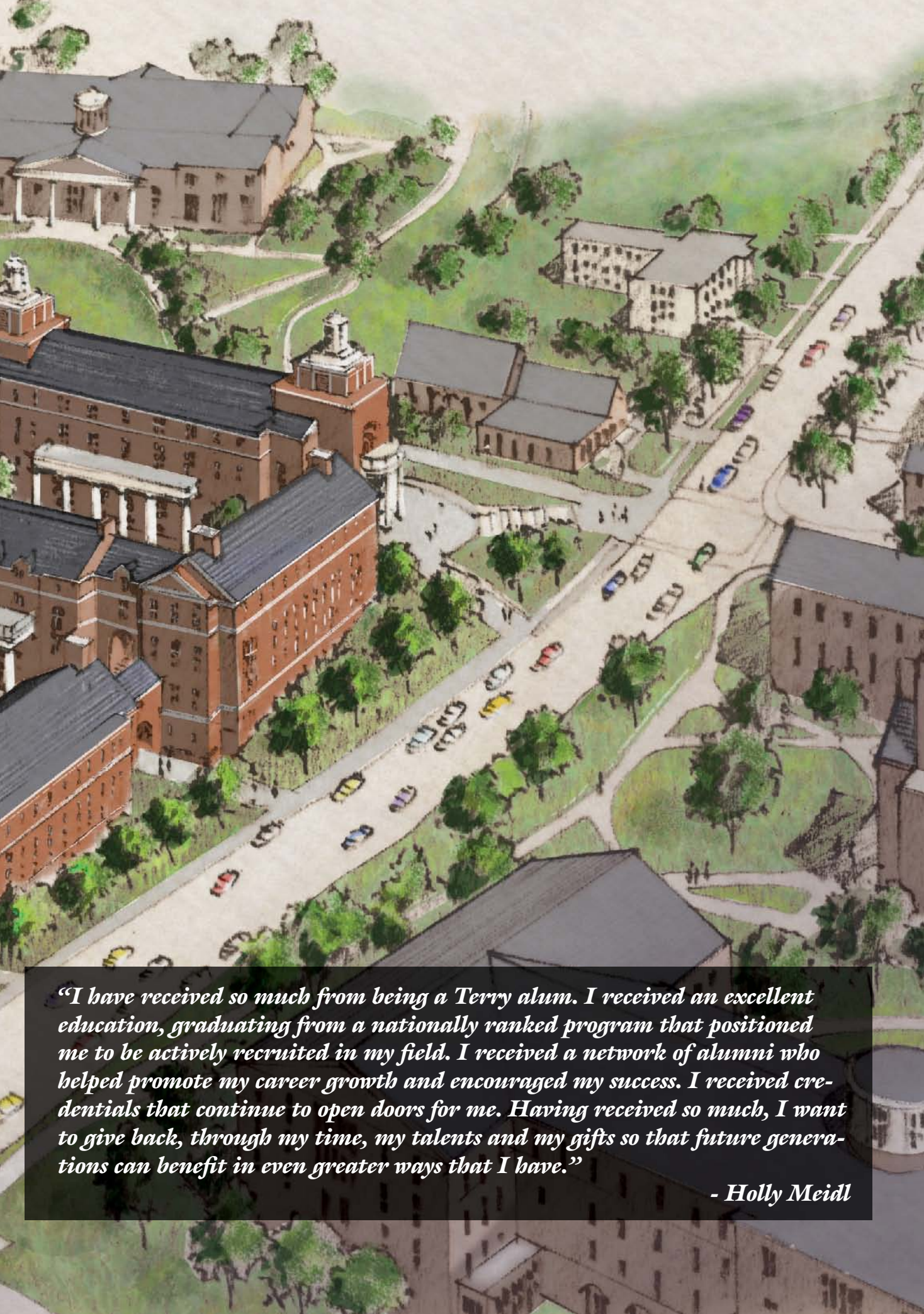


Peter Vig
(BBA '62,
MBA '64)
Round Rock
Capital



Dan Hannon
(BBA '83)
Cardinal
Gas Storage
Partners





"I have received so much from being a Terry alum. I received an excellent education, graduating from a nationally ranked program that positioned me to be actively recruited in my field. I received a network of alumni who helped promote my career growth and encouraged my success. I received credentials that continue to open doors for me. Having received so much, I want to give back, through my time, my talents and my gifts so that future generations can benefit in even greater ways that I have."

- Holly Meidl



New York

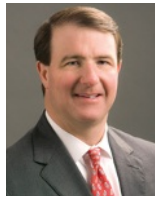


Tim Adams
(BBA '75)
Macys



Jimmy Barge
(BBA '78)
Formerly
Viacom Inc.

Charlotte



Ed Ferguson
(BBA '93)
Raymond
James &
Associates



Luther Lockwood
(BBA '89)
MBL Advisors, Inc.
A McColl Bros
Lockwood Co.

Charleston



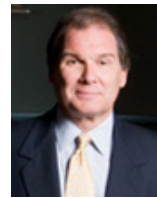
Bob Baldwin
(BBA '77,
MAcc '78)
Baldwin &
Associates



Frank Brumley
(BBA '62)
Daniel Island
Company



**John
Coppedge**
(BBA '64)
Cushman &
Wakefield
Thalhimer
(Ret.)



Buddy Darby
(AB '80)
Kiawah
Development
Partners

Nashville



Mike Browder
(BBA '84)
RegionalCare
Hospital Partners



Holly Meidl
(BBA '83)
Marsh



John Ozier
(AB '02)
Curb Records
Inc.

Jacksonville



John Godfrey
(BBA '64,
PhD '76)
Florida
Economics
Associates



Travis Storey
(BBA '75,
MAcc '77)
KPMG, LLP



Craig Walker
(AB '85)
Merrill Lynch

National Campaign Committee

DC/Virginia

Chris Brown
(BBA '87)
Brown Miller Wealth
Management Group
of Wells Fargo



The *Building Terry* campaign has gained momentum under the leadership of an eight-member campaign cabinet comprised of key alumni. This spring, a national campaign committee was formed and charged with helping raise awareness and funds for the campaign in their region. Lead by Dan Amos (BBA '73), the cabinet and committee members have each made a personal commitment to the campaign and encourage you to join them in supporting Terry to transform the educational experience for Terry students. For more information about the *Building Terry* campaign and how it benefits Terry students, visit:

building.terry.uga.edu

Houston

Greg Rizzo
(BBA '78)
Spectra
Energy
Corp.



Miami

Julio Ramirez
(MBA '77)
JEM Global
Consulting



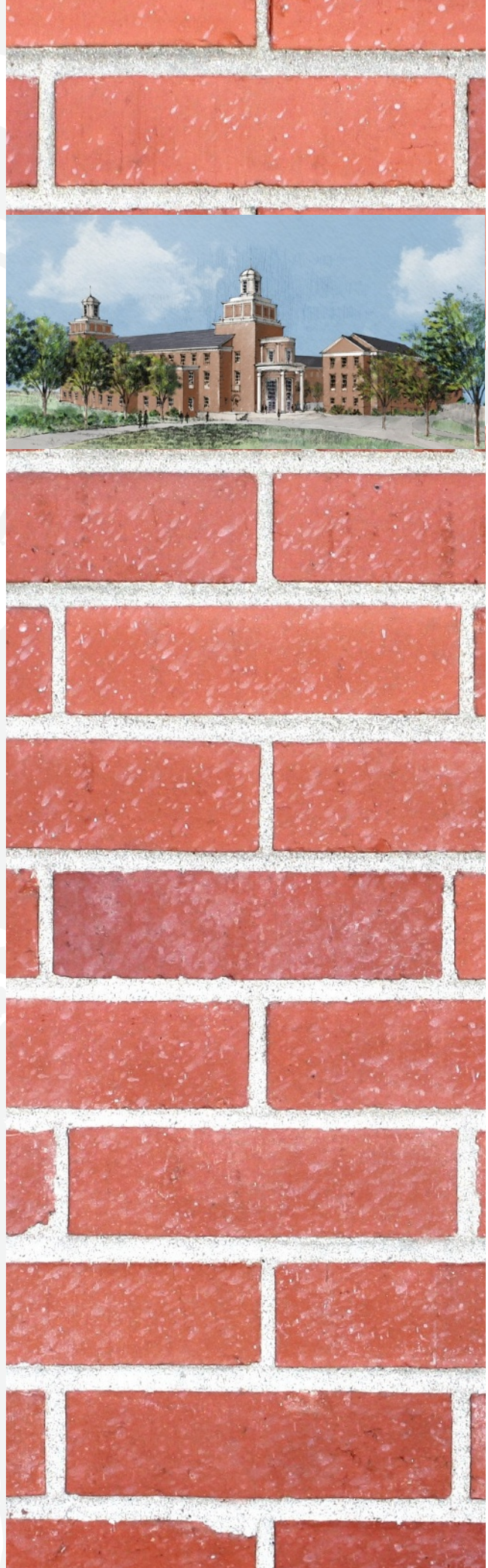
We're Building Terry One Brick at a Time!

Engraved Brick Pavers
Large: \$1,000

Small: \$250

for more information

terry.uga.edu/buyabrick





Building Opportunity. Building Knowledge. Building Community. ***BUILDING TERRY!***

Terry is counting on the generosity of its alumni and friends to further strengthen its student educational experience – through your support of programs, faculty, and new facilities. Your support of Terry programs through private dollars is crucial to guarantee excellence in business education.

WHEN YOU GIVE TO TERRY, YOU ARE:

BUILDING KNOWLEDGE

- ▲ Terry recruits and retains outstanding faculty who prepare students with the necessary skills to succeed in business.

BUILDING OPPORTUNITY

- ▲ Terry offers unique programs in leadership, entrepreneurship, and music business. More than 30% of Terry students study abroad.

BUILDING COMMUNITY

- ▲ Terry's new Business Learning Community will fundamentally change the educational experience for students – bringing classrooms, faculty offices, project team rooms, and meeting spaces together in one central location – creating a true learning community.



HELP US BUILD TERRY

3 WAYS TO GIVE



Office of Development &
Alumni Relations
Terry College of Business
The University of Georgia
278 Brooks Hall, Athens, GA
30602-6260



(706) 542-4532



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TERRY ANNUAL FUND

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





Terry Brown (BBA '84)

Chief Executive Officer, EDENS

By Kent Hannon

As one of the largest owners of shopping centers in the U.S., EDENS is recognized for its ability to create places that enrich the quality of life in each large metro area along the East Coast. And the man responsible for the company's dramatic growth and transformation over the past decade is 1984 Terry College graduate Terry Brown.

When Terry became CEO of EDENS in 2002, the Columbia, S.C.-based company had \$1.5 billion in assets in the Southeast. Today, EDENS has \$4 billion in assets. In 2012, EDENS opened more shopping centers than any other U.S. developer.

For a man who would earn a national reputation for building and revitalizing urban retail centers, Terry's upbringing was anything but bright lights and big city.

"I grew up in Elberton, the Granite Capital of the World," says Terry. "But our home was 15 miles away. It was a long hike to get to a grocery or to school."

Terry's father was a postmaster, his mother a homemaker. In that kind of working-class home, life-long goals were set early. "My parents were determined that I would achieve at the highest levels," says Terry, "whether it was academics, sports, or even church attendance."

Motivated by his parents' expectations, Terry's youth was one of winning county spelling bees, state Bible drills, and state academic competitions. He was also commander of the top-ranked Junior ROTC program in the country. He was valedictorian at Elbert County High School, and the new car his father bought him as a reward for his accomplishments — a Chevy Monte Carlo with an appropriate red-and-black color scheme — was the first new car the family had ever owned.

Terry entered the Honors Program at UGA as a pre-med major. But as a sophomore, his career trajectory changed dramatically when a friend took him to a Beta Alpha Psi meeting — where the speaker caught Terry's attention with the news that accountants were making six-figure incomes not long after graduation.

"At that moment," Terry recalls, "I realized that I never liked the sight of blood or hospitals! At 8 a.m. the next morning I was standing in line at the Terry College!"

Terry excelled in the classroom, graduating summa cum laude with a host of academic accolades. Outside the classroom, he and his ROTC peers were orientating in the Oconee Forest and rappelling in the Georgia Mountains. Following graduation and the completion of his active-duty Army obligation, Terry went to work at Arthur Andersen in Atlanta, rising through the ranks to become CEO of the company's U.S. merger and acquisition subsidiary.

"Andersen's strategy was focused on making middle class kids into successful business people . . . and I was a beneficiary of that system," says Terry. "It was amazing how quickly I transitioned from a new staff accountant to leading major business transactions in New York City and London. Strangely, if not for Enron, I might have missed the opportunity to create a business like EDENS by applying all the things I learned at Andersen."

Terry's wife, Lisa, has been critical to his success. He met the Elberton native at Myrtle Beach just before his freshman year at Georgia. Although Lisa is a Lander College graduate, she has always been a Bulldog at heart.

Twenty-seven years later, the bonds that keep Terry, Lisa, and their three sons closely connected are very UGA- and Terry College-centric. Taylor is a senior real estate major at Terry, Cole is a freshman pre-business major at UGA, and both are very active KAs. Youngest son Banks is a freshman in high school and presumably will follow in those same footsteps.

"UGA brings it together for us," says Terry. "A decade ago, Terry College alum Ken Jackson, who is now treasurer of the UGA Foundation board, told me it was time for me to get involved and give back to UGA. Now it has become a place, not just where my sons and my friends are, but a place to which my heart belongs."

Nominator Ben Ayers, director of the Tull School of Accounting, notes that Terry was Tull's Alumnus of the Year in 2009. And in 2011, he was a national finalist for Ernst & Young's Entrepreneur of the Year Award. "Terry Brown currently serves as a trustee of the UGA Foundation," says Ayers, "and he supported the Earl Davis Chair in accounting, the Student Managed Investment Fund, and the new Business Learning Community." ■



A group of men in business suits are gathered in front of the New York Stock Exchange. The man in the foreground is smiling at the camera. Behind him, several other men are visible, some looking towards the camera and others looking away. The background features the classical architecture of the NYSE building, including columns and a balcony. Two American flags are flying on the left side of the building. A large blue banner is stretched across the front of the building, featuring the Burger King logo and text. The text on the banner reads "THE NEW HOME OF THE WHOPPER!" and "BKC LISTED NYSE".

 **THE NEW HOME
OF THE WHOPPER!**

**BKC
LISTED
NYSE**

Julio Ramirez (MBA '77)

President, JEM Global Consulting

By Kent Hannon

When Julio Ramirez was seven years old, his parents left their home in Cuba and emigrated to America. The year was 1961 and Fidel Castro had taken control of the island nation. Julio's father was a college-educated civil engineer, but he and his wife were prohibited from taking any earthly possessions with them when they left Havana to stay with relatives in Atlanta.

The Ramirez family prospered in Atlanta, and by the time Julio entered high school at St. Pius the Tenth he and his parents had become naturalized U.S. citizens. Julio's father resumed his work as a civil engineer, and his mother was a secretary at C&S Bank in downtown Atlanta. Julio traversed those same streets during his undergraduate days at Georgia State, where he earned a business degree and was president of the freshman class.

"I have fond memories of my childhood in Cuba," says Julio. "But I will always be grateful that my parents had the courage to come to America when Cuba went Communist. I don't know many places in the world where a person like me — who didn't speak a word of English when he came here — could become an executive vice president for a major American corporation doing business in more than 75 countries."

Julio's résumé includes stints as an account executive for Xerox and a sales manager for AT&T Information Systems. But he found his niche at Burger King, where he rose to executive vice president for global operations — one of 10 different positions he held during a 26-year career at the Miami-based company. Julio's stature at Burger King is evidenced by the fact that he was able to climb the corporate ladder through five ownership changes before retiring in 2010.

Julio credits his late father with convincing him to get an MBA — and his long-time friend and Terry College alum Jack Harney with convincing him to get it at Terry in 1977. Julio also credits his father with giving him the best piece of advice he ever received.

"My father said it would be important for me to continue improving my Spanish-speaking and writing skills — and he was right," says Julio. "Being fluent in Spanish was one of several critical factors that enabled

me to foster tremendous growth for Burger King in Mexico, the Caribbean, and Latin America."

As president of Burger King Latin America, Julio and his team increased the number of franchise restaurants in Mexico from 20 to more than 350. He also introduced the Burger King brand to Brazil, where Burger King now has nearly 200 restaurants.


Julio holds the distinction of being the longest-serving senior executive in the history of the Burger King Corporation — during which time he introduced Burger King to 10 countries.

And he is uniquely qualified to run his latest international venture, JEM Consulting, a restaurant, retail, and franchising business that includes part ownership in Giardino Gourmet Salads. Julio is also doing consulting for 100 Montaditos, a unique Spanish restaurant-brewery concept, based in Madrid, which is rapidly expanding to Mexico, Florida, and Washington, D.C.

Julio functioned as an international ambassador for Burger King with responsibility for operations, supply chain, and franchisee relations from the Far East to Europe and South America. And his companion on many of those business trips was his wife, Myriam, who functioned as an unofficial ambassador for the company while, at the same time, managing the Ramirezes' home and family. Julio and Myriam have been married 31 years and they have raised three lovely daughters. Team Julio also includes his wife's parents, Mitch and Myriam Alvarez, who have been important advisers to Julio in the absence of his parents, who have passed away.

Nominator Bill Griffin notes that Julio is involved in numerous philanthropic organizations in the Miami area, including the Dade County United Way, the Alexis de Tocqueville Society, the Mercy Hospital Foundation, and the prestigious Orange Bowl Committee.

"Julio has also been a Terry Third Thursday lecturer," says Bill, "and he recently agreed to serve on the Terry Dean's Advisory Council."

Reflecting on a business career that has already had its share of highs, Julio envisions an even brighter future ahead. "I'm good at building consensus, I'm a good communicator — in both English and in Spanish! — and one day I would love to run a restaurant company interested in expansion abroad." 



Dave Battle (BBA '00)

Vice President, Metalmark Capital

By Kent Hannon

When the Terry Alumni Board chose Metalmark Capital vice president Dave Battle as this year's Outstanding Young Alumni Award winner, they were honoring the 2000 Terry finance graduate not only for his distinguished career on Wall Street but also for being the driving force and co-creator of UGA's prestigious Corsair Society, which prepares students to do exactly what Dave has done — stand shoulder to shoulder with the Ivy League grads who populate Wall Street firms.

Dave hatched the Corsair Society idea in conjunction with Jeff Bogan, who graduated two years after Dave did at Terry. Their friendship came about after Jeff walked into the office of then-legal studies professor Jere Morehead and asked if he could recommend a young, up-and-coming investment banking professional whom Jeff could pattern himself after. "I know the perfect guy," said Morehead. "Dave Battle."

"Dave broke me down, told me how to dress, and how to prepare," says Bogan, who is now a vice president at Lending Club in San Francisco. "Then he helped me find opportunities to earn interviews. He was the ultimate mentor. I would not have gotten my first job if it had not been for Dave."

That's the model Dave and Jeff created for the Corsair Society. Since 2006, more than 70 Corsair Society members — the majority of them Terry students — have had financial industry internships that have led to full-time jobs at Goldman Sachs, Morgan Stanley, J.P. Morgan, Barclays Capital, and other leading firms.

"Corsair students use the tools we help them develop to take ownership of their careers and to find summer internships during their junior year," says Dave. "They return from these internships as different people."

No one who knows Dave Battle is the least bit surprised at the success he has achieved — and engendered in others — so early in his career.

Born in St. Louis, where his father was an executive with International Paper, Dave's family moved to Atlanta when he was a year old and he grew up in suburban Marietta. He attended Walton High School, and his affinity for business was a product of interning

with the businessman he knew best — his father, Dave Battle Sr. — whose Atlanta-based packaging firm, Battle & Associates, distributes containers and paperboard for food and beverage customers, both foreign and domestic, including Coca-Cola.

"Growing up, Dave was a talented athlete in both baseball and football," says his father. "But when he was done with the sports page Dave had his nose buried in the *Wall Street Journal* and *Barron's*. He knew the stock market so well that instead of leaving his college nest egg in *my* bank account when he was a freshman at UGA, I gave it to *him* to invest!"

Dave was president of both the student government association and National Honor Society at Walton High, and his UGA career was marked by a long list of academic achievements and leadership honors, including Phi Gamma Delta, Order of Greek Horsemen, Dean William Tate Society, Arch Society, and the UGA Athletic Association Board of Directors. He was a Woodruff Scholar and a Crane Scholar, and a maintained a perfect 4.0 GPA in his major coursework.

Following graduation, Dave spent two years at Bowles Hollowell Conner/First Union Securities in Charlotte, two years at J.P. Morgan Partners in New York, and then two years at Harvard getting his MBA. He is now seven years into a position at Metalmark Capital, a New York-based private equity firm, where his principal focus has been in the defense, government service, and natural resources sectors.

According to nominator and UGA provost Jere Morehead, who became president of the university on July 1, "Dave Battle epitomizes the extent to which a young alumnus can give back to his alma mater. The Corsair Society is a huge difference-maker for students intent on a career on Wall Street. Dave also hosts UGA's Foundation Fellows when they visit New York, and he has been back on campus this spring teaching an Introduction to Capital Markets class."

UGA students make the Corsair Society what it is, says Dave.

"Last spring's junior class all had full-time jobs waiting for them when they graduated this spring and the current junior class of Corsair Society students have all earned high-caliber internships for this summer." ■

Alumni Awards and Gala



1



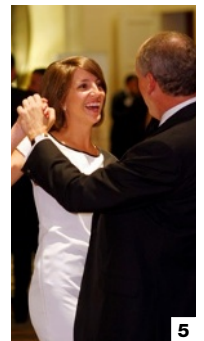
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9

PHOTOS: BERT McDONOLD

1. Preston Shurley's Uga art was a popular silent auction item.
2. Olivia Mah (BBA '13) introduced Distinguished Alumni Award winner Julio Ramirez (MBA '77).
3. The new Alumni Award winner keepsakes are Waterford Lismore Essence vases made of hand-crafted, fine crystal.
4. The live auction tent at the InterContinental Buckhead hotel is a happening place on Gala night!
5. Added bonus: Dancing to a live band till midnight!
6. Patti Davis Jackson (at right) won the Herschel Walker autographed football. That's husband Rob by her side, and friends Mary Lou and Stewart Bruce, who are the parents of past Young Alumni Board chairman Blake Bruce (BBA '03).
7. Terry Ambassadors were out in full force — and looking good!
8. Mary Virginia Terry escorted by the star of the *Building Terry* campaign video Morgan Gantt (BBA '13).
9. Dean Robert Sumichrast and his wife Carol Ann.

For more photos: terry.uga.edu/gala

Terry 57 in the Bulldog 100

111%

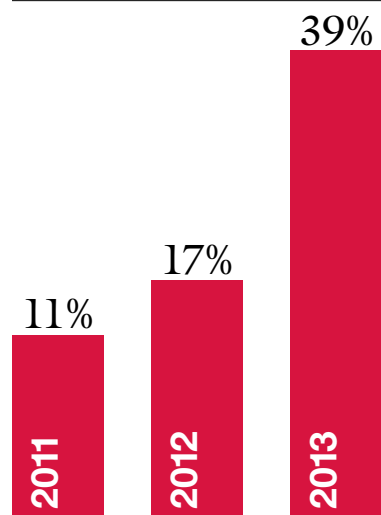
The top 50 of the Bulldog 100 Class of 2013 came in

at 55% compounded annual growth rate compared to 25% for last year's Class, and the Top 10 of the Bulldog 100 Class of 2013 came in at an amazing 111% compounded annual growth rate compared to last year's 90%



262

Businesses UGA has honored since 2010



The average compounded annual growth rate for the respective three year periods for each Class has increased from 11% for the Class of 2011, to 17% for the Class of 2012, to 39% for the Class of 2013.

- 2 Mom Corps — Allison O'Kelly (BBA '94)
- 3 Sovereign Systems — George Barkley (BBA '94), Matt Cadogan (BBA '96), Michael Hunsucker (BBA '91)
- 5 Jobtopia — Anthony Moore (BBA '93)
- 6 Evoshield — Bob Pinckney (BBA '82)
- 8 Stadion Money Management — Tim Chapman (M '82)
- 10 Needle Solutions — Joshua Needle (BBA '99)
- 11 Astir IT Solutions — Kishore Ganji (MBA '03)
- 12 Ironwood Insurance Services — Will Underwood (BBA '85), Matthew Lovein (BBA '96, MBA '00), Matthew Hene (BBA '03), Arthur Edge (BBA '05)
- 15 LTC Tree — Darrick Wilkins (AB '98)
- 16 Professional Benefits Consultants — Nick Schkabl (BBA '02), Bryan Turner (BBA '01)
- 17 The Propel Agency — Tillman Douglas (BBA '90)
- 19 Bryant, Carrol & Associates — Jake Bryant (BBA '98)
- 20 Intrepid Capital Funds — Mark Travis (AB '84)
- 22 Asa Carlton — Scott Hester (AB '93)
- 24 fab'rik — Dana Spinola (BBA '96)
- 26 Jackrabbit Technologies — Mark Mahoney (BBA '83)
- 28 Quickoffice — Alan Masarek (BBA '82)
- 29 The Service Team of Re/Max Legends — Larissa Benson (BBA '03)
- 35 Next Step Learning — Michael Addison (BBA '81), Barry Joyner (BBA '81)
- 39 RIA Solutions — Rob Lemoine (BBA '98)
- 41 Bel Fiore Bridal — Rachel Esposito (BBA '01), Tom Esposito (BBA '01)
- 42 i9 Sports of NW Gwinnett & Hall Counties — Craig Magram (BBA '93)
- 43 Lincoln Capital Advisors — Blake Turner (AB '99)
- 44 SG Financial Advisors — Sammy Grant (BBA '97, JD '00)
- 46 Cooper-Global Chauffeured Transportation — Fred Rich (BBA '75)
- 47 Sunburst Beach Vacations — Payson Comer Howard (BBA '83)
- 49 Novologic — Burke Allen (BBA '90), Julie Allen (BBA '90)
- 51 Prince Automotive Group — John B. Prince III (BBA '64), John B. Prince IV (BBA '93)
- 53 Clear Harbor — Tut Smith (BBA '79)
- 55 Square 1 Art — Travis Reid (BBA '95)
- 56 Atlanta Wine School — Michael Bryan (BBA '89)
- 57 Seacrest Partners — Cliff McCurry (BBA '71), Cindy Parker Robinett (BBA '89)
- 58 CNP Technologies — John Garrett (MBA '97)
- 59 The Ice Box Cool Stuff — Donnie Brown (AB '85)
- 63 Aribex, Inc. — Ken Kaufman (MBA '03)
- 64 FineLine Technologies — Richard Stamper (BBA '84)
- 65 Innovative Outdoors, LLC — Thomas Boyce (BBA '07), John Robert Boyce (BBA '08)
- 71 Terrapin Beer Company — John Cochran (BBA '93), Dustin Watts (BBA '03), Irina Melnik Cochran (BBA '93)
- 72 Cabell's Designs — Susan Peterson (BBA '93)
- 73 Way Brothers Inc. — Ramsey Way (BBA '51), Felton Hatcher Way (BBA '85)
- 74 Thrush Aircraft, Inc. — K. Payne Hughes (BBA '80)
- 75 Whitlock — John Whitlock (BBA '79)
- 76 Cay Insurance Services — John Sipple (BBA '00)
- 77 Allstate/The Beaver Agency, Inc. — Scott Beaver (BBA '98)
- 78 Financial Benefit Group, Inc. — Steve Voshall (BBA '89), Stacey Williams Voshall (BBA '87)
- 80 Evans, Simpson & Associates, Inc. — Scott Evans (BBA '03)
- 81 Patton Albertson & Miller, LLC — Jimmy Patton (BBA '81)
- 84 LAN Systems — Mary Hester (MBA '06)
- 85 Forsyth Exterminating — Julie Ramirez (BBA '06)
- 86 Athens Research & Technology, Inc. — Lynn Bryant (MBA '86)
- 87 Vidalia Valley — Brian Stanley (BBA '88)
- 88 Nuci's Space — Bob Sleppy (MBA '10)
- 91 Georgia Public Web, Inc. — David Muschamp (BBA '73)
- 92 CoLinear Systems, Inc. — Scott Weaver (BBA '96)
- 96 Bone Dry Roofing Company — Chad Collins (BBA '98)
- 98 Direct Technologies — David Jacobson (BBA '82, MBA '84)
- 100 Fallon Benefits Group — Steve Fallon (BBA '80)





Hail to the new chief!

Provost Jere Morehead, a longtime legal studies professor at Terry, is the University of Georgia's new president

A convincing case could be made that Jere Morehead was fated to become president of the University of Georgia. The stair-step path that took him from assistant professor of legal studies at Terry to UGA's senior administration is a reflection of Morehead (JD '80) consistently being in the right place at the right time — or, more precisely, being well-positioned to take advantage of career opportunities as they arose.

When he was announced as UGA's next president on Feb. 4 of this year, a week after being named the sole finalist for the position, a clearly delighted Morehead said the appointment was "a dream come true."

At a press conference in the Miller Learning Center on campus, Board of Regents Chairman Dink NeSmith referred to the future 22nd president of the university as a "rock star."

University System Chancellor Hank Huckaby said that the Board of Regents, which is ultimately responsible for choosing presidents for all system institutions, concluded that "having searched the country east to west, we found the person that we wanted and needed right here on campus."

On July 1, Morehead officially succeeded Michael F. Adams, whose 16-year tenure at UGA was one of the longest of any currently serving university president in the country. (The average

By Sharron Hannon

Photos courtesy of UGA Photography

At the press conference announcing Morehead's appointment as UGA's 22nd president, both Chancellor Hank Huckaby (left) and Board of Regents Chairman Dink NeSmith (right) voiced high praise for Morehead. NeSmith went so far as to call him a "rock star."

term for a president these days is just over six years.)

Adams, who appointed Morehead to his first administrative post back in 1998, indicated his approval of the selection in a statement released shortly after the announcement.

“This is a great day for the University of Georgia,” said Adams. “The Board of Regents and the search committee could not have found anyone more committed to the future of this place than Jere Morehead.”

Being president of the University of Georgia was not something that Morehead aspired to when he enrolled at Georgia State University in 1973, at the age of 16, after his family had moved from Florida to Atlanta. Watching intently as the Watergate drama unfolded during that time period, Morehead decided he wanted to be a lawyer — which led him to UGA’s School of Law, a J.D. degree at 23, and then a six-year stint with the Justice Department as a U.S. attorney.

He might have stayed that course but for the influence of a Terry professor he met during his law school days. Robert Corley, a faculty member in legal studies, hired students to assist with his large lecture classes and to lead discussions in smaller seminars three days a week. As a third-year law student, Morehead was one

of those assistants. “That was my first exposure to the notion of being a teacher,” he says.

The experience stuck with him, and when he learned in 1986 that Corley was retiring, he decided to apply for his position in the legal studies program.

“The law school also was looking for someone to lead the advocacy program,” Morehead recalls, “and Dean Ralph Beaird remembered my work on moot court.”

The result: Morehead was hired by Terry, with an adjunct appointment in the law school, where over the next nine years he coached moot court teams to national and international championships.

Morehead’s role at Terry was traditional for a young faculty member — teaching large classes and beginning his own scholarly work and publication. Corley, who had moved to Florida in retirement, continued to be a mentor and asked his promising student turned faculty member to serve as a co-author on the 10th edition of his landmark textbook, *The Legal and Regulatory Environment of Business*. First published in 1963 and now in its 16th edition, the book established a new course of study emphasizing the legal environment in which business is conducted and how government regulates business activities.

Morehead joined two senior faculty colleagues in legal affairs as co-authors: Peter Shedd and Lee Reed. He and Shedd also wrote articles together and worked as a team on a multi-year Peer Review of Teaching project, where they interviewed each other’s students and discussed strategies to improve student learning.

Along the way, Morehead was promoted to associate professor, earned tenure (1992), and began collecting teaching awards, including the Russell Award for Excellence in Undergraduate Teaching (1995).

In the early years of his career, Morehead was influenced by another mentor, law school dean Ron Ellington. “My meetings with him in his office at night gave me my first exposure to what it was like to be an administrator,” says Morehead, who apparently was not deterred by the obvious demands of such jobs.

Terry dean Al Niemi also played a role in guiding Morehead’s career, encouraging him to stay at Terry at a time when he was considering a move to Wake Forest as an assistant professor. “He helped me to see that that was not the right career move,” says Morehead.

In fact, the only time Morehead has left UGA in the past 27 years was to serve as a visiting professor at



As a legal studies professor and former director of the Honors program, Morehead has been an inspiration to some of UGA’s best and brightest students, including (left) Matt Stinchcomb (BBA ’98).



Morehead (JD '80) spent six years as a U.S. Attorney before joining Terry as a legal studies professor.

the University of Michigan business school in the fall of 1995. By then, he had stepped down from coaching the moot court teams after nine years of commitment and travel. In preparation for the months away from campus, Morehead had packed all his files in cardboard boxes in his

Brooks Hall office. He still remembers the August day when he heard the fire alarm ring. "I thought it was odd to have a fire drill on such a warm day," he says.

But it was no drill. A destructive blaze was sweeping through Brooks — and the water required to control the fire destroyed everything in those cardboard boxes. "It was all the things most important to me," says Morehead. "All my work on journal articles, all my teaching notes. I had to start over and recreate everything."

When Morehead returned from Michigan in the spring of 1996, now a decade into his tenure at Terry, he was asked to serve on a search committee, chaired by then-dean of the School of Forest Resources Arnett Mace, seeking a new Terry College dean. A previous national search had failed to find a successor to Al Niemi; the reopened search took more than a year, but concluded with the appointment of George Benson.

Other administrative changes were occurring as well. In December 1996, Charles Knapp, who had served as president for most of Morehead's tenure at UGA, announced his resignation to take a position with the Aspen Institute. In August 1997, the university's new president, Michael F. Adams, arrived on campus.

As is often the case with new leadership, Adams by January 1998 was announcing plans to restructure the senior administrative team at UGA — plans that notably called for a senior vice president of academic affairs and provost, a position Jere Morehead would eventually hold.

But the initial opportunity to move from faculty member to an administrative post came that spring when President Adams asked Morehead to serve as acting executive director of legal affairs. Adams had met Morehead when he presented the new president with a report on the quality of the undergraduate experience at UGA. He had been appointed by Knapp to head the task force that put together the report, and Knapp

wanted to make sure the next president saw it.

"President Adams asked if I would run the legal affairs office for a short period and recommend a structure for how legal affairs services should be handled," says Morehead. "What was supposed to be a three- to six-month appointment turned into a year and a half."

In the meantime, Adams had hired Karen Holbrook as senior vice president for academic affairs and provost. As Morehead wrapped up his work in legal affairs, another opportunity presented itself: Holbrook asked him to serve as associate provost and director of the Honors Program. The responsibilities of his new position included directing the prestigious Foundation Fellows program, established by the trustees of the UGA Foundation and designed to attract top-caliber students to the university.

During his five years as director of Honors — a position he still calls "one of the most rewarding on campus" — Morehead raised money, established the Honors in Washington program, and oversaw the move to Moore College.

Even with his administrative duties, Morehead, by now a full professor, continued to teach legal studies classes at Terry. In 2001, he was the college's nominee

continued on page 67

Morehead's proudest accomplishments

- Coaching UGA moot court teams to championships at the 1990 Jessup International Law Moot Court competition and the 1992 National Moot Court competition. (Earlier this year, a UGA team coached by one of Morehead's former students was runner-up at the national competition.)
- Serving as editor of the *American Business Law Journal* (1997-98).
- Serving as director of the Honors Program when UGA students scored a clean sweep of the major national scholarship awards in 2003, earning Rhodes, Marshall, Goldwater, Truman, and Udall scholarships.
- Leading work on two institutional task force reports focused on improving the quality of the student learning experience at UGA.
- Attending more than 20 academic affairs faculty symposia through the years to discuss important issues facing the university with faculty colleagues.



No mountain too high

Elizabeth Allan could rest on her considerable laurels. Instead, Terry's second Rhodes Scholar in the past six years, climbs even higher

By Charles McNair

In May, UGA's newest Rhodes Scholar, Elizabeth Allan

— Terry's second 'Rhodie' in the last six years and the university's 23rd overall — capped a remarkable college career of epic achievements in appropriate style.

She climbed 14,411-foot Mt. Rainier, the fifth-highest promontory in the contiguous United States.

"It was a challenging ascent," says Allan. "On our first day, we faced 80-mile-per-hour winds and a white-out!"

Allan tethers her urge to excel, to discover — to matter — to a sparkling intelligence and deeply held personal values. At the tender age of 23, she has produced a list of achievements that seems to stretch 14,000 feet.

Consider the Rhodes. Only 32 of these summa scholarships are awarded to U.S. students annually, and they go to the cream of the cream of American scholars. Recipients attend England's Oxford University for two years of mostly self-guided study. In 2013, the Rhodes selection committee chose Allan from 838 best-and-brightest nominees at 302 colleges and universities.

The Rhodes is, all by itself, a life-altering achievement. But in Allan's case, it's just more icing on the cake. Consider the following.

In December 2012, Allan graduated with — are you ready? — a bachelor's degree in Arabic, a second bachelor's in economics, a third bachelor's in international affairs, and a master's degree in international policy. She was a Foundation Fellow, a Presidential Scholar, and a member of UGA's chapter of the Roosevelt Institute. She belonged to Phi Beta Kappa, Phi Kappa Phi, Palladia, and Blue Key.

There's more.

At two national conferences, she presented work developed through the Roosevelt Institute. She taught policy analysis to UGA undergrads. She interned at the Carl Vinson Institute of Government, and after graduation received another highly competitive internship at the Carter Center in Atlanta. She co-directed the Thomas Lay After School Tutoring Program, guiding tutoring activities for more than 100 UGA students who work with Athens elementary and middle school students. For good measure, she was part of a four-person UGA debate team that was victorious in its triennial competition against Oxford University.

In December 2012, at age 23, Allan graduated from UGA with four degrees — a bachelor's in Arabic, a second bachelor's in economics, a third bachelor's in international affairs, and a master's in international policy.



SPECIAL

A global education

Allan's résumé also includes a lot of globetrotting; her passport may one day look like Hillary Clinton's.

She has already traveled to six of the seven continents through various UGA study abroad programs. She scuba dived the Great Barrier Reef in Australia. She walked the Machu Picchu Inca site in South America. She spent a deeply spiritual night under sparkling stars in the Sahara Desert. She visited the Taj Mahal and the Great Wall of China.

It was in those travels that she discovered a region of the world that truly fired her passion — North Africa and the Middle East. Allan learned Arabic in Morocco through the state department's Critical Language Scholarship and in a UGA Maymester program. (She sees numerous similarities between Morocco and the American South: "People are so friendly and welcoming there!") She plans to spend the summer of 2013 in Cairo, practicing her conversational Arabic ("I want to be able to talk to the man on the street") before embarking for jolly old Oxford in late September.

Allan's passport (here she is in India) may look like Hillary Clinton's some day. And academic achievement is part of her family tree. Her father has three degrees from UGA, and her great-great uncle was former UGA president and University System Chancellor Steadman V. Sanford.

From all of this peak performance, you'd think that gifted and amazing Elizabeth Allan might come across as . . . well, too perfect, too efficient . . . a sort of surreal Wonder Woman in UGA red-and-black. It's a relief to learn that she's a lot more like you and me than you might expect. (Except for the kick-boxing hobby.)

Social conscience and social awareness

"When I was in the first grade," says Allan, "my family moved from Virginia Highlands in Atlanta to the same house where my mom grew up in northwest Atlanta. That's where I grew up too."

Family and family lore greatly influenced Allan. Her father, John, an Atlanta attorney, earned undergraduate (history), master's (Terry, in accounting), and law degrees at UGA. Her mom, Juliet, came out of UVA and Georgia Tech prepared to be a chemical engineer, but found teaching chemistry at nationally recognized The Westminster Schools more satisfying. (Juliet Allan earned her teaching certification from UGA.)

Elizabeth Allan went to high school at Westminster — where, not surprisingly, she is still well remembered. When Allan won the Rhodes, the school congratulated her on its outdoor display board.

"My mom and dad drove down to see the sign," says Allan, "and had a good cry in the car!"

Achievement and social awareness run deep in the Allan family. Steadman Sanford, the UGA president and university system chancellor in the 1930s-1940s, was Allan's great-great-uncle. Her grandfather served as a priest in Macon in the 1960s, and was bishop of the Episcopal Diocese of Atlanta. Both he and her grandmother were active in the Civil Rights Movement. Her father attended a Democratic National Convention as a delegate. A famous forebear, Virginia colonial patriot George Mason, "refused to sign the U.S. Constitution," Allan says, "because it didn't contain a bill of rights."

The social consciousness channeled into Allan in her childhood home.

"One of the ways I hung out with my parents," she says, "was watching television and talking about the news."

Her social sentience now appears crystallized. In a personal statement Allan wrote for her Rhodes application, she explained her interest in Oxford's Modern Middle Eastern Studies course: I hope to use the

multiple impulses within me – to learn, to analyze, to empower, to act – in order to craft policies that will advance the goals of human development and freedom for this and subsequent generations.

“I can easily imagine Elizabeth as an influential government policy advisor,” says Terry economics professor David Mustard. “She has the intelligence and the personal maturity to succeed in either the public or the private sector. She has a certain type of relentlessness, a willingness to keep searching for answers. She’s the kind to say, ‘I’m going to wrestle with this problem until I solve it.’”

Carter Center internship, then Oxford

These virtues served Allan well during her spring 2013 Carter Center internship, wherein she joined 38 other blue-chip interns (nine countries, 18 languages) in election monitoring work for the center’s democracy program. Naturally, she focused on Egypt, Libya, Jordan, and other Arabic-speaking nations.

“She did a great job,” says her supervisor, Paul Linnell, who is assistant program coordinator of the Carter Center Democracy Project. “Elizabeth took initiative, took on more than was required. She constantly wanted to discuss larger problems that went beyond her day-to-day assignments . . . things like constitution drafting in Egypt, for example.”

The future poses a mountain range of larger problems for Allan and her generation. One thing’s for sure, she works from a great base camp: family, a UGA resume, and faith. (Allan is quietly but earnestly Christian.)

Given her love of learning, the next two years in England may well be heaven on earth.

In October, she moves into Oxford’s venerable St. Antony’s College, where she’ll be surrounded exclusively by other graduate students in the most internationally diverse of the Oxford colleges. During three eight-week terms per academic year, she will attend one tutorial session and one lecture per week, then write papers on her lessons. She plans to travel between school terms.

“I get to spend two years reading about things that interest me,” she says. “And I’ve got friends at Oxford from high school and from UGA. I feel like I’ll be joining a community of people I will love.”

State department career looms large

So where does Allan see all this education and travel taking her? Her answer shouldn’t be a surprise.

“I’d like one day to serve with the state depart-

I hope to use the multiple impulses within me – to learn, to analyze, to empower, to act – in order to craft policies that will advance the goals of human development and freedom for this and subsequent generations.

ment,” she says, “in a policy planning role.”

Even with her eye on that lofty prize, Allan remains grounded. Her parents say there’s an ordinary Elizabeth at the core of the super-achiever.

“She has a playful side,” says Juliet Allan. “She’s really attached to her golden retriever puppy, Zuzu. (Zuzu is short for Zuhara, which means Venus in Arabic.) She’s really loyal to friends. Her best friends today go back to pre-school and elementary school. Once Elizabeth makes a friend, she’s got a friend for life.”

Allan plays the flute. She can play piano. She loves a good conversation about current events. In her spare time, she explores Atlanta, attends special events at the High Museum, and Wednesdays find her beer-tasting at a favorite spot. She loves contemporary music — The Black Keys, The Flaming Lips — and music festivals like Shaky Knees, where in May she cheered along Athens’ own Drive-By Truckers and hipster icons The Lumineers.

She’s a good sister too. She adores her two kid brothers. (One is a student at VMI. The other treads the boards in Westminster’s theater department.)

And most Monday nights of late, she goes rock climbing at an Atlanta facility. Asked why she enjoys this particular sport, her answer reveals something important that almost certainly foreshadows a career path.

“I like a challenge,” she says. “I enjoy knowing that the only way to get from the floor to the ceiling is to rely wholly on myself.

She thinks for a moment.

“I know I’m going to get up there. The fun is figuring out how I’m going to do it.” ■





State of the College

As Dean Robert Sumichrast leaves Terry to return to Virginia Tech, where he was once a faculty member and administrator but will now serve as business school dean, he sat down with the *TM* staff to discuss where Terry stands today as construction is about to begin on the new Business Learning Community

Q: The person you followed as dean of the Terry College, George Benson, was an effusive marketing type. Robert Sumichrast, on the other hand, gets a lot of things done behind the scenes. And, unlike George, you're a relatively quiet person. What was the get-acquainted period like for you here?

SUMICHRAST: I had dinner with Mary Virginia Terry not too long ago and she told me how sorry she was that I was leaving. But she also said, "You know, when you got here . . . I wasn't so sure about you." I am less flashy. But people saw that the goals we had set were getting fulfilled. My focus has always been about implementation, and people like to see results.

Q: Your expertise is in management science. But one of the first decisions you had to make as dean was whether you wanted to deliver the state forecast at the annual Economic Outlook in Atlanta. How would you gauge the importance of EO to the state of Georgia?

SUMICHRAST: Having the Terry College dean deliver the state economic outlook provides much-needed recognition for Terry. But, first and foremost, Economic Outlook is a chance for Terry's Selig Center for Economic Growth to shine. Selig Center Director Jeff Humphreys is truly an expert at economic forecasting and his analysis of what's in store for the state's economy in the coming

By Kent Hannon

year is what draws 1,000 people to the World Congress Center. Those people depend upon Jeff's research to help them make key decisions about how to manage their businesses, and I learned a lot about the Georgia economy in the process of delivering those forecasts.

Q: Did the leadership briefings and alumni receptions that were held in smaller cities as part of the Economic Outlook series play a key role in lining up support for the *Building Terry* campaign?

SUMICHRAST: A lot of people feel that the state should supply the University of Georgia with new buildings. Those leadership briefings helped us change people's minds, helped us explain why private support from alumni enables Terry to do things faster and better when it comes to important projects. The briefings also helped change *our minds* about how big the project should be. When we first took a draft version of the Business Learning Community to leadership briefings, it quickly became clear that we weren't just talking about a new building, or a set of buildings; we were talking about creating a *community*. To accomplish that, we knew we needed to raise more money than our consulting firm had said we were capable of raising.

Q: One of the challenges you faced with fundraising for a new business school facility in your previous position as dean at LSU was dealing with the economic and emotional fallout from Hurricane Katrina. How did that experience help you deal with the Great Recession and its effect on Terry?

SUMICHRAST: Katrina was a regional disaster that was centered in New Orleans. As a result, people weren't thinking about contributing to large philanthropic

projects for education — particularly people directly impacted by Katrina. So, for the LSU building campaign, we intentionally started far from the state — with a kickoff event in New York City — and then we gradually worked back to Louisiana. *Building Terry* was just the opposite; we started it right here in Terry country with alumni supporters in Georgia and then gradually worked outward. We started the campaign in the midst of the Great Recession, when charitable giving was a much harder sell than usual. We've succeeded because some of our most loyal supporters were willing to take a leap of faith.

Q: Perception invariably lags reality. How long will it take for the beauty, the size, and the capabilities of the Business Learning Community to heighten people's opinions about Terry?

SUMICHRAST: I don't think we're going to cross a line and say suddenly that we've reached national prominence or that our rankings are suddenly increasing at some rapid rate. It's going to be gradual improvement. The completion of each phase of the BLC will help. But more of it will be determined by the experiences that our students have in those buildings.

Q: In the first interview you did with *Terry Magazine* when you were hired as dean back in 2007, you lamented the fact that you weren't able to fully utilize the city of New Orleans when you were dean of LSU's Ourso College of Business in Baton Rouge. The distance between the two cities was a hindrance there, just as it was when you were an associate dean at Virginia Tech casting an eye toward Washington, D.C. But it's been a different story with Terry and Atlanta, hasn't it?

SUMICHRAST: It is extremely important that a business school be connected to a business community — and, in that sense, the location of the Terry College is a strategic asset. Atlanta is the economic engine of the South, its airport is the busiest in the world — and the Terry College is just an hour and a half away from all that. We have our residence programs in a quintessential college town, but Atlanta is close enough that we can have the same faculty and staff working in both locations. Close enough that an executive MBA student taking courses at the Terry Executive Education Center in Buckhead can benefit from being taught by the same world-class faculty who are teaching our full-time MBA students here in Athens. Relatively few business schools across the country can make that claim.



Sumichrast came to Terry in 2007 from LSU, where he had kicked off a \$60 million campaign for a new B-school facility with half of that funding coming from the state. As he leaves to become dean at Virginia Tech, to be closer to his wife's family, he has been instrumental in a much more ambitious fundraising campaign that has already raised \$80 million in private, quiet phase donations towards Terry's 306,000-square-foot Business Learning Community.

Sumichrast is most proud of the improved placement of graduates and of the Terry team he was able to put in place — and call to action.

Q: In the course of your six years as dean, did you come to appreciate, more and more, the power — and the reach — of Terry?

SUMICHRAST: Going back to your initial question about the Economic Outlook, it was a humbling experience to see so many people — more than a thousand — turn out at the World Congress Center when I delivered my first state forecast prepared by our Selig Center. Until you've experienced it, it's hard to understand the intense desire that the Atlanta business community has for Terry's annual economic forecast. By the same token, when I became a member of the Atlanta Rotary Club — where you run into a lot of Georgia Tech and Georgia State alums — it was rewarding to see so many Terry and UGA grads represented at those Atlanta Rotary events. In regards to the influence that Terry and the University of Georgia have in the city of Atlanta, I had a recent conversation with the dean of the Haas Business School at UC-Berkeley, who agreed when I said that any person who wants to live and work in Atlanta would be smart to get their executive MBA at Terry rather than at Berkeley. The networking opportunities available to our alums in Atlanta are just so plentiful.

Q: The list of new programs and initiatives that debuted during your administration is a long one. Let's start with the Terry Leadership Speakers Series. To the casual observer, it looks like a lecture series, pure and simple. But it's much more than that, isn't it, because of the student component that you built into it?

SUMICHRAST: Yes, it is. We wanted to create a high-profile series with speakers whom students would recog-

nize as influential members of the business community or our government. And we empowered students to run the series. They introduced the TLSS speakers, moderated the programs, and helped the speakers get around campus. In some instances, students interviewed the speakers on camera for video recordings that we made available for playback for those who couldn't attend the event. We also arranged for some students to have a small, intimate lunch with the speakers, so they could interact with business leaders like Aflac chairman and CEO Dan Amos, Caterpillar chairman and CEO Douglas Oberhelman, and former Atlanta mayor Shirley Franklin, who is now chair and CEO of Purpose Built Communities. Those lunches further enhanced the value of the student learning experience.

Q: How unusual is the Deer Run Fellows program?

SUMICHRAST: I'm not aware of any other business school or university in the country that has a program where a high-profile business leader of the stature of Doug Ivester — a former CEO of Coca-Cola — invites a hand-picked group of students to a setting like Doug's working agricultural plantation in South Georgia for a weekend-long retreat where they are exposed to speakers who are experts in topics like science, medicine, anthropology, and business. Deer Run Fellows also enjoy great food in an informal setting that includes recreational activities like horseback riding. The speakers and the students got to know each other in a very personal way. It's an incredible learning experience, and the environment is meant to encourage students to ask the speakers just about anything. Whether it was about their careers or their marriages — everything was fair game.

Q: What was your inspiration for the Terry Graduation Convocation?

SUMICHRAST: I felt that we needed a special event that would really cement students' time — and experiences — at Terry. We already had a nice welcome event when I became dean, and we have a college-wide honors celebration that has become a much larger and better-organized event. But we didn't have anything to finish off the academic year . . . something that would provide some closure. So we created the Terry Graduation Convocation wherein every student who chooses to participate is recognized on stage at Stegeman Coliseum. A lot of people said it couldn't be done or that it would be long, tedious, and boring. The convocation was an immediate success because we understood that three things were important: Recognize

each graduate, bring in interesting speakers, and keep it short. The ceremony is extremely moving to students and their families, and — despite the size of our college — it's over in two hours. This year, we had a record number of participants — more than a thousand.

Q: Important hires?

SUMICHRAS: I think one of the keys to our overall improvement has been hiring faculty — particularly tenured faculty. Over the past six years, we have realized a net increase of 13 tenure track faculty and a net increase of 10 other full-time faculty.

Q: The central theme of your administration was national prominence. How successful have we been?

SUMICHRAS: We never tried to tie national prominence to any single measure. Two of our specialty undergraduate majors — risk management-insurance and real estate — have been ranked in the top five for years. And we've seen our overall undergraduate ranking begin to move in the right direction — especially for the last three years in the *Bloomberg BusinessWeek* rankings, which use more objective data.

A big part of national prominence is a new graduate being able to get a job and start a career — and we've seen that process steadily improve, thanks to the efforts of Jill Walton and the Office of Undergraduate Student Services and Corporate Relations, and also Shannon Caldwell in Terry's MBA Career Management Center. Terry alumni have also been critical to our placement efforts. We have alumni who are in a position to not

We talked about the groundbreaking being the culmination of my six years of work at Terry. That's when it really hit me how much those six years here have meant to me.

only mentor students . . . they can also influence who gets hired at their companies.

We've been able to achieve national prominence when you look at research productivity. If you look at the number of citations of Terry faculty, they are up tremendously compared to five years ago. If you look at articles published in the most influential business journals, you'll see that there are a lot more articles being published by Terry faculty today versus five years ago.

Q: What are you most proud of?

SUMICHRAS: Two things. The improved placement of our graduates, and the team that we've built at Terry. It's composed of a lot of different parts — faculty, staff, alumni, and students — and I typically supported the people and the units that performed the best.

Q: What has surprised you the most about Terry?

SUMICHRAS: I've been surprised by the degree of organized support from alumni. So many of them are actively engaged, and that's a strength

Sumichrast says he was surprised to see more than 1,000 people in attendance when he delivered his first state economic forecast at the World Congress Center. "Until you've experienced it, it's hard to understand the intense desire that the Atlanta business community has for Terry's annual economic forecast."



Sumichrast created the Terry Graduation Convocation because “we needed a special event to really cement students’ time — and experiences — here at Terry.” A record number of them took part this spring — more than 1,000 — and the program has been a success because of interesting speakers like Mary Virginia Terry (right), Dan Amos, Pete Correll and Tom Cousins.

that goes well beyond anything I have experienced before. At many schools, you find that the passion is there, but it goes back to implementation — to actually see Terry alumni act on that passion and help bring the college forward is way beyond what I ever expected.

I found that Terry faculty members were willing to try new ideas. I was concerned there might be an attitude that if we change things, someone will be disadvantaged. But I don’t think that’s an attitude that any of the faculty here have . . . and that was surprising.

I’ve also been surprised at how well the morale has held up at Terry despite all the years with no raises. I know people are unhappy about that — and I know a few people have left or considered leaving as a result of that. But the degree to which people have been willing to support the college and not just do their jobs, but really go out of their way to improve what they’re doing was way beyond what I expected. We had our AACSB accreditation in February and when I was debriefed by the accreditation team after their visit, one of the things the team was really surprised by was the positive attitude of the faculty and staff at Terry, given that it has been so long since they’ve had a raise. Their willingness to keep on working and trying hard was really impressive.

Q: If there’s such a thing as a good time for a dean to leave in the midst of a large fundraising campaign, is the end of the quiet phase the best time?

SUMICHRAST: This is a good time because I’m absolutely certain that the *Building Terry* campaign will be successful. We’ve raised \$80 million with a \$90 million goal in mind — and we’ve just started the public phase. When I came here, I wasn’t the first person who thought we needed new facilities for Terry. But I was the person who focused on the idea of a Business Learning Community as a single project. Once we crystallized that idea, we’ve never wavered from it despite obstacles with funding and with obtaining the entire site. And, once again, I think it’s important to remind our constituents that this is not just a campaign about buildings, it’s also a campaign for faculty and program support.

Q: You’re not a person who wears his emotions on his sleeve, but would you reflect on the recent BLC



CASSIE ROBINSON

groundbreaking and on the Gala, where the public phase of the *Building Terry* campaign kicked off. What did those two events — which took place on back-to-back days in late April — mean to you?

SUMICHRAST: I’ll go back to Thursday, the night before the groundbreaking, when I went home and picked up Carol Ann. We drove to campus and walked over to the lawn in front of the Russell Special Collections Libraries to see where the groundbreaking events were to be held. While we were standing there under that huge white tent, a UGA Police officer came over and asked what we were doing there. I had on jeans and T-shirt — but luckily it was a Terry t-shirt! I said we had a good reason for being there, and I think he believed me when I said I was the Terry College dean. He let us go about our business, inspecting the site.

It was great to be able to share that excitement with Carol Ann before everything started. We went out to dinner that night, we talked about the groundbreaking being the culmination of my six years of work at Terry. That’s when it really hit me how much those six years here have meant to me. 🏠

Road less traveled beckons

Thanks to the mentorship and support of the Terry faculty and staff, Michael Asmelash is laser-focused on a career in talent management that begins this summer in L.A. with an industry giant

By Matt Waldman (AB '96)

Most high-achieving undergrads imagine a career trajectory that begins with college, leads to an internship, and follows with a degree. With years of work — and a little luck — they strike out on their own and create an idea worthy of a corporate grant. Michael Asmelash (BBA '13) is taking the opposite route.

The aspiring talent agent, who turned down a corporate grant from FedEx in high school, now has a Terry degree in hand as he begins a summer internship with Creative Artists Agency's headquarters in Los Angeles. For Asmelash, the eight-week program with the A-list giant touting the likes of Brad Pitt and Oprah on its roster is a calculated swing for the fences.

"Some of my classmates are confused why I sought an internship and not a full-time opportunity," says Asmelash, who explains that CAA only offers full-time jobs to people who already live in L.A. or New York — meaning an internship is the best way to get in the door. "But I know I need to follow my passion."

Asmelash is the outgoing president of a relatively new student organization, Professional Entertainment and Sports Association, which has grown exponentially under his leadership, and he is confident in taking a path Robert Frost described as "the one less traveled by."

Asmelash credits his singular focus to his Terry educa-

tion, internships, and relationships with faculty that he believes will make all the difference when it comes to his aspirations.

"Michael arrived at UGA with a clear vision for what he wanted to accomplish as a student," says Associate Dean Mark Dawkins, who served as Asmelash's freshman mentor. "I am impressed by the tenacity that he has displayed in pursuing his dream."

A 21st Century Leaders "20 Under 20" award winner who hails from Tucker, Asmelash was president of JUMP, a Junior Achievement student corporation created around a jump drive that is also a bracelet. His team won the FedEx Global Access Award at the North American Junior Achievement Company of the Year Competition, and the global carrier offered the winning students a grant to turn the project into an independent company.

Team members opted to pursue college educations instead, and Asmelash enrolled at UGA — a case of scholarship offers overruling his heart's desire.

Flanked by his most influential mentors — Associate Dean Mark Dawkins (left) and Director of Diversity Relations Randy Groomes (right) — Asmelash is interning in Los Angeles this summer at entertainment giant Creative Artists Agency, which has A-List celebrities like Oprah and Brad Pitt on its roster. Asmelash is the outgoing president of Professional Entertainment and Sports Association, a student organization that grew into a campus powerhouse under his watch with an annual event drawing top speakers, sponsors, and strong attendance.



CHRIS TAYLOR

"I'm a city boy," says Asmelash, who wasn't enamored with the idea of attending school in a college town. But once he began his coursework and connected with the faculty and administration, Terry was the reason this management major stayed at UGA and earned a certificate in music business. "Seeing how helpful the staff was to locate alumni and help me figure things out, I grew to love UGA and appreciate the town."

"I met Michael when he came to my office to talk about how he could set himself apart for internships," says Randy Groomes, Terry's director of diversity relations. "I gave him a long list of things that I thought he should do, and he came back within the same semester and had everything on his list checked off. I knew instantly how ambitious he was."

Asmelash, who had internships with MTV-Viacom and Turner Networks, applied for an internship with CAA once before, but didn't get an interview. Aware it could have been easy to be discouraged by a lack of response, he made PESA a personal showcase to get CAA's attention.

"When I transitioned to president of PESA, CAA's Chief Diversity Officer Ryan Tarpley spoke to 150 of us at our informational," says Asmelash, who learned from Tarpley that CAA has only seen 20-30 attendees from colleges like Stanford, Cal, USC, and UCLA. He was really astounded with the turnout."

The event was also a driver for CAA to place two interns from UGA and PESA members earned opportunities with Bloomberg, General Mills, and Universal Pictures. Asmelash believes PESA's success paved the way for him to earn an interview with the company of his dreams.

Dawkins and Groomes were among the converted. When Asmelash and former PESA president Kamilah Gray initially solicited Terry's support for the organization's first summit just three months before the event, they were skeptical.

"I left the office thinking these guys didn't know what they were getting themselves into," says Groomes, who shared his knowledge during a 90-minute meeting. The duo rarely looked up from their note taking. "They had never planned a major event before, but they pulled off a conference with over 350 students and a host of impressive panelists and speakers."

"I stopped by the PESA Summit after lunch and couldn't believe my eyes," says Dawkins, who was blown away by the caliber of talent that PESA had secured. "I told Dean Sumichrast how successful the event was, and I made sure he understood that the

I gave him a long list of things that I thought he should do, and he came back within the same semester and had everything on his list checked off. I knew instantly how ambitious he was.

— Randy Groomes

PESA students did most of the work."


PESA was the culmination of Asmelash's Terry career, but helping his friend and aspiring model Petros Shumie is what really set Asmelash on his career path.

Shumie had applied to the Chosen Model Management agency, but nothing came of it. Undeterred, Asmelash told Shumie that if they worked together Asmelash could help his friend land a contract.

"I set three-month goals for him and made deals with fashion photographers to cut costs," says Asmelash, who also had Shumie work with runway coaches. "He was able to land a two-year contract after they rejected him the year before. I realized that talent management was what I needed to do."

Asmelash, who won't know his exact assignment with CAA until his first day, hopes his initial role with the agency will be locating licensing and branding opportunities for talent. He praises Dawkins, Groomes, and Director of Undergraduate Student Services Jill Walton for their support during his Terry career.

"It was an honor to have Mark Dawkins as my freshman mentor and Randy Groomes has been phenomenal advising me on courses and student organizations," says Asmelash, who values the efforts that Terry faculty and staff have made to support his experiences in and out of the classroom — including a mentor experience with Jodie Arden (MBA '11), a director of integrated marketing at MTV who is now a director at USA Networks, after Asmelash arrived in New York to intern with MTV.

"I remember getting an email from Jill Walton telling me that they were starting a mentorship program there while I was in the city, and I thought, *How cool is that?* I think that Terry does a great job of putting their students first." 

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Founded in 1912 as the “School of Commerce,” the Terry College is the oldest business school in the state of Georgia and one of 18 schools and colleges at the oldest state-chartered university in the country. In order to recognize and honor our most loyal donors, Terry established The 1912 Society – a roster of supporters whose sustained annual gifts have helped the college to transform generations of students into business leaders in the state of Georgia and beyond. We proudly acknowledge and thank the many alumni, corporations, foundations and friends who contribute their support annually, in any amount, to the college and its strategic initiatives. It is with pride that we present this list of distinguished supporters, which celebrates the annual participation in giving through the conclusion of the 2012 fiscal year. Every effort has been made to assure its completeness and accuracy. [u](#)

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Mrs. Kathy M. Deen and
Mr. F. Edward Deen
Deloitte Services, LP
Dixon Hughes Goodman LLP
Mr. and Mrs. William W.
Douglas III
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Draper, Jr.
Mr. and Mrs. James B.
Drew, Jr.
Stephanie Hatcher Emry
LCdr. and Mrs. T. Garfield
Fletcher
General Electric Foundation
Mr. John Paul Gernatt and
Mrs. Cynthia H. Gernatt
Mr. Shelby Wayne Goodin
Mrs. Andrea R. Gordon and
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Grant Thornton, LLP

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Mrs. Virginia T. Harrell
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Mr. and Mrs. David A. Jones
Mr. and Mrs. Walter N. Lewis
Mr. and Mrs. Keith E. Lloyd
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Leverett and Meredith
Lunceford
Mauldin & Jenkins, LLC
Ted and Catherine McMullan
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Mr. Charles E. Moore, Jr.
Moore Colson
Moore Stephens Tiller LLC
Ivan H. Nathan
Jay and Sandy O'Meara
Mr. and Mrs. John H. Patrick
Susan P. Pittard and
*Marion Tarlton Pittard
Mrs. Laura L. Plaukovich
and Mr. Andrew W.
Plaukovich
Mrs. Sarah M. Powers
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Mr. and Mrs. Marcum D.
Sasser
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Mrs. Marilyn B. Smalley
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Mrs. June J. Somers and
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Connecticut Foundation
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Stancil
Mr. and Mrs. Kessel D.
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Mrs. Carol Ann P. Stovall
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Mr. Tony R. Stringer
Teradata
Unum Corporation
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Voynich
Jill and Geoffrey Walton
Mr. and Mrs. James
Fender Watson
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7 YEARS

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Co-op, Inc.
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Harrell, Jr.
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Mr. and Mrs. J. Timothy
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and Mrs. Letty L.
Konenkamp
KPMG, LLP
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Dr. Sidney R. Kushner
Mr. J. Porter Langfitt, II
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Mrs. Beth S. Maier and
Mr. William J. Maier
Mr. Dexter Manning
Jason and Catherine Martin
Mr. James S. Mathews and
Mrs. Catherine W. Mathews
Jessica S. Mayo and
Colin Mayo
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Mr. Richard K. McCrea
Mr. and Mrs. W. Mark
McKetrick
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and Mr. Robert J. Pascal
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David T. Roberts
Mr. and Mrs. Paul Rosenthal
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Lynn King Thomas
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Mary Alice C. Trussell and Philip E. Trussell
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Mr. Miles H. Watters Jr.
Mr. and Mrs. Leo F. Wells, III
Mr. D. Fredrick White, III
Mr. and Mrs. Timothy B. Whitmire
Dr. Matthew M. Wieland
Mr. and Mrs. Gerald L. Williams
Mr. Jeffrey R. Woods
Mr. and Mrs. J. Bayne Yarbrough
Mr. and Mrs. John F. Yarbrough, V

5 YEARS

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Mr. and Mrs. John H. Klenke Bredenberg
Mr. and Mrs. Jonathan B. Bridges
Dustin T. Brown and K. Lynn Brown
Mr. Jeffrey A. Brown
Mr. and Mrs. Larry N. Brownlee
Mrs. Nancy H. Brunner and Mr. Michael J. Brunner
Mr. Michael E. Buck
Mr. and Mrs. Alan Burton
Mrs. Elizabeth Martin Chipley
Mr. and Mrs. Derek Wallace Clark
Mr. John M. Clark

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Mr. and Mrs. Robert A. Cole
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Michael and Christine Drayer
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Mr. Steven E. Follin
Mr. W. Benjamin Fortson
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Mrs. Lucile J. Furlow and Mr. T. McBride Furlow
Mr. Theodore C. Fyock
Mr. H. Grant Gainer, Sr.
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Gap Foundation
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Mr. and Mrs. Robert L. Hamilton, Jr.
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Mr. Randy Hampton
Mr. William P. Hatcher
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Mrs. Martee T. Horne and Mr. Foy S. Horne, Jr.
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Mr. Paul D. Huling
Mr. and Mrs. Henry C. Ingram, Jr.
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April N. and Jed L. Jessup
Russ W. Johnson and Catherine C. Johnson
Mr. and Mrs. Talmadge Johnson
Mr. Ted Jones
Mr. and Mrs. Ted W. Justiss
Mr. and Mrs. Scott L. Keller
Mr. and Mrs. David J. Kervin
Mr. Andrew H. Knox, Jr.
Davis and Gena Knox
Mr. and Mrs. Bobby W. Lawson
Adam and Christy LeBlanc
Dr. and Mrs. Wei-Pang Lee
Mr. Jason Alan Levitt
Mr. Andrew C. Lipman

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Philippe Lunardelli and Elizabeth McRee
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Ms. Carrie M. McMillan
Connie and Drew Melear
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Mr. R. James Mitchell
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Suzanne Byrd Monsen
Ms. Martha Page Morton
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Mr. Louis H. Rozier
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Mr. Mitchell L. Siegel
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Mr. and Mrs. Charles E. Squires
Brian Staniszewski
Mr. and Mrs. George A. Steadman, III
Mr. and Mrs. Edouard L. Stelling, III
Mr. and Mrs. Kice H. Stone, Jr.
Mrs. Leslie S. Sullivan and Mr. Clark G. Sullivan
Mr. Raymond M. Swann
*Mrs. Ann Wade Swift
Mr. Edward J. Tarver, Jr.
Mr. and Mrs. Jeffrey D. Thomas
Mr. Jonathan R. Thompson
Mr. and Mrs. John E. Traver
The Turner Family Foundation, Inc.
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
Mr. and Mrs. Michael R. Webb
Wells Capital, Inc.
Wells Fargo & Company
Jonathan M. Wiese
Mr. and Mrs. Roland R. Wilbanks
Mr. Samuel M. Williams
Mr. and Mrs. W. Neil Wilson
Mr. and Mrs. Phillip R. Wise, Jr.
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4 YEARS

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Mr. and Mrs. C. Scott Akers, Jr.
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Dr. Lauren G. Pittenger
Mr. and Mrs. Philip R. Allison
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Mr. and Mrs. Michael L. Anderson
Atlanta Gas Light Company
Jason and Jennifer Babbie
Ms. Alexis S. Balkum
Mr. and Mrs. Dennis J. Baltz
Mrs. Devin Barnwell
Bellomy Research, Inc.
Mr. and Mrs. Charles W. Bennafield
Ms. Mary Beth Berezna
Dr. Thomas R. Berry
Mr. Joseph H. Boland, Jr.
Gail McEwan Bottoms
Susan M. Boyd
Bobby and Ellen Bristow
Mr. and Mrs. Francis A. Brown
Mr. and Mrs. Louis Brown
Mr. and Mrs. Blake F. Bruce
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
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Mr. and Mrs. Phillip E. Casey
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. Matt Cohen

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Mr. Richard Alan Coleman and Mrs. Kathy S. Coleman	Johnson & Johnson	Mr. and Mrs. W. Tillman Norris	Mr. and Mrs. Barry L. Storey	Mr. and Mrs. William E. Beckham
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Mr. Brian J. Cossaboom and Ms. Cara Anne Curtis	Mr. Otis F. Jones, III and Mrs. Gayle G. Jones	Mrs. Allison K. O'Kelly and Mr. Shane O'Kelly	Dr. and Mrs. Robert T. Sumichrast	Mr. Barrett R. Biringier and Ms. Mallory Tribble Biringier
Dr. Lary B. Cowart	JustGive	Mr. John J. Ossick, Jr.	Mr. Jerry L. Swan, Sr.	Mrs. Pamela P. Blackstone and Mr. William H. Blackstone, Jr.
Mr. Ted P. Craven	Mrs. Jennifer M. Kilcrease and Mr. Robert D. Kilcrease	Mr. and Mrs. Stephen D. Palmour	Mr. and Mrs. Kenneth F. Thigpen	Mr. Jim Bolton and Ms. Amie Davis Bolton
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Mr. and Mrs. Jack L. Culppepper, Jr.	Mr. Roger E. Kincaid and Ms. Rebecca Lynn Chase	Jonathan B. Pannell	Mr. W. Scott Troutman	Wil and Maura Bosbyshell
Dabbs, Hickman, Hill & Cannon, LLP	Mr. and Mrs. Wyckliffe A. Knox, Jr.	Mr. Daniel B. Pattillo, Jr. and Mrs. Joan B. Pattillo	Turner Broadcasting Systems, Inc.	Christy K. Boudreau
Mr. and Mrs. J. Christopher Daniel	Ms. Molly S. Kronemeyer	Mr. and Mrs. David A. Pattillo	Verizon Foundation	Mrs. Elsie Carmichael Boyd
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Ms. Ashley L. Davis	Ms. Claire G. Lipson and Mr. Stephen Joe Lipson	Mr. Willard T. Pennington	Jim and Marla Watson	Mr. and Mrs. Thomas W. Breedlove
Mr. and Mrs. Samuel C. Dillender, Sr.	Mr. and Mrs. Luther A. Lockwood, II	*Donald Augustus Perry and Marilyn B. Perry	Mr. Mike Watson	Katherine Ramsay Brewer and J. Lyons Brewer
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Mr. Michael H. Dunn	Daniel A. Mack	Joshua and Amanda Reeves	Cam and Alison Wilbur	Mr. and Mrs. Harold F. Burch, Jr.
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Mr. Matthew A. Ferris	Marsh & McLennan Companies	Mr. and Mrs. Gregory J. Rizzo	Darralyn Williams and W. Lee Williams	T. Daniel Buyers
Mr. Carl Fitch	Jennifer and Robertson Marsh	Jody Blondheim Roberts	Karen Suttles Williams and Kevin W. Williams	Mr. James S. Cain, II
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Mr. Alex Frank	Mr. and Mrs. Jimmy F. McBrayer	Mr. and Mrs. Stephen C. Rogers	Donald Shelton Chapman Sr. and Nita Meredith Chapman	Mr. Phillip L. Carson, Jr.
Mr. and Mrs. Ronald E. Franklin	Ms. Kelly N. McCauley and Mr. Patrick M. McCauley	Ms. Paige N. Roper	Mr. Nelson A. Chastain, Jr.	Mr. and Mrs. John T. Cherry, Bekaert & Holland, LLP
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Stephanie Crissey George and Noah R. George	David Judson McGowan	Ms. Camille J. Russo	Mr. and Mrs. Lee Roy Claxton, Jr.	Mr. John R. Cleveland
The Georgia Club	Mr. S. Leon McGowan	Dr. and Mrs. R. David Sargent	Mr. John R. Cleveland	Mrs. Judith G. Coe and James R. Coe
Mr. Stanley M. Gerson	Mr. John D. McKey, Jr.	Mr. John C. Schmidt and Mrs. Gloria G. Schmidt	Phillip Sanders Cofer and Catherine Guy Cofer	Adam and Julie Cohen
Mr. and Mrs. Gerald L. Gillis, Sr.	McMaster-Carr Supply Company	Douglas Kenneth Schneider	Leopold Ira Cohen Jr. and Sara Swartz Cohen	Mr. Drew D. Coleman and Nancy L. Coleman
Mr. and Mrs. Randy S. Gold	Mrs. Hollis D. Meidl and Mr. Chris Meidl	Mr. and Mrs. Frank W. Seiler	Computer Technology Solutions, Inc.	Mr. Brian E. Cooksey
Mr. Andrew J. Green	Mr. and Mrs. Vincent G. Melashenko	Dr. Margaret G. Serrato	Covenant Foundation, Inc.	
Mr. Stephen S. Green	Mr. Gregory C. Meushaw	Francis Ryan Sewell and Sarah Kindred Sewell		
Mr. and Mrs. B. Hal Gurley	Mr. D. Christopher Miller and Mrs. Jo B. Miller	Charles Buddy Shainker		
Hallmark Cards, Inc.	Mr. and Mrs. John K. Milne	Mr. and Mrs. Steven H. Shifflett, Sr.		
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Mrs. Suzanne P. Henke and Mr. Brad R. Henke	Mr. and Mrs. Ronald E. Morris	Mr. Bob Sluss		
Ernest Fordney Herrig and Barbara Dawson Herrig	Mr. S. Thomas Nance and Mrs. Robin A. Nance	Mr. Anthony N. Stancil and Mrs. Helen H. Stancil		
Mr. J. Hamilton Hilsman and Mrs. Meika S. Hilsman		Mrs. Mary-Evelyn and Mr. R. Anderson Starnes		
Holiday Inn of Athens				
Ms. Suzi Howard				
Miss Adrienne E. Hudson				
Mr. and Mrs. Steve H. Huppert				

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Classnotes

Who's doing what, where

1945-49

Jacob Goldstein (BBA '47) of Milledgeville was posthumously honored with an exhibit at Georgia College for his help in liberating the concentration camps during World War II. **Charles Shepherd Jr.** (BBA '48) of Atlanta was awarded the French Legion of Honor by Denis Barbet, the consul general of France in Atlanta for his service to the French Republic during World War II.

1955-59

Frank "Sonny" Seiler (BBA '56) of Savannah was recently selected as a 2013 Super Lawyer for general personal injury.

1965-69

U.S. Senators **Saxby Chambliss** (BBA '66) of Moultrie and **Johnny Isakson** (BBA '66) of Marietta were included in *Georgia Trend* magazine's 2013 power list of Most Influential Georgians. **Stephen**

Watson (BBA '68) of Lakeland, Fla., was named in *The Best Lawyers in America*.

1970-74

Mike Lisenby (AB '71) of Swainsboro received the OurTown Hero Award in recognition of his efforts to introduce the game of chess to Emanuel County students. **William Self** (BBA '71) of Macon joined the Anderson, Walker & Reichert LLP law firm as counsel. **Dan Amos** (BBA '73) of Columbus, chair and CEO of Aflac in Columbus, was included in *Georgia Trend* magazine's 2013 power list of Most Influential Georgians. **Don Harrison** (BBA '73, MBA '81) of Gastonia, S.C., was appointed president and CEO of Alliance Bank & Trust, a North Carolina community bank. **Terry Evans** (BBA '74) of Gainesville was elected to the board of the Braselton LifePath Community Improve-

ment District. Terry is president and CEO of Independence Bank in Braselton.

1975-79

Robert Gregory (MBA '75) of Smyrna was appointed to The Davis & Elkins College board of trustees. **Charlotte Nash** (BBA '75) of Lawrenceville, who chairs the Gwinnett County Board of Commissioners, was included in *Georgia Trend* magazine's 2013 power list of Most Influential Georgians. **Stuart Mathis** (BBA '78) of San Diego, Calif., was named president/CEO of the Quiznos restaurant chain. Previous positions include executive VP at Mail Boxes, Etc. and president of UPS Store Network. **Alexander Nixon** (BBA '78) of Augusta celebrated 30 years in the forest and land brokerage business. **James Watson III** (MBA '75) of Clarksville joined Farmers & Merchants Bank

Lakeland as senior city executive. **William Hinson** (BBA '78) of Atlanta was named executive VP, CFO, treasurer, and controller of Georgia Power. U.S. Rep. **Jack Kingston** (AB '78) of Savannah was included in *Georgia Trend* magazine's 2013 power list of the Most Influential Georgians. **Kessel Stelling** (BBA '78) of Marietta, chair and CEO of Synovus Financial Corporation, was included in *Georgia Trend* magazine's 2013 power list of Most Influential Georgians. **Timothy Mescon** (PhD '79) of Columbus, president of Columbus State University, was included in *Georgia Trend* magazine's 2013 power list of Most Influential Georgians.

1980-84

Dana Clark (MBA '81) of Lenoir, N.C., received the Charles Parker Award for Tourism Excellence at the fall 2012 meeting

of the North Carolina Tourism Leadership Conference. **Jesse Stone** (MBA '81) of Waynesboro was re-elected to the Georgia State Senate. **René Watanabe Day** (MBA '82) of Costa Mesa, Calif., was promoted to vice president, senior account consultant, client services at Burke, Inc. **Alfred McCambry** (BBA '82) of Lynn Haven, Fla., is Gulf Coast State College's new director of continuing education. **James Williams** (PhD '82) of Ada, Mich., was selected as the next president of Fisk University. **Gregory Hearn** (BBA '83) of Royston was named CEO of Ty Cobb Healthcare System. **William Lee III** (BBA '83) of Marietta joined Sheffield Investment Management. **Garry Spence** (AB '83) of Charlotte, N.C., was sworn in as a member of the N.C. Wildlife Resources Commission's governing board.



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

terry.uga.edu/alumni/online

Henry Grady III (*BBA '84*) of Atlanta was inducted into the Grady College of Journalism and Mass Communication's Grady Fellowship. **Robert Sammons** (*BBA '84*) of New York, N.Y., joined Newmark Grubb Knight Frank as head of research for the New York Tri-State region. **Derek Williams** (*BBA '84*) of Pine Mountain, president and CEO of First Peoples Banks, was named to the FDIC Advisory Committee on Community Banking. He is also chair of the Independent Community Bankers of America 2014 Regulatory Review Committee.

1985-89

John Lee Jr. (*BBA '85*) of Augusta was promoted to senior vice president at Blanchard & Calhoun Commercial. **William Ray II** (*BBA '85, MBA '86*) of Lawrenceville was appointed to the Georgia Court of Appeals. **Mark Snead** (*BBA '86*) of Brighton, Colo., delivered the keynote address at the Boulder Valley Real Estate Conference & Forecast. **Joanna Hancock** (*BBA '87*) of Leesburg was promoted to partner in the Mauldin and Jenkins Albany office. **Chuck Ray** (*AB '87*) of Roswell was promoted to regional sales leader for the employee benefits

division of American United Life Insurance Company. **Paul Dubsky** (*BBA '88*) of Atlanta was promoted to director at Bennett Thrasher PC. **Cindy Rogers** (*BBA '88*) of Kennesaw was promoted to assistant vice president of professional services at Riskconnect, Inc. **Laura Thomas** (*BBA '88*) of Statham joined the Northern Arizona swimming and diving program as an assistant coach.

1990-94

Susannah Kinsey (*BBA '90*) of Atlanta joined Sterling Risk Advisors as a broker and real estate/hospitality practice leader. **Kurt Blass** (*BBA '91*) of New Port Richey, Fla., was named Florida agency services district manager with Stewart Title Guaranty Company. **Christopher Brearton** (*BBA '92*) of Manhattan Beach, Calif., was named board member of LA's Promise. **Beth Reese** (*MAcc '92*) of Naperville, Ill., was named president of Nicor Gas, AGL Resources' largest natural gas utility. **Eric Anderson** (*BBA '93*) of Alpharetta joined Angel Oak Capital Advisors LLC as managing director and head of retail business development. **Robert Berdanier** (*BBA '94*) of Sewickley, Pa., was named CFO of A. Stucki Company. **Scott Kavel** (*MBA '94*) of Duluth joined

Profile

Student of the Year

By Charles McNair

Mike Heider found love his sophomore year. The 2013 Terry Alumni Board Student of the Year fell hard for what he refers to as “the noble pursuit of business commerce.”

“I got hands-on, nitty-gritty experience in the real world of business,” says Heider (*BBA '13*), “and it set my passion on fire.”

In the spring and summer of 2011, Heider landed back-to-back internships — one in the Athens office of the British Standards Institution, a second at Foundry Capital in Atlanta.



Heider (*BBA '13*), who hails from Blairsville, is headed for Goldman Sachs HQ in New York.

His love affair with business deepened when Heider discovered the Corsair Society, a UGA organization that helps students prepare personally and professionally for work in elite financial institutions.

One by one, Heider's honors and awards piled up. President of Corsair. Deer Run Fellow. Homecoming Court. Omicron Delta Kappa. Blue Key. Terry Dean Selection Committee. Terry Excellence in Finance Award.

Heider also found time to create the Cavalier Business Society, an application-based class for sophomores that focuses on business

case studies that feature prominent UGA and Terry alums. All 13 students in this year's CBS — the entire junior class — landed internships in top financial institutions, primarily in New York.

Terry alumni have played a key role in Heider's successes.

One of those alums, CompuCredit Corp. CEO Frank Hanna (*BBA '83, JD '86*), “showed me how business creates a tangible benefit for today at the same time it creates optimism about the future . . . how it's a noble pursuit.”

Heider has a job waiting for him on Wall Street at Goldman Sachs, and it's a familiar address for him. His junior summer, Heider leveraged connections and capabilities to win a coveted internship as an analyst for Deutsche Bank. He lived two blocks north of Wall Street. He made it a point to go down to watch the opening bell ring one morning at the New York Stock Exchange.

The opening bell of his own professional life is now ringing. ■

the Greystone seniors housing group as managing director. **Sam Levy** (BBA '94) of Atlanta launched Levy Tax & Consulting. Former UGA gymnastics standout **Heather Stepp McCormick** (BBA '94) of Athens was selected to the Georgia Sports Hall of Fame. **Robert Soper** (BBA '94) of Shavertown, Pa., was named president/CEO of Mohegan Sun. **Alicia Carlisle Vaughn** (BBA '94) of Dalton was named Whitfield County finance director. **Trey Wheeler** (BBA '95) of Woodstock was named assistant vice president in the supervision and regulation department at the Federal Reserve Bank of Atlanta.

1995-99

Morgan Law (AB '95) of Centerville is president/CEO of the Warner Robins Chamber of Commerce. **David Thatcher** (BBA '95) of Atlanta joined Sterling Risk Advisors. **Jonathan Tuggle** (BBA '95) of Atlanta was named to *Georgia Trend* Magazine's annual list of "40 under 40: The Best and Brightest for 2012." **Christopher Cummiskey** (BBA '96) of Atlanta, commissioner of the Georgia Department of Economic Development in Atlanta, was included in *Georgia Trend* magazine's 2013 power list of Most Influential Georgians. **Don**

Grimsley (BBA '96, MBA '99) of Gainesville was named director of client development by The Oxley Group. **Michael L. Benner** (BBA '97) of Atlanta was named producer and client advocate at the Human Capital Practice of Willis Insurance Services of Georgia. **Shane Dekle** (BBA '97) of Athens opened a new State Farm office. **Andrew Schroer** (BBA '97) of Alpharetta was appointed managing director at BlueWaters Investment Group, a new Atlanta-based private equity fund. **Matthew Royal** (BBA '98) of Chattanooga, Tenn., joined Unum Group as vice president and chief auditor. **Charles Bethel** (BBA '98) of Dalton was appointed State Senate floor leader. **Jim Chasteen** (BBA '98) and **Charlie Thompson** (MBA '03) are the founders and sole owners of American Spirit Whiskey. **Angela Dotson** (BBA '98, MAcc '99) of Atlanta was named partner at Habif, Arogeti & Wynne LLP, the largest Georgia-headquartered tax, accounting and business advisory firm. She is the first African-American partner at HA&W. Angela was also recently named in the *Atlanta Business Chronicle's* 2012 "40 Under 40" list. **Christopher Calhoun** (BBA '99) of Canton joined Lee & Associates Valuation as a senior appraiser. Chris-

topher was previously a senior appraiser at Metro Appraisals, Inc. **Melissa Dutton** (BBA '99) of Hartwell was named a meetings industry leader by *Collaborate* magazine. She was nominated by her peers in the industry for the magazine's "40 Under 40" feature.

2000-04

Travis Baird (BBA '00) of Charleston, S.C., was promoted to technical operations executive at eGroup Inc. **Glenn Dedeaux** (MAcc '00) of Atlanta and his wife Kelly welcomed their second daughter, Anne Catherine. **Hunter Hopkins** (BBA '00) of Atlanta is executive director of the Georgia Petroleum Council. **Thomas Madonna** (MBA '00) of Allen, Texas, was recognized in the prestigious network of exceptional professionals with Stanford Who's Who. He currently serves as the vice president of R3D Consulting. **C. Pierce Campbell** (BBA '01) of Florence, S.C., was elected as a shareholder of his law firm, Turner Padgett Graham & Laney P.A. **Tobin Carr** (BBA '01) of Decatur received the Young Alumnus Award from the UGA chapter of Blue Key National Honor Society. **Philip Clinkscales** (BBA '01) of Atlanta recently launched SoundRiver Advisors, an advisory firm that

provides comprehensive financial planning, investment management and insurance services to high-net-worth individuals, business owners and corporate executives. **Ben Dukes** (BBA '01) of Los Angeles, Calif., and his band made their television debut on "The Late Late Show with Craig Ferguson," playing his song "Down in Flames." **Kelly Fitch** (BBA '01) of Dallas will serve as physician recruiter for Gordon Hospital. Prior to joining Gordon Hospital, Kelly worked for seven years for Tanner Health System in both physician recruitment and human resources. **Russell Lawson** (BBA '01) of Jacksonville, Fla., was named general sales manager for the six radio stations serving the Athens and Gainesville market. **Amanda Reeves** (BBA '01) of Charleston, S.C., joined Lee & Associates as a commercial real estate professional. **Matt Clements** (AB '02) of Waycross joined Enmark Stations as director of marketing. **Alec Poitevint** (AB '02) of Bainbridge, who is chairman and president of Southeastern Minerals Inc., was included in *Georgia Trend* magazine's 2013 power list of the Most Influential Georgians. **Cory Rodgers** (BBA '02) of Marietta was named regional sales manager by managed

vision care company, Superior Vision. **Otis A. Brumby III** (BBA '03) of Marietta was named publisher of the *Marietta Daily Journal*. **Allen Gambrell** (BBA '03) of Swainsboro had four sets of high school senior portraits earn an Award of Excellence at a national photography convention. **Paul Lewis** (BBA '03) of Atlanta was named regional sales manager for MetLife Expatriate Benefits covering the Southeast region of the U.S. and Latin America. Prior to his current role, Paul spent 8 years at Aetna, Inc., in underwriting and international account management. **Blake Culberson** (BBA '04) of Atlanta and his wife Ashley welcomed their first child, Aubrey Elizabeth. **Rebekah McCorvey** (BBA '04) of Atlanta joined Bryan Cave LLP. She will work in the firm's Corporate Finance & Securities Client Service Group and will focus her practice on mergers and acquisitions, corporate finance and corporate governance.

2005-09

David Douglas (MBA '05) of Atlanta was promoted to national vice president of sales. In this role, he is responsible for managing new business development and sales teams. **Roswell Lawrence** (BBA '05) and his wife Tionya celebrated their sec-

Morehead

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and the recipient of the university's highest teaching honor, the Josiah Meigs Award, named for the man who was the second president and sole professor of Georgia's fledgling state university.

In the classroom and beyond, Morehead built lasting relationships with many of the students he taught and advised through the years. As former Foundation Fellow Kyle Wingfield, now on the editorial board of the *Atlanta Journal-Constitution* wrote in a recent column about him: "I've lost count of the number of my classmates' weddings where I've seen him in attendance. I do know the most recent one was in December, more than a decade after our mutual friend, the groom, had graduated."

In 2002, Holbrook left UGA to become president of Ohio State University and Arnett Mace succeeded her as provost. Morehead, who had been named UGA's faculty representative to the NCAA in addition to his other duties, was tapped by Mace in 2004 to become vice provost for academic affairs. In this role, he continued to oversee the Honors Program as well as the Faculty Affairs Office and also served as the liaison between the provost's office and admissions and student affairs.

Mace also asked Morehead to co-chair, with Vice President for Instruction Del Dunn, a task force on general education and student learning. When Dunn retired in 2006, a search committee wasted no time in recommending Morehead to replace him. And when Mace announced his intention to retire a few years later,

another search committee chose Morehead as one of four finalists to succeed him as provost.

That is the sequence of events — and achievements — that led to Morehead assuming the No. 2 administrative post at UGA in January 2010. In making the announcement, President Adams noted that there was "simply no way that anyone was going to have a deeper commitment to or knowledge of the University of Georgia."

Now, three years later, as Morehead ascends to the presidency, those words are echoed by many who have come to know him over the course of his UGA career — from elected officials to faculty and administrative colleagues to current and former students.

"I've never met anyone more deeply committed to UGA," says UGA Vice President for Public Service and Outreach Jennifer Frum. "It's his life."

Will Burgess, former SGA president and a member of the presidential search committee, notes that Morehead "has a love for this university that very few have."

David Williams, who succeeded Morehead as Honors Program director and has reported to him longer than anyone on campus, adds to that praise.


"Everyone knows he's intelligent and dedicated, but Jere is also a true gentleman in an age where that's rare. Everything that's good about academe you see in him."

Morehead, of course, is not one to rest on previous laurels. He knows well the challenges that lie ahead.

"If I'm a successful president, I will have led us in the largest capital campaign in the history of the University of Georgia," he said at the press conference announcing his appointment, "because without private support we're not going to move to the next level."

Morehead wants to raise money for scholarships and endowed professorships in order to continue attracting top students and faculty. As the first person in his immediate family to go to college, he is sensitive to the costs of a college education and has said that one of his first acts as president will be to establish a need-based scholarship fund in honor of his parents.

"They were very hard working and they sacrificed for their children," Morehead told a reporter in a recent interview. "They always wanted their children to grow up and be very successful."

It appears that ambition has been realized. 



When Morehead was named president, congratulatory messages from students he's taught and mentored came in from all over the world, including this Facebook post from Rhodes Scholar Tracy Yang (right) and Marshall Scholar Matt Sellers at Oxford.

Profile

Green Renaissance Man

By Alex Crevar

A drive to Chattahoochee Hills to interview green builder Luis Imery (MBA '03) is like being funneled through an ever-narrowing definition of ideal. Thirty minutes southwest of Atlanta, horse pastures replace congestion. Turning into the Serenbe Community, a



Imery (MBA '03) recently won green building awards for a pair of homes he built in Athens.

1,000-acre settlement focused on sustainable urban development, you find Imery's first net-zero home, which is 90 percent more airtight than an average home and produces as much energy as it consumes.


This Imery-run project is a joint, model-home venture with ProudGreenHome.com. As with any construction site, workmen and inspectors constantly buzz in and out. The difference here is Imery, who speaks to reporters, perspective buyers, and curious builders — all of whom want to tap into his secrets.

Imery, who won the 2010 Platinum EarthCraft House Project of the Year and the 2011 National Association of Home Builders Green Building Award for homes he built in Athens, isn't just

a builder. He earned an engineering degree in his native country of Venezuela, and he is now certified to rate sustainable construction by the housing industry's most respected agencies.

"I liked what the Terry MBA program had to offer," says Imery. "Very few graduate programs in the U.S. offered a concentration in real estate, which was one of the areas I wanted to specialize in."

Imery's MBA project focused on the South's growing immigrant population, and it became the cornerstone of his business: the Imery Group, which aims to "develop land and living spaces in a way that creates economic, ecological, and social value to all stakeholders."

"Terry taught me how to convey my message and do my homework," says Imery. "If you don't have all your details together, investors will nail you. I learned how the parts of business work and how to make an idea a reality." 

and wedding anniversary in Paris, France.

Mitchell Reiner (BBA '05) of Atlanta, who serves as Terry's Young Alumni Board treasurer/development chair, was featured in a segment on CNN, where he discussed the four most important financial resolutions for your pocketbook in 2013.

Jeremy Wilson (BBA '05, MAcc '06) of Macon joined Draffin & Tucker LLP as a supervisor in the tax department. **Kristin Bowen** (BBA '06) of Atlanta was named director of innovation management at AchieveIt, a leading provider of execution management and strategic planning software. **Brooke Casey** (BBA '06) of Mount Pleasant, S.C., joined Trio Solutions Inc.

Branford Thompson (BBA '06) of Augusta was named community banker for Regions Bank. He previously worked with SunTrust. **Justin Beecher** (BBA '07) of Kennesaw was unanimously approved by The Stephens County Board of Education as finance director.

Darnell Clarke (MBA '07) of Smyrna has written a book, *Employmentology: A Practical Methodology of Finding Employment by a Hiring Manager*.

Jeff Emerson (BBA '07) of Alpharetta was hired as a product analyst with Halco Lighting Technologies.


Edie Kirkman (MBA '07) of Buford was hired as vice president of product management with The List, the leading online business intelligence and lead generation resource for those in the marketing services and media industries.

John Seymour Jr. (BBA '07, MAcc '07) of Smyrna was promoted to audit manager with Dixon Hughes Goodman. He also earned the CISA certification.

Douglas Brumlow (BBA '08) of Dalton joined Miles Patterson Hansford Tallant LLC as a new associate.

Jeff Henson (BBA '08) of Atlanta was hired by Lincoln Property Company to work with the office landlord leasing team. **Daniel Masi** (BBA '09) of Montclair, N.J., and his colleagues were the winners of the sixth annual Tulane National Baseball Arbitration Competition. The program is a simulated salary negotiation competition that follows the procedures Major League Baseball uses to negotiate the salary of a player who is eligible for arbitration. **Alexandra Walker** (AB '09) of Cumming finished two years of Peace Corps service in Togo, West Africa.

2010-

Christopher Skaggs (BBA '11) of Athens joined Penton as sales coordinator. 

Passings

1930s

Lewis B. Fryer Jr. (BSC '39), Blakely, Jan. 22.

1940s

Marion Dasher Sr. (BSC '40), Aug., Jan. 10. **Rufe McCombs Maulsby** (BSC '40), Columbus, Dec. 29. **William H. McNiel** (AB '40), Atlanta, Feb. 14. **Herbert B. Braselton** (BBA '42), Braselton, Feb. 15. **Howard E. Dill** (BBA '42), Waycross, Dec. 24. **Estelle Groman** (BBA '42), Clemson, S.C., Oct. 13. **Dolores Doster Irvin** (BBA '42), Clarkston, May 1. **Natalie Spilky Levi** (BBA '42), Washington, D.C., April 17. **Vernon M. Stokely** (BBA '42), Spartanburg, S.C., March 15. **Roy S. Tuggle Jr.** (BBA '42), Monticello, Dec. 2. **Richard A. Valeri** (BBA '43), Tampa, Fla., May 9. Sept. 3. **Esther Mulling** (BBA '44), Marietta, Nov. 16. **Ida Lee Solms Cheves** (BBA '46), Dahlongega, April 20. **William J. Brady Jr.** (BBA '47), Atlanta, March 17. **James W. Cochran** (BBA '47), Largo, Fla., Jan. 28. **Cecil Davis** (BBA '47, MBA '49), Clemson, S.C., March 18. **Jacob Goldstein** (BBA '47), Milledgeville, Jan. 11. **Malcolm Evans** (BBA '48), Beeville, Texas, Nov. 10. **Charles Garrett** (BBA '48), Buford, Nov. 13. **Robert Godbee** (BBA '48), Atlanta, Oct. 29. **Simpson Houck** (BBA '48), Augusta, Feb. 28. **Jay Milligan Jr.** (BBA '48), Greensboro, N.C., Oct. 9. **Clarence Mobley III** (BBA '48), Augusta, April 4. **Henry Austin** (BBA '49), North Augusta, S.C., Oct. 30. **Anne Gunnels Bell** (BBA '49), Johnson City, Tenn., April 11. **Burton Coggins Jr.** (BBA '49), Elberton, March 4. **George Golden Jr.** (BBA '49), Lagrange, Jan. 20. **John Guy Sr.** (BBA '49), Atlanta, Nov. 30. **Robert Kent** (BBA '49), Millen, Dec. 10. **Wilson McClure Sr.** (BBA '49), Atlanta, Jan. 3. **Abner Persons Jr.** (BBA '49), Snellville, April 12. **Howard Skelton** (BBA '49), Atlanta, Oct. 12. **Cornelius Smith Jr.** (BBA '49), Gastonia, N.C., Feb. 1. **Sol Spielberg** (BBA '49), Atlanta, Dec. 18.

1950s

Richard Acree (BBA '50), Toccoa, June 2. **Jasper Gray**

Jr. (BBA '50), Bainbridge, Jan. 28. **William Simons** (BBA '50), Griffin, Nov. 18. **Harry Smith Jr.** (BBA '50), Hazelhurst, Oct. 21. **Raymond Thomas Jr.** (BBA '50), South Daytona, Fla., Feb. 1. **Charles Amick** (BBA '51), Cumming, Nov. 24. **Elizabeth Dudley Baird** (BBA '51), Augusta, March 21. **David Byck** (BBA '51), Savannah, Nov. 14. **John Burke Jr.** (BBA '52), Augusta, Dec. 16. **Charles Guyer III** (BBA '52), Athens, Feb. 12. **James Mathews Sr.** (BBA '52), Beaufort, S.C., Oct. 29. **Natalie Norris Claxton** (BBA '53), Warner Robins, Dec. 3. **Noah Holton Jr.** (MBA '53), Lake Wales, Fla., April 6. **Robert Bowman** (BBA '55), China Grove, N.C., Nov. 21. **Spencer Boyd Jr.** (BBA '55), Montreat, N.C., Dec. 29. **William Denton Sr.** (BBA '55), Waycross, Jan. 17. **Thomas McIntosh** (BBA '55), Buford, March 20. **Frank Shehulski Jr.** (BBA '55), Watkinsville, April 20. **Richard Bruschke** (BBA '56), Warner Robins, Jan. 3. **Fredric Greene** (BBA '56), Forsyth, Dec. 4. **Thomas Merritt Jr.** (BBA '56), Atlanta, May 15. **Johnson Sapp Jr.** (BBA '56), Lake Park, Aug. 22. **Donald Bonner Sr.** (BBA '57), Lake Park, Oct. 21. **Eugene Cashin** (BBA '57), North Augusta, S.C., March 24. **Harvey Chandler** (BBA '57, MBA '58), Maysville, Oct. 30. **James Cody** (BBA '57), Winter Park, Fla., Jan. 9. **Charles Robocker** (BBA '57), Gainesville, Nov. 20. **William Temple** (BBA '57), Royston, Sept. 24. **William White Jr.** (BBA '57), Birmingham, Ala., Jan. 31. **Charles Bramlett** (BBA '58), Odenville, Ala., Nov. 13. **Charles Fleming** (BBA '58), Savannah, Feb. 17. **John Haugabook III** (BBA '58), Macon, April 18. **James Burgdorf Sr.** (BBA '59), Adel, Dec. 24. **Edward Hopson** (AB '59, BBA '65), Bluffton, S.C., Feb. 12. **Glenn Newton** (BBA '59), Bogart, March 28.

1960s

Richard Kelly (BBA '60), Columbus, Oct. 11. **Barry Lurey** (BBA '60), Marietta, May 6. **Jerry Taitz** (BBA '60), Atlanta, Oct. 12. **John Tomlin** (BBA '60), Huntsville,

Ala., March 17. **Henry Hill** (BBA '61), Athens, March 20. **Roy Littleton** (BBA '61), Atlanta, Nov. 22. **Marvin Merritt** (BBA '61), Montrose, Feb. 12. **Raymond Tolleson** (BBA '61), Richmond, Va., Jan. 6. **Francis Williams III** (BBA '61), Madison, Feb. 21. **Wendell Ayers** (BBA '62), Lilburn, Nov. 28. **Thomas Bagby** (BBA '62), Lexington, Dec. 26. **Henry Barnes** (BBA '62), Statesville, N.C., Nov. 26. **Tommy Aultman** (BBA '63), Chula, Feb. 15. **Ralph Ogden** (BBA '63), Isle, Palms, S.C., Oct. 1. **Seymour Susman** (BBA '63), Atlanta, April 14. **Stanley Gerson** (BBA '64), Marietta, March 13. **Clarence Harrison Jr.** (BBA '64), Gainesville, April 16. **William Latham Jr.** (BBA '64), Canton, April 18. **Dottie McEuen** (BBA '64), Austin, Texas, Oct. 24. **Joe Cowart Jr.** (BBA '65), Fayetteville, Dec. 17. **Tommy Gilliam** (BBA '65), Tampa, Fla., Dec. 28. **Larry McNeal** (BBA '65), Warner Robins, March 24. **Marion Newton** (BBA '65), Cartersville, April 26. **William Spangler** (BBA '65), Titusville, Fla., April 25. **Claude Surface** (BBA '65), Loganville, March 31. **Hugh Christian** (BBA '66), Athens, Oct. 19. **Warren Huff** (BBA '66), Athens, Nov. 20. **Walter Parnell** (BBA '66), East Palatka, Fla., Nov. 4. **Julius Pierotti Jr.** (BBA '66), Canton, Feb. 3. **Ernest Whitehead Jr.** (BBA '66), Montgomery, Ala., Dec. 16. **Frederick Ellman** (BBA '68), Atlanta, Oct. 12. **Albert Lord** (BBA '68), Spartanburg, S.C., Oct. 6. **Eugene McGill** (BBA '68), Snellville, Sept. 29. **Marion Perry** (BBA '68), Bogart, Feb. 18. **Philip Self** (BBA '68), Atlanta, Oct. 10. **Howard Shannon** (BBA '68), Santa Barbara, Calif., Sept. 21. **Andrew Beck III** (BBA '69), Kingsport, Tenn., Oct. 1. **Michael Hinton** (BBA '69), Roswell, May 12. **Charles Stinson** (BBA '69), Hazlehurst, Nov. 20.

1970s

David Cannon Sr. (BBA '70), Canton, Nov. 18. **Gerald Fico Jr.** (BBA '70), Alexandria, Va., March 12. **Marilyn Dubose Fry** (BBA '70), Atlanta, April 10. **Robert MacFarlane** (BBA '70), Moultrie, March 23. **Charles Hill** (BBA '71), Tarboro, N.C., Feb.

21. **Michael Smith** (BBA '71), Frisco, Texas, Oct. 17. **John Hamrick** (AB '72), Gray, April 26. **Glenn McCollum** (BBA '72), Conyers, Jan. 1. **John Stanford** (MBA '72), Atlanta, Dec. 17. **James Sellers** (MBA '73), Mansfield, Texas, April 9. **Joel Clarke** (BBA '74), Savannah, Nov. 9. **David Musgrave** (MBA '74), St. Augustine, Fla., Dec. 20. **Millard Stewart Jr.** (BBA '74), Griffin, March 5. **Kenneth Woodring** (BBA '74), Alpharetta, Dec. 18. **John Howard** (BBA '75), Cordova, Tenn., April 21. **Charles Sticher** (BBA '75), Athens, April 4. **James Turk** (BBA '75), Hawkinsville, Feb. 14. **Patsy Ayers Stroupe** (BBA '76), Lakemont, Dec. 14. **Thomas Fisher** (BBA '77), Decatur, Feb. 28. **Stephen Geer Sr.** (BBA '77), Albany, Oct. 9. **Stephen Hadaway** (BBA '77), Oak Park, Ill., April 20. **Donald Hoyt** (BBA '77), Athens, March 25. **Judith Gamble** (BBA '78), Silver Spring, Md., April 21. **Frank Leff** (BBA '78), Atlanta, Aug. 28. **Michael Shirk** (BBA '78), Alpharetta, Feb. 10. **Marshall Williams Sr.** (BBA '78), Athens, Oct. 23. **John Barnum** (AB '79), Tampa, Fla., Oct. 5. **Robert Hughes** (BBA '79), Thomasville, Dec. 22. **George Priestler** (MBA '79), Atlanta, Feb. 1.

1980s

Lisa Ward (BBA '80), Watkinsville, Nov. 4. **Jerome Rittenberg** (BBA '82), Charlotte, N.C., April 11. **David K. Elliott** (AB '83), Albany, Aug. 7. **William Foster** (BBA '84), Monroe, Dec. 24. **David Eason** (BBA '85), Thomasville, March 1. **Christopher Henry** (BBA '87), Metter, June 28. **Elizabeth Bettes Jones** (BBA '87), Charlotte, N.C., Feb. 22. **Drew Wilson** (BBA '87), Gainesville, Feb. 23. **George Counts** (BBA '88), Tucker, Feb. 11. **Kenneth Lessard** (BBA '88), Bogart, Nov. 13. **Mary Dowdy Nolan** (BBA '89), Roswell, Jan. 24. **Patricia Littell Williamson** (BBA '89), Sugar Hill, March 10.

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1912 Society


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Sean Leigh Coy and Betty Barge Coy
The Crestridge Group, Inc.
Mr. Stevan H. Crew
Crowe Horwath LLP
Mr. Thomas J. Cyphers
Mr. and Mrs. Jay M. Davis
DaVita
Mr. Christopher R. Deitrich
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Passings

continued from 69

1990s

John Withers IV (BBA '91), Atlanta, Nov. 5. **Phil Slaughter Jr.** (BBA '94), Atlanta, April 17. **Kelly Denise Hutcheson** (BBA '95), Marietta, July 1. **Emmett C. Prince III** (BBA '98), LaGrange, Ill., Aug. 4. **John Sul-livan** (BBA '99), Bend, Ore., Jan. 13.

2000s

Edwin Wray (PhD '04), Athens, Aug. 28. **David Bowden** (MBA '05), Watkinsville, Feb. 27. **Monique Marlowe** (BBA '09), Duluth, Sept. 21. **Brent McGill** (BBA '11), Greensboro, April 8. 

A Miller's Tale

The beloved first director of the J.M. Tull School of Accounting left a legacy of excellence in both his work and his friendships

Herbert Miller, founding director of the J.M. Tull School of Accounting, passed away last December after nearly a century of extraordinary public and private life.

"When Herb Miller became the director of Tull, the faculty cheered!" says J. Don Edwards, emeritus professor and former interim dean of the college. "He gave us immediate visibility and got us ranked in the top 10 among collegiate accounting departments for the first time."

Miller spent more than 30 years on university faculties, and with co-author Harry Finney he published multiple volumes of the widely used, three-volume *Principles of Accounting* textbooks. The respect earned by these publications helped Miller become president of the American Accounting Association from 1965-1966.

His star rose so high after three decades in academe that Arthur Andersen & Co., the venerable accounting firm, hired Miller as a full partner in 1970. He worked until mandatory retirement age, 62, then took over at Tull.

Miller was born in 1914, barely a decade after the Wright Brothers first got mankind off the ground. As a kid, he braved freezing nights to catch a thrilling glimpse of the lights of a mail plane that passed over his hometown of DeWitt, Iowa. In adulthood, his ardor for flight undimmed, Miller was often an expert witness called in to discuss financial matters of airlines.

As an undergrad at the University of Iowa, Miller was spellbound by a coed in his accounting class.

"Dad knew she was the girl for him," says his daughter, Barbara Miller Clemmons. "But he didn't want to follow her. So he ran all the way around the block to meet her coming the other way."

Herb and that young lady, Lenore, would be married for 73 years.

Miller pioneered the use of TV classroom lectures at Michigan State . . . then impishly put himself on monitors upside down to keep his class engaged.

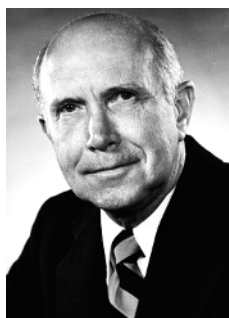
He bought suits at George Dean's men shop in downtown Athens for more than one student in need of nice clothes for a job interview. He never cursed, smoke or drank, but happily followed an addiction to auto racing and high-speed vehicles to the end of his days.

He beat bladder cancer. He lived to be 98 years old.

"Herb was a giant in the field of accounting," says



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When Miller reached the mandatory retirement age of 62 at Arthur Andersen, the Chicago accounting firm's loss was Terry's gain. "When Herbert became director of Tull, the faculty cheered!" recalls emeritus professor J. Don Edwards. "He gave us immediate visibility and got us ranked in the top 10 among collegiate accounting departments for the first time."

Edwards. "He's the only double gold-medal winner in accounting history. He got the first gold medal for finishing number one in the nation on the CPA exam in 1945. He got the second one many years later for outstanding service to the field of accounting from the American Institute of Certified Public Accountants."

Miller earned induction into the Accounting Hall of Fame in 1982.

Clemmons recalls one summer visit with her dad between her terms at Harvard Divinity School. They met on the 69th floor of the John Hancock Building in Chicago. "Tell me something," Miller said. "Why did you ever want to enter something so messy as the ministry? You . . . you can't define it. There are no measurements for how you're doing."

"That's the kind of man dad was," smiles Clemmons. "Things had to add up. If the numbers came out positive, the result was good. If not . . . well, you had a problem." ■

— Charles McNair



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