

FALL 2007

TERRY

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Terry's new "managing partner"

Dean Robert Sumichrast wants the college to compete on the national stage

H.E.R.O. FOR CHILDREN

'03 grads Ryan Gembala and Garrett Gravesen are improving the quality of life for kids affected by HIV/AIDS

THE "CHATHAMBILT" TRADITION

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Heroes in truest sense of the word

Four years ago, the Terry College sent two young turks — Ryan Gembala and Garrett Gravesen — out into an international business world that they clearly meant to conquer.

Gembala (*BBA '03*), an international business major who speaks four languages, landed positions with banking and management consulting companies in Spain and Italy. Gravesen (*BBA '03*), an economics major, has a passport that's been stamped in 24 countries, including Hong Kong, where Gravesen's Merrill Lynch internship could easily have led to permanent employment and a substantial paycheck.

If you've read the piece Gembala wrote for *BusinessWeek Online* last year — or *TM's* H.E.R.O. for Children feature that begins on p. 28 — you know that Gembala and Gravesen had separate but identical epiphanies at overseas orphanages where they encountered the horrors of HIV and AIDS for the first time in their young lives.

The difference between Gembala-Gravesen and most other 20-somethings on the planet is that they gave up so much in order to do so much for so many children right here in Georgia who are suffering from the same physical and/or emotional devastation as the children they saw in foreign orphanages. Returning to Atlanta from high-profile jobs in exotic locales where they could have written their own ticket, Gembala and Gravesen have dedicated their lives to creating a nonprofit that is improving the quality of life for Georgia children affected by HIV/AIDS.

The first time Gembala and I talked on the phone, he used the word “awesome” over and over. If I hadn't been listening carefully, I might have thought he was talking about Xbox 360, fantasy football, the BMW 3 series, or the hot date he had Saturday night. In reality, he was raving about H.E.R.O.'s new mentor program, which was designed by the CDC and the Emory School of Public Health. H.E.R.O.'s co-founders didn't accept any salary for the first seven months they were in business. But H.E.R.O. is now strong enough that they were able to spend \$30,000 on the CDC/Emory protocol, which will also teach H.E.R.O. volunteers to provide supportive, inspirational guidance to kids who have the virus, who have developed AIDS, who are free of disease but being raised by parents/care-givers who suffer from the disease, or various combinations thereof.

“It's touching, seeing how these two young men have struggled to make this work,” says Terry management professor Melenie Lankau, a former H.E.R.O. board member who taught Gembala and advised Gravesen when they were undergrads. “When their friends first heard about H.E.R.O., they said, ‘You're doing *what?*’ But Ryan and Garrett are wonderfully shrewd when it comes to business.”

Making H.E.R.O. successful requires a difficult skill set, says Lankau, who believes Gembala and Gravesen have what it takes to be cheerleaders and altruists, as well as fundraisers and smart businessmen.

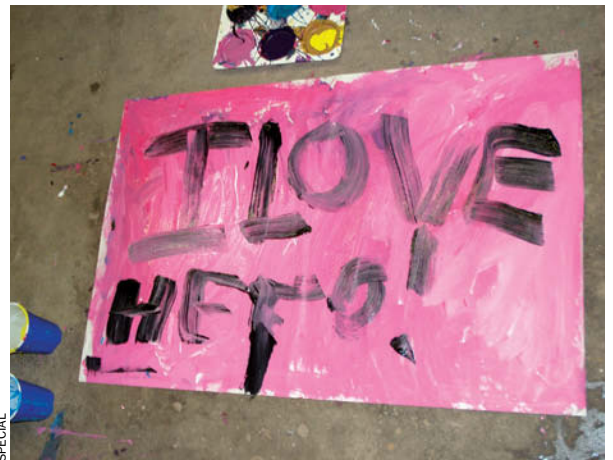
“Garrett is an amazing visionary,” says Lankau, “and Ryan is amazing on execution. I have no doubt they'll be successful, long term.”

Check out the faces of the kids in our H.E.R.O. feature. Those are the faces of kids having fun — and as H.E.R.O. program director Tanya Medrano says, “Fun is like food to a child.”

Thank-you letters also say a lot about the self-esteem that H.E.R.O. for Children is building in kids who need all the help they can get.

“When I'm with you I feel 10 feet tall,” wrote a 13-year-old of his SuperHERO mentor. [The boy's mother is HIV positive.] “My dad's too busy in the Army to see or talk to me. He sometimes doesn't answer when I call. You are always available to talk to me. Thank you for making all of our time together special.”

And thank you, Ryan and Garrett, for being heroes yourselves in the truest sense of the word. ■



The outpouring of love from H.E.R.O. kids fuels the co-founders' enthusiasm. A 14-year-old, HIV-positive girl wrote: “My SuperHERO mentor is like my big sister. We talk every Thursday. When I'm with her, I feel normal and loved. Because of her, I have realized that I am appreciated.”

Kent Hannon

KENT HANNON

khannon@terry.uga.edu

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

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

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

As a leading professional services firm, Deloitte is pleased to help make these thought-provoking gatherings possible. This relationship is at the core of Deloitte's mission to engage the business community and academia, fostering understanding and building lifelong relationships with key decision makers. It is also important for Deloitte to connect with the best and the brightest UGA students who seek to join a top quality firm where they can make a difference.



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Teamwork is key to building Terry

To our alumni and friends of Terry College, my name is Robert Sumichrast. I'll forgo a full introduction here because there's an ample one that begins on page 16. But let me say that Carol Ann and I are very happy to be here and thrilled with the reception we've been given by the Terry College's faculty, staff, students, and alumni wherever our paths have crossed.

Getting started in a new place is always an exhilarating and anxious time. I firmly believe in working as a team to achieve our biggest ambitions. What I found to be true at Virginia Tech, what I found again at LSU, and what I'm finding at the Terry College is that there are a lot of really smart and talented people affiliated with our institutions from the inside and the outside. These are people who love the university and want to contribute to its improvement. They'll give you their time. They'll give you their ideas. They'll even give you their money as an expression of their support. And all you have to do is be willing to listen to them and follow through on your commitments.

A significant part of the Terry College's attraction is that it has already traveled much of the distance toward being a great business school at a truly great university. Equally significant to me, however, was my desire to lead a business school that has the capacity to improve. A state like Georgia can make the commitment to provide the best educational environment possible, and because of its growing, diversified economy it can provide the resources to improve upon what's already here. At Terry, the next milestone on the path to national prominence will be finding the right ways to leverage our current prominence in a number of niche areas — such as risk management, real estate, and the innovations we've brought to leadership development — and turning them into broader recognition that elevates the college as a whole.

After our reaccreditation in the spring, we'll begin to construct a new strategic plan and operational plan that does just that. And we're going to put very specific goals in it. I don't know what all those goals are today, but I'm confident we'll make a strong case to hire more faculty to help with the wide range of teaching responsibilities that's resulted from the rapid growth of degree programs at Terry and the number of students who have enrolled in those programs in the past decade. Likewise, I'm expecting we'll move forward with our concept of a three-building complex near the corner of Lumpkin and Baxter streets. It's going to be an ambitious plan, and we need to know that the business community and alumni support it. But I'm a firm believer that if we don't aim high, we'll never fully realize the true potential of the Terry College. In the months ahead, I'll be traveling around the state and am looking forward to hearing what you think about the course we set. ■



A handwritten signature in black ink, appearing to read 'R. Sumichrast'.

ROBERT T. SUMICHRAST, DEAN

TERRY TO DO'S

DATE	EVENT
November 3	Homecoming Tailgate Contact Alumni Relations (706) 583-0873.
9	Terry College Donor Recognition Gala Contact Development (706) 583-5529.
15	Terry Third Thursday Speaker: James Lientz, COO, State of Georgia. Reservations required: \$30 per person. 7:00–9:00 a.m. Terry College Executive Education Center, Atlanta. Reservations: (706) 583-0397.
December 4	Economic Outlook Luncheon Speakers: David Wyss, Chief Economist, Standard & Poor's; and Robert T. Sumichrast, Dean, Terry College of Business. Registration required: \$80 individual; \$640 table of 8. 11:00 a.m.–2:00 p.m. Georgia World Congress Center, Atlanta. For more information: (706) 425-3280.
January 17	Terry Third Thursday Speaker: TBA Reservations required: \$30 per person. 7:00–9:00 a.m. Terry College Executive Education Center, Atlanta. Reservations: (706) 583-0397.
February 21	Terry Third Thursday Speaker: Doug Benn, CFO, Rare Hospitality. Reservations required: \$30 per person. 7:00–9:00 a.m. Terry College Executive Education Center, Atlanta. Reservations: (706) 583-0397.
22	Southeastern Bank Management and Directors Conference Hyatt Regency, Savannah. Contact Executive Programs (706) 425-3051.
29	Southeastern Bank Management and Directors Conference The Gwinnett Center, Duluth. Contact Executive Programs (706) 425-3051.
March 20	Terry Third Thursday Speaker: Julio Ramirez, Executive Vice President of Global Operations, Burger King. Reservations required: \$30 per person. 7:00–9:00 a.m. Terry College Executive Education Center, Atlanta. Reservations: (706) 583-0397.
April 18-19	MBA Alumni Reunion Weekend Contact Alumni Relations (706) 583-0873.
27-29	Trucking Profitabilities Strategies Georgia Center for Continuing Education Conference Center and Hotel, Athens. Contact Executive Programs (706) 425-3051.

fine print

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Sandra G. Gustavson, **Associate Dean for Faculty & Administration**
Daniel C. Feldman, **Associate Dean for Research & International Programs**

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Terry magazine is published by the Terry College of Business
Office of Marketing & Communications.

TERRY
For Alumni and Friends of the Terry College of Business

inventory

Fall 2007
Volume 16, Number 3



features

TERRY COLLEGE'S NEW "MANAGING PARTNER" 16

Dean Robert Sumichrast sees himself not as a CEO but as a leader of a collaborative team that will steer the Terry College on a path to national prominence.

Interview by Kent Hannon



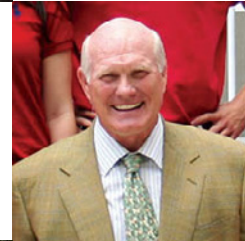
37

THE "CHATHAMBILT" TRADITION 22

Atlanta developer David Chatham (BBA '72) is adding new luster to the brand that his father established in the 1950s.

By Charles McNair

9



14

H.E.R.O. FOR CHILDREN 28

Ryan Gembala (BBA '03) and Garrett Gravesen (BBA '03) created a non-profit that improves the quality of life for children affected by HIV/AIDS.

By Krista Reese (MA '80)



24



31

THE "TOOLS" FOR SUCCESS 34

Producer John Keane wrote the book on Pro Tools, and he's now teaching this essential recording industry software to UGA's music business students.

By Steve LaBate (ABJ '03)

sections

QUICK BITES 9

- News about the Terry College community.

RESEARCH & INNOVATION 12

- Associate Dean Daniel Feldman wins Terry's Outstanding Research Award for 2007.
- Bob Vandenberg's professional career is revving up. To unwind, he rides his Harley to work.
- Economics professor Matt Weinberg studies how corporate mergers affect consumer prices.



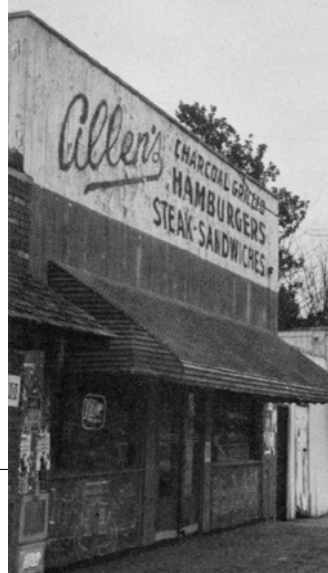
11

TERRY MEMO 38

- FASB: Mecca for young accountants.
- MIS grads are in demand!
- Overseas underwriting benefits RMI students.
- Internship becomes one-man reality show.

CLASS NOTES 54

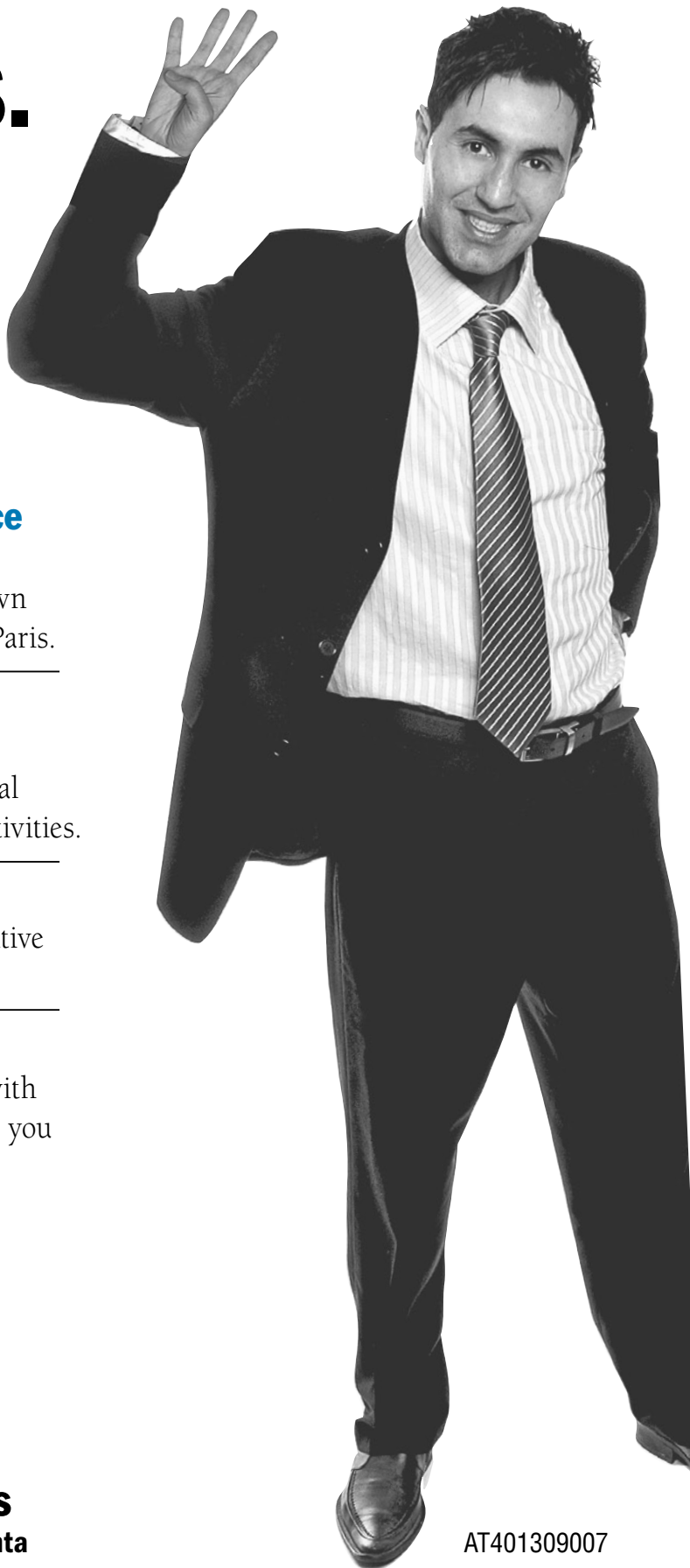
- Allen's redux: Hilt Moree (MBA '03) and Mark Hammond (BBA '93) re-create Athens tavern.
- Attorney Tracy Chessner (BBA '90) opens a winery in Folkston.



57

Cover photograph by Terry Allen (BBA '82)

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quic**k**bites

NEWS ABOUT TERRY COLLEGE STUDENTS, FACULTY AND ALUMNI

LEAD summer institute comes to Terry

By David Dodson (ABJ '89)

The Terry College of Business became the latest business school to affiliate with an elite national program of corporations and graduate business schools that encourage rising high school seniors from underrepresented backgrounds to pursue careers in business. Called the Leadership Education and Development Program in Business (LEAD), it was started at the University of Pennsylvania's Wharton School and is still based in Philadelphia.

Terry's formal introduction to LEAD came this past July when the college hosted its first Summer Business Institute. Terry was one of 11 graduate schools — which included Stanford, Dartmouth, Northwestern, Duke, Virginia, in addition to Wharton — to sponsor summer programs on their campuses.

The Summer Business Institute held at Terry exposed 29 students, who traveled to Athens from across the country, to all the foundations of a business curriculum and complemented the instruction with high-level site visits to several of Atlanta's most renowned corporations. The students studied business cases throughout their three weeks on campus and were placed in teams to develop and present business plans for their own new-venture ideas.

"The LEAD administrators were impressed with the amount of exposure to different industries and disciplines we were able to give the students," said marketing professor Kimberly Grantham, who coordinated Terry's involvement in the institute with accounting professor Mark Dawkins. Taking



Marketing professor Kimberly Grantham (center) celebrates graduation with four of the 29 students who attended the inaugural LEAD Summer Business Institute at Terry. Shown from left to right are Destiny Jones of Orlando, Fla.; Kathryn Epps of Atlanta; Oyinkansola Ayobiojo of Boston; and Amanda Gardner of Philadelphia.

advantage of the array of corporate headquarters in Atlanta, Grantham and Dawkins used the college's alumni and recruiting connections to arrange site visits to Coca-Cola, Chick-fil-A, Delta Air Lines, UPS, Home Depot, PricewaterhouseCoopers, Ignition Studios and Dallas Austin Recording Projects, among others.

The LEADers, as they're called, also gave back to the community that hosted them by volunteering time to the renovation of a pre-school academy. In their remaining down time, the students visited the King Center, spent a day at Six Flags over Georgia, toured the CNN Center and Centennial Olympic Park and got to know the Classic City.

"UGA is an awesome school to host it," said Oyinkansola Ayobiojo, a LEAD participant from Boston. "I have gained so much from the different people that I was exposed

to and most importantly from the speakers who shared their success stories with us. Hearing prosperous African-Americans speak and visiting companies like Coca-Cola and UPS has showed me that nothing is impossible."

Ric Ramsey, president of LEAD National, who visited the program on its closing day, said the college did "a stellar job of delivering the content." When evaluating the colleges that host Summer Business Institutes, he said, "the real question is can you provide a valuable experience for these students." In Terry's case, he said, "The answer came back a resounding 'yes.'"

The next step, Dawkins said, is to bring back all the corporations that participated as financial supporters, and add some new ones, to make the Summer Business Institute at Terry self-sufficient. ■

GIFTS & GRANTS

Risk Management and Insurance given scholarship endowments

The Risk Management and Insurance program recently established two new endowed funds that will award scholarships to undergraduate students majoring in risk management. **Mr. and Mrs. W. Pat Hopkins Jr.** of Atlanta endowed a scholarship with a gift of \$25,000. Pat Hopkins (BBA '76), who has spent his career in the insurance brokerage business, was named Alumnus of the Year by the RMI program this past spring. He serves as president of McGriff, Seibels & Williams' operations in Georgia, California and Oregon and sits on MSW's board of directors. As a student, he was a founding member of the UGA chapter of Gamma Iota Sigma, the national fraternity for RMI students. He said he takes great pride in adding more RMI alumni to his staff at McGriff, Seibels & Williams each year.

The **Western Carolina chapter of the Risk and Insurance Management Society (RIMS)** also established a \$25,000 scholarship endowment in the name of its chapter. The Risk Management and Insurance program's national reputation prompted the chapter to include the Terry College in its philanthropic support. David Davies, director of risk management for Michelin North America Inc. in Greenville, S.C., and a member of the chapter's executive board, was instrumental in securing the chapter's gift. Davies spent a semester in 1988 studying risk management at Terry when he was first appointed as Michelin's risk manager for North America.

Corporate partners continue their support of leadership institute

The Institute for Leadership Advancement's corporate partners program is the centerpiece of the institute's interaction with the business community. Partners are granted first access to students who have been pre-selected for ILA's undergraduate leadership programs and enhanced recruiting opportunities to interview and hire student leaders for internships and post-graduate employment. Corporate partners are also engaged to provide students with one-day externship opportunities and participate in the Terry Leadership Speaker Series. ILA's newest corporate partners at the \$10,000 level are the **Shepherd Center** and **Chick-fil-A**. Other corporations that have continued their partnerships with ILA for the current year include the **Coca-Cola Co.**, **Synovus**, **Philip Morris USA**, **BB&T** and **Primerica**. ■

Terry moves up in rankings

The Terry College of Business improved its standing in *The Wall Street Journal*/Harris Interactive's seventh annual survey of the top business school MBA programs in the country, moving from 46th overall in 2006 to 34th in 2007 among MBA programs with regional recruiting patterns. The *WSJ*/Harris survey ranked Terry's MBA program 23rd among public B-schools.

"This ranking is based on the experiences of corporate recruiters with Terry students and it is a positive reflection of how our graduates are competing in the job market and how well the faculty and staff who guide our MBA programs are serving the needs of employers," says Robert Sumichrast, dean of the Terry College.

The *Wall Street Journal* ranking is the only business school ranking that is based solely on the opinions and behaviors of MBA recruiters who hire full-time business school graduates. The rankings criteria include recruiters' perceptions of a particular school and its students based on 21 separate attributes that can influence a recruiter's decision to visit a particular campus or hire its graduates.

This year, those perceived student attributes included leadership potential, strategic thinking, communication skills and the ability to work well within a team, as well as the recruiters' perception of the faculty's expertise.

In addition, the *Journal* rankings also factored in the sheer number of recruiters who reported that they recruit and hire from a particular school ("mass appeal") and the recruiters' stated intent to recruit and hire from a particular school in the future ("supportive behavior").

The *Journal* survey commended the Terry MBA program for fostering a team environment among the students and graduating "well-rounded" professionals.



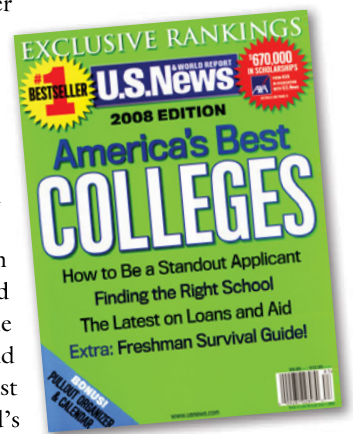
U.S. News & World Report: Undergraduate program is 17th among publics

Terry's undergraduate program also moved up in the 2008 edition of *U.S. News & World Report's* "Best Colleges" guide, improving to 27th overall and 17th among public business schools, compared to 29th and 18th, respectively, in the 2007 guide.

Of the more than 2,000 U.S. business schools, fewer than 500 have achieved full accreditation and are eligible to be ranked by *U.S. News*. This year's ranking is Terry's highest of the past five years and its ninth consecutive year to be ranked in the top 30. Terry's risk management and insurance program maintained its second place ranking nationally; the real estate program is ranked third.

"We're pleased to see more positive momentum reflected in these rankings for the Terry College," said Dean Robert Sumichrast. "This kind of recognition is due to the quality of our faculty and academic programs and the rising credentials of our students. We remain steadfast in our commitment to developing leaders for the world's private enterprise system."

The 2008 rankings appeared in the Aug. 27 edition of *U.S. News & World Report* and are available on-line at www.usnews.com. ■



E.J. Leverett (1928-2007): Founded Risk Management/Insurance program

Professor Emeritus E.J. Leverett Jr., credited with founding the Terry College's perennial Top 5 program in risk management and insurance, died Aug. 7 in Athens, at the age of 79. He was a faculty member for 27 years prior to his retirement in 1992.

Leverett's professional honors included numerous teaching awards, as well as the college's Outstanding Service Award. He wrote more than 100 articles on all aspects of risk management and insurance, contributed as a co-author to several textbooks, and served on the board of the American Risk and Insurance Association.

But it was the many alumni and industry professionals who recalled Leverett's influence on their careers that serves as the true measure of his legacy. "E.J. was a very positive person and a consummate salesman," said Jack Gibson (BBA '77, MBA '79), president of the International Risk Management Institute in Dallas. "The program he found-



LEVERETT

ed at UGA has convinced thousands of bright young business majors that an insurance career would be exciting and rewarding, and he sent them into the insurance world with the fundamental knowledge to succeed."

Department head and professor Robert Hoyt, who took over Leverett's corporate risk management class after his retirement, said, "E.J. always committed to the new risk management and insurance students that we would not only be interested in their success while they were in our classes, but that we would be here to support them throughout their careers. I am proud to say that the Georgia Network, as E.J. called it, continues to be one of the most important assets of the program."

Memorials may be made to: The E.J. Leverett Fund and sent to Hoyt's attention at the Terry College, payable to the University of Georgia Foundation. ■

ACCOLADES

Sandra Gustavson announces retirement as associate dean

Sandra Gustavson, who has held appointments as a department head and associate dean in the Terry College for more than 20 years, will retire in December. Gustavson joined the risk management and insurance faculty as an assistant professor in 1981. Five years later, she was named head of the Department of Insurance, Legal Studies and Real Estate. Gustavson was appointed the Bradford McFadden Professor of Personal Financial Management in 1994. In 2000, she was promoted to associate dean for faculty and research; two years ago



GUSTAVSON

her title was changed to faculty and administration. Her responsibilities have included oversight of all budgetary matters in the college, faculty hiring, promotion and tenure, annual merit reviews, staff concerns and facilities. The Atlanta chapter of the Risk and Insurance Management Society presented the Walter H. Buce Memorial Award for Insurance and Risk Management Professional of the Year to Gustavson in 1997. She was the first person to be given the prestigious honor after the award's namesake received it posthumously the year before.

MBA grad Mullis wins Fortune Small Business competition

Thanks to his grandfather's homemade recipe and a business plan honed as a Terry MBA student, **Jay Mullis (BBA '00, MBA '07)** emerged the winner of *Fortune Small Business* magazine's fifth annual new venture competition. The second- and third-place finishers were graduates of Northwestern and Harvard. Mullis' plan will bring to market an environmentally friendly, pet-safe roach bait, called Green Dragon Roach Kill, that his grandfather invented in the 1980s. As MBA students, Mullis and his business plan teammates won national competitions in Oregon and Idaho, along with \$63,000 in prize money. Mullis has used a portion of the prize money to pursue patent protection and obtain EPA approval for his roach kill formula, then he'll set up production in Danville, Ga. He told *Fortune Small Business* in October that he plans to target his sales to large pest-control companies rather than go straight to the retail market. "Their customers are asking them for a green solution. I've got it." ■

Guest lecture by Gov. Perdue



STEPHAN BROWN

Every fall, students in Pat Pittard's Lessons in Leadership class hear invited lectures from some of the eminent chief executives of the corporate world. But their lecture on Sept. 5 was the first from Georgia's chief executive. Gov. Sonny Perdue told them political leadership is "a balance between vision, perseverance and commitment, always with an open ear to the voters to listen to whether you're getting it right."

Feldman wins '07 research award

By Kent Hannon

Daniel Feldman is considered by many of his peers to be the leading authority on career development issues, which he examines from the perspective of both the individual and the organization. He is an oft-quoted source when it comes to fielding career-related questions from the media. And his wide-ranging examination of the changing career landscape made him a logical choice to receive the Terry College's 2007 Outstanding Research Award.

"While most scholars were examining how employees were preparing for high-growth careers in the 1980s, Daniel was focusing on the waves of job loss and unemployment that were soon to break," says Management Department head Allen Amason, who nominated Feldman for the research award. "When most organizational behavior researchers were examining rational models of how young adults chose one job over another, Daniel was doing innovative research on why young adults were having trouble starting their careers at all."

Feldman, who is associate dean for research and also holds the Synovus Chair of Servant Leadership in the Institute of Leadership Advancement, examines how individuals make decisions to enter or change careers and how new hires adjust to new work environments and to pressure from veteran employees. At the organizational level, he studies career development programs, how schools prepare students for the transition from college to the workplace, and how organizations prepare older workers for the transition to retirement.

"I've recently published theory papers on both workaholism and career embeddedness," says Feldman, who follows the same systematic approach in each area he studies. He first publishes a theory article. He follows that with a series of empirical studies. Finally, he publishes practitioner-oriented pieces, highlighting the relevance and the implications of his scholarly research.

Workaholism is rampant in the American workplace, says Feldman, who notes that office hours are clogged with more meetings

than ever. "And meetings are sometimes scheduled to accommodate the slowest participants," he says, "so that increases everyone's work time."

Telecommuting and Wi-Fi access are part of the problem. "Telecommuting increases work hours and decreases the number of hours when people are truly free from work," says Feldman, who notes that working at home at night and on weekends is often more strenuous than being a physician on call because telecommuters aren't on call — they're actually working.

"Workaholics exhibit the same addictive behaviors as other addicts, and there's often a negative impact on family and friends," says Feldman. "Some companies expect employees to check their e-mail after dinner. You see Blackberrys on the beach at Cape Cod. And cell phones follow people everywhere from restaurants to movie theaters."

Career embeddedness is another facet of the 21st century workplace.

"Why don't people change careers even when they're unsuccessful in their present ones and have more rewarding alternatives elsewhere?" asks Feldman. "Well, to begin

with, both family and community sometimes mitigate against a mobile society . . . 80 percent of Americans still live in the state where they were born."

People who dislike their jobs aren't immune to career embeddedness either.

"Status and lifestyle often overrule the desire to find a better career," says Feldman.

Feldman served as editor of the *Journal of Management* from 2002 to 2005, and during his term the annual submission rate doubled to more than 500 articles per year. He also lowered the acceptance rate to 8 percent and decreased average turnaround time, from submission to acceptance letter, to 47 days.



As editor of the *Journal of Management* from 2002-2005, Feldman doubled the annual submission rate to more than 500 articles per year. He also lowered the acceptance rate to 8 percent and decreased average turnaround time to 47 days.

"In a field often guilty of excessive jargon and circularity," says Amason, "Daniel has a reputation as an engaging and incisive writer, with a style that is straightforward, precise, and accessible."

Feldman has written six books, including *Coping With Job Loss* (Lexington Books, 1992/co-authored with Carrie R. Leana), which was featured in the *Wall Street Journal*, *New York Times*, and *USA Today*. In addition, it was named one of four books of the year by the Academy of Management. ■

Vandenberg is a whirlwind of professional activity

By Chris Starrs (ABJ '82)

By his own admission, Terry College management professor Robert Vandenberg is a “geek for statistics.” It’s an infatuation he acquired some three decades ago while working as an undergraduate for now-retired professor Kathy Rosen. “She saw something in me that I didn’t see,” says Vandenberg, who earned his bachelor’s, master’s and Ph.D. degrees in psychology at UGA, then joined the Terry College faculty in 1993. “When she offered me a summer job, she told me I’d be doing data analysis and I said, ‘What?’ She put a computer statistics program book in front of me, told me I needed to figure out how to do these things . . . and I got fascinated.”

By the end of that summer, Vandenberg had published his first paper and made his first professional presentation at a conference. “And 30 years later,” he says, “I still have the bug.”

Vandenberg recently teamed with several colleagues in UGA’s College of Public Health to win a \$1.7 million grant to study obesity in the workplace and its impact on individual employees and the overall work unit. The study, which will focus on employees in Union Pacific Railroad repair depots throughout the West and Midwest, is the third one Vandenberg has worked on in tandem with public health professors since 1999. All told, the three projects amounted to some \$4 million in grant funds.

During the fall semester, he taught a senior-level Organizational Behavior class and a Ph.D. seminar in Structural Equation Modeling and also found time to continue his 17-year program of research into high-involvement work practices, which includes joining with colleagues from Auburn and Oklahoma State to help the state of Louisiana transition its department of motor vehicles offices into high-involvement worksites.

Vandenberg spends three days a week at Terry, two days at the Ramsey Student Center (where he and his colleagues manage the grants), and uses Fridays to catch up on his work as incoming editor-in-chief of *Organizational Research Methods*. Vandenberg, was appointed editor-in-chief earlier this year and will begin his three-year term after spending a six-month transitional period with current editor Herman Aquinis.

When he’s not collecting and analyzing data using structural equation methodology or measurement design and validation, the award-winning professor is pursuing his “heavy metal thunder” muse by zooming through the countryside on his Harley-



Vandenberg teamed with UGA’s College of Public Health to win a \$1.7 million grant to study the impact of obesity in the workplace. This is the third public health-Terry partnership he has worked on since 1999. Total grant money involved: \$4 million.

Davidson Electra Glide Ultra Classic. Vandenberg’s passion for statistics is exceeded only by his love for riding, which he’s been doing since he was a teenager.

Once a year he spends two days in the mountains riding “by myself for myself,” says Vandenberg, but most frequently rides with his family throughout the Southeast and has traversed the Blue Ridge Parkway three times. “I’m teaching an 8 a.m. undergraduate class, and on the third day of class a bedraggled looking student comes in and asks, ‘Dr. Vandenberg, how come you’re so wide awake when you come in at 8 o’clock?’ And I say, ‘Because I ride a Harley to work every morning.’ It’s better than coffee. There’s nothing like getting up at 6:30 in the morning and feeling that cool

Mergers can put the pinch on consumers

Corporate mergers often leave higher prices in their wake, especially when they involve large consumer product companies, and antitrust regulators need to do more to protect the public from price inflation, according to research conducted by economics professor Matt Weinberg.

Weinberg examined micro studies of individual mergers, looking for the effects on consumer prices and for indications that U.S. policies governing mergers are either too strict or too lenient. Of the 14 case studies he reviewed, 11 mergers resulted in price increases of between 3 and 8 percent within a year of the mergers. Merging parties are likely to raise prices, says Weinberg, and in some cases other competitors in the market increased their prices as well.

When Pennzoil and Quaker State prepared to merge their motor oil businesses in 1998, Pennzoil raised its prices knowing that some customers might switch to Quaker State. But since the two competitors were likely to be owned by the same company soon, Pennzoil’s customers wouldn’t be lost for good. In the end, Weinberg says the Pennzoil-Quaker State merger resulted in an overall price increase of 5 percent.

When deciding whether to approve larger mergers, FTC officials look at market share data and interview experts about the potential effect on consumer prices. Regulators pay particular attention to mergers within already concentrated markets.

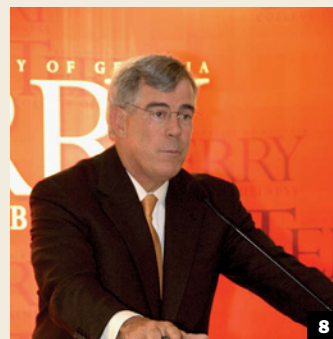
“If the estimated price impact is near the top of regulators’ comfort level — about a 5 percent increase,” says Weinberg, “the government will ask for additional information. Between 1988-2005, about 3.8 percent of merger requests went to this more intense level of review, and roughly 65 percent of those were blocked or required divestiture.”

—Joanna Carabello

To read more about Weinberg’s research, please visit www.terry.uga.edu/economics

Check out Terry’s newest addition to our online home. Go to www.terry.uga.edu/research for news and information about Terry College research.

terrygatherings



terrygatherings



1 Several students in the Terry College's undergraduate leadership programs met Pro Football Hall of Fame quarterback Terry Bradshaw at the annual Maximum Impact leadership conference held last May in Atlanta. Bradshaw was a speaker at the event, co-sponsored by the Institute for Leadership Advancement. Pictured are (back row) Hochung Nam, Geoff Luke, Brit Mohler, Harry Dixon, Jimmy Forbes, David Kirby, (front row) Lindsay Thiel, John Sandlin, James Ostensen, Brian Studey, Bradshaw, Corrine Novell, Anna Wang, and Chris Thompson.

2 Jo Phelps (*ABJ '70*) and her husband, John Phelps (*BBA '71*), a former Alumni Board president, joined other alumni at a Sept. 18 reception honoring Dean Robert Sumichrast at the Cherokee Town Club in Buckhead.

3 (from left) Chris LeCraw, Emily Evert, and Bryan Pruet, who are all students in the Leonard Leadership Scholars Program, helped welcome guests to the Cherokee Town Club alumni reception.

4 (from left) Alumni Board member David L. Burch (*BBA '73*) and Robert Dibble Jackson (*BBA '71*) share a conversation at the Cherokee Town Club reception.

5 Faculty spouses Cindy Crain-Lee (left) and Clara Edwards catch up with each other at the dean's reception Sept. 18.

6 Wiley Ansley III (*BBA '56*), and his wife, Dona (*BSEd '57*), were among the guests meeting Dean Robert Sumichrast at the Cherokee Town Club.

7 Robert Dibble Jackson (*BBA '71*) talks with past Alumni Board president Joe Terrell (*BBA '74*) at the dean's reception.

8 From the podium, Taylor S. Glover (*BBA '73*), chairman of the college's Board of Overseers, gives his introduction of Dean Robert Sumichrast to alumni and guests at the Cherokee Town Club reception.

9 Former Student Government Association President Jamie Peper (left), who completed the Leadership Scholars Program last spring and will graduate as a double major in international business and finance this fall, gives a hug to Trent Anderson, a finance major and vice president of the LEAD Certificate Program, at the fifth annual Institute for Leadership Advancement (ILA) Tailgate held at Herty Field before the Oklahoma State game Sept. 1.

10 Penny Morrison-Ross (left), a major gifts officer in the Terry College, speaks with Alumni Board member James Shepherd (*BBA '73*) at the ILA Tailgate.

11 (from left) Ryan Gembala (*BBA '03*/see feature story on p. 28), Darrell Young (*AB '70*) and his wife, Brenda, and senior English major Alyson McGee strike up a conversation under the big Terry tent at the ILA Tailgate.

12 Shelley House (left) and Beth Bouchette sample the buffet spread at the Evening MBA Tailgate in front of Brooks Hall on Sept. 1. ■

PHOTO 1 BY REGINA LAGARINO; PHOTO 2-8 BY BERT MCDONOLD; PHOTOS 9-12 BY KENT HANNON.







Dean Robert Sumichrast sees himself not as a CEO but as the leader of a collaborative team that will steer the Terry College on a path to national prominence

Terry's new “managing partner”

When Robert Sumichrast was hired this spring to succeed George Benson as dean of the Terry College, he came to the job with a distinguished track record of success at LSU's E. J. Ourso College of Business. When Sumichrast (pronounced “SUM-uh-crast”) became dean at LSU in 2003, the MBA program was ranked 109th in the country by *U.S. News & World Report*.

Four years later, as Sumichrast was leaving LSU to come to Terry, LSU's MBA program had risen all the way to 55th — and it fared even better in *Wall Street Journal* rankings, which are based solely on recruiters' impressions of MBA students who are entering the workforce. LSU had heretofore never been ranked by the *WSJ*, but under Sumichrast's leadership it debuted at No. 9. Fundraising also improved dramatically during Sumichrast's tenure. In 2003, LSU's B-school raised \$1.5 million; four years later, it took in \$8.3 million.

Sumichrast is the product of a working-class family in northern Indiana, and his parents still live there. Recently, Sumichrast called his 90-year-old father, who had just spent a grueling three days on a 20-foot ladder trying to cut a dead branch out of a tree with a chain saw. Eventually, his father succeeded, and to document the struggle he measured the branch the way a deep sea fisherman measures a sailfish. “He said it was 37 feet long and that it made a huge crash when it hit the ground,” said Sumichrast. Asked whether he felt any trepidation at the thought of his father doing the kind of manual labor that would tax a man half his age, Sumichrast replied, “He knows what he can do better than I do.”

**I wanted to do something that would have a more immediate impact on the world
Physics is basically an academic field, whereas management science uses mathematics
and statistical models to make improvements in industry. It applies formal models and
optimization techniques to management problems and situations.**

Given that he's only been on the job at Terry since July 1, the same might be said for Sumichrast, who is in the process of getting to know faculty, staff, students, and friends of the Terry College. Some of his abilities have already come to the fore; others will become apparent as he begins to leave his mark on what is currently the nation's 17th-ranked public business school.

Terry editor Kent Hannon has conducted a series of interviews with the dean; what follows are excerpts from those conversations.

TM: Business school deans come from a variety of academic backgrounds — accounting, economics, finance, and marketing, just to name a few. You came to this job through management science. How did that come about?

SUMICHRAST: Coming out of high school in Merrillville, Indiana, I wanted to go to MIT. I applied, but didn't get in. I spent three years at Illinois Institute of Technology, then finished up at Purdue because I wanted to broaden my education. I went to Clemson intending to get a Ph.D. in physics, which was my undergraduate degree at Purdue. I didn't know management science existed until I saw it in the Clemson course catalog.

TM: You minored in philosophy at Purdue; wasn't that an unusual combination — physics and philosophy? I take it you were a deep thinker!

SUMICHRAST: (chuckling) I was interested in how the world worked, but also in man's place in the universe. I had read popular philosophers like Alan Watts in high school, but also true philosophers like Plato and Descartes.

TM: How did that fit in with the physics side of you?

SUMICHRAST: Philosophy complemented physics. I thought that if you could completely understand the basic fundamentals of physics, then you could build it up to any scale, including man's place in the universe.

TM: You graduated from Purdue in 1979; how did you pick Clemson for grad school?

SUMICHRAST: I wanted to go to school in the Southeast — because of the weather and because it seemed to be a growing, vibrant part of the country. It was a more exciting place to be than the Midwest, and certainly more so than Indiana. I don't know that the Midwest ever really did anything for me — though Chicago did. When I was at IIT, my older brother had an apartment on Michigan Avenue and I was a frequent guest there. I enjoyed drinking a beer with him on the rooftop of that building. He's a sculptor, and I also have an older sister who is an attorney. Having older siblings who were successful in such different fields was inspiring . . . it made it easier for me to imagine myself as a successful researcher.

TM: Why did you choose management science over physics?

SUMICHRAST: I wanted to do something that would have a more immediate impact on the world, where I would be more in control

as opposed to merely studying the world. Physics is basically an academic field, whereas management science uses mathematics and statistical models to make improvements in industry. It applies formal models and optimization techniques to management problems and situations.

TM: So reading about management science in the Clemson course catalog was a eureka moment for you?

SUMICHRAST: I've always been interested in how things worked, and in making systems more efficient.

TM: Even as a boy?

SUMICHRAST: Yes. My father worked for U.S. Steel; he was a supervisor in middle management. But he was always interested in engineering and scientific concepts — and in the process of making steel. He taught me about technologies that were changing at that time, from the blast furnace to the basic oxygen process. One of the earliest toys that my father gave me was a real, working steam engine, and he explained how it worked — how, when you burned wood, water would boil, forcing steam through the pistons, and then turning the wheels. He did the same for gasoline engines, and he taught me how to electrically wire a house. My mom was also instrumental in my development; when I was in elementary school, she and I would take a commuter train to downtown Chicago every summer to buy textbooks at Kroch's and Brentano's on Michigan Avenue. My school didn't allow students to take textbooks home at night; getting my own copies helped me be better prepared for class.

TM: When you graduated from high school, if we'd asked your classmates what they expected you to do with your life what would they have said?

SUMICHRAST: As I was starting high school, I read a three-volume set by Isaac Asimov with individual volumes about motion, electricity, and the atom; it was basically an understanding physics series. So I think my classmates would have said that they expected me to become a scientist.

TM: But in the course of your Ph.D. studies at Clemson, you came in contact with a mentor who turned you in the direction of applied research and, ultimately, business education.

SUMICHRAST: Earl Burch was the chair of my dissertation committee at Clemson, and he did a lot of consulting. He had good contacts in industry, and it was through his eyes that I saw management science as something that was both an academic discipline worthy of academic research and also something with practical implications. Management science is essentially another name for operations research, and it really got started in a big way during World War II — and in the war effort itself in terms of sequencing and scheduling. From, say, the 1950s through the 1980s, what was then called operations research was extremely influential in manufacturing and service industries; for example, it had a major impact in helping the airlines configure routes and flight schedules.

Through Earl Burch's connections, I was able to do my dissertation on data I obtained from an Owens Corning plant in Anderson, South Carolina. I looked at ways that Owens Corning could model their fiberglass weaving operation mathematically and schedule production more efficiently. It was a very complex operation; they had to weave multiple products on each loom simultaneously. It was woven fiberglass, so it might have been material that would turn into panels for a truck body or a Corvette. The company had to try to control labor costs and they were in a sold-out situation. So they were trying to maximize their throughput because any inch of capacity that wasn't being used was a loss in sales. I was able to use mathematical programming — and some heuristics — to suggest ways for Owens Corning to increase their productivity. Seeing some of my ideas implemented was a real turning point in my academic career.

TM: You began your teaching career at Virginia Tech in 1984 and over the course of nearly 20 years in Blacksburg you took on a lot of administrative responsibilities, thereby preparing yourself to become a business school dean. What were those years like?

SUMICHRAST: As secretary-treasurer of the faculty senate at Virginia Tech, I got a much broader picture of the university as a whole. But I never intended to become an administrator until Rich Sorensen, dean of the Pamplin College of Business, asked me to serve as associate dean for graduate and international programs. I had been successful as a professor and researcher, I had been published . . . but I hadn't really *built* anything, I hadn't really improved anything beyond my own course. I looked at my mentors at Virginia Tech — Larry Moore and Chuck Taylor, who had created the management science department — and that made me want to create a good MBA program.

Because of connections I made with other faculty and members of the business community, I saw that — in order to have an impact, in order to make changes — you have to look at something broader than just the technology and the mathematics of situations. I started revising the MBA program by making greater contact with the business community and with alumni. I worked with the faculty to revise the curriculum, and I changed the way we gave out scholarships to improve the quality of the class. Here again, management science came into play. It was about improving the processes in the MBA office as much as it was about improving the curriculum. Once we got traction with the full-time MBA program, we launched an



CHRIS TAYLOR

(above) An avid music fan with a working Victrola at home, Sumichrast got to know Atlanta as a concert goer when he was a Ph.D. student at Clemson. (right) The move to Athens brought wife Carol Ann closer to her parents in Virginia.



TERRY ALLEN

executive MBA program. I began developing the curriculum and for acquiring space in Falls Church, Va., where Virginia Tech had an established MBA program.

TM: Were you surprised when a search firm contacted you about the business school deanship opening at LSU?

SUMICHRAST: I wasn't looking for a job. But the year before, Rich Sorensen said to me, "You will be a dean somewhere." It surprised me to hear that. And it was a real surprise that suddenly there was this opportunity at LSU.

TM: How much did you know about LSU at that point?

SUMICHRAST: I knew that its business school was well regarded, and I got some first-hand impressions of LSU's school spirit when their football team came to Blacksburg to play a football game against Virginia Tech. It was very different from anything Virginia Tech had experienced previously. The LSU fans showed up three days early and their purple-and-gold RVs filled up parking lots all over campus. The local paper ran stories about riot police being stationed on the street, and there were rumors that the bars had all run out of beer after the first day! But when we met the LSU people one on one, they were really friendly. When I was contacted about applying for the deanship at LSU, I remembered that football weekend. Virginia Tech won the game, but I remember thinking, *If there is that much support for LSU, maybe it would be a good place to be a dean.*

TM: The interview process at LSU was exhaustive, particularly in comparison to the Terry search where you came to campus one week and were offered the job shortly thereafter. You were one of four finalists at LSU, you were interviewed four times, and the whole process took six months. What appealed to you about LSU besides its boisterous school spirit?

SUMICHRAST: The E. J. Ourso College of Business had already

I think the dean of a business school is more like a managing partner of a firm. If a dean wants to be successful in the long term, it's not productive to come in and tell the faculty what he or she wants to do. It's better to work with the faculty to decide where the college needs to go. If you utilize the CEO model, it's probably easier to get short-term success, but more difficult to sustain success in the long run.

conducted one unsuccessful dean search and an interim dean had been in place for two years. But LSU was the flagship university in the state, I was moving up a notch from associate dean to dean, and I saw a chance to make a real difference. The interviews in Baton Rouge convinced me that the business community was fully committed to developing a great B-school. Still, it wasn't an easy decision to make. I had worked at Virginia Tech for nearly 20 years, I met my wife, Carol Ann, there, and we got married at the chapel on the Virginia Tech campus.

TM: The Terry College is a perennial top-20 finisher in public B-school rankings despite outmoded facilities in Athens that have prompted the college to begin a capital campaign for a new Terry complex near the corner of Lumpkin and Baxter streets. What did you think of Terry's facilities when you visited the UGA campus?

SUMICHRAST: Depending on which office you're in and what floor you're on, there are some very nice areas, and Brooks Hall and Sanford Hall have a very nice appeal from the outside. Whereas, LSU had no dedicated building for business. The E. J. Ourso College of Business shares a building with engineering that is utilitarian and far too small.

TM: But steps were being taken to change all that.

SUMICHRAST: Plans were already under way when I got to LSU in 2003 to build a \$60 million, stand-alone business school facility, with half of the funding to come from the state and half from private sources. The state has made a commitment to fund its half of the project, and the private campaign is going well.

TM: What made you decide to leave LSU for UGA?

SUMICHRAST: Being the dean at a strong business school at a top-tier university was very appealing. I want to provide the best education and the best research environment possible, and I want to lead an organization that, regardless of its current quality, has the potential to improve. The Terry College is already in a very good position, but there is plenty of room for improvement. Plus, Carol Ann's family lives in Carroll County, Virginia, which is an easy drive from Athens. We wanted to visit them more frequently.

TM: Were there external factors as well?

SUMICHRAST: Georgia's economy is growing faster than the national economy. The availability of a big city like Atlanta so nearby enables Terry students to be recruited into jobs with good career paths. The college's Executive Education Center in Atlanta is state-of-the-art, and the HOPE Scholarship keeps most of the best and brightest students in state. Atlanta also has one of the highest concentrations of Fortune 500 firms in the country. That's a very positive sign for the Terry College, but it also makes this job a lot more demanding.

TM: You've only been on the job since July 1, but has anything surprised you yet?

SUMICHRAST: I did a lot of research on Terry before I accepted the job. But the range of programs we're responsible for is even greater than I imagined from reading about them on paper. Also, the success that a large number of Terry alumni have achieved surprised me, as did the number of relatively young alumni who are already industry leaders.

TM: What surprised you about Terry's range of programs?

SUMICHRAST: I knew that Terry had all the traditional business disciplines, undergraduate through doctoral, plus some specialized masters and the MBA program. What I didn't realize was the size and potential for new programs such as music business, or the extent of off-campus programs in Gwinnett and Griffin, plus a whole range of programs in Buckhead, both degree-granting and non-credit, and the depth and scope of international education programs, including a major in international business.

TM: Speaking of music, you're quite a fan, aren't you? What types of music do you listen to?

SUMICHRAST: Everything from The Clash to Bach. When I was getting my doctorate at Clemson, I went to a lot of weekend concerts in Atlanta . . . Police, B-52's, R.E.M., Talking Heads. I like Steely Dan and the Beatles, and I'm familiar with lesser-known bands like the Swimming Pool Qs and The Producers. We're big fans of the New Orleans Jazz Festival, but these days I'm much more likely to be listening to classical music. I have a large collection of vinyl, and I do, in fact, own a turntable. When we lived in Baton Rouge, my music room was on the second floor and I couldn't play stuff very loud. But at our new home here in Athens, my music room is in the basement . . . so turning up the volume is possible!

TM: You're a "public school kid" — bachelor's from Purdue, Ph.D. from Clemson, professor and associate dean at Virginia Tech, dean at LSU, and now dean at UGA. How will those experiences influence the way you do your job at Terry?

SUMICHRAST: I think it helps me understand the type of student the university serves and appreciate the mission of the University of Georgia as a land-grant institution, as the flagship of this state, and as an institution primarily devoted to providing education for undergraduates in Georgia.

TM: How would you describe your management style?

SUMICHRAST: Some people compare the dean of a business school to the CEO of a company, but that's not really a good comparison. I think the dean of a business school is, or at least should be, more like a managing partner of a firm. If a dean wants to be successful in the long term, it's not productive to come in and tell the faculty what he or she wants to do. It's better to work with the faculty to decide where the college needs to go and how to use the human resources that you have and the environment that you're in to produce a truly nationally prominent business school. If you utilize the CEO model,

it's probably easier to get short-term success, but more difficult to sustain success in the long run.

When I first started in administration as an associate dean, I thought I perhaps needed to adopt one of the styles of my mentors. But when I talked to Chuck Taylor, my department head, about it, he said, "Don't copy someone else. Just be yourself." He knew I would just naturally be more consultative, more deliberate before taking action, and less confrontational than I was originally planning to be. It was good advice.

TM: How do you regard Terry's current situation in terms of faculty head count?

SUMICHRAST: We don't have enough faculty, and we don't have a high enough percent of tenure-track faculty, compared to our peers. I see the effects in a number of ways — in the amount of exposure undergrads have to tenure-track faculty, especially in the early levels, and in our ability to offer executive programs when we're using the same faculty who are assigned to teach our undergraduate and Ph.D. courses. I don't think we've allowed our faculty enough time to do all the things they came to Terry to do. We're stretching them really thin, which makes it gratifying that our research productivity has stayed as high as it has.

TM: What are your goals for admissions and enrollment?

SUMICHRAST: I would like us to take a look at and consider the benefits of moving to a four-year model for business education versus the current two-year model, whereby students don't enter the Terry College until their junior year. There are potentially some big benefits to the four-year model, including being able to recruit high school students to come to the University of Georgia to study business who might not otherwise come. If we moved to a four-year model, I think we could improve the quality of the undergraduate program by improving the quality of the applicant pool. When I was at LSU, the majority of our aspirant schools were moving to a four-year model; our peer schools tended to have a two-year model. A four-year model would allow us to attract a lot more scholarship money — and a lot of really high-end students to the Terry College, both in- and out-of-state.

TM: Students who might have become lawyers or doctors because they weren't sufficiently aware of the benefits of majoring in business when they were coming out of high school?

SUMICHRAST: Yes. We could go to high schools and make very effective presentations to students who have no idea what business



SPECIAL



BERT McDONALD



SUITE SHOTS

(clockwise from left) Sumichrast has maintained a dizzying schedule of speaking engagements, faculty and alumni meetings, business contacts, media interviews, and development calls, plus a full range of on-campus appearances and activities. Students Vic Shah (at left) and Mark Silver posed with the dean at this fall's Blue Key banquet. It hasn't been all work, as Sumichrast and Terry accounting professor Mark Dawkins cheer on the Dogs from the Terry Skysuite.

is beyond being a teller in a bank. Right now, we're a regionally prominent business school. My goal is for Terry to become a nationally prominent business school. One way to accomplish that is to improve the quality of our student body, which is already very high.

TM: Rankings are a broad point of competition among business schools, typically more so than other disciplines at universities. How much importance do you attach to rankings?

SUMICHRAST: Rankings can be helpful, but you have to remember that what we're trying to do, first and foremost, is provide the highest quality education for our students. Strictly speaking, our goal is not to be ranked high by, say, *U.S. News & World Report*; our goal is to offer quality educational programs. But there is a correlation between the quality of your programs and your place in the rankings. You can use rankings to increase the quality of your programs; as you move up the rankings, it's easier to get funding and you can attract better students and faculty.

TM: What have your first months on the job been like? Has it been more hectic than when you became dean at LSU?

SUMICHRAST: It's been a lot busier than my first weeks at LSU. I think the Terry College is in really good shape; Dean Benson put a lot of good things in place. But a new dean will always want to make some changes to fit his or her style and priorities. I'm a hands-on kind of guy. It isn't that I don't delegate, but until I really understand what's going on and get to know the people involved I do a lot of hands-on. And that's a challenge because of the range, complexity, and geographic location of Terry College programs.

TM: Can you give us an example?

SUMICHRAST: LSU has nothing to compare with Terry's Executive Education Center in Atlanta, which is critical to the success of Terry's executive programs. The classes for LSU's Executive MBA program were taught in the college's main building on campus,

continued on page 61



All in the

By Charles McNair

Photo by Terry Allen (BBA '82)

E

ven when he first started construction work with his dad as a child, David Chatham must have been an enthusiast. The 57-year-old developer happily jounces along at the wheel of a brand new SUV, twisting and turning through his latest construction project. Houses the size of Spanish galleons rise from red dirt foundations, some of the structures finished in expensive stone, others still flirting wall board and tarpaper. Around these mansions, acres of blue-green pasture stretch into the soft mist of an overcast afternoon.

A man in a blue suit and striped shirt stands in a field with trees and a fence in the background. The word "family" is written in large, blue, stylized letters across the top of the image.

family

David Chatham (BBA '72) has built homes for more than 5,500 families in 125 metro Atlanta neighborhoods. And it's the guiding hand of his own family that has helped make him such a resounding success.



TERRY ALLEN

Located on 460 acres in Cherokee and Fulton counties, Chatham's Blue Valley development will have 230 home sites, state-of-the-art stables, a covered show horse arena, and an outdoor arena. Kentucky blue granite with crab orchard stone will provide a unified architectural look. Honored as a Distinguished Alumni Award winner in 1990, Chatham is a frequent lecturer to Terry's MBA classes.

There's undisguised gee-whiz in Chatham's voice as he describes the new development, called Blue Valley. The 460 acres will have 230 home sites, sharing space in Cherokee and Fulton counties. The project is split by a thread of river, and there are three existing lakes that create a picture-perfect look. Blue Valley rests on land where horses roamed — Justus Martin (*BBA '47*), former chairman/CEO of Robinson-Humphrey, once summered there, too — and the equestrian theme of the project hearkens to this past.

Chatham talks through the grand vision for Blue Valley, which will offer state-of-the-art stables, a covered show horse arena, and another outdoor arena. Kentucky blue granite with crab orchard stone will provide the architectural look, every house's unifying details carefully reviewed and approved by Chatham's staff.

Chatham takes the SUV off-road, following an old trail. Black wooden fences run for what seems like miles, and \$100,000 hunter-jumpers rip up mouthfuls of sweet grass behind the fences. David points out a weathered stable he calls by its old name, the Mare Motel, and he tells how not long ago the number-one breeding quarter horse in the world entertained his consorts there. Chatham bounces the four-wheel-drive through a stony ford in a branch, barely a trickle now after a dry summer. Riding paths and walkways will meander through this area, cool under shading hardwoods. He slows the vehicle and sweeps his hand at the bucolic scene.

"The greatest thing about my business," he says, "is that you get to see these pretty places from the raw state to the finish. It turns out lots of time even better than you envisioned."

It's the very thing Chatham's dad could say about this son.

An offer he couldn't refuse

LATE IN DAVID CHATHAM'S SENIOR YEAR AT GEORGIA, where he studied real estate and urban development from 1968-1972, his father asked to meet him for breakfast. No cause for alarm; breakfast meetings are a ritual for the Chathams. The patriarch Howard still meets David and other family members six days a week at 7 a.m. in the Marriott next to their Windward Parkway offices to chew on biscuits and business.

"This meeting, though, was a defining moment," David recalls.

He might have seen it coming. The young man would graduate in spring. And even though David had spent summers and hours

after school "since age nine or 10" driving nails and sweeping out houses, at college he'd been "kind of thinking about doing something on my own." As his UGA buddies interviewed for jobs in far-flung, interesting-sounding places, it would have been natural, the centrifugal force of ambition, for David to spin off into his own orbit. Howard Chatham had a different notion. David remembers his father's words to this day.

"You know, David, I have worked all my life for you to have something that would help give you a start in life. I really want you to consider coming to work with me in the business."

There's a slight thickness in his voice as David tells the story.

"It was very emotional," he says. "No tears. But it changed the direction of my whole life."

Chathams originally stepped off the boat in south Georgia, in the first days of European settlement. (David believes Chatham County, where Savannah stands, is named for an early relative.) David's branch pioneered the land north of metro Atlanta, and Howard was the "fourth or fifth generation" of the family to work the land. The Chathams were sharecroppers in cotton and corn, hard-working people with strong church ties and humble hand-built homes.

David's grandfather went bust in the 1930s, even though he was "just a couple of mortgage payments," says David, from owning his own property when the money ran out. In a season of grief, that ancestor lost a daughter to illness, then the farm. He loaded a wagon with the family goods and moved to a place on today's Highway 9. There, fate took another daughter. "They were so poor," says David, "that a neighbor lady had to loan them a cow for milk."

From such poverty sprang seeds of ambition. Howard, as a boy, saw a car pass by the field where he toiled, and he dared to dream. "He said, 'Some day I want to own a car,'" David recalls.

Howard went off to World War II, where he was in charge of troop movements in London during the Blitz. He came home like many another GI to find a wife and rebuild the world.

In 1947, Howard married Grace Elizabeth Hardeman, a young lady from north Wieuca, specifically a place called Poletown, for the telephone poles made there. Howard took a job as a surveyor with Fulton County. He hated paying rent, and so set out to build, after work and on weekends, a modest house for his family on a piece of land owned by an uncle. Howard had a car by this time, and, as

David tells the story, “Mom would drive down to the house and shine the car lights on the foundation so he could work late.”

Someone noticed the new construction, and approved of its quality. Howard got an offer on the house — which still stands on Hardeman Road — before it was even finished. When Howard learned the deal would put \$2,000 profit in his pocket, he shook hands. What else to do but build another house for the family? He began work . . . and lightning struck a second time. Howard Chatham got an offer on this house, too, before the paint was dry.

Howard decided to leave the security of his surveyor’s position, stepping away from a sure pension and steady income, a debatable move for a man in those times with a sharecropper heritage.

“I realized I wasn’t going any further with the county,” Howard recalls. “The top people were kind of young, and I’d have a long time to wait. So I just took a chance.”

So Chatham Properties was born. Howard began building houses on spec, a rare practice in 1948 when most builders sold a house before even clearing the lot. “My dad drove my granddad’s mules down Roswell Road to scoop out those first foundations,” says David. “He dug his own wells and did the framing, all of it.”

Business boomed with the Baby Boom. Howard would move into an area in north Fulton County and start building a house, the family would live in it until it sold, then move to the next construction. “I remember moving a lot,” David grins.

“Chathambilt” becomes a brand name

CHATHAM PROPERTIES DEVELOPED AREAS OF ROSWELL and Alpharetta through the 1950s. The company branded its houses “Chathambilt,” and the term became publicly identified with high-

In 1957, Howard Chatham created Northside Realty and hired Ed Isakson to run it. In 1977, Ed’s son Johnny Isakson, a future U.S. senator, became president of Northside Realty. He and David Chatham grew up together in the business.

quality construction. The brand is used to this day as a stamp of quality by some realtors in the resale business.

The spec housing business worked just fine until a hitch in 1956-1957, when 33 houses stood empty with For Sale signs out front. Howard decided to create his own company to sell those homes, and hung out a shingle for Northside Realty Company, which soon became the real estate juggernaut of north Fulton County.

“I started with four agents, and I got them to work with us by offering a 10-percent higher commission,” Howard recalls. “In six weeks time, they’d sold every house we had. Agents just started swarming to me after that.”

In 1958, the company hired one of those worthies, a man named Ed Isakson, to run Northside.

“It was a wonderful team,” says David. “Dad was building lots of homes and Ed was selling them as fast as they were built. Both men were great at what they did, a very complementary pair.”

Howard Chatham saw opportunity everywhere. To supply electrical support for his business, he founded American Lighting & Supply. In 1960, the government offered to pay landowners not to grow certain crops, so Chatham started cultivating shrubs and trees at a new company, Crabapple Nursery and Landscaping. In 1967, to mainline home furnishings into his developments, the entrepreneur launched Northside Carpet, now JCS Decorating Center.

The 1960s marked expansion into still more areas. In 1963, the family established Chatham Holdings Corp. Under this corporate umbrella, the company tapped deeper into the Atlanta commercial market, developing apartment houses, shopping centers, and office complexes. Notable projects included the C&S Bank Building in 1964, Northside Tower (Sandy Springs’ first high rise) in 1968, North River Center in 1970, and Roswell Mall in 1973.

By this time, other family members were coming on line. David, the oldest son, walked out of that momentous breakfast meeting with his dad and onto the payroll in 1972. A cousin ran the lighting company. The nursery would be run by younger brother Ken. A sister, Jan, took over the carpet and flooring enterprise.

The family way influenced others, too. In 1977, Johnny Isakson, Ed’s son, was made president of Northside Realty. With the Chathams building hundreds of homes a year by now, the realty business mushroomed into the largest independent real estate brokerage in Georgia and among the biggest in the United States.

“Johnny Isakson and I grew up in the business,” says David, clearly fond of the memory. “Johnny opened the first Cobb County office for Northside. It was just a great time.”

Isakson, now a U.S. Senator from Georgia, considers David a close friend.

“David and I worked together for 21 years,” says Isakson, “and I admire his commitment, his dedication to work, and his creativity. He is one of those who always gives back to his church, his community, and his state.”

In the recession of 1989-1991, Howard Chatham decided to sell the assets of the realty company, and the Isaksons bought a significant part of Northside from him.

“That was hard for my dad,” David says. “That was his baby.”

Still, the move opened the way for David’s emergence as a master developer in his own right.

Heydays for Chatham Holdings

ATLANTA LEARNED IT WOULD HOST THE 1996 OLYMPIC Games in 1992. The efforts of Billy Payne and his team to bring the games to the Deep South had an immediate and salubrious effect on the city’s growth.

“We were blessed to have the name we had and to be in the right place at the right time,” says David. “Things just exploded.”

David reshaped the company in those years, reducing overhead, slimming down the payroll, subbing out more work. The company developed neighborhoods and subdivisions and sold properties in them to other builders, reducing the amount of risk it took on. Even so, the company managed every aspect of the development until it turned over the keys to neighborhood associations, ensuring a look and an integrity of design that kept the curb appeal high and made Chatham developments highly attractive investments.

David, in the meantime, opened up new lines of white-collar business. He started Legacy Realty, a subsidiary, to handle new home sales and marketing for Chatham developments. In 2000, he hooked up with Keller Williams Realty to resell homes, condos, and other properties in north Atlanta. In 2003, he entered a joint

venture with SunTrust Bank to start Windward Mortgage Co. And in 2005, David purchased Executive Asset Management to manage REO (real estate owned) for large banks, helping them resell foreclosed properties. The company also boasts a number of ancillary businesses, properties, and investments. Chatham Holdings today stands as one of the largest residential development companies in Atlanta. It currently has more than a dozen neighborhoods in different stages of construction. Even better, the future of the company as a family-held enterprise seems well under construction, too.

David and his wife, formerly Rhonda Bates of Alpharetta, met at their church, Northside Baptist, in 1973. Their 1974 union has produced three sons, and all appear to be destined for places at Chatham Holdings.

James Gabriel “Gabe” Chatham, 29, worked as a foreman for the company when he graduated from Furman in 2000. “He did extremely well building houses,” David explains, “but he had a different calling.”

That calling took Gabe to divinity school at the Southeastern Baptist Theological Seminary, in Raleigh. To complete his master’s degree, he moved to southeast Asia to do mission work, where he applied his building skills to relief efforts in areas destroyed by the terrible tsunami of 2004 that killed a quarter-million people.

“Gabe is building houses and brick factories — and really making a difference,” says David. “We’re obviously very proud of him.”

After one more year of service, David says, his oldest son plans to return to Georgia and enroll in Terry’s full-time MBA program.

Chatham developments have a unique character, from historically themed streetscapes to green space and walking trails that connect to neighboring park areas. David has taken a personal hand in a carefully designed development that is a safe place for empty-nesters and retirees.

David and Rhonda have a 26-year-old son, Myles, who already works with the company as a vice president of the subsidiary, Chathamilt Homes. Myles is the proud father of two girls, Katelyn, and Faith, the Chatham’s first two grandchildren.

The youngest Chatham scion, Lance, is a new graduate of Reinhardt College. He started work with the company in January 2007; he’s a construction supervisor, a position a little higher than David’s when he first went to work with his father.

Howard Chatham reveals something of the family philosophy when reminded of David’s first job. “I put him out there and told him I had some footings to dig and some trash to clean up. He didn’t start with a top job. He worked his way up. It speaks well of anyone who can do that. He always knows how the guy at the bottom feels about things.”

UGA and Terry helped pave the way

DAVID WAS THE FIRST CHATHAM TO GO TO COLLEGE. He credits his experience at UGA with opening up a sense of potential that he had never known. “College brought me out of my shell,” he says. “I had a sheltered life growing up. I went to church. I went to school. I worked every day after school. That was all I ever knew. Georgia was just a whole new world to me.”

As a freshman, he lived in Russell Hall, where a roommate talked him into running for student senate, a race he lost. He showed Chatham grit, though, and ran again in 1969 — and won.

William Tate, dean of men, saw something in David and brought him to Delta Tau Delta, where he pledged. The youngster went through various chairmanships and levels of leadership, until he became president of the fraternity.

“Georgia helped me understand the bigger picture and develop aspirations,” says David. “It helped me independently realize that the world was bigger than just Chastain Park and Buckhead.”

David’s UGA diploma hangs proudly on the wall of his office in Alpharetta, just above a post-graduate degree in the management of family-held corporations awarded by the Wharton School. UGA icons dominate his office. Photographs of Herschel Walker, Theron Sapp, Charlie Trippi, and Frank Sinkwich. A Wheaties cereal box bearing a picture of UGA football coach Mark Richt. Little Uga bulldog effigies, at least eight of them, fill empty places, including one big enough to be a door stop. David has Herschel’s helmet, signed, and a football signed by Richt, his personal friend.

He also has an award posted in a prominent spot — a 1990 Terry College of Business Distinguished Alumni Award. He visits Terry “once or twice a year,” he says, as a practitioner lecturer in an MBA or real estate class.

“I talk with the class about a real life deal and how it’s done, from the dirt up,” he explains. “They just seem to love it.”

Family icons fill office shelves and alcoves. There’s a photograph of David’s dad standing proudly by the original Chathamilt house (see photo on p. 27), and a photo of his mom growing up in a shaky-looking house in Poletown.

The office also bears the conspicuous presence of another real passion in David’s life — his work with his church. There’s a plaque from his Sunday School class, and a photo of a family baptism in some cold-looking body of water.

David explains how deep the religious devotion really goes. He has built a house, the Chatham Group Home, for mentally challenged members of the Southern Baptist church. His sons lead the music worship on Sundays as the group One Desire, and the boys also head up the sports ministry of the church. David houses visiting missionaries in restored homes, some of them historic, on his own 70-acre Alpharetta estate, which features a sprawling Stephen Fuller-designed home.

Howard Chatham may have handed down this deep tradition of faith; Mr. Chatham actually started Northside Baptist Church, back in 1963. (The original chapel was relocated to a larger Roswell campus in 1975.)

“We do have a strong Christian ethic,” David confirms. “Faith guides what we do, business-wise and personal. It’s extremely important to us to morally and ethically do things the right way.”

Streetscapes, green space, walking trails

IT SEEMS ALMOST BEYOND BELIEF THAT A single family has built homes for enough other families — 5,500 or more — to match the total housing in scores of Georgia’s small towns.

“It’s not just a question of building lots of neighborhoods, but of building neighborhoods that have such high quality, that are built to stand the test of time,” observes Georgia’s Secretary of State Karen Handel, who first met David Chatham as a Fulton County commissioner during zoning and other business meetings.

“David is an exceedingly genuine individual who cares a great deal about the community,” says Handel. “He wants whatever comes out of the ground today to hold its value 20 years, 30 years, even longer.”

The Overlook at Litchfield. Parkside at the Polo Fields. Bethany Brook.

Visitors to these developments will see how the Chathams have evolved their vision of service. Yesterday’s neighborhoods comprised smaller structures, homes built before the acquisitive nature of average suburbanites drove a demand for more living space, more lawn, more garage. Today’s neighborhoods take such trends into account, and at the same time attempt to charm out of the projects a unique character, from historically themed streetscapes to green space and walking trails that connect to neighboring park areas. For example, David has taken a personal hand in a development not far from his office for age 50-plus individuals, a carefully designed safe place for empty-nesters and retirees that features amenities and comforts appropriate for this age.

“David combines great vision with analysis and a real commitment to quality,” says Gordon Teel, who is chairman, president, and chief executive officer of Georgian Bank.

Chestatee Cove. Sanctuary Park. Auburn Hills.

Trends drive change. Some of the original Chatham neighborhoods, notably 50-year-old ones built by Howard Chatham in and around Sandy Springs, are now being torn down, to be quickly replaced in those coveted neighborhoods by bigger and more modern houses. In other prized living spaces such as the surprisingly rural north Fulton County, David Chatham brings his visions to the land, grand in scale, built to

David Chatham’s office walls tell the history of the family business. His father, Howard (right), grew up in a humble dwelling (lower right) but dreamed of a bright future. He built his first home for his own family on Hardeman Road in Fulton County (below), but it had so much curb appeal that someone bought it from him before his family could move into it. This newspaper clipping (far right) heralds the commercial real estate influence of Chatham Holdings in the 1960s. Over the years, a tradition of quality construction and development led to the term, “Chathamblit.”



last. Who knows if another developer will ever bring the bulldozers into areas like these, so luxurious and large in scale?

Bethany Oaks. The Lake at Cooper Sandy. Blue Valley.

“Thousands of metro Atlanta residents have David to thank for setting an exemplary standard in so many ways,” says U.S. Congressman Tom Price. “Not only has David been a leader in building quality family-friendly neighborhoods, he has been unselfish in his church, political, and philanthropic activities. Our community, metro Atlanta, and the state of Georgia have been blessed to have benefited from his vision and leadership. I’m privileged to call him my friend.”

Friends. Family. The work of the Chathams goes on.

Up here, on the affluent north side of the South’s greatest urban area, in a land where professional baseball players and famous television comedians team up to build private Christian academies, where tycoons erect entire Little League ball parks so their grandsons will have a place to play, David Chatham has worked incessantly for 30 years to create his little dreamscapes, here and there. These neighborhoods of designed homes and stack-stoned walls and running fences might have turned out like some of those unzoned monstrosities of Houston, a hodge-podge of styles and designs, jangling eyesores side-by-side with elegance.

That’s not right for David Chatham.

He never forgets that his family will be here when he’s gone.

He’s working to leave them all a better Atlanta than the one his father began transforming a half-century ago. ■

Charles McNair is an Atlanta freelancer.





BY KRISTA REESE (MA '80)

.Heroes' Journey

Ryan Gembala (BBA '03) and **Garrett Gravesen** (BBA '03) were BMOCs in college and they could have written their own ticket in the international business world. Instead, they came home from distant ports of call to create a non-profit that improves the quality of life for Georgia children affected by HIV/AIDS.



"A hero ventures forth from the world of common day into a region of supernatural wonder: fabulous forces are there encountered and a decisive victory is won: the hero comes back from this mysterious adventure with the power to bestow boons on his fellow man."

— Joseph Campbell,
The Hero With a Thousand Faces

Wikipedia has a particularly apt entry regarding Joseph Campbell's hero theory, which has inspired the likes of filmmaker George Lucas, who paid Campbell a debt of gratitude for helping inspire "Star Wars." The entry reads in part:

"Campbell's insight was that important myths from around the world . . . share a fundamental structure . . . which includes:

1. *A call to adventure.*
2. *A road of trials.*
3. *Achieving the goal or 'boon.'*
4. *A return to the ordinary world.*
5. *Application of the boon, in which what the hero has gained can be used to improve the world."*

PHOTOGRAPH BY **TERRY ALLEN** (BBA '82)





1) A CALL TO ADVENTURE

This is not where you'd expect to find Ryan Gembala (*BBA '03*). Oh, the international business major and summa cum laude grad still looks the part of the Terry College B-school star: Tan and handsome, with artfully mussed hair and significant watch, he's given to faded jeans and driving mocs (no socks) on weekends, and a casually professional weekday look that could pass muster on the pages of *GQ*. Gembala speaks four languages, has worked in banking and management consulting in Spain and Italy, founded an international internship program — while still a student — and won UGA's campuswide Vision Award.

apparent lack thereof — would earn them an immediate L-shaped thumb and index finger, applied directly to the forehead, from many former colleagues. But they see it differently.

How did these two popular, high-achieving Terry friends and classmates, who lived and breathed UGA football and fraternity parties, end up founding a nonprofit institution called H.E.R.O. (Hearts Everywhere Reaching Out) for Children that is dedicated to improving the quality of life for Georgia children affected by HIV/AIDS?

They take turns explaining: Gravesen, enthusiastically, with arm swoops and occasional whoops of laughter to illustrate their oddly



What is he doing driving a faded red 1989 Buick Regal Gran Sport — with no heat?

This is similarly not where you'd expect to find Garrett Gravesen (*BBA '03*). Like Gembala, he's smartly turned out, his spiky blond hair in the modified fauxhawk his generation has taken to wearing into corporate suites. Tall and thin, he often sweeps his arms excitedly and breaks into a blinding smile that rivals only his neon-blue eyes for intensity. Along the way to earning an economics degree, UGA's student body elected Gravesen its president — as a sophomore, the youngest student ever to win that post. (So white he's nearly ectoplasmic, Gravesen cinched the election, friends say, with his hilarious performance of a self-penned rap song.) Gravesen nabbed the gold ring of B-school internships, pulling down serious Benjamins at Merrill Lynch in Hong Kong, eventually visiting more than 24 countries. His UGA Graduation Day speech is, usually, the No. 1 hit for anyone who Googles “student commencement speech,” topping even Hillary Clinton's — four years after he gave it. And he recently learned he's been named one of the U.S. Jaycees' 10 Outstanding Young Americans. Previous winners include presidents John F. Kennedy and Bill Clinton.

Why is he working for low wages in a windowless cubicle at a Norcross air compressor distributor's office?

For that matter, why have both of these young turks moved back in with their parents?

Gembala and Gravesen are aware that their current status — or

parallel adventures; Gembala, wryly and reservedly, delivering the bottom line in a husky monologue.

It all started when they took their first steps toward what they and everyone who knew them assumed would be brilliant and highly lucrative international business careers, by flying off to Asia, Europe, Latin America, and Africa.



2) A ROAD OF TRIALS

For Gravesen, the journey to H.E.R.O. began when he left Hong Kong for Nairobi, Kenya, to work for an IT firm. A Kenyan friend whose uncle lived in the notorious Kibera slums offered to take Gravesen along for a visit.

A voracious reader who has written a manuscript about his experiences based on the Paul Coelho parable *The Alchemist*, Gravesen for the first time encountered a problem no book could solve. He witnessed inexpressible poverty, filth and hardships, with rivers of raw sewage and families of seven and eight living in mud-glued, paper-and-debris “houses” smaller than most Americans' bathrooms.

That night, he emailed friends at home:

“Seeing how the people live truly shattered my naive concept of humanity where everyone can succeed if they really try right before my very eyes. I sat and talked to the uncle, his wife, and their five children, and he said that regardless of how hard he ever worked or what dreams he ever had for his children they were just not a reality and he understood that. He simply asked me to do one thing: Never

forget what you saw here today!”

Gembala, meanwhile, was polishing his Portuguese while polishing off a few caipirinhas with some colleagues in Brazil. When the conversation turned to Brazil’s AIDS epidemic, with more than 620,000 infected people, his friends asked him if he’d ever seen a person with AIDS.

“No,” Gembala said. “I’d grown up in white, middle-class suburbia, and I’d never seen anything like that.”

Would you like to? they asked.

Gembala agreed, and they arranged for him to visit a nearby AIDS orphanage.

salary and an Ivy League education?”

Despite the constant grief and sickness, Gravesen found that giving joy to the children who called him “GG” had an unexpected side effect:

It gave him joy, too.

On another continent, in another hemisphere, Gembala was preparing for the visit arranged by his Brazilian friends. “I knew better than to show up at an orphanage empty-handed, so I took chocolate, balloons, and bubbles,” he says. “All these little kids came running out, and the littlest were most excited — they could see the plastic bag hanging from my arm. I took out the chocolate, and there were smiles, giggles, and cheers. I took out the balloons — smiles, giggles, cheers. Then I took out the bubbles — blank, confused stares. I thought, *Everyone has seen bubbles before*. Even after I took out the wand — nothing. And then I started to blow bubbles . . . and their little eyes lit up like Christmas tree lights.”

The kids were enchanted with their newfound discovery. So was Gembala.

“That,” he says, “was my ‘a-ha!’ moment.”

“The good Lord puts you in certain places for a reason,” says Gravesen.



4) A RETURN TO THE ORDINARY WORLD

“According to *The Alchemist*, a fable about following one’s dreams, the world’s greatest travesty is people’s inability to choose their own destinies. In *The Alchemist*, a young man travels from southern Spain to the heart of Africa, only to return home and find the answer he was looking for was right where he started.”

— H.E.R.O. for Children website

“There are many parallels (in *The Alchemist*) to Herman Hesse’s *Siddhartha*. . . . Just like *Siddhartha*, Santiago has to become a business man; his ideas succeed in making him wealthy, but he is apart from the business of business. . . .”

— Wikipedia entry, *The Alchemist*



(from left) “Fun is like food to a child,” says program director Tanya Medrano, and giving kids with HIV/AIDS the chance to think differently about their circumstances, to build self-esteem, to simply enjoy themselves is H.E.R.O.’s mission. The co-founders may ask a volunteer to dress up like Superman or they may join in the fun themselves by getting soaking wet on a hot summer’s day. Supporters include Natalie Glebova, Miss Universe 2005, who participated in a children’s outing at the Atlanta Zoo.



3) ACHIEVING THE GOAL, OR “BOON”

Two of the Kenyan IT firm’s secretaries were HIV-positive, as are 13 percent of that country’s adults. The number of Kenyan children orphaned by AIDS is estimated at 1.2 million, many of them infected themselves. Already deeply affected by the fact that so many people’s destinies seem determined by the time and place of their birth, Gravesen began volunteering at a nearby AIDS orphanage. He was used to crunching numbers that fit neatly into spreadsheet boxes; now he struggled to comprehend the overwhelming sadness of the little graveyard behind the orphanage, and the small coffins buried there. After the funeral of James, a 10-year-old whose infected mother had given birth to him when she was 14, Gravesen wrote another e-mail home, this one titled: “What if it happened to you?”

“Why were we so lucky to be born into the families we were blessed with? We had no control over the matter and neither did James, but the fact is we all have the opportunity to succeed as far as we want in life depending how hard we try, but can someone like James ever truly say the same thing? Why is it that the life-troubling issue that my friends ponder over is the fastest ways to a six-figure

and loneliness of being a kid affected by HIV/AIDS.

“With our personalities,” says Gembala, “we knew we wanted to do something that no one else was doing — and that would be around long-term.”

As in Brazil and Kenya, they found there were no organizations in the U.S. dedicated to improving the quality of life for children affected by HIV/AIDS. “Our generation’s cause is HIV/AIDS,” says Gravesen, “and we think that H.E.R.O.’s campus chapters will eventually be the biggest collegiate philanthropy in the country.”

They’re already on their way: after only four years, H.E.R.O. is one of UGA’s top philanthropies with 1,500 participants.

lacked. They would make sure birthdays and holidays were special, provide help with homework, and encourage the kids’ hopes and dreams.

In order to make their program really work, Gembala and Gravesen knew they would have to form their own programs, apart from Big Brother/Big Sister, and recruit expert help to advise them — and consultants like the CDC and Emory School of Public Health don’t come cheap. Gembala and Gravesen put their market- ing minds to work on raising money.

Their first quality-of-life program was a Holiday of HEROes event at Jerusalem House in Atlanta in December 2003.



At first, Gembala says, they had little more than “just ideas, and a whole lot of energy. It was the classic chicken-and-egg problem: How do you create programs if you don’t have money, and how do you get money if you can’t show what programs you have?” They considered printing a bumper sticker for Gravesen’s ’94 Saturn: “No money, no contacts, no programs.”

Drawing on their business-school acumen, they devised a plan, and enlisted every family member and resource they could tap. Their parents, fortunately, immediately pitched in, allowing them to move back home; Gembala’s father, a vice president at Blake & Pendleton, a Norcross air compressor distributor, arranged for them to occupy unused office space there.

Gravesen and Gembala pronounced themselves co-founders and co-executive directors of their new organization, which they named H.E.R.O. for Children. Their focus would be to fill a gap — not on medical treatments, funding, or cures, but on providing mentoring that would ease the everyday trials of Atlanta’s kids with HIV/AIDS.

They would begin by offering “H.E.R.O. for a Day” activities-for-kids group programs, but eventually, the goal was to raise enough money to devise a one-on-one mentoring program: They would match volunteers (SuperHEROes) with “infected or affected” children who were HIV positive or had lost one or both parents to AIDS. Sometimes the kids fit all three categories.

Initially partnering with Big Brothers and Big Sisters, Gravesen and Gembala began with a simple prototype: SuperHEROes would agree to meet with their “Little HEROes” twice a month for a year, giving the kids the role models and everyday support they often

(from left) Gembala’s father arranged for H.E.R.O. to set up headquarters in a Norcross warehouse. In 2005, Garrett and Gembala flew to India to make a quality-of-life presentation on HIV/AIDS. That’s the Taj Mahal in the background. At the 2006 Golden HERO Awards Gala, the co-founders saluted a child who has benefited from the SuperHEROes Mentoring Program, then posed for pictures with Georgia Tech basketball coach Paul Hewitt and H.E.R.O. board members Mark Richt and Vince Dooley.

“There were eight of us that first Christmas,” says Jon Vaughan, Gravesen’s student body presidential campaign manager and also his best friend from high school, “and 20 bags of candy.”

They decided to reach out to the place they knew and loved the best: the University of Georgia. As a former student body president, Gravesen says, “I had my hands in everything on this campus.”

“We knew everybody, and pulled in every favor,” says Gembala, whose friends began calling the sofa “the Gembala couch,” because he often crashed there. The partners admit they lived in their cars “for about six weeks,” while they knocked on doors, defined goals, practiced pitches, asked for advice.

“We became experts at ironing on people’s kitchen tables,” says Gembala. “We went through a ton of cologne.”

Gravesen even asked his startled girlfriend of two months, “I knew we’ve really just started dating, but . . . would it be possible for me to move in with you?” (She agreed, although he adds, “We’re still friends . . . but we’re not together anymore.”)

Their luck began to turn when they earned meetings with former UGA coach and athletic director Vince Dooley and current football coach Mark Richt.

“We wanted to build our brand around real heroes who had integrity and did the right thing,” says Gembala.

“We practiced our scripts in front of mirrors, to our girlfriends, to anyone who would listen . . . for weeks,” says Gravesen. “In

PHOTOS: FAR LEFT, KRISTA REESE; OTHERS, COURTESY: H.E.R.O.

business, you'd better be prepared."

"We had a dream to sell," says Gembala.

On the day of their presentation to Dooley, Gembala and Gravesen were ushered into a conference room with a red-and-black "G" embroidered on the back of every plush leather chair. Later, they would ask Dooley, who hears countless sales pitches in the course of a year, why he agreed to help them. "I saw something in you," Dooley told them. Richt was already a member of H.E.R.O.'s board of directors. With Dooley agreeing to serve, Gembala and Gravesen had an entree into the biggest corporate offices in the state, with all the wisdom and power that went with them.

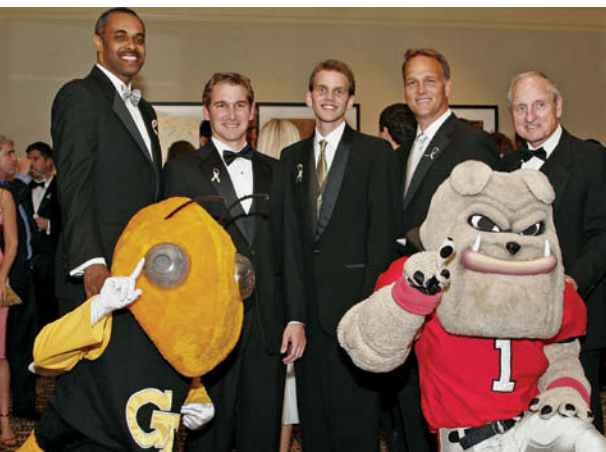
spoke, has become a lively, outgoing young man who was "the hit of my wedding," Vaughan says, laughing. "I think he danced with everyone." His grades have also gone from D or failing to honor roll.

Newly hired program director Tanya Medrano condenses H.E.R.O.'s goals succinctly:

"Fun," she says, "is like food to a child."

Fundraising efforts have grown slowly; last year's \$500,000 total meant H.E.R.O. could afford to hire Medrano and another full-time employee.

This year's gala (see box below), the group's biggest fundraising



GOLDEN HERO AWARDS GALA: FRIDAY, DEC. 14

H.E.R.O. for Children's annual gala is the largest fundraiser for pediatric HIV/AIDS in the Southeast. This year, the red carpet will feature Food Network star Paula Deen and her sons, Jamie and Bobby. Hosts for the event are UGA football coach Mark Richt and Georgia Tech basketball coach Paul Hewitt and their wives Katharyn and Dawnette. Vince Dooley and his wife Barbara are honorary chairs. H.E.R.O.'s annual award goes to Dr. Helene Gayle, C.E.O., CARE USA. The black-tie event will be held at the Atlanta Marriott Marquis. Tickets begin at \$250. Silent auction items include a Savannah getaway with Paula Deen, a week at a waterfront home in Key West, the ultimate Bulldog experience with Coach Richt, and the ultimate basketball experience with Coach Hewitt. For more information, call 678-232-2664 or visit www.goldenheroawardsgala.org or www.heroforchildren.org.

5) APPLICATION OF THE BOON, IN WHICH WHAT THE HERO HAS GAINED CAN BE USED TO IMPROVE THE WORLD

"Don't be fooled by the word 'nonprofit.' H.E.R.O. for Children operates like an assiduous for-profit business, the difference being our clients are children ages 6 to 16, and our investors are Atlanta citizens and corporations."

— Ryan Gembala, in a *BusinessWeek* article he wrote called "What It Takes to Be a HERO."

Now in their fourth year, Gravesen and Gembala have begun implementing the recommendations from a \$30,000 CDC/Emory School of Public Health protocol for training their SuperHEROes. The only training program of its kind in the U.S., it allows mentors to speak knowledgeably about how AIDS "affects the bone marrow cell, so the kids are often smaller," says Jon Vaughan.

The program also allows trainers to bring to the fore volunteers' deeply hidden prejudices or biases, so they don't erupt later, with the children or their families. It's a program Gravesen and Gembala hope can be exported wherever there is need.

Next up: Rising HEROes, a new program, devoted to building up affected young people's life skills, again devised with the help of professionals from the CDC and the Emory School of Public Health.

While some of their volunteers may first come on board from a sense of duty, Gembala says something else makes them stay:

"It's really the kids who keep people involved."

Vaughan says his Little HERO, who was at first so shy he barely

event, is typical Gembala-Gravesen: The star-studded celebrity list includes Savannah restaurateur and Food Network star Paula Deen and her sons, whom the pair convinced to attend their first-ever Atlanta charity event. Gembala won a meeting by leaving a message on Deen's Savannah restaurant's answering machine. Georgia Tech basketball coach Paul Hewitt will also be in attendance, and the list of corporate sponsors includes Georgia Natural Gas, Morgan Stanley, Champion, Waffle House, Sun Trust, UPS, and Luckie Food Lounge. H.E.R.O.'s co-founders devised a "level of support" plan that allows the most generous donors private access to the celebs, even securing them places at their tables during dinner.

Along the way, it hasn't all been hard work, and the boons are not only for the kids: Gravesen's and Gembala's offices prominently feature photos of themselves with another H.E.R.O. fan who's shown her support: Natalie Glebova, 2005's Miss Universe.

"It's a dirty, rotten job," says Gembala of the Miss Universe photo shoot.

To which Gravesen adds: "But someone's got to do it." ■

"So, is it going to be the Grail Quest, or is it going to be the Wasteland?" (Campbell) would ask. 'Are you going to go on the creative soul's quest, or are you going to pursue the life that only gives you security? Are you going to follow the star of the zeal of your own enthusiasm? Are you going to live the myth or is the myth going to live you?'"

— Phil Cousineau, *The Hero's Journey: Joseph Campbell on His Life and Work*

The 'tools' for success

Athens music producer John Keane wrote the book on Pro Tools and he's now teaching this revolutionary digital recording program to UGA's music business students

Respected producer, engineer, and musician John Keane has played to thousands of screaming, dancing fans at sold-out arena shows while sitting in with his buddies in Widespread Panic. At his popular recording studio — located on a quiet street in Athens' Normaltown neighborhood — he's recorded and produced albums by such musical luminaries as R.E.M., Indigo Girls, Uncle Tupelo, Cowboy Junkies, and the B-52's. But this industry heavyweight has taken on an additional mission this fall.

"Even if you're not going to be an engineer, even if you just want to manage bands," Keane tells a roomful of eager music business students gathered for class in Sanford Hall, "you need to know the basics of Pro Tools in order to protect your band's investment when they make an album."

Pro Tools — a complex, state-of-the-art digital recording program that has replaced magnetic

tape and revolutionized the music industry over the last decade — is the reason Keane is teaching a segment of UGA's Music Business 4100 class this semester. After all, he wrote the book on Pro Tools — literally.

When digital recording technology was first becoming readily available in the 1990s, Keane realized its value, took out a loan, invested \$20,000 in new equipment — which he had no idea how to use — and holed up by himself to figure things out the hard way.

"I'd never used a computer before; I'd never really wanted to," he says. "But I blocked off a couple months that summer, didn't book any sessions, and I just sat down and spent 12 full hours a day for a couple of months trying to understand how everything worked."

A few years later, in 1999, Keane had long since gotten a handle on digital recording. By then, the equipment had become more affordable and some of Keane's musician friends in Athens were buying their own Pro Tools units for home recording. But not everyone has the wherewithal to unravel the program's

BY STEVE LABATE (ABJ '03)

PHOTO BY TERRY ALLEN (BBA '82)



Working in his Athens recording studio, Keane has produced and engineered albums for such musical luminaries as R.E.M., Indigo Girls, and the B-52's. And when it comes to Pro Tools software, UGA students are being taught by someone who spent months mastering the cumbersome 700-page Pro Tools manual. To make the software more accessible, Keane then created his own 128-page, how-to text — *The Musician's Guide to Pro Tools* — that he originally sold online, using his garage as a warehouse. It became so popular that McGraw-Hill now publishes it.

technological mysteries unaided. This dilemma inspired Keane to begin working on *The Musician's Guide to Pro Tools*, now the definitive book on the widely used program.

"A lot of my friends, like Vic Chesnutt and [Widespread Panic's] Mikey Houser, were just getting totally stuck, and it occurred to me that there must be people all over the world running into the same problem," says Keane after a recent music business lecture. "This software . . . it's okay for audio engineers, who are used to figuring things out on their own and are really technical, detail-oriented people, but your average musician really has a tough time getting through that learning curve."

When Keane's book was finished, he began selling it online, using his garage as a makeshift warehouse to print, package, and ship the books himself. Soon, demand was increasing, and he started receiving e-mails from teachers who were using his *Musician's Guide* as the text in their Pro Tools classes. Eventually, the book became so successful that it was picked up by McGraw-Hill's Osborne Division, which specializes in self-paced computer-training manuals.

"I guess it's in my blood," says Keane. "My mom taught nurs-

"We were growing up in Five Points, and he was over at our house all the time. They were always talking about music and stereos and stuff like that. I would hang around when they would let me — you know how little brothers are. I've known Steve forever. Jammed with him a couple times, too, though I'm not really a good enough guitar player to play jazz. He's kind of in a whole other league of musicianship. I've used him on sessions a few times in the studio. He's amazing."

Back in class at Sanford Hall the following week, Keane is in the process of delivering the third of his four in-class lectures. Today, he's demonstrating how to use Pro Tools to create tracks for recording, so he slings his honeyburst Fender Telecaster guitar over his shoulder, plugs it into an Mbox interface, which runs into the Pro Tools program on the computer, which, in turn, is hooked up to set of speakers. He strums a few chords and a slight, crisp twang fills the room.

Unassuming, in a dark-grey collared shirt, thick-rimmed glasses, and leather wristwatch, his straight brown hair parted neatly to one side, Keane proceeds to record some music, demonstrate his editing

"My experiences in the lab have convinced me that audio production is the career path for me. (John) is one of the greats in the audio-production world, and to have him stand in front of our classroom is a humbling experience. We all owe him for taking the time to help us understand the behemoth that is Pro Tools."

— Andrew Haynes, who will take part in one of the music business program's "externships" at John Keane's studio, where he'll get to record a full band.

ing for years and she wrote textbooks, too. In the '60s, she ran into the same kind of thing I ran into. Back then, there were no nursing textbooks, and the few that were out there used really complicated medical jargon, and the nurses were having a hell of a time understanding it, so she would try to simplify it so they could grasp it. That was my approach with Pro Tools because it's just a vast program, like Photoshop or any of those humongous programs. [Pro Tools' manufacturer] DigiDesign provided you with this interface and this 700-page manual and said, 'There you go.' With my book, most anybody would look at it and think, "Well, I could get through 128 pages.' But if you see a book that's two inches thick, a lot of times you might think, *God, I just don't have time for this.* So I think that's one reason my book was so popular. And also, there wasn't anything like it on the market [when it first came out].

UGA's music business certificate program — which is jointly sponsored by the Terry College of Business and the Hodgson School of Music — has seen enrollment more than double for its fall MBUS 4100 class. Taught and administered by former Nashville songwriter Bruce Burch and noted composer and jazz musician Steve Dancz, MBUS 4100 is a capstone survey course offering an overview of multiple facets of the music industry: management, booking, public relations, record-label A&R — and now the basics of Pro Tools. It was bound to happen sooner or later, given Keane's impressive résumé, his deep connection to the Athens music scene, Burch's efforts to recruit him, and the producer's long history with Dancz, who is also an adjunct faculty member in the music school.

"Steve was best friends with my older brother," explains Keane.

skills, and lead a discussion on how students can use Pro Tools to zoom in on a sound wave — a drum track, for example — as if they were putting it under a microscope, breaking it down to its finest points until each individual hit can be isolated.

"It allows you to find flaws that, otherwise, you would not be able to hear," Keane says matter-of-factly, but with the quiet assuredness that comes from being a certifiable Pro Tools expert.

"Let's say you've got a keeper take, but you need to fix this one mistake," he continues, explaining a common technique known as punching in and punching out. "Whole takes that otherwise have an excellent feel can be salvaged. Many great performances through the years would have been lost without this technique. And [Pro Tools] makes punching easier; it's automatic now. With a tape machine, though, if you're by yourself — with my hands on the guitar, I used to have to punch the button with my toes!"

Keane can rest easy. With the music business program's brand-new, eight-station Pro Tools lab, it doesn't look like any Terry students will be using their toes to punch-in anytime soon. The lab — where they meet in small groups for their own Pro Tools sessions — is an important learning tool where students can get the hands-on experience that's so essential to understanding the modern recording process. In this environment they've been able to try their hand at editing audio, using special effects "plug-ins" and creating headphone mixes of music that Keane has provided them. This kind of learning-by-doing, under the tutelage of a highly respected working professional, is par for the course in the music-business program, which utilizes an impressive roster of guest speakers.

"This class has challenged me with new problems, reinforced my



CHRIS TAYLOR



TERRY ALLEN

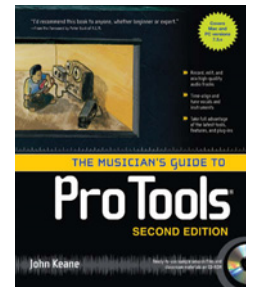


STEPHAN BROWN

(clockwise from top left) Located in Caldwell 202 next door to Brooks Hall, this new MBUS lab has eight Mac-based work stations where students learn to edit audio, using special effect “plug-ins” and mixing music that Keane provides them. The work stations come equipped with large, hi-res monitors, simple keyboards, and, of course, Pro Tools software. Keane introduces students to basic recording and engineering concepts in MBUS 4100’s Sanford Hall lecture class, then provides hands-on advice in the lab.



STEPHAN BROWN



skills, and allowed me to get to know my classmates a lot better,” says Ben Leathers. “It has been a real honor and a privilege to work with John. When he says something, we listen. He’s great about explaining why you have to do things in a particular way. Even with his vast knowledge of [Pro Tools], he can still bring it down to our level and start from the beginning.”

It makes perfect sense when you think about it: All those years spent in the studio working with young bands has provided Keane with more than just technical expertise; it’s given him experience as an instructor.

“Producing records involves a lot of coaching,” he says, lounging on a couch in the Pro Tools lab after one of his lectures. “Especially with younger bands that haven’t made records before. You have to sit down with them one on one. When you get into the guitar overdubs or bass overdubs and you have to explain to them how much of an effect their technique has on sound, you have to develop a rapport with them and be able to convey to them in musician’s lingo how to make it sound better so you get a better recording.”

Keane and several of the students in the class have high hopes for this segment of the MBUS 4100 course. Going forward, they hope to expand the Pro Tools lab into its own, more advanced class, designed specifically for people who feel compelled to go beyond the overview they’ve had this semester, digging deeper into the process to prepare for a career as a recording engineer. Who knows, one day they may end up behind the mixing boards on records as classic as some Keane has worked on, such as R.E.M.’s *Out of Time*,

Widespread Panic’s *’Til the Medicine Takes* and Uncle Tupelo’s *March 16-20, 1992*. But it’s more than just a fantasy when you’ve been given the tools to succeed.

“My experiences in the lab have convinced me that audio production is the career path for me,” says Andrew Haynes, who was chosen as a teaching assistant for the Pro Tools lab, and who will take part in one of the music business program’s “externships” at Keane’s studio, where he’ll get to record a full band. “I really look up to John and all that he has accomplished in his career. He is one of the greats in the audio-production world, and to have him stand in front of our classroom is a humbling experience. We all owe him for taking the time to help us understand the behemoth that is Pro Tools.”

Adding Keane as a music business instructor is another significant achievement for a program that’s not even two years old.

“Music is what I am going to do for the rest of my life,” says Leathers, “and there is no doubt in my mind that I will be more than equipped to do anything I want when I’m through with this class. Bruce, Steve, and [program director] Keith Perissi have told us from the beginning that we are in the music business *now* — and they are not joking, and they are not wrong. I *am* in the business now. And the best part of it all is that there is no limit to the number of opportunities the class offers. I have been given the opportunity to engineer, mix, perform, run live sound, book, promote, and meet some of the industry’s finest — and it’s only the fourth week of school!” ■

J.M. Tull School of Accounting

FASB: Mecca for young accountants

By Doug Monroe (ABJ '69)

A thousand miles north of Athens, two Terry grads are working with the top accountants in the nation. They analyze the most complicated accounting subjects while fielding questions on stock compensation and other timely issues from CFOs of major corporations and partners of big accounting firms.

It's as if they were fresh med school grads who became interns in a top hospital and immediately began assisting on the most serious and complicated operations.

Brian Staniszewski (BBA '99, BBA '05, MAcc '06) and Hope Carrell Ham (BBA '07, MAcc '07) are postgraduate technical assistants for the Financial Accounting Standards

while serving as feature twirler for the Georgia Redcoat Band.

"It's easy to feel overwhelmed when you first get here," says Ham, who was assigned four projects to work on when she arrived and got a fifth the next week.

Staniszewski works on six major projects and several smaller ones. One is Revenue Recognition, a project started five years ago to help FASB and the International Accounting Standards Board agree on a single standard on revenue recognition — determining when the transfer of benefits has occurred. Ham joined him on the project and they quickly took on an important role.

"Brian and Hope are writing the first draft of the introductory chapter on a discussion paper for Revenue Recognition," says project manager Jeff Wilks, a BYU professor serving as an FASB Academic Fellow. "They're both very excited, very engaged, and they bring a pair of fresh eyes to the project. They're willing to ask insightful, helpful questions and put our thinking to the test."

The work pace is staggering. Staniszewski, for example, is reading 87 highly detailed comment letters pertaining to an FASB draft on the issue of Financial Guarantee Insurance.

"I'm learning to polish my skills in time management," he says with a broad smile. He earned a finance degree from Terry and, after a few years working in sales and as an equity analyst, returned for his bachelor's in accounting, then a master's.

Each of the nation's accounting schools can nominate one student every six months to be considered for an FASB internship. "It's based on a national competition," says Ben Ayers, director of the J.M. Tull School of Accounting. "For one student to be selected is outstanding. The fact that we have two there at the same time is pretty unusual. We've got 20 percent of the assistants."

Two previous Tull grads — Shelby Kazazeen (BBA '02, MAcc '02) and Rachel Varian (BBA '04, MAcc '04) — were FASB assistants and both went on to be hired by Big 4 accounting firms.

Dennis Beresford, the Ernst & Young Executive Professor of Accounting at Tull, served as chairman of FASB from 1987-97.

Ham says an accounting policy and research class she took at Terry helped prepare her for the specifics she handles at FASB, but she now has to work on an even higher conceptual level. Staniszewski says his biggest challenge is the precise writing demanded by FASB Fellows and Board Members while at the same time trying to make the material understandable to all accountants.

Staniszewski hopes his experience will help him land a Big 4 accounting firm job, but he also wants to come back to FASB eventually as a two-year Fellow or even go to the Securities and Exchange Commission. Ham's plans for the future depend on where her husband, Ben, decides to go to medical school. She said they eventually may establish a medical mission in a third-world country. ■

Doug Monroe (ABJ '69) is a school teacher in Brooklyn, N.Y.



(from left) Ham, a twirler with the Redcoat Band, finished her five-year, two-degree Terry program in four years — and with a 4.0 GPA. Staniszewski, who has three Terry degrees, says time management is a key to succeeding as an FASB intern.

Board, working in Norwalk, Conn., an hour's train ride from Manhattan.

FASB, which sets accounting standards for America's public companies, selects only 10 postgraduate technical assistants a year, five at a time. The work is frenetic and exhausting but the experience is invaluable.

Staniszewski was selected at the beginning of the year after receiving his Macc, while Ham came north in mid-summer after receiving her BBA and MAcc simultaneously. She finished the five-year, two-degree program in four years with a 4.0 average,

Management Information Systems

MIS grads are in demand!

By Chris Starrs (ABJ '82)

According to Manpower Inc., some of the most difficult jobs in America to fill include teachers, registered nurses, mechanics, sales reps, and truck drivers. But another underserved occupational field is Management Information Systems.

“When I was named interim MIS department head last year, we had only 27 students entering the major,” says Rick Watson. “Recruiters were desperate and we could not meet their requirements. So we started marketing the major to get the word out, and this fall we’ve got 64 students entering the program. But we’re still a long way from filling the demands of the market.”

Watson predicts that a staggering 600,000 additional jobs — primarily in information technology and positions that blend technology and management — will be waiting to be filled by 2013.

Reasons for the current shortfall include the “dot-com bust” of the early 2000s and the outsourcing of jobs to India. But the primary cause, says Watson, may lie in not adequately defining MIS.

“We’ve done a lousy job of telling people what MIS is,” Watson admits. “We’re all about solving problems and designing systems, but we need a bumper-sticker slogan to get that message across.”

Terry’s MIS graduates say their job descriptions include far more responsibilities than merely writing code.

“I’ve been able to step back a bit from the technical side and incorporate my business knowledge into my work,” says Chris Manning (BBA '05), who works as a technology risk consultant for Protiviti in Atlanta. “A lot of people think they’ll be chained to a cubicle,” says Manning’s Protiviti colleague John Von Hollen (BBA '07). “I get to do a lot of traveling and a variety of different tasks.”

Recruiters for professional services companies such as PricewaterhouseCoopers, Deloitte, KPMG, and Ernst & Young visit campus frequently and competition for graduates can be intense.

“I received multiple job offers before I graduated in May,” says Paul Krasilnick (BBA '07), an information technology associate for KPMG. “The recruiting process is so long that you feel like you’re being pulled in a million different directions. After the dot-com bubble burst, people told me to stay away from IT. But the market is unbelievably hot now and the word is getting out.”

“The recruiting process made me feel like a celebrity,” says Von Hollen. “The recruiters take very good care of you.”

“What makes Terry graduates different from a computer services program is that they have more business sense and better communication skills,” says Esther Lee, a manager in PricewaterhouseCoopers’ technology practice who makes regular recruiting visits to UGA. “They’re drilled on working in teams and on making presentations — things we look for beyond technical skills.”

Terry grads are quick to praise the training they’ve received.

“The Terry College has arranged the curriculum to match the needs of companies,” says Tuoi Nguyen. “You learn a whole lot more than programming and coding.”



Watson (shown with student Tuoi Nguyen) predicts a staggering 600,000 additional MIS jobs — primarily in IT and in positions that blend technology and management — will be waiting to be filled by 2013. By stepping up marketing efforts, the department has more than doubled the number of majors in the last year.

Like how to start your own company.

“A student who graduated in May is now developing business processes for a telecommunications start-up,” says Watson. “That’s not bad for someone who was still taking classes six months ago.”

Lee, whose recruiting efforts at Terry College have yielded more than a dozen hires in her department alone, feels she is getting a good return on her investment.

“Since 2004, when I started actively recruiting [at Terry], only one person we’ve hired left to go back to school,” she says. “And that’s just from my group. Terry College has been very good for us.”

MIS numbers are on the rise, but Watson says there’s still work to be done.

“We have to solve the personnel problem. Otherwise, we’re looking at a real drag on productivity. If we don’t have enough people to build and manage information systems, companies can’t grow as quickly. Just about every new product on the market is supported by a back-end software system. When you can’t build systems fast enough, you lose out on productivity gains.” ■

Chris Starrs (ABJ '82) is an Athens freelancer.

Insurance, Legal Studies and Real Estate Department

Benefits of overseas underwriting

By Doug Monroe (ABJ '69)

By day, Andrew Collings worked for underwriters and brokers who were insuring buildings in South America and Africa against acts of terrorism. By night, Collings worried about terrorism on a personal level. Authorities foiled a terrorist plot to explode a car bomb outside a nightclub that Collings frequented during his summer internship at Lloyd's of London.

"I was there the night before and the night after," Collings recalls. "But the thing that scared me most was riding the Underground at rush hour. In the past, the tubes were bombed at the busiest times."



Zhou's international internship took him home to China, where he was mentored by bank manager Robbie Wang (at right) in the Hong Kong branch of China Merchants Bank. The Terry senior plans to work for an investment firm, then get his MBA.

Collings returned to Athens unscathed after an internship with the Beazley Group, a London-based insurance giant that stationed him squarely amidst the excitement at venerable Lloyd's of London. Collings was a "box assistant" for five weeks, working in a small booth where underwriters are stationed, with brokers lined up. He sat between them and helped work out deals.

"It's an insurance version of Wall Street . . . a big marketplace," says Collings, who landed the position through the connections of his father, an insurance executive in Atlanta. "There are 200 booths on each of

10 floors. It's a real madhouse with brokers running back and forth. It's exciting and intimidating. But you get used to it."

Another Terry student, Crosby Branch, also had the opportunity to work at Lloyd's of London this summer.

"I worked with BMS Brokerage, a reinsurance brokerage company," says Branch. "They gave me the opportunity to sit in with a few different syndicates in Lloyd's of London to gain a better understanding of how the world of insurance works."

When Branch wanted to broaden his summer experience, BMS helped him land an internship with Tower Group Companies, a property insurance provider in New England.

"I wanted to work in the insurance market as opposed to reinsurance so I could see the differences and possibly find one I preferred," says Branch. "It was also beneficial to work with two very successful, growing companies to see how they run and to develop my own opinions about what made them so successful."

It wasn't his first summer internship overseas. He spent the previous summer in Bermuda with BMS Brokerage Bermuda.

"The one thing I realized through my experiences is the reinsurance market tends to be a very tightly knit community where your reputation is everything," says Branch. "You have a tendency to travel and experience different cultures. These are the main influences which have led me into reinsurance."

When Simin Zhou headed off for his international internship this summer, he simply went home — to Shenzhen City, China. In his hometown, he interned for a month as an investment trainee at Essences Securities Ltd. He also spent eight weeks as an intern with the Hong Kong branch of China Merchants Bank.

Zhou came to the U.S. in the summer of 2003 and graduated from Green River Community College in Auburn, Wash. He then enrolled at UGA, where he is now a senior.

At China Merchants Bank, he worked in both the risk management and retail banking departments.

"After the internships this summer, I think I have found out which career field I am really interested in," he says. "I am planning to find a job in an investment-related firm and try to earn some working experiences after I graduate this year. Then, I think I will go back to school and get an MBA."

To put it simply, investing has become Zhou's passion. "Nowadays, I am crazy about stocks investment. I can stay up the whole night and just focus on stocks and analyze the information of many companies." Zhou was introduced to stocks in middle school when his father took him to a friend's business, where stocks were traded.

"I felt like stock was even more interesting than the games I played on PlayStation," he recalls. Today, he has a portfolio that includes both Chinese and U.S. stocks. ■

Doug Monroe (ABJ '69) is a school teacher in Brooklyn, N.Y.

Masters of Business Administration Program

AirTran internship was a one-man reality show

By Kent Hannon

For many summer interns, job-related benefits are minimal. If there's a desk free, you feel lucky. If you get a farewell lunch, you've been given the royal treatment. Not so for full-time MBA student Ryan Crowe (*ABJ '01*), whose summer internship at AirTran in Atlanta was one he'll never forget. From Monday through Friday, Crowe was immersed in airline industry news and strategy, churning out press releases and learning the marketing business on the fly. On weekends, he literally took to the skies, using his free travel privileges to visit 19 Major League Baseball parks.

"If you saw a tired-looking guy at Hartsfield Airport this past summer carrying nothing but an overnight bag and ball caps from Wrigley Field, Fenway Park, or Yankee Stadium, that was me," says Crowe. "I did so much sleeping in airports that I was beginning to feel like the Tom Hanks character in 'The Terminal.'"

Crowe became interested in working for the airline after reading a profile in *TM* about AirTran's Senior Marketing Manager Samantha Johnson (*BBA '87*), who was his supervisor for the summer.

"I learned a great deal about maximizing revenue on every possible seat," says Crowe, "and how airlines must deal with factors often out of their control — weather, for example — and respond quickly and calmly under a tremendous amount of pressure."

AirTran asked Crowe to write press releases on subjects ranging from new endorsement deals to the company's growth milestones.

"I enjoy writing, but the speed required for communication in the corporate world demands considerably more concentration and effort, without sacrificing accuracy," he says. "Seeing your work show up on the financial newswire or the *Wall Street Journal* website five minutes after you upload it is instant gratification."

The internship also involved working on advertising projects.

"Creating copy for billboards or radio spots, then getting it approved by upper management, agents, etc. necessitates a lot of back and forth," says Crowe. "But seeing something you helped create hovering above I-75 or hearing it broadcast on WSB on the way to work is extremely rewarding."

For motivation when things got extremely hectic, there was always the impending weekend, when what started out as a one-time excursion to Chicago turned into a one-man reality show.

"Employees travel on standby for free," says Crowe, who decided it would be fun to visit Wrigley Field, where the Cubs were hosting the Atlanta Braves. "That was the game where Cubs manager Lou Piniella got ejected for arguing a call. I was sitting in the front row of the bleachers, and it happened to be mug giveaway day. When Piniella got kicked out, plastic mugs filled with beer came flying out of the bleachers onto the field, and I got drenched. But the Braves won the game, and Wrigley Field has an amazing atmosphere."

But so does Fenway Park in Boston, Crowe thought. *And I'd love to see Yankee Stadium*. In that moment, his summer internship took on added luster.



CHRIS TAYLOR

Crowe's marketing internship required learning the airline industry on the fly. On weekends, he literally took to the skies — visiting 19 baseball parks in one summer, thanks to AirTran's policy of allowing employees to travel stand-by for free.

"I had a bag packed every Friday," says Crowe, whose travel plans depended on which flights opened up. On one weekend, he took in a day-night doubleheader at Yankee Stadium, then drove to Boston for a Sunday afternoon game at Fenway.

On July 3, he flew to St. Louis to see the Cardinals play. The game didn't end until nearly midnight and with a few hours to kill before his 5 a.m. flight back to Atlanta, he didn't want to waste money on a hotel.

Solution: gamble.

"I walked down to the Riverboat casino and won \$200," says Crowe, whose bloodshot eyes told him, as he got off the plane back in Atlanta, that a flight departing in 15 minutes for Washington, D.C., had a couple empty seats. He hopped on that flight, took in a Nationals game, treated himself to dinner, flew back to Atlanta, and managed to do a representative amount of work at the office on July 5.

"I visited 19 Major League Baseball parks," says Crowe. "Counting a couple trips to Las Vegas and Orlando, I covered 35,000 miles this summer. Air travel is a wonderful thing, and the internship certainly helped prepare me for my career after graduation. I feel extremely fortunate to have had such a fantastic opportunity at AirTran Airways." ■

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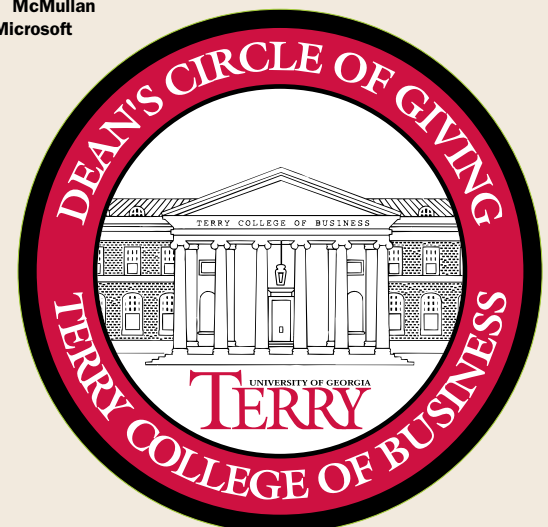
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 Charlsie Bray Park
 Hershel William Parmer
 Fredric Frank Perdue
 Thomas Keeling Perdue
 Gregory Alton Peters
 David Wayne Pitts
 Robert Kendall Purks
 Patrick Dwane Ragan and
 Michelle Leigh Ragan
 Tucker Ramsey
 Ronald M. Riggs
 Yvonne Provencal Riner
 Alfred Perry Robertson and
 Elizabeth Sparrow Robertson
 Jason Patrick Rogers
 Steven Paul Sasz
 Chandrashekhar V. Sattiraju
 Scott Anthony Saucier
 Alec Schendzelos and
 Maria Schendzelos
 Shannon Bagwell Scherer
 William Donald Schneider and
 Doris Yoc Schneider
 Scott William Schuck
 Frank Wilkins Seiler and
 Cecelia Gunn Seiler
 John Edward Seymour and
 Jill Seymour
 Thomas Theodore Shealy
 Scott Garret Sink
 Timothy Nye Skidmore
 Rankin M. Smith Jr. and
 Jill Smith
 Rebecca Smith
 Robert Eugene Smith and
 Marcia L. Smith
 Joe Thorpe Spence Jr. and
 Marion Blackman Spence
 Hugh D. Stith
 Stella Stowe
 Thomas Milton Strate
 Wayne Tamplin
 Mr. and Mrs. Kirby A.
 Thompson
 Dawn Nicole Crain Thornley
 Benjamin Eric Tolchinsky

Mary Alice Czmyr Trussell
 Jonathan Robert Tucker
 Lloyd Sanders Turley and
 Anna Warner Turley
 Bradley Ray Wallace
 Richard Dennis Ward
 William Cecil Weathersby
 Michael Anthony Weigle

Cecelia Rogers Allee and
 James Logan Allee
 James L. Allen Jr.
 Jennifer Hardigree Allen
 Laura Allen
 Marsha Robertson Allen and
 McKenzie Williams Allen
 Philip R. Allison

John Richard Baggenstoss
 Ernest Lamar Bagley
 Martin Alden Bahl
 James Gerald Bailey and
 Elaine P. Bailey
 William S. Baird
 John Francis Bancy
 Mr. and Mrs. David

William E. Beckham
 William Steve Beckham
 W. Michael Beckum and
 Michelle Cofer Beckum
 John Jeffery Bell
 Samuel David Bell Jr.
 Jake Benardot
 Richard Howell Bennett
 Thomas Rowell Bennett and
 Margaret Thomas Bennett
 James Edward Bentley Jr.
 Gene Ray Benton and
 Jeneal Leonard Benton
 Thomas Clarence Beusse Jr.
 Jason Randall Bilz and
 Bridgette Howell Bilz
 Timothy Regan Binder and
 Heather Headrick Binder
 Wallace Adams Binns Jr.
 Scott Douglas Bireley
 John William Bishop Jr.
 Thomas Christopher Blackburn
 Julius Mark Blatt
 Jana Marie Henderson Bledsoe
 John James Blee II
 Frank Emanuel Block
 Alonzo Plumb Boardman Jr.
 Richard Ray Boggs
 Sara Elizabeth Bonner
 David and Lindsey Bowden
 William Irwin Bowen Jr. and
 Kelly Mason Bowen
 Danny A. Bowman and
 Donna Bowman
 David Michael Boyce
 Christy Boyd
 James E. Boyd and
 Beverly S. Boyd
 Susan Miller Boyd
 D. H. Boyer
 Cecil Chester Bozarth III
 Joseph C. and Una E. Braccia
 James Ronald Bracewell Jr.
 Monica Annette Brademann
 David McNeely Bradham and
 Lisa E. Bradham
 Karen Yearty Bradway
 Michael J. Brake
 Rita Marcotte Brantner
 Robert Nathan Braswell and
 Victoria Siemering Braswell
 Forrest Franklin Brewton and
 Dina Holman Brewton
 William Bernel Brewton
 William B. Brigham and
 Patricia W. Brigham
 Paul, Susu and Casey Brock
 Kevin Michael Broderick and
 Virginia Adams Broderick
 Ann McMillan Brooks
 Scott Carrington Brooks
 Bruce Allan Brown and
 Marcia Goldberg Brown
 Christopher William Brown
 James Greer Brown and
 Laura Shiver Brown
 Jess Bryan Brown IV
 Stuart Benton Brown
 William J. Brown III
 Richard Thomas Brunegraff
 William Bryan Buckler
 William Joseph Buie
 Michael Paul Bunn and
 Kelli Taylor Bunn
 Harold Flournoy Burch Jr. and
 Jacquelyn Williams Burch
 Mr. and Mrs. John
 Marcellus Burch
 Steven Gay Burdette

TERRY CLASS GIFTS

MAcc • Pledged: \$64,500 • Participation Rate: 50%



(from left) Ben Ayers, director of the J.M. Tull School of Accounting, with MAcc class gift leaders Charissa Shiver, Kelly Newman, and Joey O'Shields, who helped raise \$64,500. That total was a record for the Terry program, which asks pledges to be fulfilled over a five-year period.

<p><i>Mae Anderson</i> <i>Bert Barnes</i> <i>Sabrina Barnes</i> <i>Katie N. Bass</i> <i>JJ Bettencourt</i> <i>Seetal Irvin Bhoola</i> <i>Kelly Bird</i> <i>Joseph Brasfield</i> <i>David Carusone</i> <i>Monalisa Chowdhury</i> <i>Ashley Conner</i> <i>Patrick W. Crouch</i> <i>Mac Doherty</i> <i>Theresa Dowst</i> <i>John Dudek</i></p>	<p><i>Michael Andrew Eubanks</i> <i>Megan Flori</i> <i>Charles B. Goodroe</i> <i>Meredith Gould</i> <i>Anna Hatcher</i> <i>Clayton J. Huffman</i> <i>Anne S. Lane</i> <i>Adam LeBlanc</i> <i>Jason Levitt</i> <i>David Maddox</i> <i>Meg Mamalakis</i> <i>Shavonne McGuirt</i> <i>Chris Miller</i> <i>Diana K. Miller</i> <i>Caitlin Leigh Murphy</i></p>	<p><i>Kelly L. Newman</i> <i>Joe O'Shields</i> <i>Jaymi Patel</i> <i>Joshua Reser</i> <i>Adolfo A. Rivadencira</i> <i>Charles Rhee</i> <i>Rebecca Rowlands</i> <i>Elizabeth Ann Schroder</i> <i>Charissa Shiver</i> <i>Gabrielle Spence</i> <i>Jessica L. Story</i> <i>Jonathan Thompson</i> <i>James Underwood</i> <i>John Voynich</i></p>
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Floyd Murray Wiley III and
 Ellen Wilkins Wiley
 Steven Allan Williams
 Faith Jenine Woodley

\$100 - 499
 Anonymous (5)
 Thomas William Aaron
 Julie Lazarus Abel
 Daniel P. Abernathy
 John Desmond Abram
 Patricia Vizurraga Adair
 Alisa Shelton Adamson and
 Guy Ralph Adamson
 Larry Wayne Adcock
 Laurel Stokes Alberty and
 Stephen Warren Alberty
 Frank Stuckey Aldridge
 Elizabeth Norman Alexander
 and James William Alexander
 Elmore R. Alexander III

Michael J. Alvin
 Leo McCool Amaker
 Richard Gilchrist Amundsen III
 Peter Micheal Andersen
 Walter Robb Andersen and
 Ellen Smith Andersen
 Judy Lynn Waller Angely and
 Steven Thomas Angely
 Mr. and Mrs. Wiley S. Ansley III
 Edward Denton Ariail
 Eugene Talmadge Armor
 Lorraine Koch Armstrong
 Carolyn Trotter Ashley
 Mr. and Mrs. James
 William Atherton
 David Harold Averett
 Joseph Wallace Averette III
 Gasan Othman Awad
 Gilbert Carroll Aycock
 Wendell Glenn Ayers
 Miriam W. Bacon

Henry Barnes
 Scott F. Barnes
 Alan Lee Barnett
 Devin Marie Clydesdale
 Barnwell
 John Benjamin Barrack and
 Patricia D. Barrack
 James Christopher Barras and
 Amy Bodrey Barras
 Ian Courtney Barrett
 Frank Heery Barron
 Patricia Elizabeth Barry
 Robert Michael Barry Jr.
 Colonel and Mrs. Joseph
 Sanford Barton
 Candace Garner Baskett
 David Russell Baxter
 Richard Linton Beacham and
 Missy Brady Beacham
 Andrew Mercer Beck III and
 Marie Norton Beck

William Raymond Burke
 Donald Larmec Burkhard and
 Julie Cain Burkhard
 Gail Keene Bursleson
 John Ball Burroughs Jr.
 William Sineath Burt and
 Harriet Allen Burt
 Thomas Hartley Burt II
 Ed Keaton Burton
 Estelle C. Busch
 Morris Quinton Byers
 Susan Katherine Cadwallader
 and Jay Benton Jones III
 Mary Frances Calegari
 Eric Neal Callahan
 William Thomas Callahan IV
 Thomas James Callaway III
 Robert Harry Callier Jr.
 Christopher Joseph Camerieri
 Nicholas K. Campbell
 William Terrell Cantrell and
 Linda Canady Cantrell
 Jan Grayson Capes
 Mike Capogrossi and
 Elizabeth Mulkey Capogrossi
 Janet and William Cardew
 Jack Maurice Carey
 William E. and Anne
 Marie Carey
 Penny Hammontree Carpenter
 Dr. and Mrs. Archie B. Carroll
 W. Douglas Carroll III and
 Ginna Ewaldsen Carroll
 David Berry Carswell
 David Stephen Cauley Jr.
 Leah Terese Cerny
 Matthew James Chambless
 Mr. and Mrs. Robert
 Eugene Chambless
 Kenneth William Chandler
 Jennifer Laura Chapman
 Robert Ward Chapman
 Peter Bradford Chase
 Anna Wells Chasteen
 John Mell Cheney and
 Anne Penley Cheney
 Haresh Chhaya
 Yen Pong Chu
 Jerry Eugene Clack and
 Pam Clack
 John Kinsey Clark and
 Aileen Mobley Clark
 Laura Ann Clark
 George Clisby Clarke II and
 Mildred Heyward Clarke
 Kevin David Cleveland and
 Carol Kuniansky Cleveland
 John Russell Cleveland
 Judith Graham Coe
 Geoffrey Philip Cole and
 Mary Bess Garrard
 Joseph Alphonsus Cronk III
 and Claire Collier-Cronk
 Edwin Hunter Connell III
 Bennie Nelson Connelly
 James Allen Connelly
 William Patrick Conroy Jr. and
 Angela Conroy
 Michael Andrew Cook and
 Sara Schwartz Cook
 William Leslie Cook
 Brian Eugene Cooksey
 Ronald Charles Cordell and
 Sharen Yeargin Cordell
 Hampton Curtis Corley
 Marco Antonio Cors
 Gary Wayne Cosby
 Meri Hemphill Cotney
 Thomas Marvin Cotney Jr. and

Kathleen Margeson Cotney
 Lary Britton Cowart
 Robert Daniel Cox Jr. and
 Amparito Cox
 Betty Barge Coy and
 Sean Leigh Coy
 Clifford H. Coyman
 John Melton Crain Jr. and

Anna Dince Crosby
 Harry Hugh Cross
 Eugene Hardy Crouch
 Edwin W. Cubbedge III
 Mark David Cuda
 John Richard Culbreath
 Jack Lanier Culpepper Jr. and
 Rosemary Tippet Culppeper

Deborah Dahlberg Davis
 Jefferson Taylor Davis and
 Sara Creswell Davis
 †Mark C. Dawkins
 Fredrick Alan Dawson and
 Jill Saye Dawson
 Doel David Day
 John Richard Day

James Eugene Dennard Jr.
 Woodrow Wilson Denney Jr.
 and Nancy Chasteen Denney
 Linda Reeves Dewitt
 Wood M. Deyoe
 Wilmer Moore Dickey Jr.
 Samuel Caldwell Dillender Sr.
 Stan Kerry Dilworth and
 Karen Akin Dilworth
 John Bowman Dinsmore
 Kathryn Henry Divjak
 Harry Donival Dixon Jr.
 Marcia Christian Dixon
 Otis Marshall Dodds
 Lori Bamford Dodson
 Dimitrios Angelo Dodys
 Robert Leonard Dornbush
 Kenneth Valent Douglass and
 Lesley Kirkpatrick Douglass
 John Adams Dowdy Jr.
 Susan Lowry Dowdy
 Donald Stuart Downing
 Alan Paul Dozier
 Matthew Brett Dranove
 Philip Alan Dreger
 Aimee Marie Driver
 Patrick Daniel Dugan
 G. Thomas Duggins and
 Janice Crumley Duggins
 Robert Joseph Dumas Jr. and
 Rene Melvin Dumas
 Steven Bradley Dunn
 Ray M. Durham
 Nan Storey Easterlin and
 Edward Downs Easterlin
 Robert Charles Eckberg
 Alan Richard Edmonson
 Harper Stephen Edwards
 Maya Egosi
 Larry Eichler
 Anechita Isimeme Eigbe
 Cheryl Chandler Ellenburg
 Johnson Andrew Elliott
 Charles Edward Ellis
 Barbara Laseter Ellison
 Ellis Arnold Elmore
 Stephanie H. Emry
 Gwenda Bauer Erhardt
 Joseph R. Estes
 Donald Hirsch Estroff
 John Benton Evans II and
 Kate Davis Evans
 Paul Cullen Evans Jr. and
 Jane Flatt Evans
 Rickey Lamar Evans and
 Kimbal Drummond Evans
 Gena Long Evon
 Gerald and Rita Faircloth
 Paul Anton Faletti Jr. and
 Carrie Brady Faletti
 Scott Robert Farrell
 Carle Ashby Felton III and
 Ashley Arnall Felton
 Alton Herman Fendley Jr.
 Edward Adams Ferguson
 Mr. and Mrs. Robert P.
 Ferguson
 William Lee Ferguson
 Charles E. Feuger III
 Timothy Wayne Finney
 David Martin Fligel
 Susan Purvis Foster
 William Bryan Foster
 Jane and Arthur Fowler
 Brian Kipling Fraasa
 John Quinn Francis Jr. and
 Laura Sims Francis
 Ronald Edward Franklin
 Jack Letterman Frieden

TERRY CLASS GIFTS

Full-time MBA • Pledged: \$59,805 • Participation Rate: 52%
 Evening MBA • Pledged: \$12,400 • Participation Rate: 15%



(from left) Mel Crask, associate dean for academic programs, accepts \$72,205 check from this year's class of full-time and Evening MBA students. Presenters were gift coordinators Suzanne Fogle (full-time MBA) and Chad Terry (Evening MBA).

Full-time MBA

Charu Agrawal
 Michelle Antigua
 Andy Beh
 Chris Buchholz
 Katy Buttermore
 Lauren Cohn
 Alan Cole
 George Cooper
 Mary Kathryn Edwards
 Joe Ferguson
 Suzannah Fogle
 Michael Garvey
 Deirdra D. Glover
 Stewart Grace

Mike Hair
 Jessica Hanks
 Scott Hudson
 Eric W. Jackson
 Trey Johnson
 Anurag Khare
 Lori Kose
 Sachin Kumar
 Todd Luepke
 Christina Magero
 Fred Maidment
 Tiffany M. Mailen
 Mark Martin
 Jay Mullis

Olumide Oyetoyinbo
 Michael Peden
 Audrey E. Rajnak
 Julia Beatrice "JB" Reed
 Brian Resutek
 Elizabeth Rice
 Paul Shea
 Sabrina Stein
 Michael A. Swartz
 Tiffane Thompson
 Kremena Vassileva
 Shantira Warner
 Smith Wyckoff
 M. Tesudas

Evening MBA

Geoffrey Cole
 Nick Friedrich
 Barbara Hampton
 Clif Harrison
 Sravanthi Meka

Joe Molmer
 Ash Narayan
 Chris Neiland
 Don Perry
 J. Brooke Roberts

Barry K. Robinson
 Argy Russell
 Chris Sanders
 Chad Terry

Lisa Carelock Crain
 Stacey Tench Crane
 Courtney Lee Cranford
 Douglas C. Cravens Jr.
 Brooke Crawford
 Kerry Scott Crawford
 Cathryn H. Creasy
 Freddie David Crenshaw
 James Charles Cripps
 Sandra K. and Robert Croft
 William Dalton Crosby and

Kristin Robertson Culver
 Mr. and Mrs. Charles Orr
 Dalton
 Remer Crum Daniel
 Charles Edward Davenport and
 Mary Horton Davenport
 Elliott and Nini Davenport
 Donald Davidson
 Charles Jefferson Davis Jr.
 Charles Lamar Davis Jr. and
 Diana Belcher Davis

Gary Kent DeClark
 Robert Frederick Decosimo and
 Amy Robertson DeCosimo
 Kathy Morris Deen and
 Frank E. Deen
 Larry Dees and
 Susan Swetnam Dees
 Bradley James Dehem and
 Megan Impink Dehem
 Steven Smith DeLong
 Mary Ellen Demasi

Richard Cassel Friedman and
 Holle Weiss Friedman
 Brian John Frost
 Hilton M. and Peggy H. Fuller
 Jerry Alan Funk
 Ward Hardwick Gailey Jr.
 Benjamin M. Garland and
 Carol Adams Garland
 Carly Garrett
 Janice Ann Garrett
 James Robert Garrison
 Candice Bennett Gaston
 Thomas Larry Gattis
 Andrew Evans Gendreau
 David Samuel Gentry
 Charles Hamilton Gerakitis
 *Glendon Francis Gerrett and
 Virginia Whaley Gerrett
 Jayne Adele Getsinger and
 Kevin G. Getsinger
 Walter Melvin Gibbs
 Mary Catherine Gaffney Gill
 Kerrin Edward Gillespie
 Gerald Louis Gillis Sr.
 James Lester Gillis III and
 Justine Lawton Gillis
 James Lester Gillis IV
 Charles Stephen Ginn
 Pamela Carolyn Givens
 Mark William Gleason and
 Mary Stiles Gleason
 Nancy Glick
 James Wendell Godbee and
 Ann Godbee
 Andy Goldin and
 Janet Strassburger Goldin
 Kathryn Goldsmith
 Herschel Lamar Goliwesky
 Craig Green Goodman
 Henry Elliot Goodman and
 Francine Cooper Goodman
 Livingstone T. and
 Marion H. Goodman
 Julie Vaughan Goosman
 Andrea Ricketts Gordon and
 David Lewis Gordon
 Alexander McCargo Graham
 Jennifer Leigh Granoff
 James Calvin Graves
 James Guerrard Graves
 Margie Rothman Green
 Alicia Amy Chin Greer
 Thomas Weston Greeson
 Theodore Allen Greve and
 Beverly Lange Greve
 Ben Henry Griffin Jr. and
 Pamela Curth Griffin
 Maleah Smith Griffin and
 Lucas Wayne Griffin
 Kim Bell Grimmitt and
 Ashby L. Grimmitt Jr.
 Sharon Haynes Gruber
 Arlington Jeffrey Guenther
 Bradley Thomas Gugel
 Thomas Anthony Gump
 John Thomas Guy Sr.
 John Goss Hadaway Jr.
 Charles Jefferson Hagood
 Margaret Wardle Hagood
 Jason and Ashley
 Naughton Hale
 John Nicholas Haley and
 Juanita F. Haley
 Marian Moore Hall
 William K. Halliburton Jr.
 Gregory Lynn Hamby
 Richard Timothy Hamil and
 Kay Mason Hamil
 Reuel Eric Hamilton III

Susan Myers Hamilton
 Jacqueline S. Hammersley
 Michael Blake Hamrick
 Guy Hancock
 Joanna Cooke Hancock
 Stephanie Abstein Hanna
 Jeffery Ely Hanson and
 Catherine Burnette Hanson

Melissa Black Hay
 David E. Head
 William Doyle Healan Jr.
 Jennifer Dimmick Heath
 John Oliver Hedrick
 W. Gaylon Hefner
 Brett Gardner Helliga and
 Kimberly Bruce Helliga

and Melissa P. Hollingsworth
 Danielle Rene Holyoke
 Chao Homann
 James Robert Horne and
 Melinda Oneal Horne
 Donald Paul Howard and
 Andrea Axelson Howard
 Alan Haden Howe

John Stanley Jahera Jr. and
 Debby Lawson Jahera
 Christopher Paul Jeffs and
 Heather Pittman Jeffs
 Michael Allen Jenkins and
 Ashley Disque Jenkins
 Joan Kimberly Jensen
 Darryl Keith Johnson and
 Diane Futch Johnson
 Hal Boswell Johnson
 Henry Lee Johnson Jr.
 John Alexander Johnson and
 Judith Thomas Johnson
 James Sampson Johnson
 Mark and Karen Johnson
 Pamela Pitts Johnson and
 Charles D. Johnson
 Patrice Weigle Johnson and
 James Aaron Johnson
 Ralph Edward Johnson Jr.
 Stephen Marvin Johnson
 Caren McKenzie Jones
 David Aldor Jones
 Gilbert Robert Jones and
 Elizabeth Butler Jones
 James Richard Jones
 Joan Levens Jones
 Laura Jones and
 Thomas H. Jones
 Lincoln Eric Jones
 Robert C. Jones IV
 Ruth S. Jones
 Clyde M. Jordan Jr.
 William Robert Jordon and
 Leigh Anne Hodges Jordon
 Stephen Louis Kahn and
 Debra Kahn
 Marc Lowell Kanne
 Joel Stephen Kantziper
 Kristine Kathryn Kearney
 Melanie S. Kearns
 Harold Lewis Kee
 Mr. and Mrs. Donald
 Matson Keiser
 Terri Kellum-Chase
 James Patrick Kelly III and
 Lisa Mathison Kelly
 Lori Kumin Kelly and
 John David Kelly Jr.
 George Linford Kerns Jr. and
 Sharon Howard Kerns
 Malcolm A. Kessinger and
 Harriett Henderson Kessinger
 Mark Kiel
 Jennifer McDonald Kilcrease
 Brandon Reid Kilroy
 Bob Kimball
 John Bradford Kimbirl
 Michael Thomas Kimsey and
 Robin Buckley Kimsey
 Ladd Mitchell King and
 Madge Posey King
 Diane Black Kirchner
 William Dale Kirk
 Warren Kitchens
 John Benton Kline
 Frederick Walter Knight III
 Kevin Lee Knox and
 Tryna H. Knox
 Molly Cummings Knox and
 Reid Rankin Knox
 Alan Jon Koenning
 Tracey Trull Koorbusch
 Susan M. Kost
 William August Kratzert III
 Ganesh Krishnamurthy
 Cara onnor Kropewnicki
 Neeraj Kumar
 Ari Kurtz

TERRY CLASS GIFTS

**First Leonard Leadership Scholars Program Class Gift
 Pledged: \$29,370 • Participation Rate: 100%**



The Leonard Leadership Scholars made an impressive start in the first year of their class gift program with a 100 percent participation rate. T.J. Callaway (middle row, 1st on right) and Tracey VanVoorhis (middle row, 4th from left) were the class gift leaders.

- | | | |
|--|--|---|
| <p><i>Brooks Andrews</i>
 <i>Eric Astrin</i>
 <i>Tucker Brown</i>
 <i>Kevin Butte</i>
 <i>Lindsay Calhoun</i>
 <i>T.J. Callaway IV</i>
 <i>Harry Donival Dixon III</i>
 <i>Courtney Doran</i>
 <i>R. Blake Edwards</i>
 <i>Hunter Blythe Fleetwood</i></p> | <p><i>Jake Gocke</i>
 <i>Stephanie Gossman</i>
 <i>Lauren Gottung</i>
 <i>Christina Harris</i>
 <i>Joseph Lariscy</i>
 <i>John Mattioli</i>
 <i>Alix Moravec</i>
 <i>Jennifer A. Novell</i>
 <i>Stephanie Nowling</i>
 <i>Lauren Passa</i></p> | <p><i>Jamie Peper</i>
 <i>Elizabeth Porto</i>
 <i>Josh Reser</i>
 <i>Kelly Sandefer</i>
 <i>Tracey VanVoorhis</i>
 <i>Scott Voigt</i>
 <i>Charlene H. Wang</i>
 <i>Zachary Wilcox</i></p> |
|--|--|---|

<p>Ronald David Hanson Thomas Lee Harkleroad and Salina Metts Harkleroad Lesli A. Harlan Anthony Joseph Harper Tom Willis Harper and Deborah Williams Harper Olin Justin Harrell Jr. Judy Elizabeth Keith Harrill Charles Emmett Harris IV Charles Troutner Harris Mynelle Grove Harris William Goodwin Harrison Jr. Michael Grady Harry Jackson Ray Harshbarger Harrison C. Hartman Jack A. Hartrampf Jr. David W. Harvey and Nancy G. McDuff Thomas Harvey Harvin Jr. Mark Robert Hatcher John Rene Hawkins Jr. Susan Stanfield Hawkins and Rickard Smith Hawkins Jr. Michael Joseph Hay and</p>	<p>William Carter Henning Jr. and Jan Miller Henning Craig Harold Henriksen and Catherine Thompson Henriksen Christine White Hertz Roy Fred Hester Eric G. Heuett David Lawrence Hicks Kevin Mikel Hiler John Gordon Hiles Jr. Sharon Williams Hill Steve and Claire Hill Paul Hodgson Jr. and Susan Boyd Hodgson Ann Elizabeth Hoffman Douglas George Hoffman and Claudia J. Hoffman Harold James Holcomb and Lec Ann Kerwick Holcomb H. Randolph Holder Jr. Howard Kelly Holladay and Jonnet Kerns Holladay Robert Hollister Holliday David Saxon Hollingsworth</p>	<p>Charles Allen Howell III Laiqiang Huang Bradley Thomas Hubacher and Michelle Young Hubacher Matthew Jeffery Hudgins Chris Huether Terry Ray Huggins Gail Coutcher Hughes and Tim Hughes Kenneth Payne Hughes John Wilson Humes Jr. and Susan Parker Humes Rocklyn Ellis Hunt and Debora Odom Hunt Emelyn Tanner Hunter and Hugh T. Hunter Robin and Carroll Hurst Richard Kenneth Ingram and Kelly Andersen Ingram Robert Knight Izlar Michael Robert Jackisch and Mary Ann Tarbuck Anne H. and James M. Jackson Louise Ellenburg Jackson William E. Jacoby DDS</p>
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A. Truitt Land Jr.
 Guy Anthony Landers Jr.
 Brian David Lane and
 Ann Morgan Lane
 James Porter Langfitt II
 Jason Daniel Lannen
 Jeffrey Wayne Lasky and
 Stacy Faust Lasky
 James Ronald Lavelle Jr.
 Robert Ben Lawler Jr.
 James Dewel Lawrence and
 Reba Jones Lawrence
 James Robert Lawrence and
 Kara Roberts Lawrence
 April Stephanie Layden
 Alfred Gerald Lee Jr.
 Douglas Madison Lee
 James Lester Jim Lee
 Tommy Baldwin Lee
 Jason Kyle Leeth
 Michael Allen Lightman
 Donald Albert Lindner
 Christina Louise Lindsay
 Mr. and Mrs. Thomas
 Wendell Lindsey
 William Holt Linginfelter
 Robert Tate Litteer
 Crawford Edgar Little III
 Jerry Norman Little Jr.
 Robert Hartman Little
 Frank and Karen Lloyd
 Kathleen Fitzgerald Lloyd and
 Kevin C. Lloyd
 Keith Edward Lloyd
 Steven Robert Lolli and
 Melissa Ann Lolli
 John Wheat Long
 William Fredrick Long and
 Rebecca Rawlings Long
 William A. Lott
 Albert David Love
 John Cruce Lovell and
 Candace Keller Lovell
 Wood W. Lovell
 Jim Stuart Lovett
 John Henry Loving
 Joseph Edwin Lowe
 David Patrick Lowenthal
 Mary Herndon Loyd
 David Pickett Luke III and
 Jo Ann Gasses Luke
 Eric Garland Lutz
 Bradley Harris Lyons
 Christine Elizabeth Lyons
 Brian Thomas Maclaga
 James Alan Macomber
 Frederick Harry Mader and
 Deanna Derr Mader
 John Littleton Mahon Jr.
 Mark Steven Mahoney
 A. David and Phyllis S. Mahony
 Lisa Joan Mains
 Randall James Mallette
 Pamela Terese Maloof
 Herman L. Manderson and
 Lynda Clance Manderson
 Peter Andrew Mani III
 Karen Sue Lane Mann
 Thomas Leslie Manton
 Walter William Maret and
 Linda Bartlett Maret
 Richard D. Markham II
 Todd Wayne Marks and
 Veronica Jordan Marks
 Charles Henry Marsh
 James Edward Marsh
 Eugene Wimbish Marshall III
 Dennis Eugene Martin
 Jesse Darwin Martin and

Barbara Totten Martin
 Larry Burdett Mathison and
 Carol Mathison
 Debbie Thompson Maughon
 and Marcus Quintin
 Maughon
 Laurence Norman Mauney
 Erin Lura May

Keith R. Miles
 Diana Elizabeth Militello
 Chadwick Todd Miller and
 Jennifer Cole Miller
 Geoffrey Stephen Miller
 John Bofinger Miller and
 Ouita Bowles Miller
 Robert Pierpont Miller

James LeRoy Newland and
 Dorothy Sams Newland
 Ralph Michael Newman
 Thien Nguyen
 Steven Leon Nicholas
 Tommy Farrell Nichols
 William David Nix Jr. and
 Angela Lankford Nix

Christopher Brandon Patten
 Kori Marisa Patterson
 Robert E. Patterson
 Lauren Davi Paul
 Gregory E. Paulin
 Anita Simone Paulk
 Timothy Justin Peacock
 Deborah Lee Peden
 William Roland Peck and
 Rachael Prince Peck
 Thomas Richard Peil and
 Amy Wallin Peil
 Jeremy Scott Pelt
 Sean Joseph Pender
 Adrienne Wills Pendley
 Willard T. Pennington
 Christopher Glenn Perich
 William Claiborne Perrilliat III
 Danice Marian Perry
 John David Pesterfield and
 Toni Todd Pesterfield
 Carey Keadle Phelps
 Steven Douthit Phillips
 Susan P. Pittard
 Laura Livesay Plaukovich
 Thomas Carlton Plummer and
 Vivian Denton Plummer
 Kendall Moore Porter
 Todd Porter
 Amanda Fletcher Portnell
 Craig William Potts
 Amy Robertson Powell and
 O. R. Powell
 Pamela M. Prashad
 John Joseph Prenty Jr.
 Van G. Price and
 Cindy Price
 Robert Hinton Pridgen and
 Katherine Gammon Pridgen
 Fred Douglas Puckett Jr.
 Carolynn McMeekin Puffe
 Keith Edward Pugh
 Joseph Mearon Queen III
 Nicholas Andrew Rabickow
 Ronald Gary Ralston
 Michelle Mincey Ramchand
 Timothy Jeter Ramsey
 Jon Patrick Ray
 Ralph Hitchcock Ray Jr.
 Tyler Dorsey Reams
 Mary Donaldson Redmon
 Elzie W. Reece II
 Terence Lamont Reece
 Sher Reene
 Maggie Elizabeth Rees
 Ruth Eddings Register
 Charles J. and Karen Reina
 James Wayne Rewis Sr.
 John David Rhea
 Bartly Dean Rhodes
 Ferry Wheeler Rhodes
 Monty Christopher Rhodes
 Alan Harold Rice
 Terry and Suzann Richardson
 Samuel Winters Richwine III
 John Edward Riley Jr.
 Heather M. Ripley
 Carl Albert Ritter
 James Elbert Rivers Jr. and
 Nancy Mitchell Rivers
 Lawrence William Rivers
 Ronald Jay Robbins
 Bradley Edward Roberts
 John Franklin Robertson
 Barry Keith Robinson and
 Mary Katherine
 Godwin Robinson
 Mary Virginia Robinson
 Susan Miller Robinson

TERRY CLASS GIFTS

MMR

Pledged: \$48,300 • Participation Rate: 95%



The Master of Marketing Research program pledged \$48,300 for the Student Support Fund.

<i>Tiffany Bailey</i>	<i>Nick Falkenstein</i>	<i>Kanako Oshimura</i>
<i>Jenny Chau</i>	<i>Pramod Kodumuri</i>	<i>Nicole Rayner</i>
<i>Rebecca Clark</i>	<i>Kenny LeClair</i>	<i>Danchen Wang</i>
<i>James Colvin</i>	<i>Sascha Lentfoehr</i>	<i>Christian Wright</i>
<i>Melissa DiSpigna</i>	<i>Rama Mallika</i>	<i>Lifei Xu</i>
<i>Jon Ditmer</i>	<i>Giang Nguyen</i>	

Terry Len Mayne and
 Sara Mathis Mayne
 R. Ernest McClure Jr.
 Mason Ashley McConnell
 James Clifford McCurry
 Sherwood Hugh McDuffie
 Willard Wheeler McEachern
 and Doris Bracken McEachern
 Scott and Susan McGinness
 Samuel Leon McGowan
 Clayton Rogers McKemie and
 Catherine David McKemie
 John Daugherty McKey Jr.
 Justin Joseph McLaughlin
 David Lawrence McLeod
 William Stallings McLeod
 Joseph C. McMillan
 George Howard McNair Jr.
 John G. McNicholas and
 Gail K. McNicholas
 Saumil Jatin Mehta
 Ralph Victor Melbourne Jr.
 Thomas Michael Melo
 Fifi Menzelos
 Lisa Kirtland Meredith
 Thomas Edward Messier
 Carley Marie Uppleger Metsker
 Stephen Hugh Middlebrooks
 Joyce Marie Middleton
 William Taft Middleton
 Jessica Drew Miles

David Henry Mims
 Glenn Edward Mitchell
 John Bloodworth Mobley and
 Mary Illeges Mobley
 Johnathan Ryan Modisett
 Charles Edward Moore Jr.
 Courtney Faircloth Moore
 Guerry Roland Moore and
 Barbara N. Moore
 Maurice Melvin Moore
 Michael Paul Moore and
 Dawn S. Moore
 Perry Glen Moore
 Stephanie Wenner Morgan
 James Edward Morrison Jr. and
 Janice Mosteller Morrison
 Don Sherril Morrow
 Robert Stanford Morton and
 Gregory Faris Morton
 Harry Moses Moseley Jr.
 Edward Muchori
 Alexander Kamina Muchunu
 Jennifer Lyn Murkison
 Julian Irving Murphey
 William J. and Joan Murray
 Lance A. Nail
 Samuel Thomas Nance and
 Robin Abell Nance
 Walter Poole Neely and
 Frances Rowland Neely
 John and Dorothy Neter

Jerry Eugene Noell
 Steven Patrick Norton
 Robert William Norwood
 John and Georgia O'Brien
 Michelle Mahaffey O'Brien
 Heather Brosious O'Dell
 Sarah E. O'Sullivan
 Lofton Burns Odom and
 Faye Chitwood Odom
 Patricia Harrell Odom and
 James S. Odom
 Paublino Olmedo-Sanchez
 James R. O'Reilly
 Adrian Markus Ortlieb
 Jonathan Dan Ostenson
 David Welman Ouderkirik
 Rodney Anderson Owen
 James Jefferson Page
 Jennifer Palumbo
 Charles Everette Parker Sr. and
 Patricia Rocker Parker
 Terry Ivey Parker and
 Felicia Nicholson Parker
 Paul Anthony Parkins
 Richard H. Parks Jr.
 William Clyde Parr and
 Jane Boggs Parr
 Elizabeth Beeson Pascal and
 Robert J. Pascal
 John Herron Patrick and
 Margaret Somerville Patrick

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 Brenda M. Rodgers and
 Richard Alan Hudson
 John Michael Rodriguez and
 Diane Fowler Rodriguez
 Brandon Elliott Rogers
 Stephen Charles Rogers and
 Tina Martine Rogers
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 Laura Christine Rose
 Charles C. Royal Jr.
 James Edward Rubenstein
 Christopher William Ruffner
 Lowell Randall Russell Jr.
 Timothy Garrett Russell and
 Barbara Smart Russell
 Allen Lee Ryan
 James Wilburn Sandifer
 Lynn Holtz Sandry
 Marcum Dan Sasser
 Mark Cooper Saussy
 Ellen Butrym Sauve and
 Russell Robert Sauve
 Jack Lawrence Schaeffer and
 Beth Schaeffer
 Mark Douglas Scherer
 Michael Schwarz
 Eric Taylor Sconyers
 Victor Scott Segrest
 Amanda Linneberger Seigler
 Lindsey Selleck
 Sylvester H. Sharpe and
 Dorothy Oliver Sharpe
 Kari Leigh Sheanshang
 Tanner and Shelby Sheehan
 Robert Stephen Shelfer and
 Margaret Prishus Shelfer
 Charles G. Shepherd Jr. and
 Anne D. Shepherd
 James Allison Sherling Jr. and
 Sharon Sumner Sherling
 Charles Edward Sherrer and
 Linda Sherrer
 Jeffrey Thornton Sherrill and
 Skyla Barnette Sherrill
 Darralyn Sherwood-Williams
 David Wayne Shiftlett
 Douglas Edward Shirley
 James Ferebee Short and
 Heather Crooks Short
 Arnold E. Sigler
 Kurt Joseph Simmons and
 Bruce Knotts
 Pushpendra Singh
 Robert Fred Sipe III and
 Megan Kathleen Watkins
 Warren Daniel Sisson Jr.
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 Leslie Hall Slaughter and
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 Sue Patterson Smith
 Robert Hagar Smith
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 Virginia Prather Sorrow and
 Leslie Eugene Sorrow
 James Robert Sowers Jr.
 Brandon Srivichit
 Anthony N. Stancil and
 Helen Holcombe Stancil
 Theron Harold Stancil
 Theodore Paul Stank
 Randolph Anderson Starnes and
 Mary-Evelyn Norwood Starnes
 Jody Dillard Staszkesy
 David Presley Steed
 Erin Maureen Stephens
 Laura Ranstead Stephens and
 Bradley David Stephens
 David Marks Stern and
 Vivian Whittington Stern
 Thomas Patrick Sterne
 Max Edward Stevens
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 Marion Elizabeth Jay
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 Samuel Thomas Stewart
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 Amy Elizabeth Story
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 Kim Strang
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 Mark William Swank
 Floyd Bradford Swann Jr. and
 Ashley Wharton Swann
 Richard Phillip Swerdlin
 Lindsey Benjamin Sykes and
 Jean Louise Sykes
 Janet Brown Talbot
 Mollie Elizabeth Tankersley
 Susan Cantrell Tate and
 Grady Christopher Tate
 Leannie and Richard Tavoso
 Richard Thomas Tebeau Jr.
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 Joseph Peter Tereshinski
 Kenneth Ford Thigpen and
 Carole Routon Thigpen
 Amy Moore Thomas and
 William E. Thomas
 Jimmy Emerson Thomas
 Lynn King Thomas
 Melonie Davis Thomas and
 William H. Thomas Jr.
 Stephen Matthew Thompson
 Douglas Drewry Thornton and
 Elizabeth Paulk Thornton
 Shirley W. Thorstenberg
 James Estes Thrash
 John Paul Thrasher and
 Paula Crouch Thrasher
 Misty Bonita Thurman
 Jeff Stephen Tibbitts III
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 Matthew A. Tisdell
 Elizabeth C. Tomei
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 Jerry Eugene Trapnell and
 Sally Durham Trapnell
 William Jackson Tribble
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 Benjamin Hayes Underwood
 Jorge Mario Uriostegui
 David Eugene Usher
 Andrea Faye Usry
 Joseph Thomas Vance and
 Karen Johnston Vance
 James Henry Vandiver Jr.
 Julie Sherrer Varnadoe
 Shawn Patrick Vincent Sr. and
 Anna Colgan Vincent
 Herbert Hampton Vining Jr.
 and Denise Brady Vining
 Mark Philip Vitner
 Thao Thi Trinh Vo
 Robert Edwin Voeks III and
 Lisa Ford Voeks
 Suzanne Krag Wacker
 Richard Spencer Waddell Jr.
 Jerry Kenneth Wages
 Larry Allen Wages
 Robert Alan Waggoner
 Roy Benjamin Walden III
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 W. Lawrence Walker Jr. and
 Caroline Roach Walker
 Joseph Allen Wall and
 Patricia Hammock Wall
 Timothy Eric Ward and
 Catherine Brooks Ward
 John Andrew Wardner
 Bryan S. Warnock
 Sandra Andrews Warr
 David Henry Waters
 Stephen Monroe Waters Jr. and
 Marilyn Clough Waters
 Elizabeth Mayo Watts
 Thomas John Way
 Alvis M. Weatherly Jr. and
 Mary Hyndman Weatherly
 Mary Octavia Weaver
 Elliott and Frances Webber
 Susan Rachel Weimar
 Teresa Marie Weld
 Marguerite G. Wellborn and
 Marshall J. Wellborn Jr.
 Rodney Wayne Westmoreland
 and Janet Peele Westmoreland
 Gilmer G. Weston Jr. and
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 J. Herbert Wheeler
 Timothy Benson Whitmire
 Kyle Alston Wiggins
 Roy Edward Wilcox
 R. Barry Wildman
 Albert Sydney Williams Jr.
 Anthony P. and
 Nicole W. Williams
 Conni Dean Williams
 Derek Bryan Williams and
 Karen Shine Williams
 Gerald Lee Williams
 Kara Denise Williams
 Karen Suttles Williams
 Kelly Williams
 Ronald Wyatt Williamson and
 Sandra Segars Williamson
 Thomas Atwood Willson IV
 and Marybeth E. Willson
 Brian Dwayne Wilson and
 Marne Turner Wilson
 Judith Locklear Wilson
 Robert Norman Wilson Jr.
 Dwight Guerry Wimberly and
 Mary Green Wimberly
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Michael Keller Withers
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 Lloyd Lee Wyatt
 Devon Gale Wzientek
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 Virginia Lee Yeagle
 Thomas Stephen Yonchak
 Austin Keith York
 Glenn Thomas York Jr. and
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\$1 - 99

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 Contressa Parry Adamson
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 Jennifer Davis Albritton
 Paul Anthony Alcorn
 Alexandra Vivian Aldrich
 Lynn Pulliam Alexander
 Suzanne Salter Alexander and
 Bradley Kevin Alexander
 Craig Willmarth Allen
 Dennis Dean Allen and
 Cheryl Rogers Allen
 Joel Rivers Alligood and
 Marlene Michel Alligood
 Brian Michael Allred and
 Krista Knippers Allred
 George Philip Amason
 Gerald Samuel Amen and
 Marilyn McIntyre Amen
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 Mark A. and Teresa K.
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 Mark David Anderson and
 Debbie Anderson
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 William Bonneau Ansley III
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Paige Keaton Baker
 Terrel Dickson Ballenger
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 Susan Bergh Barrett and
 John H. Barrett
 Clarence Ray Barron
 Carol Jean Barrow
 Douglas Christopher Barta
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 George Phillip Beggs
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 E. Behan
 Christopher Michael Behm
 Rowena Lee Belcher
 Brian Baehr Bell
 Wayne Howard Bell
 James Porter Bellew Jr.
 Seth Albert Benefield
 Cortland Evan Bennett and
 Elizabeth Baxter Bennett
 George Armstrong Bennett Jr.
 and Tiffany Ivie Bennett
 Samuel Arden Benson Jr.
 Candace Ann Bentley
 Edward Joy Benton IV
 Selby Glenn Benton
 Gary Lee Bernes
 Jodi Carson Berry and
 Christopher Roan Berry
 Kimberly Ruff Betzebe
 Georgene D. Betterbed
 James Arnold Betts Jr. and
 Kristen Greiner Betts
 Wendy Nelson Bevan
 John Rus Beverstein
 Horace B. Bibb Jr.
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 Victoria Sorgini Bidwell
 Don Michael Bieger
 Elizabeth Reed Bird
 Patricia Gilman Bishop
 Rollie Joe Bittick Jr. and
 Carolyn Newton Bittick
 Catherine Berry Blanton
 Patricia Golden Blanton
 John Blau
 Douglas Alton Bledsoe and
 Lanelle C. Bledsoe
 Mitchell Shawn Blocher
 Diane Susan Bloodworth
 Clayton L. Blount
 Michael A. Blount
 Kimberly Anderson Boatner
 William Clifford Boatwright
 Jay Alan Boettcher
 William Allen Bosbyshell Jr. and
 Maura Kelly Bosbyshell
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 Ruth Puckett Bosshardt
 Amanda Levy Boune
 Robert Wendell Bowen
 Jeffrey Clark Bowling and
 Amy Guinn Bowling
 John Alston Bracey Jr. and
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 Guy Jeffrey Bramlett and

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Randall Lee Brittain	Mark Todd Cohen and	and Alice McConnell	Mitchell Hardy Gibbs and	Matthew Martin Haynes
Rodney Harold Broach	Laure Axelrod Cohen	Eberhardt	Kimberley Dean Gibbs	Patricia Casey Headley
Hans Melchior Broder Jr. and	Donald Oscar Cole and	Randy Joe Ebersbach	Brenda Holscher Gibson	Ronnie Eugene Heath
Lyndy Lynberg Broder	Cler Colson Cole	Benjamin Lee Edwards	Charles Edwin Gibson and	Evelyn A. Hedden and
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Stephanie Meuses Brooks	William Lassic Colston and	Clara M. Edwards	Gibson	Sandra Camp Hefnider
Thomas Joseph Brooks	Nancy Selman Colston	Lawrence Franklin Edwards and	Lindsey Leigh Giffin	David Lee Helmreich and
David Neil Brooksher	Perry Ernest Conley	Sharon McLain Edwards	James Adrian Gillespie	Mary Helmreich
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George Everett Brown	Dr. Elizabeth S. Cooperman	Thomas Newton Epps Jr.	Louis LeGrand Glascock	David Hugh Hendon
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Florence Wilson Brown	Sam Joseph Coppola III	Jeffrey Wayne Etherton	Robert Perry Goen Jr.	Megan McCulley Henning
Marvin Turner Brown II	Trey Corish	Susan Marie Falck	Martin Alan Gold and	Jack Charles Hennings Jr. and
Robert Curtis Brown	Laura Hopkins Corrigan	Elizabeth Draper Fallin	Michele Cohen Gold	Debra Cason Hennings
Teresa Moseley Bruce	Cader Benonia Cox IV	Mark Curtis Farmer	Henry David Goldberg	Brian Carroll Henry
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James Emmett Bruner Jr.	Florence M. Craffey	Gary Southerlin Faulkner	Marian Caldwell Goldsmith and	Laura Deborde Henry
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Ellen Felner Buoyer	Daniel Joseph Cupertino	James Thomas Ferrell Jr.	Thomas Gorant	Carrie Lyon Heyl
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Kerry Harvey Burklow and	John Arthur Daniel	William Robert Findlay	Melissa Gossman	Monique Brazones Hickey
Patricia A. Burklow	Jason David Daniels	Jason Michael Fionte and	Furman Ray Gray	Andrea Gresham Hickman
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Troy David Byers	John Davidson Jr.	Melissa Brill Fletcher	Kenneth Jay Greene	Arthur J. Hirt
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Bobby Clarence Caldwell	James Huey Davis Jr.	Alfred W. Folsom Jr.	Mary Deborah Greenwood	Katherine Hudgens Hitchcock
Thomas Drew Calhoun	Lisa Halliday Davis	Earl Gilmore Ford Jr.	Mike Daniel Griffin	Amy Ho
James Albert Calvert	Lisa Rogers Davis	Harriet Loftin Fowler	W. D. Griffith	Dorothy Calhoun Hobbs and
Dorothy Sherling Camerico	Patti Speight Davis	Byron Everett Foy	James Leonard Grimes	Homer Becker Hobbs
Lynn Robinson Camp	John Henry Dees Jr.	James Cordy Francis Jr.	Ted Alan Grob III and	Robert Noel Hobgood
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Tina Daly Carpenter	John Patrick Dennis	Richard Wright Friedewald	Benjamin Hal Gurley	J. Bernard Holcombe Jr. and
Thomas Tyrone Carrell	Thomas S. Denny	Jamie Stephen Fristoe	Michael James Haddon and	Betty Hecker Holcombe
Carolyn Carroccio	Frank Russell Denton III	Ann Owen Fulghum and	Janis Mulkey Haddon	Pamela Daniels Holder
Paul Robert Carter and	Mrs. Daniel W. Desmond	David Dowell Fulghum	Richard Haj	Lorraine S. Holl
Janice Lee Carter	Sandra Tucker de St. Aubin	Milton Eugene Futch and	Timothy James Halloran and	Kenneth Ray Holley Jr. and
Scott Russell Carter and	Sharyn Stewart Dickerson and	Dianne Russell Futch	Nancy Hickam Halloran	Merry Strickland Holley
Amy Holsomback Carter	Joseph Edmund Dickerson	Emily Rudeseal Gaddy	James Phillip Hand	Charles Randolph Holliday and
Elaine Earley Cassard	Harry Dawideit Dickinson	Tiffany Bush Galligan	Paul Barrett Hanna and	Carolyn Walton Holliday
Michelle Moorman Caves	Elizabeth Millians Diehl	Steven Cline Gammage	Sandra Gabriel Hanna	Giles Alton Hollingsworth
Mary Foster Chamberlin	Earnest Wayne Dill	Christopher Michael Gant and	Virginia Cheek Hannah	Amy D. Holmes and
Marcy Ware Chambless	Robert Francis Dodson	Alison Bracken Gant	Alan Pike Harbuck	Mark William Holmes
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Julie Marie Cheeseman	Holly Douglas	C. Gibson Garrard	Lisa Smelcer Harper	Don Paul Horacek
Richard Asbury Chew	Donald Wilson Dozier	Donald Edison Garrett	William Ralph Harper and	Stephen Robert Horan
Robert Fales Christie and	Charles B. Drake Jr.	James William Garrett	Mary Grainger Harper	Susan Brown Horsewood
Jo-An Christie	James Boykin Drew Jr.	Seth Perry Garrett	Robert Kizer Harrell	Jessica Stubbs Howard and

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Tracey Willoughby Howard	Charles Leon Keeling	Charles Anthony Lindsey	Jennifer Lee Arnold Menze	Kent Perkins Oliver
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Catherine Fudge Howe	Christopher Paul Kelley	Robbie Lineberger	Andrew E. Mercker and	Timothy Dane O'Rourke
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Linn Hampton Howell	Thomas John Kempton and	Matthew Clifford Little and	Richard Walter Metcalf	Monica Kleiber O'Steen
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James Robert Hunter	Thomas Duncan Kilpatrick and	Michael Sherman Lovelace	Dennis Lee Mitchell and	Heather Hughes Parker
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Susan Kaap Huranna and	Roger Edwin Kincaid	Lowenthal	Holly Pierce Mock	Mary Mahler Parker
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Deborah Woodward	Rod Kirby	William Leverett Lunceford and	Larry Jackson Moody	Harvey Jackson Park Jr.
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Thomas S. Hutcherson Jr.	Edwin Brian Kirk	Lunceford	David Rankin Lynn	Harold L. Patrick and
Gail Donaldson Hutchins and	Michael Arthur Kitchens and	Christopher M. Lynberg and	Alicia Heard Morgan	Elizabeth B. Patrick
Jay Cornelius Hutchins	Dorothy Rickett Kitchens	Megan Brower Lynberg	Angela Gail Morgan	Katherine Bunch Patterson
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Melinda Suzanne Hyde	Richard Francis Kolasheski and	Scott Edward Mabel	Bobby Gene Morris and	Sherry Herndon Patton
John Timothy Ingram	Lorna Teany Kolasheski	Emily Curry Magill	Jackie Garton Morris	Nancy Richardson Paty
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Christy Wheeler Iuliucci	Margaret Weger Koplin	Beth Stafford Maier	Stephanie Butler Morris	Michelle Friedrichs Paulsen
Elbert Austin Ivey	Joseph Walter Korn and	Anita Ansley Malone	Ronald E. Morris	Charles A. Pearce
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Samuel Theodore Jackson	Beth Bond Kornegay-Tyler and	Elizabeth Martin Mangum	William S. Morrison	Melissa Wall Pearson
Wythe Macrae Jackson	Alex Tyler	Michael Jon Manion	Penny Morrison-Ross	Lauren Peel
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Linda Smith Jerkins	Christi Black Kruse	Emily H. and	Louise Bramblett Mullis	Dolly McNair Pennington
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Barbara Burt Johnson	Richard B. Kuniansky	Michael Shipley Maret	John Austin Murphy	Christopher Jason Perkins
Kelley Ann Johnson	Deena Dash Kushner and	Denise Jue Marino	John Joseph Murphy III and	Michael Stephen Perling
Tom Edmon Johnson	Sidney R. Kushner	John Edward Marko Jr.	Sara Stuckey Murphy	Donald Roy Perry Jr. and
Brennan Breck Johnston and	Yuk Kwok	Chiel Watson Marlow Jr.	N. Edwina Murphy	Janice Lawson Perry
Karen Cantrell Johnston	Regina M. Lagarino	Charles David Martin	Leonard Ely Murray Jr.	Melissa Brewer Perry
Deborah May Johnston and	Pano Andrew Lamis	Natalie Rogers Martin	Thomas Lewis Murray Sr.	David Thomas Perryman
James R. Johnston	Edgar M. Land	Terrence Eldon Masters Sr.	Nicole Giard Mynatt	Mary Elizabeth Woodward and
Tommye Lewis Johnston	Theodore Joseph Land and	Peter Dimitrov Matev	Amy Allen Nafe	William Jonathan Perryman Jr.
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E. Kenneth Jones and	Stephen Robert Lansing	Robert L. Mathis	Helen Harlin Neal	Milledge Middleton Peterson III
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George Bliss Jones and	Jennifer H. and	Richard Jimmy Mayberry	Chris M. Neilands	Susan Sproat Peterson
Lynne Sims Jones	Ryan C. Larrenaga	Bill Maynard	Frank Donald Nelms	Robert Leslie Pettit Jr.
Jeremy Daniel Jones	Elaine Gaither Laughbaum	Jessica Searcy Mayo	David Edward Nelson	Carole Opry Phillips
Julian Rosser Jones	Scott Bradley Law	Jimmy Frank McBrayer	Russell Ryan Nelson	Richard Alan Phillips
Michael Wayne Jones Jr. and	George Francis Lawton	James Ross McCain	Edward Jerome Nesbitt	Thomas Bartley Pickron
Heather Middlebrooks Jones	Ryan Christopher Leach	Karen Hoey McCrea and	Roy Foster Neves Jr.	Susan Pikor
Rayburn Jones	Sean Patrick Leary	Richard K. McCrea	Lesley Marie Newell	George Edward Pinckney
Ronald G. Jones II and	Eugene Harold Lee	David Prescott McDonald	Richard Doster Newsom Jr.	Troy Ryan Piper
Michelle Cannon Jones	Kelly Mathis Lee and	Lauren Michelle McDonald	Philip Townsend Newton	Robert Allison Platt Jr. and
Thomas Benjamin Jones Jr. and	Morgan Edmund Lee	Lucille Pool McDuffie	Jack Eugene Nicholson and	Pamela Cornett Platt
Lori Guerrant Jones	Victoria Scott Lee	Jefferson C. McElheny and	Carolyn Cook Nicholson	Hugh Davis Platten
Richard Allen Jorgenson	Mitchell Nathan Leonard	Lynn Waits McElheny	Lance Gregory Niel	Thomas Washington Pool Jr.
Timothy Kendall Joyner	Woodrow W. Leopard Jr.	W. Chandler McGilvray	Diane Bridges Nix	Lonnie Gordon Pope
Wendy Thompson Joyner	Brian Ned Lesh and	Douglas Richard McGinnis	Nelson Alexander Nixon	Harry Stephen Popper III and
Craig S. Kaiser	Susan Rast Lesh	Kyle Christopher McInnis and	Mary Mangold Nolen	Shirley Hill Popper
Alfred Kalahati Jr.	Gene Michael Leverett Jr.	Molly Whalen McInnis	Dwight R. Norris	James Ollie Poulnot
Tracie Coker Kambies and	Neil Stuart Levin	William Mark McKettrick	Jacinda Neal Norvell	Thomas G. Pound
Duane Edward Kambies	Morton Philip Levine and	James Marion McKoy Sr.	Tiffany Lynn Nurnberger	Thomas Steven Pound
Bruce Aaron Kaminsky and	Phyllis Borochoff Levine	Walter Tyson McLane	John Thomas O'Brien and	William Thomas Pounder
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William Kevin Kane	Heather J. Lewis	Daniel Scott McRae	Phillip Steven O'Neal	Cheng I. Powell
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Homer Haygood Keadle Jr. and	Michael James Lignos	William Thomas Meadow	Herman Lawrence Odrezin and	Ralph Franklin Powers
Elaine Buffington Keadle	Georgianna Parkman Lill	Jill Marie Bynum Meeker and	Judith C. Odrezin	Sarah Myers Powers
Jon Meredith Keagle and	George Raysor Lilly II	Theodore Paul Meeker III	Michael Wolfgang Offik and	Mildred Martin Pratt
Shelli Garner Keagle	Inge Cristie Lindholm	Jerod Meeks	Lisa Claire Offik	Elizabeth Graiser Preiss and

David Israel Preiss
 Christopher Andrew Price
 Gregory Lane Prince and
 Karen Dyal Prince
 Brandon Keith Proctor
 Juliana Walker Protiva
 Sherri Lodge Pruett
 Robert Neil Purcell and
 Reba S. Purcell
 Lonnie Ray Purvis
 Gary Rabinowitz
 Christopher Leigh Radding
 Jack H. Ragland Jr. and
 Gloria Roberts Ragland
 Glenn David Rainbow and
 Lynn Greenberg Rainbow
 Catherine Cooper Rankin
 Gloria Broach Rawls
 Anne Christine Rayborn
 Dustin Wayne Rector and
 Allison Rast Rector
 Saiprasad Komati Reddy
 Clair Hilton Redmond
 Kelly Kroener Reece
 Elizabeth White Reese and
 Michael D. Reese
 Gray Reese III and
 Karen Chapman Reese
 Candice Mariah Rentfrow
 Joseph Ollie Rentz
 Cheryl Davis Resnick
 Cheryl Wilson Rhodes
 John Mac Rhodes
 Brenda Williams Richardson
 Laurence Richman
 Wendy Pullen Richter
 Joseph Alfred Richwine
 Harry Young Righton
 Nicole and Brian F. Riley
 Elizabeth Hughes Ripps and
 Michael A. Ripps
 Lisa Clark Ritch
 Sandra Novac Ritchie
 Louise Jones Roach
 Rebecca Lynn Robbins
 Jody Blondheim Roberts
 Kathy Vaughn Roberts
 Loy Dean Roberts Jr.
 Jennifer Wittry Robertson
 David Wesley Robinson
 Wilburn Vaughn Robinson
 Jennie Nelson Robison
 Michelle Ferrell Rogers
 Meredith MacFarlane Rose
 Robert Schachter and
 Julie B. Rosenblatt
 Robert Morris Rosenfeld
 James Charles Rossiter Jr.
 Deborah Soden Rowe
 Charles William Rushing
 James Daniel Rusin and
 Jan Mashburn Rusin
 Benjamin Douglas Russell
 Douglas P. Russell
 Jeffrey Hayden Salyer
 Darwin Harrison Samples
 Leslie Sanders Samuelson
 Ned Marion Sanders
 Brandon Wade Sarver
 Jerome Saul
 Stephen Fenwick Saunders
 Pamela Senters Sawyer
 Bryan Donald Saxon and
 Eva Sandberg Saxon
 Bernard James Schaknowski
 Raymond J. Schaltenbrand Jr.
 and Eleanor Amos
 Schaltenbrand
 Douglas Kenneth Schneider

Catherine Nicole Schrader
 Kymberly Daws Schwartz and
 Louis Oscar Schwartz III
 Mark Alan Schwartz and
 Sheri Lichter Schwartz
 Bill Scoggins
 Denise Landry Scott
 Carolyn Marie Seefer
 Heather York Seeno
 Felix John Semley and
 Mary Ann Potts Semley
 M. Clay Sewell and
 Carey Cofer Sewell
 Albert F. and Anne V. Seymour
 Charles Buddy Shainker
 Samuel Lipscomb Shapard
 Julius Iry Sharpe Jr.
 Robert James Sharpless
 Waldo Donnie Shaw
 John Reed Sheats
 Victoria Wells Sheheane
 Christopher David Sherlock
 Steven Hall Shiflett
 Amanda Darby Shires and
 Kevin Tannehill Shires
 Wilbur Calvin Shirey
 Jeffrey Joseph Shue
 William H. Shuman Jr.
 Ronnie Wiley Shumate
 Lorraine Cohen Silverman
 Elizabeth Lancaster Simmons
 Elliott B. Simmons Jr.
 William Simms
 Robin Simon-Rubenstein
 Samuel Paul Simpson Jr.
 Arnold Odell Sims
 George Stacy Sirmans
 Courtney Sewell Sisk and
 Sherry G. Sisk
 Faye Perry Sklar
 Pieter Jelle Adolf Slier
 Marilyn Brunauer Smalley
 Susan S. Smirnoff
 Bruce Randall Smith
 Charles Russell Smith
 Gary Day Smith
 James Ottis Smith
 Karla Gemes Smith and
 Stan Smith
 Kelly Murray Smith and
 Stanley C. Smith
 Kenneth Phillips Smith
 Lowell Ward Smith
 Otis Monroe Smith Jr.
 Thurlo Grady Smith Jr.
 Timothy Brunell Smith
 William Gregory Smith
 William Steve Smith
 Mary Alexander Smitherman
 Barry D. Snell
 Richard Kelly Snelling Jr.
 Mary Shirah Snyder
 Robert H. Solomon
 June Johnson Somers
 Paul David Somerville
 Clifford Brinson Sowell
 Charles Franklin Spence and
 Vickie Van Vleck Spence
 Michael Dalton Spires
 Cynthia Marion Spratling
 Sandra Smith Stefani
 Bert Jay Stein
 Ignatius Hugh Stein
 Jack Jerome Steinberg
 John Daniel Stephens
 Melissa Ramona Stephens
 Carl Eugene Stewart Jr.
 Margaret Dykes Stickney
 John Fulton Stone III

Bradley Stephen Stoner
 J. Eric Story and
 Kristl White Story
 Rickey Joe Story and
 Rita Faye Moncus Story
 Elizabeth Robinson Stout
 Carol Ann Pearce Stovall
 Thomas Eugene Stovall
 Oscar Ray Strain Jr.
 Tony R. Stringer
 Roland C. Stubbs Jr.
 Walter A. Stucki Jr.
 James Travis Studdard
 Terry G. Stull
 John Roberson Suggs Jr.
 William Thomas Sullivan and
 Sarah Dowell Sullivan
 Rees Mahone Sumerford and
 Brooke B. Sumerford
 Charles Robert Sussman and
 Lynn K. Sussman
 Jerry Lawson Swan Sr.
 Edward Hicks Swearingen
 Laura Aycock Swett and
 Albert L. Swett
 Jerry Bernard Taitz and
 Judy S. Taitz
 Cleon Clifford Tankersley
 Thomas Rowan Tanksley
 Lisa Lingenfelter Tanner and
 Earl Andre Tanner Jr.
 Joseph Cory Tarver and
 Kimberly Coleman Tarver
 Laura Staffaroni Taylor
 Richard H. Taylor
 James Lunie Teal and
 Marilyn Moore Teal
 Jerry Mac Teasley
 Andrew Webb Teegarden and
 Kimbrell Smith Teegarden
 Jan Myers Tenenbaum
 Christian David Tetzlaff
 Donna Anne Thacker
 Brian Martin Thomas and
 Kathleen Bradley Thomas
 Gerald Monroe Thomas Jr.
 Lena Marie Thomas and
 James Nicholson Thomas
 Brice Ranier Thompson
 Clinton Emory Thompson
 Janice Marie Thompson
 Matthew Richard Thompson
 and Jennifer Thompson
 Pamela Sutton Thompson
 Joel Henry Tibbler and
 Mary Beth Hudson Tibbler
 Gina Bradley Tiedemann
 Lisa Gordy Tillotson and
 D. Isaac Tillotson
 Eldred Lanier Tippins Jr.
 Christy M. Todd
 Gary Joe Tolbert
 Paige Loo Tom and
 Gary David Tom
 Richard Larry Toole and
 Sandra McCollum Toole
 Shannon Bardwell Torbett
 Alvin Mountvill Townley Jr.
 Roy Parks Towns
 Laura Welker Tredway
 Thomas Gregory Tribble
 Helena Maria Pascua Trotter
 and William Thomas Trotter
 George Lee Trotti
 James Edward Turk
 Kenneth J. and
 Donna M. Turnbull
 Huie L. Turner Jr. and
 Sonya Chilton Turner

William Bradley Turner III and
 Katherine Tharpe Turner
 Sara Lee Tweedell
 Michael Nowell Tyler
 Sarah Bankirer Tyre
 Georgia McCall Underwood and
 Brandon Tyler Underwood
 Mindy Shipp Upton and
 Donald Niles Upton Jr.
 Michael Christian Valdez
 Richard Americo Valeri
 Julie Vaughn
 Randall Eugene Vick and
 Nancy Jones Vick
 Keith Addison Vickery
 Thomas Marvin Vinson III and
 Edith Slater Vinson
 Troy Martin Walden
 Kent Ian Brian Walker and
 Elizabeth Mathes Walker
 Thomas Clint Waller
 Cindy Page Walls
 Rupert Joe Walls
 Geoffrey Reese Walton and
 Jill Stephens Walton
 Mrs. Jesse D. Walton Jr.
 Dean Alexander Wardlaw
 George Wesley Ware
 William Gordon Warnell III
 and *Katherine Soule Warnell
 Anson Antoine Watkins II
 Andrew William Watson Jr.
 James Coleman Watson III
 James Parker Watson Sr. and
 Rusha Barlow Watson
 Goree Edward Waugh III
 Ryan Davis Webb
 Brian Keith Weber and
 Amy Weber
 Gregory Alan Weber and
 Kerri L. Weber
 James Donald Webster and
 Michelle Bailey Webster
 Harry Weinberg
 Bradford Hirsch Weitz
 Joseph Matthew Welborn
 Ronald Lee Wendt and
 Andrea Jordan Wendt
 Shay Shealy West
 Nelson C. Westbrooks Jr.
 William C. Westley Jr.
 Thomas Gibson Whatley Jr. and
 Maliece Still Whatley
 Richard Daniel Wheeler
 Frances Ashworth Whelan
 Brad Michael White
 Christopher David White
 Donald Fredrick White III
 Douglas Wayne White and
 Cynthia Killingsworth White
 Robert Hugh White
 Scott Fullarton Whiting
 John Dennis Whitlock
 Joseph Ambrose Whittle Jr. and
 Mary Finney Whittle
 Thomas Mark Wicinski and
 Leigh Ann Morris Wicinski
 Matthew Michael Wieland
 Phillip Wayne Wiggins Sr. and
 Marian Wiggins
 Peter Wynne Wilcox
 Carl Felton Williams III
 Crystal Monique Williams
 Nicholas Adam Williams
 Ralph Lee Williams
 Stanley Leon Williams
 Thomas Leslie Williams Jr.
 Anthony Glenn Williamson
 William P. Willimon

Robert William Willis Jr.
 David Baxter Willis
 Jean L. and Paul B. Willson
 Adam Chapman Wilson
 Ernest Walter Wilson and
 Shirley P. Wilson
 Harold Keith Wilson
 Jessica Ann Wilson
 William Jude Windham and
 Bonnie R. Windham
 William Moyers Winn Jr.
 Peter James Winter
 Jonathan Stewart Wittenberg
 Anne Warner Wofford
 Barry Morton Wolfe
 Robert Alan Wolter and
 Theresa Donohue Wolter
 Alonza Wood Jr.
 Charles Hilton Wood Jr.
 Marshall Edward Wood and
 Minta Severud Wood
 Morris Vernon Wood
 Lisa Renne Woodruff
 Harry E. Woods
 Paul Tobias Woody III
 Shawn O'Neal Wouters
 Jesse Beacham Wray Jr. and
 Elizabeth Parker Wray
 Gertrude Callaway Wright
 James Calvin Wright
 Tony Ward Wyatt
 Jennifer Smalley Yankowsky and
 Alexander Peter Yankowsky IV
 Caesar A. Yarbrough III
 Nancy and Roy Zabriske

CORPORATIONS

Anonymous (4)
 Abbott Laboratories
 Accenture
 Ace Hardware of Chattanooga
 W. Richard Acree Foundation
 Acuity Lighting Group Inc.
 Agilent Technologies Inc.
 Aiken Pest Control Inc.
 AirTran Airways
 Al Sha-Lee Farms
 Albany Property
 Management Co.
 Allgood Pest Solutions
 ALT Resource Inc.
 Altria Group Inc.
 American Endowment
 Foundation
 Andy W. Watson Jr. &
 Associates LLC
 Time Warner
 AON Foundation
 Applied Economics LLC
 Arcola Women's Golf Association
 ARS Inc. of Georgia
 Arthur J. Gallagher & Co. -
 Greenville
 Ashland Oil Foundation Inc.
 AT&T Foundation
 Athens First Bank
 & Trust Company
 Atlanta Business Chronicle
 Atlanta Chapter of the Risk &
 Insurance Management Society
 Atlanta Claims Association
 Atlanta Hawks
 Atlanta Properties Group &
 Asset Management Inc.
 Atlanta Pulmonary Care
 Austin Family Foundation
 Avaya Communications
 B & G Equipment Company
 Bank of America Matching
 Gifts Program

Bank of North Georgia	Insurance Co.	Foundation	Life Foundation	Treadwell, Tamplin & Company
Bankers Fidelity Life Insurance Company	Delta Life Insurance Company	IBM Corporation	Novartis	Trinity Accounting Group
Bar None Trucking LLC	Digital Insight	Ingersoll-Rand	Old Mutual Business Services	Trio Manufacturing Company
Barron's Rental Center Inc.	Directions Research Inc.	Insurance Review & Management Inc.	OneBeacon Insurance	Turner Enterprises Inc.
BB&T Charitable Foundation	Diversified Plastics Industries LLC	Jacobs Foundation	Oracle	Unilever United States Inc.
BBDO Atlanta	Dixon Hughes PLLC	Jewish Foundation of Greater Atlanta	Pacific Life Insurance Company	United Community Charitable Foundation Inc.
Becton Dickinson Foundation	Doherty, Duggan and Rouse Insurors	John C. Lovell Real Estate Office	Penn, Schoen & Berland Assoc. Inc.	United Parcel Service
Bell's Food Market No. 1	Driver Construction Company Inc.	Johnson & Johnson Family of Companies	Pennington Farms Inc.	United Producers, Formulators and Distributors Association
Belle Marks Foundation	dunnhumby USA LLC	K. Jones and Associates Inc.	Pesterfield Capital Management LLC	University of Georgia Athletic Association
BellSouth Telecommunications	E*Trade	Juniper Networks	Pfizer Inc.	UnumProvident Corporation
Bibb Distributing Company	Eli Lilly and Company Foundation	Christine Sheffield Greer and Joseph A. Greer	PHT Services Ltd.	Vanguard Charitable Endowment Program
Black Diamond Communities Inc.	Eli Lilly and Company	Kauffman Tire Inc.	PMFM Inc.	Vectren Foundation Inc.
Blue Ridge Electric Co-op Inc.	Elliott Davis LLP	Kilpatrick Stockton LLP	Porter Keadle Moore LLP	Virgil I. Grissom High School
Boardman et al.	Florence C. and Harry L. English Memorial Fund	Knights Holdings Inc.	PricewaterhouseCoopers LLP	Vistakon
Branch Banking & Trust Company	Equifax	Knowledge Systems & Research Inc.	PriceWaterhouseCoopers	Wachovia Foundation
Brown Valuation Group	Ernst & Young Foundation	KPMG Foundation	Procter & Gamble Fund	Western Carolina Chapter of RIMS
The Brumley Family Foundation Trust	Ernst & Young LLP	Greg Bell	Protiviti Inc.	Whirlpool Foundation
Bry-Mel Homes Inc.	ExxonMobil Foundation	KPMG LLP	Prudential Foundation	W. W. Whitlock Foundation
Bug Busters USA Inc.	Fannie Mae Foundation	Kraft Foods North America	QualiData Research Inc.	Frances Wood Wilson Foundation Inc.
Bug Out Service	Federal Express Corporation	Lakeview Plantation	Renters Reference Services Inc	J. W. & Ethel I. Woodruff Foundation
Burke Inc.	Fidelity Information Services	Lamar Inc.	Revenue Analytics Inc.	Sara H. Woodruff Foundation
Ed K. Burton LLC	Fieldale Farms Inc.	Thomas H. Lanier Foundation	Reznick Group	Thomas Guy Woolford Sr. Charitable Trust
C B A Enterprises Inc.	Finance Insurance Co. Inc.	J. L. Lee & Associates	Robert Half International	Wynfield Plantation
C. Coppola Inc.	Folsom Properties Inc.	Lee-Moore Oil Company	Rockwell International Corporation Trust	Yahoo Inc.
Capital One Services Inc.	Forshaw Distribution Inc.	Lehman Brothers Inc.	SalleMae	Yarbrough & Company
Carolina P.C.O.	Foundation for the Carolinas	J. C. Lewis Foundation	Sara Lee Foundation	Zaxby's Franchising Inc.
Supply Company	Foundry Park Inn	Lights of Ocoee	SAS Institute Inc.	Zurich Insurance Services Inc.
Carter & Associates	D. Clyde Fountain CPA	Lockheed Martin	The Savannah Community Foundation	Zurich North America Foundation
Council of American Survey Research Organizations	John and Mary Franklin Foundation	Lowcountry Barbecue	Herman and Greta Schwarz Foundation	
CB Richard Ellis	Frazier & Deeter Foundation	Lynx Research Consulting Inc.	Dr. William H. Shuman, Optometrist PC	* Deceased
Cerner Corporation	Richard C. Friedman & Associates Inc.	M/A/R/C	Siemens Energy & Automation Inc.	** Faculty
CGI Technologies and Solutions Inc.	J. B. Fuqua Foundation Inc.	Margie Joy Foundation Inc.	Siemens Financial Services Inc.	† Young Alumni
Charitable Gift Fund	General Electric Foundation	Marietta Daily Journal	Sliced Bread Company	
The J.P. Morgan-Chase Foundation Matching Gift Program	Georgia Association of Property & Casualty Insurance Companies Inc.	Maritz Inc.	Smith and Howard PC	
Chastain & Associates	Georgia Casualty & Surety Company	Market Tools	L. Clayton Smith Jr. PC	
ChevronTexaco	Georgia Power	Harriet McDaniel Marshall Trust	Society for Information Management Atlanta Chapter	
Chick-fil-A Inc.	Georgia Power Company	Massey Services Inc.	Society for Information Management	
Christopher P. Kelley PA	GFK - Nürnberg	Matrix Insurance Agency Inc.	Sony Electronics Inc.	
Chubb & Son Inc.	Gifford, Hillegass & Ingwersen LLP	Mauldin & Jenkins	Southern Company Services Inc.	
Primerica through Citigroup Foundation	GlaxoSmithKline	The McCart Group	Sports Art Inc.	
Citizens Community Bank	Global Impact	Douglas and Patricia McCurdy Foundation	The St. Paul Companies Inc.	
The G. Clisby Clarke Company	Grace Foundation Inc.	McKesson	St. Paul Travelers	
Cliff Consulting	Grant Thornton Foundation	McKesson HBOC Foundation	Connecticut Foundation	
CNA Foundation	Grant Thornton LLP	McMillan Brooks Insurance Agency Inc.	Stanley Works	
Coca-Cola Company	Great West Casualty Company	Merrill Lynch and Company Foundation Inc.	Sterne, Agee & Leach Inc.	
Coca-Cola Enterprises	Roger Green and Associates Inc.	Michelin North America Inc.	Strate Insurance Group Inc.	
Colony Builders of Carolina Inc.	Ted A. Greve & Associates PA	Microsoft Corporation	Sun Life Group Inc.	
Commercial Bank	Grove Family Charitable Foundation Ltd.	Middle Georgia Chapter of CPCU	SunTrust Bank	
Peter R. Vig	The Guardian	Miller Brothers Ltd.	Atlanta Foundation	
Community Foundation of South Georgia Inc.	H. Lehman Franklin PC	Millward Brown Inc.	SunTrust Banks Inc.	
Community Foundation of Greater Chattanooga Inc.	Habif, Arogeti & Wynne LLP	Moore Colson	George P. Swift Family	
Community Foundation of the Chattahoochee Valley	Hallmark Cards Inc.	Moore Stephens Tiller LLC	Synovate	
The Conklin Corporation	Hardin Construction Company LLC	J.P. Morgan Chase Bank – Bank One	Synovus	
Consumer Insights Inc.	Harmony Pet Resort	Morgan Keegan & Company Inc.	Target Specialty Products	
Cook's Pest Control	Heidrick & Struggles Inc.	Mu Alumni Association	Tauber & Balsler PC	
Covenant Foundation	Heinz North America	Nancy G's Cafe	Tac Clinics Inc.	
Covenant Supporting Foundation Inc.	Henderson Village	Natcon Inc.	Richard H. Taylor, Attorney at Law	
Covington Investments LLC	Henry & Company LLP	Michael M. Beeghly	Teeples Accounting & Tax Service	
Cox Enterprises Inc.	High Tech Professionals Inc.	NCR Foundation	Teradata Solutions Group	
CPCO of Georgia	Holiday Inn	Nelson Connelly Company	Bennett Thrasher PC	
C.P.C.U. Loman Education Foundation	The Home Depot Political Action Committee	Roy F. Neves Jr. Farm	Tiara Services LLC	
Deloitte & Touche LLP	The Home Depot	New York Community Trust		
Deloitte Foundation	Hooker Furniture Corporation	Nichols, Cauley & Associates		
Deloitte Services LP	Hope Christian Community	The Northrop Grumman Foundation		
Delta Fire & Casualty		Northwestern Mutual		

class notes

who's doing what, where.

Compiled by **Kent Hannon**

1955-1959

Marvin "Ace" Allen (BBA '58) of Woodstock was featured in an *Atlanta Journal-Constitution* article about why he loves his job as instructor and owner of Allen Driving School in Marietta.

1960-1964

Macky Nolen (BBA '60) of Marietta retired after 45 years with Federated Insurance Co. and The Insurance Store. The late **Milledge White Jr.** (BBA '61) was inducted into the Albany Sports Hall of Fame for his baseball and community accomplishments. **James H. Blanchard** (BBA '63, JD '65) of Columbus, retired chairman and CEO of Synovus, was on campus in October to present an executive lecture on leadership. **John Paul Holmes Jr.** (BBA '63) of Monticello was the guest speaker at the Lakeland-Lanier County Chamber of Commerce annual banquet. **Carl J. Schultz Jr.** (BBA '63) of Atlanta, managing director of Integra Realty Resources, is serving as ex-officio on the Buckhead Coalition. **Charles Kenneth White** (BBA '63) of Dalton was named the 2007 Alumnus of the Year by Reinhardt College in Waleska.

1965-1969

Paschal A. English Jr. (BBA '66, JD '69) of Thomaston, north Georgia superior court judge, was the guest speaker at the 72nd annual awards banquet and board meeting of the Waycross-Ware County Chamber of Commerce. **Edmund A. Booth Jr.** (BBA '67, JD '70) of Augusta was appointed the acting U.S. attorney for the southern district of Georgia. **Phil Casey** (BBA '67) of Tampa, Fla., made a gift of stock valued at more than \$1 million to UGA's Terry College of Business to benefit a proposed multi-building Terry complex near the corner of Lumpkin and

Broad streets. Casey is chairman of Gerdau Ameristeel, the second largest minimill steel producer in North America. He and his wife, Betty, will be inducted into Terry's Pinnacle Society, which recognizes donors whose cumulative lifetime giving to Terry totals \$1 million or more. **Charles W. Clowdis Jr.** (BBA '67) of Monteagle, Tenn., had some of his antique post cards framed, turned into artwork, and displayed at Lorena's Gifts with a Story. **Richard Edwards III** (BBA '67) of Marietta joined Riverside Cemetery as family services manager. **Jerry Nesbitt** (BBA '68) of Jonesboro was named the first general manager of Coldwell Banker Bullard Realty.

1970-1974

Brooks S. Franklin (BBA '70, JD '73) of Atlanta was elected president of the board of directors of the Georgia Innocence Project, which uses DNA to exonerate people who have been wrongly convicted of crimes. **Charles Bowen** (BBA '71) of Newnan joined Impact Mortgage Inc. as a loan officer. **Ronnie Howard** (BBA '71) of Athens, senior vice president at First American Bank and Trust Co., was promoted to the commercial division. **William C. Lankford Jr.** (BBA '71, MAcc '72) of Atlanta was appointed to UGA's J.M. Tull School of Accounting advisory board. He is a managing partner at Moore Stephens Tiller LLC. **Charles Oglesby** (BBA '71) of Duluth is president and CIO of Asbury Automotive Group's Southern Platform. **John R. Phelps** (BBA '71) and his wife Josephine Crawford Phelps (ABJ '70) of Atlanta are co-chairs of the University of Georgia Parents Council. **Robert M. Thornton Jr.** (BBA '71) of Atlanta is chairman, CEO, and president of SunLink Health Systems Inc. **Bill Griffin** (BBA '72) of Pittsburgh, Pa., is a member of the Terry College of

Business Board of Overseers, as well as its campaign steering committee, and recently he delivered a lecture in a Lessons in Leadership class taught by **Pat Pittard** (BBA '65) at Terry. Bill, who serves as managing director of Fidelity National Information Services (see story in summer issue of Terry magazine), talked to the class about the causes and consequences of the current meltdown in the mortgage industry. Aflac's **Dan Amos** (BBA '73) was the first CEO of a major U.S. public company to allow shareholders a voice in his compensation. That decision has led to a flood of positive publicity for the Columbus-based supplemental insurance company, including a near 10-minute segment on ABC's "Nightline" on June 11. Since announcing the say-on-pay plan, Amos and Aflac have appeared in more than 1,700 news articles, according to the company's public relations department. Amos has been on the front page of *USA Today*, and featured in *Newsweek*, *Washington Post*, *The New York Times*, and on the CBS Evening News. **David L. Burch** (BBA '73) of St. Simons Island is a financial planner and senior partner of Lighthouse Financial. **Lindsey McGarity** (BBA '73) of McDonough is chairman of the Henry County Chamber of Commerce board of directors. **Clifton F. Morris** (BBA '73) of Dublin was named to the Brewton-Parker College board of trustees. The founders of the Shepherd Center — **James Shepherd** (BBA '73) of Atlanta and his parents, Alana and Harold — received the 2007 Distinguished Service Award from the American Academy of Physical Medicine and Rehabilitation. The Shepherd Center is a private, not-for-profit hospital devoted to the medical care and rehabilitation of people with spinal cord injury and disease, acquired brain injury, multiple sclerosis and other neuromuscular

problems. **Thomas Bolton** (BBA '74) of Dawson joined Albany Bank and Trust as vice president and commercial loan officer. **Peter Dunning** (BBA '74) of Greensboro was named executive vice president of Strategic Industries at SAP America Inc.

1975-1979

Bruce Brown (MBA '75) of Alexandria, Va., was appointed deputy assistant secretary for senate affairs in the U.S. Department of State's Bureau of Legislative Affairs. **Frank Felker** (BBA '75) of Cumming was named president of Habersham Bank's Forsyth County market. **Avery Sledge** (BBA '75) works in the business division of the Toledo Regional Chamber of Commerce as director of the Procurement Technical Assistance Center. He is working to establish a Northwest Ohio Bio-Preferred Products Commercialization Center. He will attend Iliff Theological Seminary this September in Denver, Colo. **Travis Storey** (BBA '75, MAcc '77) of Jacksonville was named managing partner in the audit, tax and advisory firm KPMG LLP. **Hank Eubanks** (BBA '76) received the Atlanta Commercial Board of Realtors 2007 Silver Phoenix Award. **Elizabeth V. Gatewood** (MBA '78, PhD '86) of Winston-Salem, N.C., was named to the Delta Apparel Inc. board of directors. **Stuart Mathis** (BBA '78) of San Diego, Calif., was nominated to the International Franchise Association's board of directors. **Randy Siegel** (BBA '78) of Asheville, N.C., released his second book, *PowerHouse Presenting: Become the Presenter You Were Born to Be*. It is available online at Amazon.com and Lulu.com. Siegel's clients include Earthlink, The Recording Academy (Grammy Awards), State Farm Insurance, and Terry's MBA Program. **Tom B. Wight III** (BBA '78, MAcc '79) of

Macon pledged a gift of \$35,000 to the Terry College's Earl Davis Chair in Taxation. Wight is CFO of the Mulberry Street Investment Co. **Ryan Mock Jr.** (BBA '79, JD '82) of Atlanta has been managing partner at Hawkins & Parnell LLP for more than 10 years. **Rick Rowland** (BBA '79) of Woodstock was promoted to executive vice president and senior leader at United Community Bank. **Peter Stoddard** (BBA '79) of Seagrave Beach, Fla., is a broker associate with the Sunburst Group at Davis Properties in Seaside. He moved to Florida in 2001 after a 20-year sales and management career in Chicago, where he specialized in corporate event marketing, conventions, trade shows, and public relations. **David Q. Sweat** (BBA '79) of St. Simons Island was named regional president of Sapelo Bank's Golden Isles Division. **Paul Williams** (BBA '79) of Fitzgerald became a partner and CFO of land developer Riverbrooke Capital Partners, LLC, which has 30 developments in Georgia, Florida, and Alabama. Paul and his wife Cindy have 5 children. He was recently named to the board of trustees of the Georgia 4-H Foundation.

1980-1984

Chris D. Clayton (BBA '80, JD '83) of Roswell is a managing partner at Babush, Neiman, Kornman & Johnson LLP. **Bob Babcock** (BBA '81, MAcc '82) of Marietta is president of Sagent Homes LLC. **Dan Forsman** (BBA '82) of Duluth was named Broker of the Year by Prudential Real Estate Affiliates Inc. Terry Alumni Board member **Andy McGhee** (BBA '82) of Atlanta helped coordinate a reception at SunTrust headquarters in Atlanta in July for Terry alums who work for SunTrust. UGA Athletic Director **Damon Evans** (BBA '92, MEd '94) was the featured speaker, and Dean Robert T. Sumichrast was introduced to the group.

Allen's redux

Terry alums recreate popular Athens tavern

By **Krista Reese** (MA '80)

Remember Allen's?

Yes, the Normaltown legend. Yes, the rundown bar with the cold beer, deliciously greasy burgers, and world's best jukebox. Inside those nicotine-tinged walls, a young Zell Miller once worked "for \$7 a night, and all the hamburgers I could eat." Lewis Grizzard told tall tales there, the Normaltown Flyers were the house band, and it was there that the B-52's found inspiration for "The Deadbeat Club." Depending on your generation and how often you frequented Allen's, you might remember the overalls-wearing regular known only as Mad Dog, or the appropriately named short-order cook, Fast Eddie. If you know enough about Allen's to have read this far, you probably also mourned its 2003 closing — after 48 years of providing haven to students and locals — a victim of Athens' car culture.

Weep no more, barflies: Allen's is back, and even die-hard former regulars are rejoicing. Although the new owners — Terry grads Hilt Moree (BSEd '99, MBA '03) and Mark Hammond (BBA '93) — had to move a few blocks away to a new Normaltown location (the original was demolished in 2005), they lost only the grime, but kept the original, quirky atmosphere.

"We're really only stewards of the Allen's legacy," says Hammond, between bites of the resurrected, charcoal-grilled Allen's burger, lovingly re-created from the source of the ground beef to the separately steamed bun, prepared by the latex-gloved hands of Fast Eddie himself, once again at the grill.

"We like to think of the décor as Redneck Chic," says Moree.

The new owners' devotion is apparent before you open the front door — the familiar exterior storefront at 810 Hawthorne Ave. replicates even the muraled panels, newly painted by Normaltown artist Stephanie Cowan. (One big change from the first location: The spacious parking lot.) Inside,



Moree (left/BSEd '99, MBA '03) and Hammond (BBA '93) are partners at Allen's but also friendly competitors in the Atlanta mortgage business. Says Hammond, "America has become too corporate . . . in banking or a night out for a meal."

SHANNAH CAHOE/MONTGOMERY

continued on page 57

alumni connections

Why alums give to Terry

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

One of the things I enjoy most about my job and my work in annual giving is discovering why Terry alumni choose to support the college through financial gifts. Here are a few recent "Why I give" stories that I'd like to share.

"Whether volunteering time and energy or writing a check, I am always happy to extend myself to the Terry College of Business. I truly enjoyed my time as a student in the Terry MBA program, where I developed a great network of personal friends and professional contacts.



TERRY ALLEN

I was also exposed to experiential-based learning opportunities, including overseas travel, representing Terry at business competitions across the U.S. and co-authoring a business case. Many of these opportunities were

made possible by the availability of financial resources and the candid attitude of the faculty and administration. I will continue to share my time and resources. — Tracy S. Dunbar (MBA '06)

"I learned early in my career that no matter how smart you are or how hard you work, you will never get to where you want to go alone. I give to the Earl Davis Chair because I believe that Dr. Davis played a key role in my success. I am a partner in one of the greatest firms in the world because of his encouragement and teaching. There are many professors at UGA that carry on his same commitment to the students." — Ashley P. Scott (BBA '93, MAcc '94)

"My career took me to a number of different cities. Three years ago, I moved back to Georgia and one of the first business networking events I attended was a Terry Third Thursday breakfast. I immediately made new business contacts and have re-connected with a number of people I knew more than 20 years ago. I realize that the Terry College helped me get started in my career and continues to play an important role." — Diane Bloodworth (BBA '82)

"UGA gave both of us such a great foundation for our careers from both a job skills perspective, and, more importantly, a great group of friends and business associates that is always expanding. We believe it is important to do what we can to help support the University so that current and future students can have that same experience, and enjoy newer and better resources, programs, and facilities. Go Dawgs!" — Sandy Castro O'Meara (BBA '98, MAcc '99)

— Jay O'Meara (BBA '97, MBA '00)

"I give because I believe in and want to support the difference Terry makes in individual lives as well as the business community. Also, I like to give to organizations/institutions that are purposeful in their endeavors and are on the move. Terry has so many great initiatives, along with the passion to see them through. Terry is on the rise and knows where it is going." — Rick Doherty (BBA '78)

If you are interested in sharing your "Why I give" story or in supporting the Terry College of Business, please contact us at (706) 542-3210. ■

[The committee assisting McGhee included Laurie Lee (BBA '68), Merissa Donnelly (BBA '80), Jerry White (BBA '80), David Hart (BBA '82, MBA '86), David Penter (BBA '86), Patrick Stevens (BBA '98), and T.J. Callaway (BBA '07).] Dan Hannon (BBA '83) of Houston, Texas, joined Range Fuels Inc., a leading cellulosic ethanol company, as CFO. Most recently, Dan was senior vice president of finance and corporate development at Reliant Energy Inc., where he led the company through a \$1.8 billion initial public offering, which was the largest IPO in the power industry. Prior to that, he held a variety of management positions at Exxon Corporation, including responsibility for Treasury for the USA Division. Buzz Law (BBA '83) of Alpharetta was appointed to the state board of education.

1985-1989

Susan McWhorter Driscoll (BBA '85, MMR '86) of Fitzgerald, co-founder of Atlanta-based experiential marketing agency Ignition Inc., spoke at Terry Third Thursday in July and described several examples of Ignition marketing campaigns that brought consumer brands to life through "the power of the human touch." Susan said that her agency, which she co-founded with her husband 10 years ago, can use the power of the human touch for causes and not just for consumer products, citing the Blue Planet Run, which is now spanning the globe, as an example. David James (BBA '85) of Atlanta appeared in a recent "Keeping up with UGA's tailgating crowd" story in the *Atlanta Journal-Constitution*, which pointed out that David and friends were also celebrating his upcoming marriage to UGA law grad Bridget Bobick (JD '96). David is director of marketing and sales operations for Cbeyond. George Monk (BBA '85) of Macon was named director of underwriting for Georgia Farm Bureau Insurance Companies. Gary P. Edwards (BBA '86) of Alpharetta joined A.I. Group Inc., an employee benefits company. John Hedrick (MA '86) of Shady

Shores, Texas, who is president of the Denton County Transportation Authority, received the Outstanding General Manager Award from the Texas Transit Association. Dana Hermanson (BBA '86) of Marietta was named the 2007 Kennesaw State University Foundation Distinguished Professor, which is conferred annually on a single faculty member who exhibits excellence in teaching, scholarship, and professional service and has received national or international recognition for their contributions. Karen Richardson Hooker (BBA '86, MSW '98, MEd '03) of Athens was named teacher of the year at Statham Elementary. David Mullinax (BBA '86) of Piedmont, Ala., was promoted to senior vice president and senior loan executive with Greater Rome Bank. Myles Beskind (BBA '88) of Atlanta was named managing director of Two Degrees, a national accounting and finance professional services firm located in Atlanta. Previously, Beskind served in leadership roles for the Lighthouse Group, becoming president and CEO in 2001. In addition to expanding the firm across the U.S. and leading strategic direction, he was a key driver behind the successful sale of the Lighthouse Group in 2005. Prior to that, Beskind worked as a CPA, managing audit teams for many of Deloitte & Touche's largest clients in Atlanta. Michael C. Pruett (BBA '88, JD '91) of Athens joined the law firm of Hall Booth Smith & Slover PC as a shareholder in the Athens office. William D. Schneider (BBA '88, MAcc '88) of Snellville is president of the Georgia Society of CPAs for the 2006-2007 year.

1990-1994

Emmanuel Tuffuor (MA '90, MAcc '92) of Plainsboro, N.J., is a partner at the accounting firm of KPMG in New York, N.Y. David T. Hamilton (BBA '91) of Athens is president of the Cedar Creek Civic Association. He was also elected Athens-Clarke County District 8 commissioner. Joe Labovitz (BBA '91) and wife Allison celebrated the birth of their son, Nolen James, on May 2. Nolen

and brother Jonah, 2, reside with their proud parents in Charlotte, N.C. **William Jonathan Martin II** (BBA '91) of Macon, a partner in Constangy, Brooks & Smith, spoke on labor and employment law at a presentation by the Dalton Employer Committee. **T. Scott Graham** (PhD '92) of Beavercreek, Ohio, was named director and assistant professor of the undergraduate organizational leadership program at Wright State University in Dayton in 2000. In just five years, the program has grown from eight students to more than 500. **Karen Wight Nielsen** (BBA '93) of Birmingham, Ala., was promoted to vice president of financial protection products with Citibank North America. **Ann Harper Smith** (MAcc '93) of Macon received the Governor's Small Business of Excellence Award and the Women in Business Champion of the Year Award. **Mark Spain** (BBA '93) of Cumming had his team voted No. 1 in the Team II category at the Atlanta Board of Realtors Million Dollar Club Banquet for the third consecutive year. He is in his 12th year in the residential real estate business and has already crossed the billion dollar sales mark for his career. **Leila Baldwin Lydle** (BBA '94) of Atlanta, founder of AtlantaBridal.com, held her "Brides Against Breast Cancer Nationwide Tour of Gowns" for the third consecutive year. **Stephanie Burr Sharp** (BBA '94) of Athens, president of Plexus Web Creations, served on the Media Mogul Panel for the Ladies Who Launch conference. **Robert Soper** (BBA '94, JD '97) of Shavertown, Pa., is chair of the United Way's 2007-2008 Community Campaign, and leads the volunteer fundraising cabinet. **Elizabeth Herman Stana** (BBA '94) and husband Stephen of Powder Spring celebrated the birth of daughter Savannah in June 2006.

1995-1999

Scott M. Abrams (BBA '95) of Powder Spring is a new partner in the Atlanta-based public accounting firm Carr, Riggs & Ingram LLC.

ALLEN'S

continued from 55

the floor plan duplicates the original, with pool table, counter, and dining area, with the familiar black-and-white tiled floor under foot.

The two friends and partners — who grew up together and were classmates at Henderson High in Tucker — stumbled on the project by accident. Before a UGA football game, their 7-year old sons in tow, they decided to meet at Allen's for a burger — and discovered, to their shock, that it was gone. "Someone was still there selling Allen's T-shirts," says Hammond. "They gave us Billy's business card."

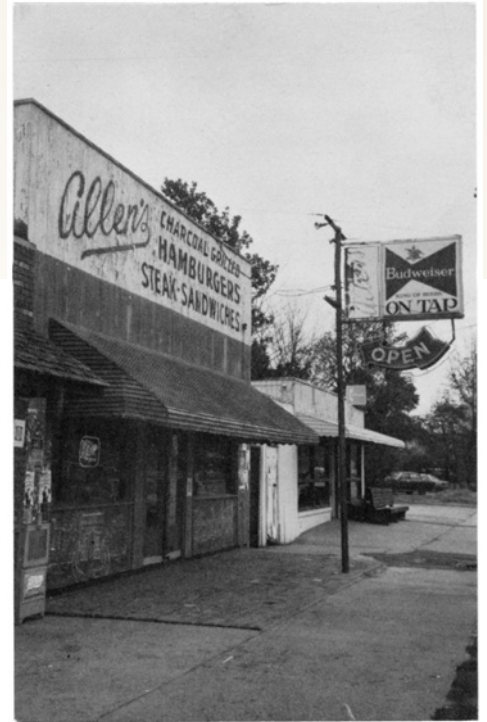
Billy Slaughter, Allen's then-owner, had bought the place from original owner Allen Saine. The place had come back into Saine's hands after the death of his former partner and manager Danny Self, who developed many of the recipes.

Moree made contact with Slaughter, who also mourned the loss of the bar, but could no longer operate it. "The Athens bar scene changed in the '80s and '90s, after all the retail places closed downtown, and re-opened as bars," Hammond explains. "Before then, because you always had to drive, you could only go to one or two places in a night. Now you could park in one place and bar hop to seven or eight places."

Allen's minuscule parking lot, complicated by its offbeat location, doomed it. "It was Hilt's persistence," says Hammond, that convinced Slaughter to sell them Allen's name, logo, and original recipes. There was, however, one thing Slaughter could not bear to part with: Allen's old jukebox, which still sits in his office. Slaughter did allow Moree and his wife, Marisa, to take digital photos of every page of its flip-page index — and yes, the playlist is re-created in its entirety in a newfangled jukebox near the new Allen's front door.

Moree and Hammond are far from full-time bar owners. They're actually friendly competitors in the mortgage business, "helping small banks compete against the big banks for mortgage loans," says Hammond. If the mortgage business doesn't seem to easily dovetail with the restaurant industry, Hammond disagrees: "Our business philosophy in our day jobs transcends nicely into our motivation for bringing back Allen's. We feel strongly that America has become too 'corporate,' whether it's in banking or in a night out for a meal." Giving his mortgage customers personal touches they can't get at big banks, he says, is the same as giving Athens dining options beyond chain restaurants and franchises: "Bringing back Allen's is a small strike against American corporate hegemony." It's also a for-profit venture with a philanthropic heart: Allen's opening raised \$4000 for the nearby YMCA.

As lunch ends, the two men excitedly discuss future options, like an Allen's bus that would take fans to and from Sanford Stadium on game day, and a menu that stretches beyond their current offerings of healthy salads and sandwiches with Allen's original burgers and German potato salad, perhaps even extending to (shudder) organic food. Behind them, the dining room is filling up with a crowd that includes the granola-clique, blue-collar workers, old-time grads checking out the framed "Hall of Fame" photos, and even a well-dressed lady, nursing a glass of chardonnay with her lunch — a scene that could only be described as "Allen's-esque." ■



Moree and Hammond stopped at the old Allen's prior to a Dogs game. Shocked to find it had closed in '03, they bought the name, logo, recipes, and went to work.

For more info, including a message board with posts from former regulars, go to: www.allensbarandgrill.com, or visit the restaurant at 810 Hawthorne Ave., 706-353-6244.

class notes

Christopher J. Skibinski (BBA '95) of Charlotte, N.C., was the Top Producer Industrial Broker 2006. **Melissa Frawley** (MBA '96) of Atlanta was appointed market manager for Wachovia Bank's Georgia Real Estate Financial Services. **Jim Harper** (MMR '96) of Advance, N.C., was promoted to senior manager-marketing sciences at Bellomy Research Inc. in Winston-Salem. **Raleigh Holt** (MBA '96) of Dallas, Texas, is a senior customer marketing manager on the Subway Global Account Team within Coca-Cola North America's Foodservice Division. **Tom Breedlove** (BBA '97) of Atlanta joined HLB Gross Collins PC, as a principal in its partner group. Prior to joining HLB in 2005 as a manager, Breedlove worked with a Big 4 accounting firm and an international accounting firm. His specialty is providing tax and financial advisory and assurance services, focusing in the international

business, manufacturing, distribution and not-for-profit industries. **LeAnne Henderson Garland** (BBA '98, MEd '05) and her husband of Tunnel Hill celebrated the birth of her first child, Mollie Elyse, on Jan. 1. **Michael L. Benner** (BBA '97) of Atlanta was promoted to a vice president of BB&T Insurance Services Inc. in the area of group health insurance and employee benefits. **Thomas Heath Fountain** (BBA '97) of Albany is CFO at HeritageBank of the South. **David Franck** (PhD '97) of Florence, S.C., was appointed associate dean of the business school at Francis Marion University. **Timothy Tanner** (BBA '97) of Valdosta was named a partner in the law firm of Coleman, Talley, Newbern, Kurrie, Preston & Holland LLP. **Blake Sharpton** (BBA '98) of Macon was named an associate at Jones, Cork & Miller LLP. **Colin Stokes III** (BBA '98) of Athens was promoted to vice president at the First American

Bank and Trust Co. **Marissa Giglio Bruce** (BBA '01) and her husband Brandon (BS '99) welcomed the birth of Hannah Grace on April 7. They live in Lexington, Ky., where Brandon is an orthopedic resident at the University of Kentucky. **Brandi Bays Ivy** (BBA '99, MAcc '00) of Albany was promoted to manager at Draffin & Tucker LLP. **Perry Rountree** (BBA '99, MAcc '01) of Statesboro is a staff accountant at Reddick, Riggs, Hunter and Kennedy P.C. **Melissa Lakin Yarbrough** (BBA '99) and husband Clay of Covington welcomed the birth of Jackson Cole.

2000-2004

John Holden (BBA '00, MAcc '00) of Athens, audit manager of Rushton & Company in Gainesville, was designated as a certified fraud examiner. **Scott Hunter** (BBA '00) of Albany joined A.G. Edwards & Sons Inc. as a financial consultant. **Amanda Reeves**

(BBA '00) of Donalsonville joined Cora Bett Thomas Realty as a sales associate. **Grant Rumsey** (BBA '00, MAcc '00) of Greenville, S.C., joined the accounting firm of Clockwork PC. **John D. Sipple** (BBA '00) started Cay Insurance Services Inc. in Savannah. It is a full-service property and casualty insurance brokerage firm specializing in both personal and commercial lines. **Matt Thomas** (BBA '00) and **Chris Blackmon** (BBA '99), both of Athens, formed Atlas Real Estate Advisors, which will offer both residential and commercial real estate services in the northeast Georgia area. **Leslie Sims Williams** (BBA '00) of Bogart was elected to banking officer at Athens First Bank & Trust. **Selena Bedgood** (BBA '01) moved back to Athens to accept a position with the Financial Services Division of UGA External Affairs. **James Hartley** (BBA '01) of Springfield works with Bank of America as an assistant banking

TERRY COLLEGE PASSINGS

1930s

George Pierce Dance (BSC '39), Pensacola, Fla., Aug. 5.

1940s

Joseph Horsley Atkinson (BSC '40), West Point, Aug. 5. **Mary Farr Dempsey** (BSC '40), Wilmington, N.C., June 24. **Thomas E. Cauthorn II** (BSC '41), Marietta, Aug. 22. **John Fields** (BSC '41), Chickamauga, May 18. **Wilbur Edward McDuffie** (BSC '41), Norcross, March 8, 1978. **George Hillery Magruder Sr.** (BBA '42), Melbourne, Fla., Aug. 21. **Charles V. Parrish** (BBA '42), Ringgold, Oct. 5, 1999. **Bennett Ragland Hunter** (BBA '43), Columbus, Aug. 12. **Clarence H. "Dick" Manly Jr.** (BBA '43), Augusta, July 5. **Lawrence N. Redlin** (BBA '43), Lake Geneva, Wis., March 11. **Thomas Faulk Worsham** (BBA '43), Jefferson, Feb. 11. **Geneva Watkins Hannah** (BBA '45), Albertville, Ala., Sept. 20, 2005. **Kessel Stelling** (BBA '45), Augusta, July 19. **Alvis M. Weatherly Jr.** (BBA '47), Atlanta, Sept. 23. **Jessie Marvin Cawthon** (BBA '48), Athens, Sept. 7. **Horace W. Lanford Jr.** (BBA '48), Naples, Fla., Sept. 21. **Frank Mitchell Maloof Sr.** (BBA '48), Atlanta, July 2. **George Rushing** (BBA '48), Augusta, Dec. 18, 2006. **Ann Middlebrooks Everly** (BBA '49), Dublin, Aug. 28. **William Mitchell Green** (BBA '49), Jacksonville, Fla., April 22, 2006. **Carroll Hendry** (BBA '49), Englewood, Colo., Aug. 16. **Edward Leslie** (BBA '49), Birmingham, Ala., March 2. **Hiram James "Jay" Mills III** (BBA '49), Conyers, Feb. 13. **Jack Moore** (BBA '49), Plainville, Aug. 20. **Thomas W. Pool Jr.** (BBA '49), Athens, Aug. 28.

1950s

John Amoss (BBA '50) of Milledgeville, Aug. 20. **Richard Brown** (BBA '50), Savannah, July 22. **Quincy Culpepper** (BBA '50), Decatur, Sept. 1. **James Edward Drake** (BBA '50), Milledgeville, March 6.

John Thomas Nee Jr. (BBA '50), Atlanta, Dec. 23, 1978. **Thomas Syms** (BBA '51), Rochelle, March 10, 2006. **James Mercer Brown** (BBA '52), Atlanta, Aug. 28. **William Cabin** (BBA '52), Athens, May 19. **Howard Jones Fretwell Jr.** (BBA '53), Marietta, Aug. 4. **Joseph DeVaughn** (BBA '54), Montezuma, June 1. **Barbara Cole Sanders** (BBA '54), Cordova, Tenn., March 9. **Walton Shaw** (BBA '54), Gaithersburg, Md., Sept. 8, 2003. **Charles Turner** (BBA '55), Savannah, Aug. 6. **Charles Edward Warner** (BBA '55), Savannah, Aug. 6. **Joseph S. "Jimmy" Gordon Jr.** (BBA '57), Lakeland, Fla., May 1, 2005. **Joseph Velez** (BBA '57), San Diego, Calif., July 9, 1995. **Howard Wayne Drane Jr.** (BBA '58), Sanibel, Fla., Nov. 2, 2006. **John Frances Hoffman Jr.** (BBA '58), Panama City, Fla., May 27.

1960s

Thomas R. Burnside Jr. (BBA '60, LLB '62), Augusta, Feb. 12. **Cleveland Miller** (BBA '50), Elberton, Sept. 5. **George Cooper Goodwin** (BBA '62), St. Joseph, Mo., May 23, 2006. **Charles A. Stubblebine Jr.** (BBA '62), Decatur, July 29. **Leroy Truelove** (BBA '63), Gainesville, July 10. **James Donald Hall Jr.** (BBA '64), Bainbridge, June 4. **George Hendree Harrison Sr.** (BBA '66), Roswell, Aug. 15. **James Fowler** (BBA '67), Murrayville, June 19. **Edwin D. Marsh** (MBA '67, PhD '77), Huntsville, Ala., July 10. **Alexander Bothwell** (BBA '68), Orlando, Fla., June 20. **Richard Herbert "Rusty" Rhodes Sr.** (BBA '68), Decatur, June 4. **James Maclin Rudder Jr.** (BBA '68), Eatonton, Aug. 21, 1996. **Thomas Wright** (BBA '68), Friendswood, Texas, Sept. 1990. **Berry Newton "Tinker" Boatright Jr.** (BBA '69), Watkinsville, Feb. 15. **Samuel Claude Gilbert** (BBA '69), Charlotte, N.C., Aug. 10. **William Loy Woodruff** (BBA '69), Snellville, Jan. 31.

1970s

Robert Bailey (MBA '70), Mountain City, Tenn., April 13. **Matthew Warren** (BBA '71), Oklahoma City, Okla., May 18. **Glenn Wells** (BBA '71), Augusta, Nov. 1993. **Edward Orton Evans** (BBA '72), Winterville, Nov. 19, 2006. **Harry Jay Hamilton** (MA '72), St. Louis, Mo., Feb. 18, 1993. **James Paxton Robinson** (BBA '72), Warner Robins, June 1982. **Harold Turner** (MBA '72), Tyrone, May 26. **Thomas Stone** (BBA '74), Carrollton, Feb. 20. **Michael Fuller** (BBA '75), Decatur, Feb. 16. **David Ayers** (BBA '76), Flowery Branch, Jan. 24. **Michael McCarty** (BBA '76), Lake Worth, Fla., June 20. **Edwin Marsh** (PhD '77), Huntsville, Ala., July 10. **Stewart Allen Wilson** (BBA '77), Thomson, Aug. 28. **Willie E. Richardson Jr.** (PhD '78), Atlanta, April 13. **David Richard Knowlton** (BBA '79), Alpharetta, Aug. 20. **Karen Harbin Smith** (BBA '79, MBA '80), Leesburg, March 2.

1980s

Lynne Panarello (BBA '81), Marietta, Aug. 25. **Ricky Smith** (BBA '81), Charlotte, N.C., Aug. 7. **Christopher Hannon** (BBA '84), Nashville, Tenn., Sept. 4. **Gary Hayden** (BBA '84), St. Petersburg, Fla., Jan. 31. **Jeffrey Brannon** (BBA '85), Bogart, Sept. 15.

1990s

Preston Nickerson Rawlins III (BBA '90), Albany, Sept. 12, 1995. **Patricia Hamilton Collins** (BBA '91), Winder, Sept. 1. **Sharon Ellis Murray** (BBA '95), Dunwoody, June 30.

2000s

Brandice Martin (BBA '04), Columbus, June 13.

center manager in Savannah. He is married to Jennifer Hartley (*ABJ '02, MEd '04*) and they have one child. **Drena Hollingsworth** (*BBA '01*) of Mableton was recently named to the “30 Under 30” list of real estate agents for the National Association of Realtors. She was chosen from more than 3,200 other real estate agents nationwide. **Mark Butler** (*BBA '02*) of Atlanta was a finalist for the *Atlanta Business Chronicle's* Salesperson of the Year Award for 2005. **Julie Lingenfelter McKillip** (*BBA '02*) of Ashburn, Va., started Your Perfect Day Events, her own event planning company. **Stephany Meyer** (*BBA '02*) of Atlanta is a volunteer with Buckhead Christian Ministry, a faith-based nonprofit agency that has helped needy families and individuals for 20 years. **Jonathan Schwartz** (*BBA '02*) of Athens was named assistant vice president and branch manager at First American Bank and Trust Co. **Milton W. Troy III** (*MBA '02*) of Mechanicsburg, Pa., received his master of arts degree in national security and strategic studies from the Navy War College in Newport, R.I. **Braxton Bone** (*BBA '03*) of Lakeland, Fla., is a development manager for Century Realty Funds. **Bradley Brookshire** (*BBA '03*) of Richmond Hill was promoted to vice president of construction lending at Bryan Bank & Trust. **Garrett Gravesen** (*BBA '03*) of Atlanta, who is co-founder and co-executive director of H.E.R.O. for Children (see story on p. 28), was honored by the United States Junior Chamber (Jaycees) as one of the 2007 Ten Outstanding Young Americans. Previous award winners include U.S. presidents John Kennedy and Bill Clinton. **Walter Hagan III** (*BBA '03*) of Savannah joined Darby Bank & Trust Co. as a commercial credit analyst. **Benjamin Lewis** (*BBA '03*) of Athens was promoted to banking officer and branch sales manager at First American Bank and Trust Co. **Jennifer Bono Munn** (*BBA '03*) of Atlanta was the subject of a Sunday “Why I Love My Job” feature in the *Atlanta Journal-Constitution*.

Jennifer is a sales manager/event planner for Atlanta Arrangements. **Joshua Wright** (*BBA '03*) of Sharpsburg joined Josey, Young & Brady Realty LLC as a realtor. **Mark Cathy** (*BBA '04*) of Carlsbad, Calif., is the new owner of a Chick-fil-A restaurant. He is the second third-generation Cathy member to enter as a franchisee into the family business, which was started by his grandfather. **Scottie Hendrix II** (*BBA '04*) of Savannah joined Seabolt Brokers/Harry Norman Realtors as a sales associate. **Kimberly McClellan** (*BBA '04*) of Tampa, Fla., received her M.B.A. and is now a mortgage banker with the HomeBanc Mortgage Corp. **Margaret Storm** (*BBA '04, AB '04*) of Athens was named marketing assistant /junior account manager for Sliced Bread Co., an Athens-based, full-service marketing firm. She perfected her Spanish while studying and working in San Jose, Costa Rica, and Madrid, Spain. She previously held the position of international assistant at Atlanta-based Shop'n Chek Worldwide.

2005-

Richard “Trey” Glendye III (*BBA '05*) of Savannah was promoted to banking officer at The Savannah Bank. **Brandon McWhorter** (*BBA '05*) is a sales executive for The Settings of West Point Lake subdivision in Liberty Hill. **Suzanne Swinson** (*BBA '05*) of Savannah is a sales associate at Seabolt Brokers/Harry Norman Realtors. **Lea Duval** (*BBA '06*) of Monroe, a partner in Liberty Tax Service, opened a third office in Athens. **Wyatt Holzbach** (*BBA '06*) of Richmond, Va., joined the sales and development division of S.L. Nusbaum Realty Co. in Norfolk. **Jay Thaw Jr.** (*BBA '06*) of St. Simons Island joined real estate firm Parker-Kaufman. **Erin Funderburk** (*BBA '07*) of Lawrenceville received a \$750 scholarship from the Atlanta Association of Health Underwriters, which honors a risk management student from UGA each year. ■

A toast to the Okefenokee

Attorney Tracy Chesser (BBA '90) opens a winery

By Krista Reese (*MA '80*)

It's a good thing that real estate-risk management grad Tracy Chesser (*BBA '90*) has a day job — as an attorney specializing in liability, insurance coverage, and personal injury defense for the Jacksonville, Fla., firm Moseley Prichard Parrish Knight & Jones. Because he says if he ever applied risk management principles to his part-time gig as a winemaker, “I probably never would have opened this business.”

Then again, Chesser Island Winery was never meant to be the Folkston, Ga., lawyer's bread and butter; it's more of a champagne toast to his beloved Okefenokee Swamp.

Named for the site of his grandparents' old pioneer homestead (now a part of the Okefenokee National Wildlife Refuge), Chesser Island Winery came into being after Chesser noticed a bumper crop of two things: Rabbiteye blueberries, and well-heeled Okefenokee tourists who longed to take home some authentic touchstone of the magical swamp-land they'd just visited.

Chesser grew up amid Folkston's timber industry, the life's work for many in his family, including his father. Chesser's own summers with his father cutting pine “put me through law school,” he says. After weighing the advice of the late Terry professor E.J. Leverett (“the pied piper of insurance,” as Chesser recalls him) to become a broker after graduation, Chesser instead opted for the bar, earning his J.D. from the University of Florida in 1993, then returning to his family home of Folkston.

After a bumper crop of rabbiteye blueberries on his property in 1998 and '99, Chesser started experimenting with winemaking.

“They were just dropping off the bushes,” he says. “So I read a couple of articles, and started making wine from it — about 15 gallons that first year. It wasn't bad. People said they enjoyed it. I thought, *If you can make good wine without really trying, what would it be like if you really tried?*”

Really trying meant a few things — like coming up with wines no one made anywhere else. Chesser and wife Melinda decided to focus on using native fruits — blueberries, blackberries (“They're the size of ping-pong balls here,” he says) and muscadines. Typically the base for Georgia's toothache-sweet wines, the Chessers decided to use them to make dry wines, as well as a completely unique product: Dry blueberry sparkling wine, the only such product anywhere. Later, he would also make a true muscadine brut, using the traditional French *methode champagnoise*.

In 2005, the Chessers officially opened their winery, shipping wines to local stores and distributors. The operation now ships more than 2,000 cases annually. A panel of wine professionals chose Chesser Island's Billy Bowlegs Blue as a 2007 “Wine of Distinction” for *Georgia Trend*. In addition, the 39-year-old Chesser was recognized as one of that magazine's “40 Under 40” young Georgians — and not for his lawyering, but for his winemaking and support of his home region. ■



Using blueberries, blackberries and muscadines, which typically produce sweet wines, Chesser has been able to create dry varieties, including this muscadine brut.

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SUMICHRAST

continued from 21

which was shared with the engineering college. Terry's Executive Education Center has state-of-the-art classrooms, nicely equipped meeting and conference rooms, and plenty of faculty offices. The Atlanta location — directly across the street from Lenox Square Mall — is ideal to attract working professionals.

TM: What other challenges does Terry face?

SUMICHRAST: We're short on classroom space in Athens, which restricts class size and availability; to compensate for that, Terry faculty teach in a number of buildings around the UGA campus. Equally a problem is the lack of space for student team meetings and prominent speakers. Terry also needs space for career services for MBA students and for corporate recruiters to interview our students.

TM: Which brings us to the new Terry complex, which has been proposed for a site near the intersection of Lumpkin and Baxter streets. Where does that project stand?

We are currently operating, in a sense, like a commuter school in that students leave the building as soon as classes end and disperse to their apartments or dorms. Or they congregate in the hallways to nap or study before their next class — and in sufficient numbers that make it hard for faculty, staff, and other students to walk through the halls.

SUMICHRAST: The draft plan is for three buildings. The working plan calls for us to begin with a building that will service graduate programs and graduate students. It will primarily be a classroom building, but there will be space for students to work on projects, plus breakout rooms and some meeting space. The current plan calls for us to privately fund 100 percent of the \$35-\$40 million that it will take to construct this first building.

A subsequent building would primarily be an undergraduate building with common space where faculty and students can interact informally — a building where you could both hold large events and where faculty and students could grab a cup of coffee. This is a concept that we've seen at the Kennedy School of Government at Harvard, where you convert informal meeting space to a lecture-style format. Another building would be primarily devoted to faculty offices, but it would also have some classroom space.

TM: How would this new Terry complex change our overall educational product and environment?

SUMICHRAST: We are currently operating, in a sense, like a commuter school in that students leave the building as soon as classes end and disperse to their apartments or dorms. Or they congregate in the hallways to nap or study before their next class — and in sufficient numbers that make it hard for faculty, staff, and other students to walk through the halls. We need the kind of facilities where business students can come early, stay late, and get things done. We need space for business organizations and a place for students to meet with alumni and members of the business community, a place where they could interview for jobs.

These new facilities would allow us to engage students outside the traditional lecture setting by utilizing distance learning technology, by providing lectures outside of class, and by re-using those

lectures by recording them for playback in an acoustically sound environment. Essentially, it would allow us to practice what we preach when we talk about teamwork in our management classes by providing space for group projects.

The new Terry complex would be a showplace, visually speaking, and that would help us attract more and better-prepared students. But more importantly — because of the programs and services we could deliver — it would enable the Terry College to provide students with a complete educational experience.

TM: Raising \$35-\$40 million in private funds for the first building in the proposed Terry complex is a tall order. How optimistic are you that we can reach that initial goal?

SUMICHRAST: It is a tremendous opportunity — but also a tremendous challenge — for both the Terry College and for the University of Georgia. To make it happen, we need a tremendous amount of support from alumni and from the business community. If we succeed in raising \$35-\$40 million for the first building, it heightens the viability of the entire complex — and we would then get resources from the state. If, on the other hand, we aren't

able to muster adequate support, we stand to lose that space at Lumpkin and Baxter. It's a prime piece of real estate. I have said, from the first moment I got here, that it is time for the Terry College to stop talking about itself as one of the top public B-schools and start talking about itself as one of the best business

colleges anywhere, public or private. The Terry College is on a path to national prominence, and to make that goal a reality we need to make dramatic improvements in our facilities. The key to becoming a top-tier business school lies in the new business education complex. If we are able to build it, it will represent a sea change for the Terry College. ■

SAVE THE DATE

TERRY COLLEGE OF BUSINESS ALUMNI AWARDS AND GALA

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



SATURDAY,
MAY 3, 2008

7:00 p.m.

The Westin Buckhead
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