

In this issue:

Young Alumni on the Fast Track

Andrew Davis (BBA '01) wins
Continental Tire SportsCar
Challenge at Road Atlanta





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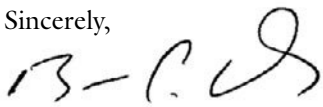
As business educators, one of our primary duties is to give our students the tools they need to be successful in their career pursuits. At Terry, we know that success depends on embracing change and viewing challenges as opportunities. This is especially evident in the stories I hear every day about Terry College young alumni.

As this issue of *Terry Magazine* shows, our alumni have achieved success across a wide variety of fields, from beginning their own businesses to running some of the world's largest companies. Their willingness to give back to their alma mater is just as impressive. From on-campus lectures and job recruitment to student mentoring and financial contributions, Terry alumni send a clear and consistent message to our students that giving back is an inherent part of success. The Business Learning Community, currently in its second phase of construction, is a perfect example of how alumni support is having a direct impact on education. Students in Correll Hall are now benefiting from its state-of-the-art facilities and working hard to become the next generation of business leaders.

There are signs of alumni impact everywhere at Terry. The Student Managed Investment Fund is a premier experiential learning opportunity which provides undergraduate students the opportunity to manage over \$1.1M of assets initially funded by alumni contributions. Over 500 of these signs of alumni impact are also evident in Terry students being mentored this semester by alumni. It is clear that investing in the Terry College is having a marked impact on the next generation of business leaders.

As you read about the amazing things our alumni have accomplished, I hope you notice that the common thread that runs through these stories is the culture of excellence and opportunity in place at the Terry College. I am thankful to all of you for your support which allows that culture to thrive. 🙏

Sincerely,



Benjamin C. Ayers, *Dean*
Earl Davis Chair in Taxation
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Young alums express thanks



In an issue dedicated to Terry's outstanding young alumni, I would be remiss if I didn't introduce you to the two Terry students — soon to be young alums themselves — who spoke so eloquently to a large North Campus crowd at this fall's Correll Hall dedication and Amos Hall groundbreaking.

Johnelle Simpson, a double major in risk management and insurance and political science, is president of the UGA Student Government Association. He has won a number of national speaking competitions, and his résumé includes being voted UGA Homecoming King this fall.

"Today is a great day to be a student in the Terry College of Business," said Simpson, whose interest in business was stimulated by his participation in the Terry Business Academy, an immersive summer program that exposes high school students to the various business majors that Terry has to offer. When it came time to apply to colleges, UGA was his only choice.

"The Business Learning Community foreshadows the future of this business school for its faculty and staff — and, most importantly, for my constituents, the students," said Simpson, whose sense of humor delighted the crowd when he noted that Dan Amos' mother had given him a set of risk management rules to live by at lunch.

Following Simpson to the microphone was Deer Run Fellow Carmen Arias, who already qualifies as a young alum with her accounting BBA in hand, but who won't leave campus until she has a master's to go with it. Arias paid tribute to what she termed "the adaptability" of Terry's new Business Learning Community.

"We all know that the business environment nowadays is completely different than it was 20, or even 10 years ago," said Arias, who is the first person in her family to attend college, "and Terry has taken this into account in order to prepare us as we enter this modern business world, which is increasingly focused on technology and teamwork."

Correll Hall's interactive study rooms, high-tech classrooms, business labs — plus a graduate student commons that is open 24 hours a day — are all key elements in ramping up the quality of business education, said Arias, who also injected some humor into her presentation.

Arias applauded Correll Hall's open-all-night policy for "finally ending the war with the MLC [Miller Learning Center] students, who were fighting with us for those MLC study rooms! It has been a true struggle, but it's all better for us now!" 🏠



JOHNELLE SIMPSON

KENT HANNON



CARMEN ARIAS

KENT HANNON

Kent Hannon

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JANUARY

- 15 Middle Georgia Economic Outlook — Macon**
- 20 Savannah Economic Outlook**
- 21 Terry Third Thursday**
Speaker: David Cummings, Partner, Atlanta Venture
- 21 Coastal Economic Outlook — Jekyll Island**
- 22 Terry Leadership Speaker Series**
Speaker: Ken Kendrick, Managing General Partner, Arizona Diamondbacks
- 27 Athens Economic Outlook**
- 29 Columbus Economic Outlook**

FEBRUARY

- 2 Albany Economic Outlook**
- 4 Augusta Economic Outlook**
- 5 Terry Young Alumni Board Meeting**
- 5 Terry Young Alumni Formal**
- 9 Dalton Economic Outlook**
- 9 San Francisco Alumni Reception**
- 18 Terry Third Thursday**
Speaker: Alex Taylor, EVP, Cox Enterprises
- 18 Terry Alumni Board Meeting**

MARCH

- 17 Terry Third Thursday**
Speaker: Mary Laschinger, Chairman of the Board & CEO, Verativ
- 18 Terry Leadership Speaker Series**
Speaker: Debbie Storey (AB '80, MBA '06), EVP, Mobility Customer Service, AT&T
- 22 Birmingham Alumni Reception**

APRIL

- 13 Terry Honors Day**
- 30 Terry Alumni Awards and Gala**

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- 13 Terry Graduation Convocation**

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

Fine Print

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Cover photograph: Jason Thrasher
Race car driver Andrew Davis

Terry



SPECIAL

BORN TO RUN

24

Andrew Davis (BBA '01) was taking checkered flags while he was a student at Terry. He met his wife in a Terry lecture hall. And the marketing skills he picked up in a Terry classroom have been indispensable in a sport where even champion drivers like Davis have to lobby race team owners and sponsors for financial support.

By Charles McNair



WINDOWS OF HOPE

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The mayor of Los Angeles wants to transform the nation's second-largest metropolitan area into a more cohesive, livable environment — and one of the people he's entrusted with that formidable assignment is journalist-poet-activist-urban planner Mark Anthony Thomas (BBA '01).

By Matt Waldman (AB '96)



MENTOR PROGRAM FOCUSED ON MATCHMAKING

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The best medicine for students with career path anxiety is sage advice from successful young alumni who have been there, done that, and lived to tell the story.

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



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Crystal Ivey (MBA '14) is an assistant brand manager at Procter & Gamble. **Kristen Manion Taylor** (ABJ '96, MBA '97) is a managing director at Delta Air Lines. **Matt Shanks** (BBA '10) is the founder of GameDay Transport. **Alyssa Abe** (BBA '14, MAcc '14) and her sister **Jessica Abe** (BBA '14) work for EY in Atlanta, and their younger sister **Miranda Abe** is a student at Terry.

By Matt Waldman, Susan Percy, Ray Glier, and Lori Johnston

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Terry Magazine iOS App





Correll Hall



DeVore Conference Room



Innovation Lab

Correll Hall in pictures

Photos by Peter Aaron / OTTO for Robert A.M. Stern Architects



South Portico



Graduate Commons



Second floor hallway



Blanchard Atrium

Dedication

Photography by Cassie Wright

As the Terry College family gathered on North Campus on Sept. 17, the same pioneering spirit that established the first business school in the South was summoned again. Beginning with an elegant dinner the night before, a magical 24 hours saw Terry supporters attend a lecture, a dedication, and a groundbreaking in honor of the college's new Business Learning Community. Laughter and conversation rang across the campus lawn as alumni reconnected with old friends and witnessed the college's new beginning.

To follow the progress of Phase 2, including Amos Hall, visit: building.terry.uga.edu/phase2



From left: Carmen Arias, Pete Correll and Dan Amos.



From left: Pete Correll, Dean Ben Ayers, Dan Amos and Johnelle Simpson.



From left: Dean Ben Ayers, Ada Lee Correll, Pete Correll, UGA President Jere W. Morehead, and Dan Amos.



From left: Dean Ben Ayers, UGA President Jere W. Morehead, Dan Amos, Jean Amos, Kathelen Amos, and Lauren Amos.



Under the tent



Coca-Cola donated *Building Terry* branded bottles for the event.

Newsfeed

News about Terry College students, faculty, and alumni • Winter 2015

Terry dedicates Correll Hall, breaks ground for Amos Hall

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




The Terry College set a new precedent for business education in September with the opening of Correll Hall and the ceremonial groundbreaking of Amos Hall. Correll Hall marks the completion of Phase I of the college's planned Business Learning Community. The Amos Hall groundbreaking marks the start of Phase II.

Correll Hall is named in honor of A.D. "Pete" Correll (BBA '63) and his wife, Ada Lee (BSEd '63). [See photo of them above with Daniel P. Amos.]

"Ada Lee and I are immensely proud to be tied to the legacy of the Terry College and the University of Georgia, which has helped so many young men and women over the years," said Correll, chairman emeritus of Georgia-Pacific. "I know firsthand that the state of Georgia and its workforce benefit directly from the teaching and learning that happen here."

Correll Hall, home to the college's graduate programs, was designed with collaboration in mind and includes a business innovation lab, multiple team project rooms, and a graduate commons.

Amos Hall, the centerpiece of Phase II of the college's expansion, will house its undergraduate programs. Named in honor of Dan Amos (BBA '73), chairman and CEO of Aflac, the facility is slated for completion in 2017.

Phase II will encompass approximately 140,000 square feet with two large auditoriums, eight classrooms, a trading room, a behavioral lab, undergraduate commons, conference rooms, and faculty and staff offices. 


Amos recognized amongst AACSB Influential Leaders

AACSB International recognized Dan Amos (BBA '73), Aflac CEO and chairman, as one of the first 100 AACSB Influential Leaders.

Amos has a long history of service to his alma mater. He has been honored with the institution's Distinguished Alumni Award and recently chaired the campaign cabinet of the college's highly successful *Building Terry* capital campaign, which raised more than \$121 million for the college's new Business Learning Community.

Under Amos' leadership, Aflac's revenues have grown from \$2.7 billion to more than \$23.9 billion. The company insures more than 50 million people worldwide and is the leading provider of individual insurance policies offered at the worksite in the United States.

As an AACSB honoree, Amos joins individuals such as the CEO of one of the world's largest global relief services, a technology pioneer who is working to cure cancer, the founder of a global e-commerce powerhouse, and an enterprising company president credited with reviving an international toy industry favorite.

More than 20 industry sectors, from consumer products to healthcare to nonprofits, across 21 countries, are represented in this year's AACSB Influential Leaders group. 

Tull School ranks among nation's best

Terry's J.M. Tull School of Accounting continues to place highly in the rankings published by the *Public Accounting Report*.

Consistently ranked in the top 10 undergraduate and master's programs among public research universities, the Tull School's undergraduate program ranked No. 9 and the master's level ranked No. 10 among all programs (including public and private research universities) in *Public Accounting Report's* 2015 rankings. In addition, the Tull School's Ph.D. program ranked No. 12, up four spots from last year. <#>

Terry mourns Ron Swift



Ron Swift, an executive-in-residence at Terry and an information technology expert, passed away on Aug. 11 due to lymphoma.

A valued member of the MIS Advisory Board, Swift began his business career with the U.S. Air Force and served for many years at IBM, AT&T, and Teradata. He was a renowned author, speaker and consultant in the fields of customer relationship management and data warehousing.

For more than two decades, he taught Terry classes, quickly becoming a student favorite due to his entertaining presentations and desire to speak to students long after class ended.

Swift is survived by his wife, Donna. <#>

UGA Foundation boosts SMIF's capital to \$1 million

By Chip Stewart (ABJ '97)

In October, the investment committee of the UGA Foundation voted unanimously to invest \$750,000 in Terry's Student Managed Investment Fund, boosting SMIF's working capital from a balance of approximately \$354,000 as of Aug. 31 to more than \$1 million.

The Student Managed Investment Fund is a program that enables Terry and UGA students to serve as investment managers for the UGA Foundation with responsibilities that require regular reporting of market values and reinvesting returns back into the foundation's portfolio.

"The foundation's commitment is a confirmation of the huge impact that SMIF is having on Terry and UGA students in setting them up for tremendous professional success," says Mitch Reiner, chairman of the board of trustees for SMIF and COO of Capital Investment Advisors in Atlanta. "When we look at companies in cities like Atlanta, New York and Chicago that are seeking the talent coming out of the Student Managed Investment Fund, it's because we have something special here."

SMIF was initiated in 2006 with a \$125,000 gift from UGA Foundation trustee Darren DeVore (BBA '86) and his wife Pam. They wanted to give students practical experience through an opportunity to serve as actual investment managers versus learning about the financial services industry through hypothetical investment scenarios.

The program allows UGA students to manage a UGAF investment fund — and since its inception the returns students have achieved compare favorably to major Wall Street averages. Through fiscal year 2015, the DeVores and other donors contributed a total of \$250,000 to the fund, whose team has grown the balance by an average of 8.95 percent on an annualized basis since the fund's inception.

Student-managers make presentations to UGAF's investment committee wherein they recap their current investment strategies and provide analysis of the SMIF fund's performance.

"The SMIF team has brought some new and fresh investment ideas to the foundation and I am looking forward to working with them to help grow the long term portfolio," says John Crawford, chair of the investment committee.



"This is an outstanding opportunity for the SMIF students to prepare for a career in the financial services industry and to develop strategies for success both personally and professionally." <#>

Amos and Correll offer sage advice

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

The true challenge of leadership isn't about the bottom line, but about making the world better. If that sounds idealistic, keep in mind that the message came from two of America's most successful CEOs — Daniel P. Amos (BBA '73) and A.D. "Pete" Correll (BBA '63) — who were featured speakers at the recent Mason Public Leadership Lecture on the UGA campus.



The highlight of this year's Mason Lecture was the exchanges between (from left) Correll and Amos.

"I believe people want to do business with companies that make life better," said Amos, CEO and chairman of Aflac, which is recognized as one of the nation's most ethical companies. "The job of a corporation is to make a profit. If you don't, nothing else matters. But once you've done that, you can also give back. And then people want to do business with you."

The success Amos has had at Aflac — building revenues from \$2.7 billion to more than

\$24 billion — has come from an understanding of business within the context of community. In 2008, Aflac became the first publicly traded American company to allow shareholders to vote on top management's compensation, a feature that's now required by law. It has also been forward-thinking in terms of employee recruitment and philanthropy.

"America is made up of a diverse group of people," said Amos. "It's not made up of 60-year-old white guys sitting around a table. If your leadership team is made up of just that group, you're really not getting the diversity to understand what's in the workplace and what the customer and consumer want."

Correll, chairman emeritus of Georgia-Pacific, said managers have a responsibility to improve their communities, which in turn benefits employees.

"When we started out in these small towns, we quickly concluded that we were 90 percent of the tax base," said Correll. "So if you want anything good to happen in the community, the leaders of the business have to do it. So I came up knowing that if we were going to make these communities better, the people from the business had to be involved."

In Correll's view, that involvement extends beyond business.

"The difference between the haves and have-nots is greater in our country than it's ever been since the Civil War. Most countries solve these problems by revolutions. We're at a point where people have to step up. They have to recognize that in this wonderful recovery we've lived through we have left a significant part of the population behind. Regardless of whose fault it is, the leadership of this country has got to step up. I think that's the most pressing need of our country."

Both leaders also gave sage advice to Terry students, including Amos' three principles of risk management and insurance: "Don't risk a lot for a little. Don't risk more than you can afford to lose. And consider the odds. If you take those three principles to heart, you can apply them to almost anything you do." ¹

Terry contributes to Teach For America

Thirty UGA graduates have committed to teach in schools across the nation through the highly competitive Teach for America program. Only 15 percent of this year's 44,000 applicants — with an average GPA of 3.4 — were admitted to the program. Those 30 UGA students will join 4,100 other recruits this year, enabling the university to tie for 14th place as a contributor to Teach for America among large universities.

"UGA students who are hired at Teach for America tend to be strong organizers with a passion for helping children succeed in the classroom," says Scott Williams, UGA Career Center director.

"They represent future leaders in a myriad of professional career fields who continue to support and influence the quality of education in the classroom."

Terry graduates like Zack Kroll have been an integral part of that passionate educational workforce.

"I really wanted to find something where I was making an impact," says Kroll (BBA '11), whose two-year Teach for America tenure took him to a rural school in the Mississippi Delta. Though challenging, Kroll says it was an eye-opening experience — one that compelled him to return to UGA to get a master's degree from the College of Education.

"I really, really enjoyed connecting with people on a different level and teaching them something they didn't know before," says Kroll, who now teaches geometry at Centennial High School in Roswell with a goal of eventually getting into education administration. "I plan on working with young people for as long as I can, and a lot of that came from this experience." ²

Meet Laura Zimmerman

Economics professor with interest in developing countries brings real-life international issues into her classroom

Where did you earn degrees and what are your current responsibilities at UGA?

I earned my bachelor's degree in philosophy, politics, and economics (PPE) from the University of Oxford in the United Kingdom, and my master's degree and Ph.D. in economics from the University of Michigan, Ann Arbor. At UGA, I am currently an assistant professor with a joint appointment in the department of economics in the Terry College of Business and in the department of international affairs in the School of Public and International Affairs. My research focuses on the intersection of political science/international affairs and economics in developing countries, and I teach and supervise undergraduate and graduate students in both departments.

What brought you to UGA?

I have had an interest in the substantial overlap between international affairs and economics since my undergraduate degree in PPE, and my dissertation focused on the intersection of political and economic factors in India. Therefore, the interdisciplinary position shared between international affairs and economics was a perfect fit for me and allowed me to become a part of two research-active and dynamic departments.

What are your favorite courses and why?

I enjoy teaching undergraduate courses in development economics and politics of development because they apply concepts to real-life and current settings. In the politics of development class, we look at why governments or civilians behave in a certain way and why this makes political processes so complex. An example: We read a journal article on why the terrorist group LRA in Uganda abducted mostly children rather than adults to recruit soldiers, and how many of Boko Haram's practices in Nigeria have become similar to those of the LRA. We then discuss how this influences counterinsurgency strategies by the government and the international community. In the development economics class, we look at why some countries are poor and others are not, how people live on \$1/day, what their daily challenges are, and what the international community can do about this.



Zimmerman, who grew up in Germany, holds a joint appointment at Terry and at UGA's School of Public and International Affairs.

What interests you about your field?

Research at the intersection of economics and international affairs in developing countries is a new and very active field with many open questions. I deal with real-life issues that affect millions of people every single day, for example with whether India's very ambitious anti-poverty schemes work in practice and where the challenges lie. This means that my research is not purely academic, but also has policy implications that can serve as information for governments and institutions such as the World Bank. I have presented at workshops that bring together politicians, government program beneficiaries, NGOs, and academics, which have been incredible for the exchange of ideas. When I listen to the story of a poor Indian woman about how a few days of a government-funded job have helped her get out of a de facto slave contract in her village, I just know that I am in the right field.

How does your research inspire your teaching?

My research helps me make the course content less abstract. I regularly put up pictures from my own travels to developing countries in class, and we talk about some of the things that I experienced, which I hope gives students a better feel for what it is like to travel to a developing country and what daily life there looks like.

Describe your ideal student.

The ideal student is interested in understanding what life in developing countries is like, why the economic and political situation is what it is, and what needs to be done to change it. 🏠

Bennett-Alexander wins Beckman Award

By Sam Fahmy

Two University of Georgia faculty members — Terry legal studies professor Dawn Bennett-Alexander and Misha Cahnmann-Taylor in the College of Education — are among 10 professors nationwide to be honored with a 2015 Elizabeth Hurlock Beckman Award for teaching excellence.

UGA is the only university in the nation with two 2015 Beckman Award recipients, and Bennett-Alexander and Cahnmann-Taylor will each receive a \$25,000 cash award.



Bennett-Alexander was nominated by Randy Gold (BBA '94), who credits her with giving him the fortitude to create a company that screens people for genetic diseases.

Known affectionately as “Dr. B-A” by her students, Bennett-Alexander has taught employment law and legal studies at Terry since she joined the UGA faculty in 1988. She was nominated for the award by former student Randy Gold (BBA '94), who founded JScreen, a not-for-profit organization that operates an educational and at-home screening program for Jewish genetic diseases.

In his nominating letter, Gold noted that prior to their wedding he and his wife Caroline were screened for two and eight, respectively, of the genetic diseases disproportionately common in those with Jewish ancestry.

Unfortunately, neither was screened for ML4, a devastating and life-threatening disease they unknowingly gave to their daughter Eden.

“The willingness to right a

wrong, to stand up and be recognized, or to protect those unable to protect themselves are concepts that Dr. B-A helped me understand even more clearly through her class,” says Gold. “It was this understanding that led me to create JScreen, which is saving lives every day.”

Bennett-Alexander has received many honors throughout her career, including the UGA President’s Fulfilling the Dream Award and being named a Fulbright Senior Scholar to conduct research on race and gender discrimination while teaching at the Ghana School of Law in West Africa.

She is the author of several textbooks, including the first-of-its-kind *Employment Law for Business*, which is now in its eighth edition and remains the most widely used employment law textbook in the nation. <#>

MBA program adds new concentrations

The Terry College of Business has broadened its Full-Time MBA offerings to include new concentrations in healthcare and human resource management, a new area of emphasis in consulting, and a completely redesigned leadership program.

“The new concentrations, emphasis in consulting and renewed focus on leadership are a direct reflection of the needs we hear from employers,” says Santanu Chatterjee, director of the Full-Time MBA Program and associate professor of economics.

The healthcare management concentration gives MBAs a solid foundation in how business principles apply to healthcare organizations, while the human resource management concentration emerged in response to both student and employer requests.

The new area of emphasis in consulting combines both case-based and hands-on coursework to prepare students for consulting careers across a variety of industries.

The MBA Leadership Fellows program has been completely revised to focus on crisis management and service learning, in partnership with the Athens Area Community Foundation.

The Full-Time MBA Program also continues to build relationships with other colleges on campus, through a number of dual degree opportunities for students: a JD/MBA or LLM/MBA in cooperation with the Law School, an MBA/MPH in partnership with the College of Public Health, and an MD/MBA option in conjunction with the Georgia Regents University Medical Partnership. <#>

— Matt Weeks



Love Terry?

Trey does.

Trey Wood is a budding philanthropist who lends his support to the United Way, Children's Center for Hope and Healing, Northeast Georgia Medical Center, Jaycees, and other local non-profits in the northeast Georgia area. The Terry College also ranks among Trey's passions. As a loyal and annual supporter, Trey gives of his time, talent and treasure and generously supports his alma mater.

"The Terry College of Business gave me the foundation to grow into a young professional. Along with a strong network of alumni, I support Terry in order to provide for the next generation of business leaders."

TERRY EXCELLENCE FUND

Make your gift to the Excellence Fund today. Every gift makes a difference to Terry students.

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Trey Wood, BBA 2008
Turner, Wood & Smith Insurance
Gainesville, Georgia

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



Research and Innovation

Advances from the Terry College of Business

Multicultural Economy Report: Asians, Hispanics driving the U.S. economy forward

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

Growth in the U.S. market is increasingly driven by Hispanic and Asian consumers, to the tune of nearly \$2 trillion per year. That's one takeaway from the 2015 Multicultural Economy Report from the Terry College's Selig Center for Economic Growth.

The nation's projected total buying power in 2015 is \$13.5 trillion, a 213 percent growth since 1990. That number is bolstered by an increasingly diverse populace, according to the annual report, which provides a comprehensive statistical overview of the buying power of African Americans, Asians, Native Americans, and Hispanics for the U.S. as a whole and for each of its states.

For example, the U.S. Hispanic market in 2015 will be \$1.3 trillion, which is larger than the GDP of Mexico. In 2020, the U.S. Hispanic market will reach \$1.7 trillion. The Asian market, comprised of 18.3 million Americans, will be \$825 billion in 2015 and will grow to \$1.1 trillion in 2020.

"The Asian and Hispanic markets will really drive the U.S. consumer market," says Jeff Humphreys, director of the Selig Center. "Those two groups will account for a disproportionate amount of growth. The African-American market will still expand at a rate that's compelling, but the Asian and Hispanic markets are where you see the really fast-paced growth."



The Selig Center's report predicts that African-American buying power will be \$1.2 trillion in 2015 and will reach \$1.4 trillion in 2020 — up from \$320 billion in 1990.

This year's report, available for purchase at the Selig Center


website, www.terry.uga.edu/selig, also breaks down the buying power of minority subgroups, such as Mexicans and Puerto Ricans in the Hispanic category, and Asian Indians, Chinese, and Japanese in the Asian category.

Richer data can help businesses fine-tune their marketing efforts toward specific consumers.

"Although we're already splitting the U.S. market into a number of groups," says Humphreys, "within each of these large groups are very distinct subgroups that are often quite different culturally and could respond to advertising in different ways or may have preferences in terms of products that differ among the groups because of difference in culture or countries of origin. So the one-size-fits-all marketing approach may not work as well as a more targeted strategy. We have the per-capita amounts for these subgroups, which can explain a lot. The Asian Indian subgroup is actually smaller in population than the Chinese subgroup, but their per capita buying power is just off the charts."

Humphreys has been preparing the Multicultural Economy report for 24 years, documenting the ups and downs of U.S. consumers.

"The biggest change I've seen over time is that the focus or the interest level has increased for Hispanic estimates after Census 2000," he says. "That was kind of a wake-up call to corporate America about the importance of the Hispanic consumer. Many companies found that they were behind in terms of targeted marketing efforts to Hispanic consumers."

"Since the Great Recession, I've seen an interest in the Asian buying power numbers pick up," he adds. "Part of the reason for that is demographics — there are just more Asian consumers now. But another reason is the fact that the Asian group was less affected by the Great Recession than the other groups. That's primarily because Asians tend to be in occupations and industries that were less affected by the Great Recession. Asian buying power held up better than the buying power of the other groups, so I think companies were looking for opportunities in that market more than they were prior to the Great Recession." 

Landmark EEOC ruling means more protection for LGBT workers

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

In the middle of July, the Equal Employment Opportunity Commission issued a landmark ruling that broadens protections against anti-gay discrimination in the American workplace. In a 3-2 vote, the commission determined that anti-gay bias should be considered a form of sex discrimination under Title VII of the Civil Rights Act.

This means that gay and lesbian workers who have been mistreated will have a new way to seek justice, says Terry legal studies professor Alex Reed, who studies employment law and diversity issues.

“As the entity responsible for enforcing Title VII, the EEOC functions as an expert on employment law matters such that its rulings are considered to be persuasive—but not binding—authority. Thus, the next time a federal judge is confronted with a case involving claims of sexual orientation-based employment discrimination, he or she will have to address this ruling one way or the other, either by agreeing with the EEOC’s interpretation or explaining why the decision is incorrect,” says Reed.

The case at hand, *Complainant v. Foxx*, concerned a temporary worker at a Federal Aviation Administration facility in Miami who claimed he was not promoted to the permanent status because he was openly gay.

“For the past 50 years, the EEOC and numerous federal courts had held that employers could lawfully discriminate against lesbian, gay, and bisexual Americans given that the term ‘sexual orientation’ does not appear anywhere in the text of Title VII and because the 88th

Congress ostensibly did not intend for Title VII’s ban on sex-based employment discrimination to prohibit sexual orientation discrimination,” says Reed. “In the *Foxx* opinion, the EEOC abandons that position and instead holds that ‘allegations of discrimination on the basis of sexual orientation necessarily state a claim of discrimination on the basis of sex.’ Consequently, lesbian, gay, and bisexual persons who are subjected to sexual orientation-based employment discrimination are now able to file a charge of discrimination with the EEOC in the same manner as individuals experiencing employment discrimination on the basis of race, color, religion, sex, or national origin.”

While the EEOC’s decision applies to federal employees, it does not supersede the authority of federal courts. In the past, some federal courts have found against extending Title VII protections to LGBT workers. This makes the issue ripe for a Supreme Court showdown.

“Over the coming months and years, we will receive rulings from federal district courts and federal circuit courts of appeals accepting or rejecting the EEOC’s rationale,” says Reed. “If there is disagreement among the lower courts, the Supreme Court may well decide to get involved so that it may definitively resolve the matter once and for all.”

If that happens, says Reed, there is reason to believe that the Supreme Court will side with the EEOC.

“Chief Justice John Roberts has hinted that he may agree with the EEOC’s reasoning, albeit outside of the employment law context,” says Reed. “During the oral arguments in *Obergefell v. Hodges* (i.e., the same-sex marriage case), the chief justice indicated that he perceived same-sex marriage bans as a form of impermissible sex discrimination, stating, ‘I’m not sure it’s necessary to get into sexual orientation to resolve this case. I mean, if Sue loves Joe and Tom loves Joe, Sue can marry him and Tom can’t. And the difference is based upon their different sex. Why isn’t that a straightforward question of sexual discrimination?’ If the chief justice believes sexual orientation discrimination is a form of sex discrimination, he would likely join with the court’s four liberal justices to hold that lesbian, gay, and bisexual persons may challenge instances of sexual orientation-based employment discrimination as prohibited under Title VII.” [f](#)



CASSIE WRIGHT

Alex Reed, director of the Legal Studies Certificate Program.

Why CEOs delay sharing bad news – and how to stop it

Rich compensation packages mitigate damage caused by negative forecasts

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

An important part of a CEO's job is to communicate a firm's value to shareholders. Good news is usually shared with investors right away, but bad news tends to lag. A new study from the Terry College examines why CEOs delay the release of bad news — and how that can change. Top managers face a double-edged sword when they communicate news to shareholders. Being open about a firm's recent trajectory is good for investors, but can be harmful for a CEO's career.

"The CEO doesn't want to get fired, and is concerned with how the market will view his or her performance as a manager if they release poor company performance," says John Campbell, an associate professor of accounting at the Terry College. "The idea, then, is that the CEO will delay the release of bad news as long as possible in hopes that good news will come along to offset it, so that the bad news never has to be released."

These career concerns can create a barrier to open and timely dialogue between the firm and its investors. In an effort to understand this phenomenon, prior academics found something of note. Since the passage of Regulation Fair Disclosure (Reg. FD) in 2000, which requires CEOs to disclose company news to all investors simultaneously, CEOs seemed to no longer delay the release of bad news.

"One set of researchers noticed that CEOs stopped delaying bad news after the passage of Reg. FD, a regulation that has absolutely nothing to do with career concerns. So we were puzzled by that," says Campbell. "If I'm a CEO under Reg. FD, I can still delay bad news. I just don't tell anyone. So we decided to look into it."

Their findings are included in a paper, "Do Career Concerns Affect the Delay of Bad News Disclosure?" that Campbell co-authored with his Terry colleague Stephen Baginski, Terry Ph.D. candidate Lisa Hinson, and David S. Koo at the University of Illinois Urbana-Champaign. Koo is a Terry College Ph.D. graduate from 2013.

The authors found that Regulation Fair Disclosure

doesn't eliminate the delay of bad news release, but it did change the way firms forecast their earnings. More importantly, the authors found that previous researchers' failure to account for these changes in forecasting behavior led to overstated conclusions on the effectiveness of Reg FD on eliminating bad news delay.

"We look at forecasts, and around this time managers started issuing more range forecasts versus point forecasts," says Hinson. "Basically, the manager would say 'We expect earnings per share to be between 2 and 6 cents' instead of saying, 'We expect it to be 4 cents.'"

Around the same time, CEOs became more likely to simultaneously issue earnings forecasts for the next quarter and announce the earnings of the previous quarter. Taking these new findings into account, the researchers concluded that Reg. FD did not have much of an effect on the release of bad news relative to good.


So what explains the delay of bad news disclosures? Money. Specifically, the kind of severance compensation paid to CEOs. The researchers found that top-level severance pay helped alleviate the fear of being fired, freeing CEOs to open up about failures.

"There are a lot of people who think that CEO severance pay is a rip-off," says Campbell. "They look at it and say, 'Why are you paying this guy so much money when he was fired at his job?' But if it reduces the manager's career concerns enough, they will take actions that they otherwise might not have. They take more risk and, in this case, accelerate the disclosure of bad news. They don't feel as concerned about being fired in the short run."

The key word being "enough." Severance packages (or ex-ante agreements) are standard for many C-suite jobs. But not all are created equal. To keep CEOs open and honest about their forecasts, their compensation needs to be in the top 50 percent, Campbell says.

That's equal to about \$8 million, or nine times a typical CEO's yearly salary. "If you give a manager enough severance," says Campbell, "they reach the point where they don't differentiate between good and bad news, they disclose to investors on an equally timely basis."

That level of transparency translates into better conditions for investors overall, the authors said.

"It's typically good to encourage CEOs to take risks and invest in positive net-present-value projects," says Hinson. "And the markets generally like to know information as soon as the managers know, rather than getting it at a delay. It keeps capital market participants informed and leads to more efficient capital allocation." 

Faculty recognition

Awards

Management information systems professor **Elena Karahanna** [Rast Professor] earned the inaugural Association for Information



KARAHANNA

Systems Sandra Slaughter Award. The honor recognizes long-standing

members who have provided leadership within the Association. Activities that display this leadership include participation in chapters of special interest groups and college programs, intellectual contributions to AIS conferences, and participation in AIS-sponsored journals.

Economics professor **Ian M. Schmutte** earned a three-year, \$535,000 grant from the Alfred P. Sloan Foundation to study “The Economics of Socially-Efficient Privacy and Confidentiality for Statistical Agencies.”



SCHMUTTE

Schmutte will collaborate with Cornell University’s

Labor Dynamics Institute to evaluate the optimal trade-off between accuracy and privacy in published data. The grant will allow researchers to create a library of state-of-the-art algorithms for privacy

protection and also to develop new measures of individual and social preferences for privacy protection and data accuracy.

Management information systems professor **Nicholas Berente** co-authored two



BERENTE

research papers that received top honors this summer. Berente received the Best Paper

Award from Information and Organization for “Beyond the Organizational ‘Container’: Conceptualizing 21st Century Sociotechnical Work.” His paper “Towards an Open Source Software Development Lifecycle,” received the honor of Best Conference Paper at the Organization Communication and Information Systems Division at the 2014 Academy of Management Meeting.

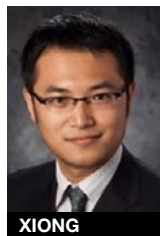
Appointments

Marketing professor **Son Lam** was appointed to the board of the *Journal of Business to Business Marketing*, an international academic journal.

Legal studies professor **Alex Reed** was appointed president of the Employment Law Section of the Academy of Legal Studies in Business. (See story on Reed on p. 19)

Presentations and Mass Media

Marketing professors **Guiyang Xiong** and his colleague, **Sundar Bharadwaj** [Coca-Cola Chair], presented the paper “Marketing Accountability



XIONG

upon New Product Introductions and Product Recalls: Are Advertising and CEO Attractiveness Complements or Substitutes?” at the January 2015



BHARADWAJ

Marketing Meets Wall Street IV Conference in Singapore.

Economics professor **Laura V. Zimmerman** presented “Jai Ho? The Impact of a Large Public-Works Program on Government’s Election Performance in



ZIMMERMAN

India” at the 10th IZA/World Bank Conference on Employment and Development in

Bonn, Germany, and at the Centre for the Study of African Economies March Conference at Oxford in Oxfordshire, England. (See Zimmerman story on p. 15)

Management Head **Robert Vandenberg** [Arnold Professorship] presented “A Decade of Statistical and Methodological Myths and Urban Legends” at the 30th Annual Conference of the Society of Industrial and Organizational Psychology in Philadelphia and “Predictors of Success in a Worksite Weight Management Study” at the 36th Annual Meeting and



VANDENBERG

Scientific Sessions of the Society of Behavioral Medicine in San Antonio.

Real estate professors **Rich Martin** and **James Conklin** presented papers at the American Real Estate and Urban Economics Association in Boston. Martin’s presentation was on “Traffic



MARTIN

Congestion and Gentrification.” Conklin made two presentations:



CONKLIN

“Reputation and Exaggeration: Adverse Selection and Moral Hazard in the Mortgage

Market” and “Reverse Mortgage Demographics and Collateral Performance.”

1-2 Knox Scholars reception

(1) This year's Knox Ph.D. Scholars were honored at a reception at Correll Hall. Scholarship recipients included (from left) Nik Nokolov (marketing), Tang He (marketing), Stephen Buschbom (real estate), and Evan Eastman (risk management and insurance).

(2) The Knox Ph.D. Scholars program was endowed by Augusta attorney Wyck Knox (BBA '62, LLB '64) and his wife, Shell Hardman Knox (BSEd '66), who are at the center of these scholars. Also present were UGA Provost Pamela Whitten (top row/fourth from left) and Dean Ben Ayers (top row/fourth from right).

3 Terry Women's Conference

(from left) Katie Tidwell, Nancy Whatley (BBA '81), and Kim Looby.

4-7 Celebrating Correll Hall dedication and Amos Hall groundbreaking

(4) Richard Courts IV (BBA '95) and Ted McMullan (MBA '93) were among the honored guests who attended a Friday night dinner at the newly opened Correll Hall.

(5) Diversity Relations Director Randy Grooms (BBA '82, MBA '11) with SGA President Johnelle Simpson, who spoke at the Correll-Amos celebration in September (see p. 5).


(6) Asa Candler (BBA '09), Assistant Director of Alumni Relations Christine Smith, Christian Wright (MBA '10), Senior Director of Alumni Relations and Annual Giving Natalie Glenn.

(7) The Business Learning Community team included (from left) Kevin Smith (Robert A. M. Stein Architects), Lauren Snedeker (DPR Hardin Construction), Jennifer Stone (Stein Architects), Lara Mathes (UGA Director of Campus Planning), and Terry IT Director Brad Hunt.

8 Terry Women's Conference

(from left, with the Chick-fil-A Girl Cow) Emily Beck Knox (BBA '09), Conference Chair Danette Jones Beck (BBA '94), and Danelle Jones Faust (BBA '95).

9 Terry's International Collegiate Sales Competition Team

Terry's International Collegiate Sales Competition Fall '15 team finished in the top 10 amongst 60 participating schools: (from left) Madison Spain, Shannon Morrow, Madison Loudermilk, and Sara Hamalainen. 



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KENT HANCOCK



RICHARD COONER



Born to Run

By Charles McNair

Andrew Davis (BBA '01) was taking checkered flags while he was a student at Terry. He met his wife in a Terry lecture hall. And the marketing skills he picked up in a Terry classroom have been indispensable in a sport where even champion drivers like Davis have to lobby race team owners and sponsors for financial support.

Fans of Herschel Walker could once claim without argument that the Georgia tailback held one indisputable title: UGA athlete with the most impressive combination of speed and power.

Ever.

Well, step aside, Herschel . . . and you better move fast.

Introducing . . . a Terry College grad who jockeys 3,300-pound scream machines filled with highly combustible fuel through opposing teams at speeds approaching 200 miles per hour.

Andrew Davis just stole some of your thunder, Herschel.

And he likes being No. 1.

“The best view on a race track,” says Davis (BBA '01), “is when nobody’s in front of you.”

In October, an hour’s drive from his home on the outskirts of Athens, Davis claimed the prestigious 2015 Continental Tire SportsCar Challenge Championship at Road Atlanta, reaffirming his status as one of the elite sports car drivers in the world. Coupled with a 2011 Grand-Am Championship — plus 16 first-place finishes against the world’s top drivers, and 52 podium (top three) appearances — the Continental Tire championship represents the pinnacle of Davis’ racing career.

How good is he behind the wheel? Good enough to double as a driving coach, which also helps pay the bills.

Davis works with both professionals and hobbyists to trim hundredths of seconds from their best lap times. In the case of his most famous pupil, actor Patrick Dempsey, Davis helped the *Grey’s Anatomy* star improve an already superb skill set that enabled Dempsey to finish

second in his class at the 24 Hours of LeMans in 2015.

“I teach thinking,” says Davis. “Racing is very much a mental game. It’s not just about white knuckles.”

Racing is also a business.

A tough, expensive, time-consuming, dog-eat-dog business.

Maybe that’s why Davis has a Georgia Bulldog decal on his helmet. It’s a symbol of how much UGA and the Terry College of Business mean to him.

Sports car racing is complicated

Davis typically saddles up for two different racing teams in two different categories. Because of its complexity and expense, motorsport racing employs a stair-step system not unlike professional, college, and high school football, as Terry alumnus Tom Moore, president of motorsport consulting firm Darkhorse Autosport, explains:

“We have individual, stand-alone races, with the TUDOR Championship as the highest level . . . like the NFL,” says Moore (AB '97). “And we have races like the Continental SportsCar Challenge — which Andrew just won — on a level like big-time college football.”

These different categories make sports car racing a great spectator sport — but also somewhat confusing when tracks like Road Atlanta are filled with cars that have vastly different design schemes, powertrains, and racing heritages. Lamborghini racing wheel to wheel with Porsches and Camaros is a gas to watch. But to the casual observer, it looks like something out of a Mad Max movie.

Extending the football metaphor, Moore notes that Davis competes in both the NFL and college — sometimes on the same weekend.

In the 2015 TUDOR United SportsCar Championship GT Daytona class, Davis flew a #22 WeatherTech Racing Porsche around race courses at velocities approaching one-fourth the speed of sound. He and his teammates ran endurance races in that series, hundreds of miles, sometimes 24 hours, driving from bright morning through the black of night to the next dawn. (In that same series in 2014, Davis drove a Porsche 911 GT America, car #27, for Patrick Dempsey's racing team.)

In this year's Continental Tire SportsCar Challenge, Davis raced to multiple victories for the Stevenson Motorsports team. He ran those events in a Chevrolet Camaro Z2 8.R, car #6, co-driving with Scotland's Robin Liddell. The Stevenson team races two cars, employs four drivers, and fields 20 crew members.

"A professional driver's existence is essentially a 'what have you done for me lately' type situation, and it's so rewarding on a personal level to win a second championship," says Davis. "It proves what I can bring to the table. And the fact that my 2011 and 2015 championships were won with different teams in different racing series shows a certain versatility that I consider very important."

Davis and Liddell didn't just win the Continental Tire series, they dominated it.

"My goal as a driver," says Davis, "is one of continuous improvement, and I feel that I've accomplished that in the four years since my first professional championship. This season with Stevenson Motorsports we were much more dominant than the 2011 season with Brumos Racing. We held the championship lead from

Celebrating his team's victory in the 2015 Continental Tire SportsCar Challenge (with co-driver Robin Liddell) was particularly sweet for Davis because he narrowly missed winning the same season-long title in 2014.



the second race of the season all the way to the end, and we accumulated more wins and podiums than any of our competitors."

Davis savors the 2015 championship for another reason — he came so close to winning the trophy the year before. In October 2014, Davis came to Road Atlanta with a chance to win two titles in the same weekend — but came away empty.

"One thing you learn in this sport," says Davis, "is just how hard it is to win. Every driver and team out there is hustling. These are some of the best drivers in the world, and they're in the best machines in the world. So many variables come into play — weather, mechanical issues, wrecks."

"The podium," says Davis, with a wry smile, "is a very elusive place."

The Natural

On the morning of the final day of the 2015 racing season, Davis looked out at a rain-slick Road Atlanta track and reminisced about his younger self.

"The first time I came here, I was four years old. This is where my father raced MG Midgets . . . and where I grew up."

"Andrew was our PR man," says his father, Bill Davis. "When he was a little boy here at the track he would check the paddock and come running back to tell us who was the fastest."

Bill Davis came out of North Carolina, where he earned a baseball scholarship to Chapel Hill. After college, he swapped fastballs for fast cars, saving up to rent a formula Ford. He came across an MG Midget for sale instead, and took it apart. The mean machine he rebuilt won quite a few races. In 1987, Bill Davis took the southeast division in his category. Andrew showed an undisguised passion for motor sports from a young age, along with the fast-twitch physical skills necessary to race and stay healthy.

Call him a natural.

"When he was learning to drive, his mother took him out to practice one time," Bill Davis recalls, "and he surprised her by using the clutch exactly right on a hill."

The conversation was short and to the point.

"How did you learn that?" Diane Davis asked her son.

"Mom," said Andrew. "I've been watching everything you do driving a car for 15 years."

Marketing turned Davis on like a switch

When Andrew started high school, he struck a bargain at the Davis home in Lilburn, where his family had relocated for work. (Bill sold textile equipment, and

his mother, Diane, kept the books at a company that turned seaweed into beauty products for a few years, then into fertilizers.)

The deal: If Andrew made good grades in high school, his family would support him as a race-car driver.

His graduation gift? A course at the Skip Barber Driver School — and a miniature factory racecar of his own, a Sports 2000.

He entered Terry to study business in 1997, racing at the same time, first in the “farm leagues,” as he calls them (to Tom Moore, high school football), then at higher and faster levels of the sport. In that environment, college classroom work could have seemed passé. But not to Davis, who sees numerous racing world applications for what he learned at Terry — in particular from senior lecturer Kevin Ellis.

“Professor Kevin Ellis was absolutely huge for me,” says Davis. “He made marketing exciting. I tried to take all his classes.”

Davis says that Ellis requires his students to make oral presentations, “nine or 10 of them, alone or with teams.” Ellis relentlessly honed student pitch and persuasion skills, even sending some teams to national sales presentations as part of their education.

Marketing turned Davis on like a switch. He realized that as long as he knew what he was talking about, as long as he was prepared, he could talk persuasively to people. One-on-one. In front of classrooms. To reporters crowding a winner’s podium. To a racing team owner looking to hire a driver.

“Terry helped me so much with communication and marketing skills,” says Davis. “In racing . . . I’m marketing myself in some way every single day.”

His Terry years were also important in the romance and matrimonial department.

“Sitting next to pretty girls in class is one thing, but striking up random conversations can sometimes be difficult,” says Davis, who can thank accounting professor Skip Shockley for making it easy for him to strike up a conversation with his future wife, Lindy Miller Davis (BBA ’01).

“It’s the first day of classes in the fall of 1999, and the first thing Professor Skip Shockley said to us was, ‘Tell the person on your right and your left where you’re from.’ Luckily for me, the person on my right, seated on the aisle, was Lindy. We ended up in the same study group, and we now have a 5-year-old son, Layne.”

Lindy, who works in risk management, is fully aware of the risks her husband both takes and encounters when he heads off to work each day. But she’s confident in his



SPECIAL

Driving a Chevrolet Camaro Z2 on behalf of the Stevenson Motorsports team, Davis and Liddell led the points standings from the second race of the season and had more wins and podium finishes than any other team.

abilities. “I don’t really worry,” she says. “I always know Andrew will come back around the next curve.”

High price of success

The dangers of auto racing are not to be exaggerated. Nor are the physical demands on a race-car driver.

Davis’s vehicle lost its brakes at Virginia International Raceway a few years ago. The car flew off the back turn, slid 300 yards, and flipped end-over-end 10 times.

“It landed where the wheels should have been,” says Davis, “and then it caught on fire.”

As soon as he got a new car with wheels and a full tank, Davis climbed behind the wheel to race again.

The physical wear and tear on drivers takes a steady toll. Temperatures inside a race car climb higher than inside a combat tank in Iraq. The unrelenting 160-decible noise level and teeth-chattering vibration from 560-horsepower engines can crumble young bones into old ones. Knees and elbows stay constantly sore from repetitive motion. Davis has a T-11 compression fracture from a 2001 go-kart accident. (“That’s what happens when you put a race car driver in a go-kart,” he shrugs.)

His second worst bang-up came as a passenger, riding shotgun on a training drive. His customer made a mistake. “We did a big flip,” Davis says, “and got out of a smoking heap of expensive Porsche.”

Since that moment, he no longer rides inside a race car with a student. Still, if Davis isn’t somewhere out on a track . . . well, the thrill is gone.

“In the off-season, when I’m not racing, it feels like a little bit of me is missing,” he says. “That race track

out there? That's my stadium. That's where I make my living — and that's where I feel most calm in the whole world."

Paying dues

From the starting line of his career, Davis craved open-wheel racing. After proving his potential on a few tracks, he stepped up to the Formula 2000 his parents bought for him.

Open-wheel vehicles, as the name suggests, run on wheels set outside the chassis of the automobile. Open-wheel race cars run the Indianapolis 500 and Grand Prix races in Europe. (The autos making all those left-hand turns in NASCAR races are stock cars.)

At age 22, Davis was traveling the Southeast and East Coast, all on his parents' checkbook.

"It was a lot of money at the time," he admits, "but looking back, the budget for the entire racing season didn't match last year's tire budget for the cars I drive now." (For the record, one set of racing tires costs a cool \$2,300. At Daytona in 2014, just one race, Davis's team went through 24 sets.)

In the late 1990s, on little racetracks far from spotlights and TV cameras, Davis paid his dues. Anyone who watched him race, though, could see something . . . different.

The Davis kid had the shining.

He won back-to-back open wheel formula car championships in 1997-1998, when he was a freshman in college. In 1999, he won the SCCA Formula Continental Southeast Division Championship, and in 2000 he took the US Formula Ford 2000 Championship, earning multiple top-five finishes.

"Those lower levels paved the way to pro driving for me," he says. "They got me to where I am."

Davis jumped to sports car racing in 2001, finishing as high as second in a tough Petit Le Mans race at Road Atlanta his first year. All that decade, he jockeyed and learned. He drove Porsches, Ferraris, Pontiacs, Camaros. He ran at legendary places named Sebring and Watkins Glen and Barber Motorsports Park. He won pole positions, earned podiums, led the field for hundreds of laps. He ran with teams from Foxhill Racing, Silverstone Racing, Tafel Racing, Stevenson Motorsport, and others.

He put it all together in 2011. In Davis's first season with Brumos Racing, he and co-driver Leh Keen drove a Porsche to the GRAND-AM Rolex GT Championship.

"You always dream of being a champion," Davis says. "And it's so important. When you win a race, you're hot for a season. Win a championship, it's there your whole career."

Tom Moore considers Davis a gifted driver.

"In my experience," says Moore, "understanding how to drive, fitness, how the physics and mechanics of the car work, those are all common among the top drivers. But the great ones, like Andrew, push through the roadblocks the sport puts out there. They just want success a fraction more than the next guy . . . and that fraction is the difference."

Moore pauses a moment, then adds a point.

"Also, the great ones understand the whole sport. They get the importance of the fans, the marketing, and the press. Within the ethics of the sport, they will find a way to win, both in the car and out. Someone with less desire than Andrew will fall just short."

Motor sports is a business

In Davis' sophomore year of college, he landed a job at Road Atlanta as an instructor with Panoz Racing School. Suddenly, his visibility shot up . . . and so did his awareness of what it took to win, not just compete.

"That exposure to the whole racing business was integral to my success," Davis says.

The whole racing business.

Davis wakes up every morning understanding, down to his racing bones, that motor sports is a business.

A smart businessman knows to diversify. Davis says he wants to spend 50 percent of his time racing, 50 percent of his time coaching. (In 2015, the mix neared 60/40.)

"At this stage in my career, it's important to focus on being a racing driver," says Davis. "Racers have a shelf life and will not remain in demand forever.

"I've spent so much time and effort developing a driver coaching business because I want to ensure that I can remain relevant in the sport once I take off my helmet for the last time. Plus, I truly enjoy the act of coaching, sharing my passion and knowledge of the sport with like-minded people."

Busy with two top-level racing contracts this year (Stevenson Motorsports and AJR WeatherTech Racing), Davis focused his coaching programs on high-level opportunities. He fostered a relationship with Kelly Moss Motorsport (KMM), supporting that organization as team driver coach. (KMM competes in the IMSA Porsche GT3 Challenge Series, Porsche Club of America, Pirelli Drivers Cup, and a few other select series.) Davis' work with 10 drivers from the KMM camp at venues across North America added 10 additional events onto his jammed schedule.

Davis also took on a new client, Phoenix American Motorsports, in the Pirelli World Challenge Series, a



KENT HANNON

Davis won back-to-back open wheel formula car championships when he was a freshman in college, and as a sophomore he landed a job at Road Atlanta as an instructor with the Panoz Racing School.

high-level professional racing series focused on shorter sprint races. The new deal with Phoenix spreads his reach even further into the racing community. He says it already has helped create future opportunities.

“The financials of racing make for a very fluid situation,” says Davis. “I’ve had contracts that award me a percentage of the prize money, end-of-the-year championship bonuses, podium bonuses, and so on. This season, a nice championship bonus is headed my way for bringing the prize home to Stevenson Motorsports.

“Ultimately, these types of bonuses and incentive programs can be used as negotiating tools with the teams when it’s time to get down to business on a new contract,” he says. “The important thing for me is to ensure a comfortable salary that can be split up either on a race-to-race basis or throughout a given season. It gives me a little more security knowing that I have a solid paycheck coming in on a regular basis.

“Sports car drivers certainly do not rival our NASCAR

counterparts when it comes to earnings, but I’ve been quite happy with my financial accomplishments throughout the years,” Davis adds. “My education from Terry has helped me find success in the business of motorsports.”

It also helps him as an instructor.

Davis can demonstrate how to drive a car, sure. But great coaching, he feels, must do more.

When a wealthy client buys an expensive race car and wants to learn how to handle it, Davis “adds value,” he says, by coaching on the front and the back end of each drive. He credits Terry with helping him understand how to create that customer experience. Davis feels it sets his training apart from competitors.

He uses computer-based metrics to analyze each training lap and compare it to other runs. He can show a driver why narrowing the angle going into a turn by one inch will shave a second or a half-second off a lap. He can teach a driver how to walk a track (Davis inspects every foot of race course with his team ... on foot ... before a race) to spot the tiny bump or to see what happens to the road beyond a blind turn ... to know *how* to race, not just to race.

Davis sends track notes to novice customers. He sends thank-you notes with invoices. He makes it personal.

Just the way Terry taught him.

The trophy case

The upstairs of the Davis’ handsome, two-story home in Watkinsville holds Andrew’s desk, all of Layne’s toy trains, and a racing simulator. Similar to the ones used to train jet pilots, the simulator allows Davis to virtually drive the tracks at upcoming venues. The device displays laser-sighted tracks and graphics.

It also “has a reset button . . . for when you smash the car,” says Davis.

His upper room just needs one thing.

More room for trophies, including the one for this year’s championship.

Davis’s shiny hardware fills a big glass case. He can point to any one of his glittering prizes and recount a race or season, the highlights sharp even though they passed in a 190-mph blur.

These glory days feel good, worth celebrating. Still, Davis knows every driver eventually hangs up the helmet . . . even a helmet with a UGA logo on it.

“I’m a proud Bulldog,” Davis confesses. “I want to be more involved with Athens and the university one day.”

He floats the idea of creating a fitness regimen facility

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Windows of Hope

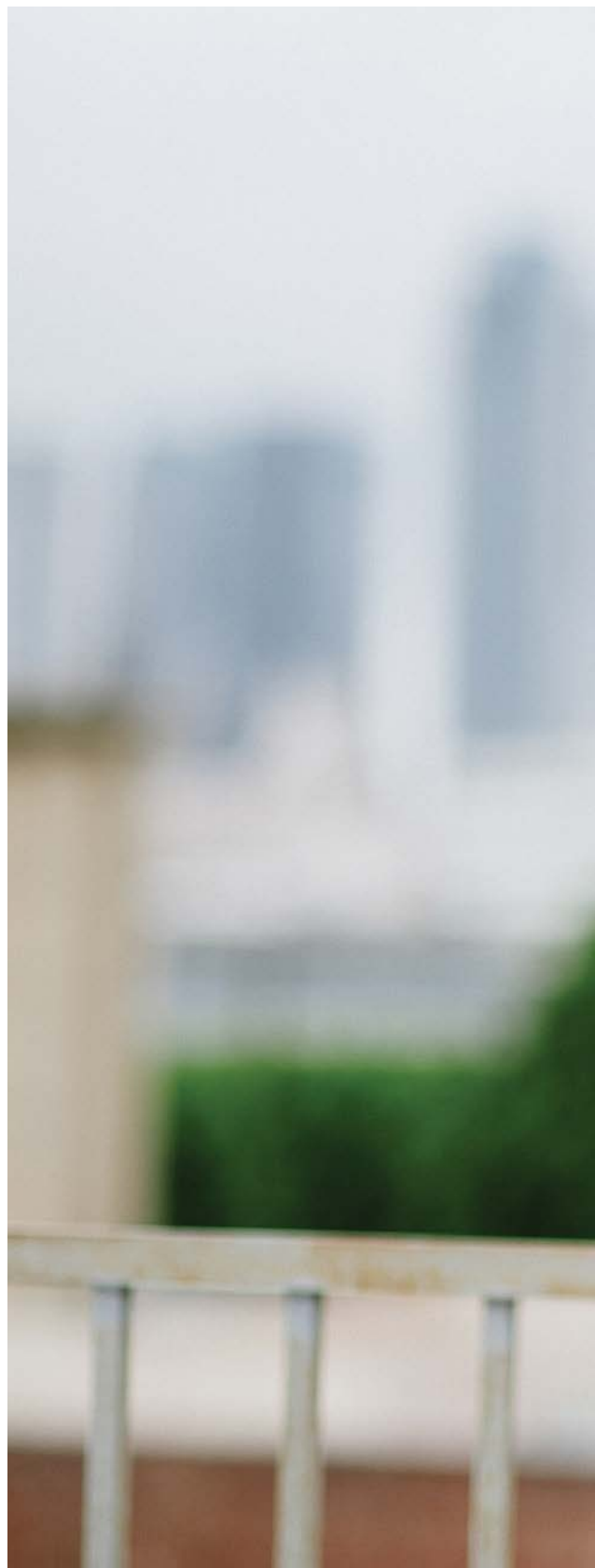
The mayor of Los Angeles wants to transform the nation's second-largest metropolitan area into a more cohesive, livable environment – and one of the people he's entrusted with that formidable task is journalist-poet-activist-urban planner Mark Anthony Thomas (BBA '01).

Los Angeles is more than the Entertainment Capital of the World. It's one of the most vital cities in the Western Hemisphere: The second-largest metropolitan area in the United States, the engine of the world's third-largest gross metropolitan product, and the fifth-busiest port on earth. But not all of L.A. is worth bragging about: Skid Row, decades of civil unrest, and more than 80 urban districts and neighborhoods developed so piecemeal that there was a resident-driven succession movement to separate the City of Angels into five different cities. Business innovation and urban living have been strange bedfellows in L.A.

Mark Anthony Thomas is here to change all that.

By Matt Waldman (AB '96)

Feature photography by Hannah Arista







Thomas' (left) solution to rampant illegal dumping, once thought impossible to resolve, earned L.A. Mayor Eric Garcetti's (center) approval.

From the observation deck atop the 27th floor of city hall — the iconic white concrete building that represented the Daily Planet in the original TV episodes of “Superman” — Thomas (BBA '01) imagines what L.A. could be. Pointing to a collection of warehouses southeast of Little Tokyo, he focuses on an emerging arts district — a walkable neighborhood of galleries, eclectic dining, and a craft brewery that’s making downtown a destination for those who once fled city center after five o’clock. To the north is the L.A. River, a natural resource that the Army Corps of Engineers entombed in concrete in the 1940s to prevent disease and mass destruction when the river burst its banks.

“I was surprised that L.A. even *had* a river,” says Thomas. Now his work with the city’s management of real estate could set the stage to unearth the waters from its cement casket and transform this eyesore back to its living, breathing, natural state.

The potential capstone for the L.A. River rehab is a 120-acre rail yard owned by Union Pacific that lies along the river’s east banks. Known as the Piggyback Yard, it earned its name from front-end loaders that scooped cargo trailers off 18-wheelers and deposited them onto the backs of train cars. This graveyard of twisted steel was once the heart of L.A.’s industrial past, but a thriving green space could be its future as the crown jewel of an 11-mile, \$1 billion revitalization project — and the proposed site of the Olympic Village, if L.A. wins the 2024 games.

“Imagine San Antonio’s River Walk district . . . that’s what we want to bring here.” says Thomas, who feels compelled to mention how his hometown has a similar opportunity to maximize one of its natural resources:

“Because it flows through the city, I wish Atlanta would interface with the Chattahoochee.”

Urban planning and community activism have always been passions of Thomas. But passion alone doesn’t earn an outsider the kind of entree and mandate that Thomas has to rehab the infrastructure of a major American city on very aggressive, un-government-like timelines. Success will hinge upon a true visionary rethinking the city’s real estate management, worker’s comp, and procurement processes to make them more business-friendly.

Thomas, the new director of the Mayor’s Operations Innovation Team, is that five-tool player.

Thomas didn’t become a pivotal player in this real-life version of SIM City Los Angeles simply because he’s a smart guy with graduate degrees from prestigious East Coast schools (MPA in Advanced Management and Finance from Columbia’s School of International and Public Affairs, MBA from MIT). He is also a battle-tested strategist, businessman, and innovator — and a critically acclaimed poet. He was editor of UGA’s campus newspaper, *The Red & Black*, and he exudes a quiet grittiness derived from a life and career of reframing

seemingly impossible barriers into windows of hope.

On a late fall day with a jam-packed agenda, Thomas takes a call from Columbia University, which is interested in a joint project, and then heads out the door of his team's bare-walled meeting space and into the Byzantine rotunda of city hall's third floor.

Reaching the elevator, he resumes his "Downtown L.A. of the Future Tour" on the way to lunch at a Thai place that is one of 40 restaurants and grocers housed in the historic Grand Central Market's 30,000-square-foot, open-air arcade. Passing the Broadway Theater District, which is the first and also the largest historic theater and cinema district listed on the National Register of Historic Places, Thomas notes that half of its 13 theaters are defunct. Instead of listing what's now playing, many of the marquee are soliciting work from Hollywood as potential set locations.

"The film industry is big, but can't carry a global city alone," says Thomas, noting that the U.S. economy receives \$30 billion annually from the film industry, whereas a corporation like UPS earned \$58 billion in revenue alone. His goal is to create an environment where businesses large and small have greater support in filling the City's vacant spaces."

Filling privately owned, empty buildings with the beauty and history of Broadway's historic district is admirable. But what offers the greatest opportunity to spur business growth in L.A. begins at city hall.

"We own thousands of buildings, parking lots, and vacant lots in all 400-plus-miles of the city area, including the port, airport, water and power, and parcels outside the city's boundaries — but we don't have a plan for how we manage it," says Thomas, whose job is to create a strategy for handling retail, leasing, and occupancy in a selective and holistic way. "That's the first and biggest task we have to pull off."

Streamlining real estate management is only a third of the equation. Local business won't thrive in L.A. unless the city is a friendlier business partner.

"I've heard people say that you'll go bankrupt dealing with the city of Los Angeles," says Thomas, who needs to bring private-sector best practices to bear in the government procurement process. His goal: a streamlined system that enables best pricing and competition for business both large and small. "Within government, the military is among the best on earth at procuring top products and technology and investing in a pipeline to do so. Imagine if every aspect of government innovated in this way?"

The remaining puzzle piece is reinventing the city's

worker safety and wellness. The cost of paying employees who are unable to work, which includes paying overtime to healthy employees to cover for the resulting schedule gaps, has created a financial sinkhole in L.A.'s operations.

"Annually, about a third of our city's police and local firefighters are injured to the point that they cannot fulfill their job — and that's much higher than any comparable city in California," says Thomas, who aims to reduce injuries and expenditures within the range of best practices. "Something about the way we're managing our risk is enabling us to have an injury rate that far exceeds anything that should be viewed as acceptable."

If the efficacy of this three-pronged mission engenders extreme skepticism, Thomas has heard it all before.

"There's a built-in skepticism in the electorate, and for good reasons. When I came here, there were a lot of people who told me, 'You're not going to change anything,'" says Thomas, who had no intention of living downtown. But he decided that as a leader, he wanted his actions in and out of the office to illustrate the competency and commitment to changing tough problems. "I had a heated conversation with an African-American lady about how the city has no political will to do anything in the neighborhoods that aren't rich. She said, 'They bring smart people in all the time and nothing ever changes.' It becomes an ingrained attitude that leads to civic



Thomas' L.A. assignment began as a temporary one when the FUSE Corps Fellow arrived as a senior advisor. Now the city is not only the latest rehab project of his career, he's made downtown his home.

unrest. To grow up with my background and give up on changing things is just not possible.”

Thomas arrived in L.A. as a FUSE Corps Fellow assigned as a senior advisor to tackle a nasty illegal dumping problem where abandoned furniture and appliances were daily fixtures on many of the city’s streets and hundreds of the its alleys were covered in trash.

“When City Administrative Officer’s Chief Deputy Robin Engel moved to Hollywood and encountered the trash first hand, his first inclination was that it was a cultural problem,” says Michael Kelly, executive director of the Los Angeles Coalition for the Economy & Jobs, an organization committed to getting the city’s business community re-engaged with local government. Engel sought the help of FUSE Corps, whose mission is to supply experienced leadership, problem solving, and innovation to help local government address challenges in urban communities. Once on the scene, Thomas did some digging and realized the city was heading in the wrong direction with its initial diagnosis.

“We know that everything that ends up in the street also ends up in the water system. Combine that with the drought — and how we recycle and capture water — and keeping streets clean becomes an even more important issue.” His solution was to use a holistic approach that got city government, neighborhoods, businesses, and philanthropies behind his “10 Big Ideas” plan — which, at first, no one was convinced would be implemented.

L.A. conducted clean-ups of hundreds of streets and alleys last year. It brought Thomas in to develop the long-term fix. Nine months after he arrived, the mayor was in an alley signing an executive directive making all of Thomas’ recommendations law. As a result, there’s now a cleanliness measuring system that’s sophisticated enough for L.A. to reallocated resources based on location of need and changing population patterns.

“Mark convinced them to look at the bigger picture of economic development. If you have properties vacant and owned by the city of L.A. and people are throwing old couches and sinks onto it, what does that tell the community?” says Kelly, who saw lightning in a bottle with Thomas. The LA Coalition partnered with the city to create the operations and innovation team the operations and innovation team, which is tasked with assessing the issues, diagnosing the problems, and showing a path forward on aggressive timelines.

Kelly credits Thomas with using his investigative journalism skills to do the research, ask the right questions, and pinpoint the appropriate narrative to serve

as a bridge between the private and public sectors. Those were just some of the reasons why the LA Coalition and city hall were unanimously in favor of Thomas being named operations innovation team director.

“He’s a phenomenal talent who knows policy and government,” says Kelly. “But he can also get people into a room and make them feel comfortable that he’s not there to tell them what to do or say. His leadership has an executive coaching style that is smart, eloquent, and thoughtful. Mark learned that L.A. either lacked the bandwidth, the funding, or the centralized leadership to tackle this problem. For someone to come to this city that has faced this decade-long stasis and create a report that has impacted so much — and do it all in less than a year — made us adamant about Mark as the person to run the operations and innovation team.”

Bandwidth has never been a problem for Thomas, who has built a career of notable breadth of experience and depth of expertise.

Fresh out of college, he was a driving force behind many of Georgia-Pacific’s economic, philanthropic, and environmental health initiatives. He traveled the world while leading the public relations effort for Ben-Gurion University of Negev Medical School for International Health. And, as the deputy director of Wall Street-based think tank City Limits, Thomas created the business model to re-launch the foundation’s struggling magazine, *City Limits*, a community-centric, investigative journalism stalwart that was in crisis mode because its endowments were suffering from the Wall Street crash. Thomas took the reins as publisher and executive director in 2008 and transformed it into an award-winning and financially successful digital media entity.

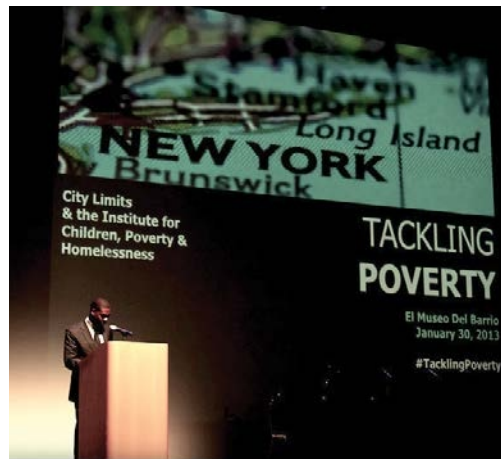
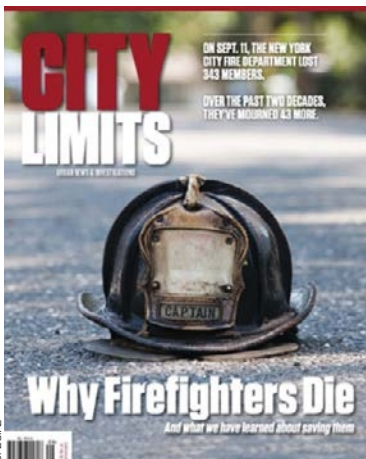
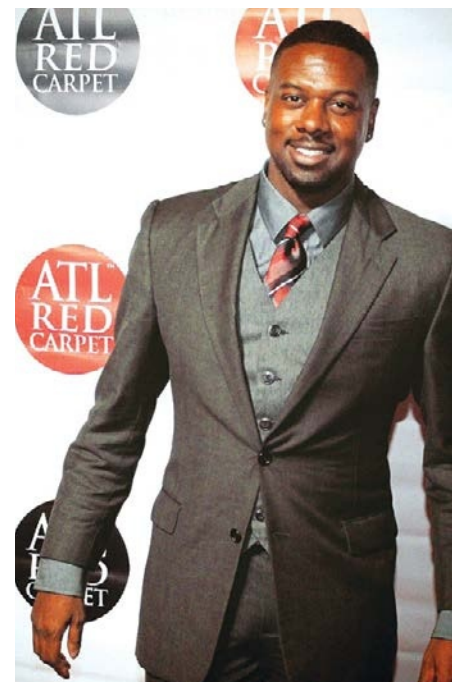
“Mark has experience with budgets from non-profits and civic organizations, and he had to make things happen with few resources when he was in New York,” says Kevin Davis, former CEO of the Institute for Non-Profit News, a trade group focused on non-profit newsrooms that partnered with the Center for an Urban Future on revenue development and operational efficiencies.

Thomas and his staff revamped the entire publication — new design, new processes, new editorial team, new ad strategy, and even changes to newsstand distribution. Under Thomas’ leadership, *City Limits* reached 500,000 New Yorkers through their staff investigations and became an unqualified success. The Knight Foundation, the Fund for Investigative Journalism, and industrial magnate and philanthropist George Soros provided new financial support for City Limits under Thomas’ leadership. New York mayor Michael Bloomberg was so



“Poetry. Business. Journalism. Because he doesn’t come from any one particular culture, Mark Anthony Thomas is much stronger at working across cultural groups and lines.”

— Kevin Davis, former CEO of the Institute for Non-Profit News



“One of the best things I learned is that most people accumulate their wealth after 40 — even Bill Gates. Before you reach that age, be adventurous and think about how you create a war chest of skills,” says Thomas, an award-winning poet who has built a business career of notable breadth and depth: Georgia-Pacific, Ben-Gurion University, Executive Director and Publisher of *City Limits*, Columbia MPA, MIT MBA, and now L.A.’s city hall.

impressed he declared an official City Limits Day.

“Poetry. Business. Journalism. Because Mark Anthony Thomas doesn’t come from any one particular intellectual culture, he’s much stronger at working across cultural groups and lines,” says Davis, who credits Thomas’ success to his ability to transform ideas into action. “It’s why this is the right position for him in L.A.”

Childhood wasn’t easy.

Thomas learned at a young age that he had to make things happen himself. Born in Big Rapids, Mich., he and his brother and sister moved with their mother to Atlanta when he was seven following his parents’ divorce. Mom made a career as staff at a number of

universities. Dad was a sanitation worker. Money was tight and the family often chased rent specials around the city to keep housing affordable.

Thomas once earned a near-perfect score on an assessment test. But at 15, he was working late on school nights as a busboy at Steak and Ale. Much of his free time was spent holed up in his room, writing poetry and computer programs.

When the family moved again, Thomas convinced his mother to let him take public transportation to stay at Stone Mountain’s Redan High, where he had close relationships with the faculty.

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JACON THRASHER

Mentor program hinges on focused matchmaking

The best medicine for students with career path anxiety is sage advice from successful young alums who've been there, done that, and lived to tell the story

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

For senior finance major Cady Jones, success calls every Friday morning at 7.

That's when Jones talks to Jared Schmidt (BBA '05), who works for Goldman Sachs in New York. They discuss the week's financial markets, Jones' classes, and a bit of philosophy (they're both fans of Eckhart Tolle). As Jones freely admits, his mentor-mentee relationship with Schmidt has given him a huge edge in job interviews — and in life.

"When we met, I'd just joined Terry and I was like a lot of students in that I was very ambitious. But at the

same time, I had no idea what I was doing," says Jones. "So I tried everything. A lot of people that you want to talk to are very busy. That's what made Jared so special. He wanted to give me advice. He offered to sacrifice his time to talk with me on Fridays, and that was a really big thing for me."

The Schmidt-Jones Friday morning think tank is emblematic of what the Terry Alumni Mentor Program is all about. Now in its sixth year, the program was created by Terry's Young Alumni Board, and all 60 members participate as mentors. The program uses an online form to register willing mentors and interested students. Boasting more than 500 matches this year, the program is by turns personal and professional. Mentees

say it helps them land internships, parse job offers, and navigate the transition from Athens to The Real World.

As a mentor, Schmidt knows full well what it means to need guidance. After graduation, he sold his car and moved to a friend's couch in New York City, hoping to find work. With a lot of determination and a little bit of luck, he wound up at Goldman Sachs. The next generation, he says, shouldn't have to take the career risks he took without resources to draw upon. That's what drives him to share the uncommon wisdom he's gathered from his hardscrabble career arc.

"It's really about more than networking. It's about coming from the right place with the right kind of energy," says Schmidt. "That's something I try to stress to Cady. If you're a genuine person and you're smart and hardworking and funny, what more could anyone want in an employee — or a friend?"

The mentor program's success hinges on focused matchmaking. Looking for specific connecting points, the Young Alumni Board creates alumni-student partnerships based on factors like school major, business sector, geography, and career aspirations.

Alexandra Turac (BBA '15) wanted a different kind of help. As a top performer in Terry's Sales Competition Program and a former intern with Eli Lilly, she knew she had career options. But she wanted an objective and honest perspective about her chances for success in the pharmaceutical industry — and the best way to position herself to achieve it.

The Young Alumni Board matched Turac with Teddy Gillen (BBA '05), regional director for Southern Protective Group, an insurance brokerage firm that works with the medical community. Gillen noted Turac's concerns from their first phone call, and immediately emailed her some personality tests.

"We did calls every other week or so, and then I was able to plug her into my network," says Gillen. "She talked about being a woman in the finance industry, so I connected her with a woman who's really successful and could speak to that. We discussed four or five different industries and again I opened up my network. I said, 'Here are some people I know and respect in this business. I've told them you'll be calling and I've asked them to give you 10 minutes.' As things turned out, she was able to connect with them."

The advice came at just the right time, says Turac.

"I was a senior in college, and that last year you're trying to do everything. You're involved with school and you're trying to figure out what to do after college, so it's the most mind-consuming year. People feel stressed

because they have to move and get a job and make big decisions. It's the hardest time."

Now firmly established in Chicago as a diabetes sales representative for Eli Lilly, Turac says the lessons she learned from Gillen are still paying dividends. At a recent get-together on campus, she said to him, "I still use that line you gave me when I'm closing deals — the assumptive close: Let's go ahead and sign the paperwork now."

The mentor program exists to fill whatever networking or occupational gaps still exist when graduation is looming. Guidance that wasn't imparted in class or around the family dinner table is particularly valuable when it comes from recent graduates not far removed from what-am-I-going-to-do-with-my-life anxiety.

"The mentor program is one of the best ways for alumni to become engaged with the college," says Natalie Glenn, senior director of Terry's Office of Alumni Relations. "So many of our alums have an interest in working with and supporting our students. The mentor program provides the opportunity to work one-on-one with a current Terry student — which, in turn, enables alumni to gain perspective on what's currently happening at the college with respect to curriculum, student life, etc. The impact of alumni mentoring our students is immeasurable. And while we have grown the program over the past couple of years, the number of students wanting mentors is always greater than the number of alumni who sign up. Our goal is to continue to recruit interested alumni to participate to meet student need." ■

Alumni who want to volunteer their time and expertise as mentors should go to: terry.uga.edu/alumni/mentors

Cady Jones and mentor Jared Schmidt had an instant connection, just as Alex Turac and mentor Teddy Gillen did (see photo on p. 36).



JASON THRASHER

Young Alumni on the Fast Track

Transformative story

Crystal Ivey (MBA '14) is Assistant Brand Manager for Procter & Gamble in Cincinnati

Even a transformative story needs an effective marketing campaign. Ask Crystal Ivey (MBA '14), former case manager for the Newton County (Ga.) Department of Family and Children Services, who learned that there's a lot more to getting a new career off the ground than earning an MBA.

Ivey grew up in Conyers and got her undergraduate degree in marketing and finance from Georgia State. But the joy of being a newly minted college graduate was mitigated by the reality of trying to enter the job market with the economy in the throes of the Great Recession.

DFACs was simply a means of making ends meet.

"It was not an ideal situation for me to ladder up to the brand management career I aspired to," says Ivey, who saw a chance to ramp up her career by enrolling in Terry's MBA program. But even with a second degree in hand, Ivey quickly discovered that her DFACs tenure pigeonholed her into non-marketing job offers.

She spoke with numerous consumer packaged goods firms at the annual National Black MBA Career Conference in Indianapolis, where many of the companies offering internships only consider résumés with brand management experience. With a lot of gumption and a helping hand from Terry marketing professor Rich Gooner, Ivey learned how to turn that perceived barrier into a benefit.

"I learned not to underestimate the experience you have just because it doesn't completely line up on paper with a company," says Ivey, who became so effective at selling her story that Procter & Gamble ultimately saw her DFACs experience as an asset to her employment.

But even with P&G, there was a hitch.

When Ivey applied for summer employment while getting her MBA, the company had already fulfilled its internship needs, so she spent a summer working for a small chemical technology company located in Duluth, Ga., in operations.

Gooner, who had spent four years as a brand management executive at P&G, felt Ivey's pain. A former military engineer and nuclear submariner, Gooner's first attempts at transitioning from the service to business were met with offers that included a hard hat and steel-toed boots.

Procter & Gamble, on the other hand, viewed Gooner's résumé with interest.

"They saw that my experience was on the hub of the wheel for coordinating activities for finance, R&D, manufacturing, and sales,"



CASSIE WRIGHT

Ivey thought her DFACs experience might inhibit her ability to land a top level brand management position until Terry professor Rich Gooner became her mentor.

says Gooner, "and it helped me realize — as a former submariner — how this lined up."

Gooner used the same lessons he learned from his career transition to counsel Ivey on hers.

"Crystal's DFACs job was to use a variety of agencies, court systems, and social service activities to support her families while also motivating them to seek support in their best interests," says Gooner. "Ivey did this kind of work for 35 – 40 families at a time, which is a huge display of management and leadership of disparate resource bases. She was working with groups that had no reason to do what she wanted them to do, other than the fact that Crystal was making each opportunity simple and easy for those agencies to act — while proving to them that she wasn't wasting their time. She was really good at that."

Most encouraging was Ivey's final interview with P&G's marketing directors when

she discovered that it was, in fact, her DFACs experience that stood out the most to them.

“It was an ah-hah moment for me — and inspiring to know that something I initially thought was not beneficial to my career long-term was the one thing that P&G liked the most from my resume.”

Ivey credits Gooner for helping her see opportunity in what she perceived to be a difficult situation.

“Until I spoke with Dr. Gooner,” says Ivey, “I didn’t fully conceptualize the value of taking the time to understand the skills that this job posting was asking for . . . more than likely you have them in your arsenal.”

Gooner lauds Ivey for seeing the value of her life story and doing what was needed to make it work for her.

“Firms often conclude that if you were a social worker, engineer, or a schoolteacher . . . then that’s what you are,” says Gooner, who believes that attending business school should give students opportunities to expand their career choices. But many companies are too quick to write off job candidates whose experiences doesn’t match their ideal candidates’ straight and narrow paths.

“Fortunately, more sophisticated companies are seeking smarts, persistence, and grit,” says Ivey. “They want to see your work ethic and ability to see things in addition to the fundamental baseline skills for the job.”

— Matt Waldman

Sky’s the limit

Kristen Manion Taylor (ABJ ’96, MBA ’97) is Managing Director for Reservations Support & Solutions at Delta Air Lines in Atlanta.

“Keep climbing” is the name of the ultra-successful Delta Air Lines ad campaign that Kristen Manion Taylor (ABJ ’96, MBA ’97) had a key role in developing. But it’s also an apt description of her own career. She was recruited from Terry by Delta, where she started in the airline’s finance department, then found a home in marketing. After 15 comfortable years there, she moved to reservations in April 2014 to challenge herself and to increase her value to the company.

“I came to reservations to broaden my scope, to try something a little different and a little closer to the core operations,” says Taylor, who is not the first person in her family to work in airline reservations; her mother was an agent for Pan Am. “To become a better Delta leader I needed an understanding of what happens day to day in operations as we’re servicing our customers.”

Delta — which was the most profitable airline in the U.S. in the second quarter of 2015 — started out as a crop-dusting service in the 1920s. It’s headquartered in Atlanta, where the largest of its seven hubs is located, and it employs more than 80,000 people.

Taylor’s charge in her new position as managing director of reservations support & solutions is to maintain what was going well “and to look at how we were doing things across the business in order to come up with new strategies, new processes, new ways of doing things.”

Taylor’s challenge is a crucial one for the unit charged with sales and customer care. Her primary focus is on supporting engagement centers — Delta’s term for call centers, of which there are seven in North America and three abroad.

“In the original conception of the airline business, we were the first line of contact with the brand, and our focus was very much on selling tickets to customers,” says Taylor, who grew up in Gwinnett County and graduated from Shiloh High School in suburban Atlanta. Now that customers have grown comfortable with online ticket purchasing, the emphasis has shifted. “About 20 percent of what we do is original ticket sales, and 80 percent of our time is spent servicing tickets.”

That can mean helping passengers change reservations, find a different connection, or re-book.



Taylor remains close to UGA. She speaks to both journalism and business classes, and she participates in the Terry Professional Women’s Conference

Earlier this year, Taylor was given responsibility for the customer service segment of social media, helping passengers while they are traveling — a task her marketing background helped prepare her for.

In her previous position as managing director of World Marketing Communication, Taylor was involved in advertising, brand, sponsorships, direct marketing, customer insights and analytics — and she held that job during some eventful times in the airline’s history.

Delta went into bankruptcy in September 2005, emerged two years later, hired current CEO Richard Anderson, and merged with Northwest Airlines.

All of which set the table for the “Keep Climbing” campaign — because that’s literally what Delta was doing both internally and externally.

“Customer confidence in the airline industry was low,” Taylor recalls. “We were all in bankruptcy at one point or another. Now we were merging two distinct cultures. Delta, based in Atlanta, was customer-oriented. Northwestern, based in Minneapolis, was a well-managed, business-focused airline.”

In addition, Northwestern was heavily unionized; Delta was not. Blending the two was a challenge; so was defining the new airline that resulted. The decision was made to focus on the employees, who had overcome turmoil, including surging fuel costs (from \$20 or \$30 a barrel to as much as \$150) that shook the entire industry.

“We were trying to embody all that in an ad campaign,” says Taylor. “What we came up with was ‘Keep Climbing.’”

The initial look of the campaign was somewhat somber; as it evolved, there was more color — reflecting the airline’s new-found strength and success. The campaign is ongoing today, and the tagline still works, says Taylor.

Delta gets consistently high marks in customer satisfaction, and its reputation as a top place to work was enhanced by the 14.5 percent raise the airline gave its employees in September 2015.

It was a journalism school advisor who pointed Taylor toward a Terry MBA and ultimately her Delta career. In her sophomore year, she was one of a group of students invited to add business courses to their JRL curriculum. With her Grady College degree in hand, Taylor spent a fifth year concentrating on her Terry MBA.

“My MBA studies taught me how to develop strategy and build a strategic plan,” says Taylor, “and I learned how important it is to build and maintain a network.”

— Susan Percy

GameDay Transport frees fans from hassles

Matt Shanks (BBA '10) is an insurance executive during the week and a gridiron road manager on weekends

On those hot summer days in Woodstock, Ga., where he grew up, young Matt Shanks didn’t seek out the shade tree, or the air-conditioned community center. He was the enterprising kid who operated the neighborhood lemonade stand. And not as a lark, but because he saw it as a service to his community and a problem-solver for friends and neighbors who were sweltering in the Georgia heat.

It figures then that Shanks (BBA '10) would grow up to be the co-founder of a company, GameDay Transport, that is a service and a problem-solver for NFL and college football fans who want hassle-free transportation to and from the big game.

Atlanta-based GameDay Transport runs fan buses that depart from six Southwest-Southeast locations (Houston, Dallas, Oxford, Birmingham, Atlanta, Greenville), plus Cleveland and New York City up north.

And once they climb on board, GDT patrons have got it made. They can imbibe in a cocktail, the bus driver deals with the traffic jams, and upon arrival Shanks and his staff provide food and refreshment through his new spinoff company, GameDay Tailgates.

“Our biggest GDT run was 13 buses from Atlanta to Athens for Georgia’s game with Alabama on Oct. 3,” says Shanks, whose client base is almost exclusively college-educated alumni who love football, college and pro. Shanks and his partners, Chase Beasley and Kyle Taylor, understand that the age range of their customers has to represent a comfortable mix. So they market primarily to a 25–60 demographic.

What’s remarkable is that GameDay Transport is what Shanks calls one of his “side hustles.”

His full-time job, which he’s had for three years, is as a senior broker with AmWINS, a wholesale brokerage firm in risk management-insurance in Atlanta.

Fortunately, his ambition is relentless.

“I have a problem. I can’t sit still . . . I always have to be doing something,” says Shanks. “Starting businesses. Growing businesses. I’ve always had a passion for it.

“When I was young, I was the lemonade-stand guy. I was also a selling-golf-balls guy. I was part owner of a landscape company that we sold off to go to college. I always had to be dabbling in something.”

Shanks was a risk management and insurance major



Shanks' football-oriented business runs fan buses that depart from six Southwest-Southeast cities (Houston, Dallas, Oxford, Birmingham, Atlanta, Greenville), plus two locations up north (Cleveland, New York).

at Terry, and the idea for GameDay Transport came the year after he graduated — when it suddenly occurred to him that friends' couches were no longer available for him to crash on after a Dogs home game because his friends had joined the workforce and were no longer living in Athens.

“My choices,” says Shanks, “were to drive home after the

game, or pay \$200 to \$500 for a hotel room with a two-night minimum.”

In what seemed like a predicament, Shanks found a niche in the market and the opportunity to build a brand that combined sports and transportation, while still maintaining his day job in risk management.

“Insurance is a good full-time career,” says Shanks. “It’s these side hustles that keep me up at night.”

Typical headache? A bus company that GDT contracted to carry Florida State alumni to a game in Tallahassee. The bus showed up two hours late — and it was 10 years older than the model Shanks had been promised. GDT specifically leases newer model buses to provide the utmost comfort for its customers, and Shanks was not happy.

“We refunded money for a majority of the customers,” says Shanks, who filed it away as an important lesson on the transportation business.

The marketplace can also stymie the ambition of a young entrepreneur.

GDT tried to run buses out of New York City for pro football games, but the NFL throws up road blocks for businesses that haven’t paid a licensee fee to the league. GDT had to be an official NFL licensee in order to drive customers to the stadium gates in New Jersey. To be sure that Shanks got the message, the NFL sent him a cease-and-desist letter straight from headquarters.

“It’s all part of the learning process,” says Shanks,

who shares his company’s growing-pains experiences with his colleagues on Terry’s Young Alumni Board.

Cecil Cooke (BBA ’75), the immediate past chair of the Terry College Alumni Board, sponsored Shanks’ nomination to YAB, and Cooke says that Shanks’ business savvy and willingness to learn were easy to spot.

“From almost the day I met Matt,” says Cooke, “he showed a keen interest in learning as much as possible — not only with what was going on at the Terry College, but learning from people in the insurance industry. He’s a great absorber of knowledge. He’s got all the tools. One of the things I love about him is that he has an entrepreneurial stint to him. He’s very passionate about what he does and serving his clients. Clearly, he is someone who has huge upside potential.”

Shanks also took another Terry lesson to heart — the importance of giving and receiving, which he practices as chair of the Young Alumni Board’s events committee.

“Cecil Cooke is one of those guys who says, ‘Work hard, build a network, give back,’” says Shanks. “You can fade away from the university, but the business school helps alums so much to stay connected. The more you’re involved, the more you’re going to give back.”

— Ray Glier

The Abe sisters are all about the Terry College

Alyssa Abe (BBA ’14, MAcc ’14) and her sister Jessica (BBA ’14) work for EY in Atlanta, and youngest sister Miranda is carrying on the family tradition at Terry

Alyssa and Jessica Abe’s favorite UGA memories are connected to Terry, and often to each other — which makes perfect sense, given that the sisters served together as Terry Ambassadors. While Terry has certainly left its mark on the Abe sisters, these talented young women have also left their mark on Terry.

Alyssa (BBA ’14, MAcc ’14) led the \$146,581 Master of Accountancy class gift fund drive, which achieved a 93 percent participation rate in 2014. Jessica (BBA ’14), a finance major, founded the Women in Sports and Events chapter at UGA — and as a Deer Run Fellow, she made a weekend trip with students and executives to the Georgia plantation owned by former Coca-Cola CEO Doug Ivester (BBA ’69), which was one of the highlights of her college career.

After graduation, both landed jobs at EY (Ernst & Young) in Atlanta, with Alyssa in a tax staff accountant



Alyssa (center) got hooked on accounting at Dawson County High School, where sister Jessica (right) was the valedictorian. Jessica was a finance major at Terry, and Miranda (left) is a finance/international business major.

position and Jessica as a performance improvement consultant.

And they have now seen youngest sister Miranda accepted to Terry. “I saw everything that Terry did for Alyssa and Jessica,” says Miranda. “Great jobs, great opportunities, great connections, and great friends!”

John F. Schraudenbach (BBA ’81, MAcc ’82) chair of the Terry College Alumni Board, was so impressed by the sisters’ high level of energy and intelligence that he helped recruit them to EY, where he is a partner in the Atlanta office. “I’ve never seen three siblings that close together in the business school who all have the attributes to excel,” says Schraudenbach.

Alyssa, the oldest, started the family’s Terry tradition. Their parents attended college in the Midwest but moved to Georgia when the girls were young. Alyssa was hooked on business after taking an accounting course at Dawson County High School. She decided to stay in state, but wanted a strong business school. She received early acceptance to UGA, as her sisters later did.

Terry’s rigorous academic environment, including a MAcc program that is one of the top 10 in the nation, fit Alyssa’s Type A personality and helped her find a new focus after recovering from some health issues. Being involved in Terry Ambassadors and as a student worker in the alumni and development office provided opportunities for her to network with successful graduates and represent the college at events.

“Seeing the success of our alumni got me excited,” says Alyssa. “For the first time, I felt like I could reach as far as I wanted to.”

Swati Bhandarkar (MAcc ’93), a Tull School lecturer first noticed Alyssa’s drive and motivation, and her sisters’ desire for excellence as well. “She knew exactly what career path she wanted to follow,” says Bhandarkar, “and she took proactive steps in that direction.”

Alyssa interned with Dixon Hughes Goodman in Atlanta and began her EY career as an intern in the Diversified Services Tax Group. Jessica interned with the UGA Athletic Association and the Atlanta Hawks, with Kaiser Permanente in Atlanta and Stadion Money Management in Athens.

“We are ambitious, motivated, driven sisters,” says Jessica, “but our personalities are different.”

Alyssa, the organized one, happily takes on the mom role, sometimes calling Jessica in the mornings to wake her up or encouraging Miranda to take tough, but worthwhile, Terry classes.

Jessica, the valedictorian with a creative mind, was Miranda’s playmate growing up. Miranda is the fiercely independent, open-minded youngest sister who has mastered the art of balancing academics, work, and social life at UGA.

When Miranda became a Terry student, her sisters echoed their mother’s advice to them: Keep your personality, make connections through networking opportunities and it’s okay to make a “B” on a test.

“They’re all such good caretakers of each other,” says Natalie Glenn (ABJ ’02), senior director of alumni relations and annual giving.

Miranda is proud to say that she’s Alyssa and Jessica’s sister, when professors, alumni, and students recognize her last name. But she is forging her own path, as a double major in finance and international affairs. “It’s been so great to have them as older sisters, and I’m really thankful that I chose Terry,” says Miranda. “We all three can go through Terry but have our own story.”

She is considering government consulting and will participate in the Washington Semester Program during spring semester 2016.

Alyssa and Jessica have maintained their close connection. They roomed together at UGA and now live in the same luxury apartment complex — although different units — in Atlanta’s trendy West Midtown. Over drinks at JCT Kitchen, a chic restaurant with a rooftop bar next to their apartments, the bustling setting still can’t match the sisters’ combined positive energy for UGA and Terry.

“Terry molded me into being this professional that I never expected I would be,” says Jessica. “You just feel this sense of pride . . . always.”

— *Lori Johnston (ABJ ’95)*

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Senior Manager, Finance
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MBA Student
Tuck School of Business, Dartmouth

Christen Wright (MBA '10)
Senior Product Marketing Manager
AT&T Inc.

K.B. Yabuku (MBA '10)
Associate/Broker
Stan Johnson Company

40 Terry alums who made UGA Alumni Association's annual '40 Under 40' list

Compiled by Chris Starrs

In the five years that the UGA Alumni Association has been recognizing standout young University of Georgia alums in their annual "40 Under 40" lists (2011–2015), Terry grads have distinguished both themselves and the college by making up nearly one-third of the overall membership with 52 total "40 Under 40" honorees.

In this section of our young alums issue, *TM* readers can catch up with 40 of those 52 Terry honorees. The other 12 — whose names appear below — have already appeared in previous issues of the magazine, or are profiled elsewhere in this issue:

Lisa Read Blanco (BBA '95, JD '98), **Blake Bruce** (BBA '03), **Ashley Rudolph Diamond** (BBA '06), **Drew French** (BBA '05), **Garrett Gravesen** (BBA '03), **Tareq Hawasli** (BBA '02), **Andrew Lipman** (BBA '96), **Mai-Lise Nguyen** (BBA '05), **Allison Karl O'Kelly** (BBA '94), **Matt Stinchcomb** (BBA '98), **Kristen Manion Taylor** (ABJ '96, MBA '97), and **Mark Anthony Thomas** (BBA '01).



Silvije "Sly" Barisic
(MBA '04)
Founder and CEO
FotoIN Mobile
Corporation

Sly, who is a native of Croatia, owns and operates FotoIN Mobile Corporation, a mobile-based photo documentation software company. Founded in 2012, the company has offices in Atlanta and Zagreb, and was named one of the Technology Association of Georgia's 40 most most innovative companies. Prior to co-founding FotoIN, Sly ran a private equity real estate fund in Croatia and worked for Capital One in the company's U.S. Card division. He is also a member of the Technology Executives Roundtable of Atlanta and the Young Entrepreneurship Council.



Charles Bethel
(BBA '98, JD '01)
Georgia State Senator
Director of Strategic
and Legal Affairs
J&J Industries

Charlie has represented the 54th district in the Georgia state senate since 2011 — elected twice without opposition. He chairs the Senate Committee on Insurance and Labor, and is a member of the appropriations, judiciary, judiciary non-civil, reapportionment, and redistricting committees. He has practiced law in the areas of civil litigation, governmental law, healthcare law, and utility law. Charlie has also served on the Dalton City Council and was an assistant city solicitor from 2003–04. While at UGA, he was a member of the Blue Key and Arch societies.



Bakari Brock
(BBA '01)
Director of Business
Development
Lyft

When *Terry Magazine* did a cover story on Bakari Brock in the Spring 2011 issue, he was legal counsel at Twitter. The Harvard law grad later served as product and business counsel at Twitter before moving across town to the San Francisco-based transportation company Lyft — whose slogan is "Your friend with a car" — where he has been director of business development since 2014. He creates corporate, non-profit, and government partnerships that reflect the civic ethos of the company. He also advises a number of startups, including Scal.io, Metamason, and Rocklive.



Rodney Bullard
(MBA '12)
Vice President of
Community Affairs
Chick-fil-A
Executive Director
Chick-fil-A
Foundation

Rodney is VP of community affairs at Chick-fil-A, and he also serves as executive director of the Chick-fil-A Foundation, leading the company's corporate philanthropic and social responsibility strategy. In addition to his Terry MBA, Rodney is an alumnus of the U.S. Air Force Academy, Duke School of Law, and the Harvard Business School. Before joining Chick-fil-A, Rodney was an assistant U.S. Attorney and a White House Fellow, the nation's most prestigious public service fellowship. He's been recognized as a young leader by a host of Atlanta-based organizations.



Mark Butler
(BBA '02)
President
CXO Staffing

Mark is president of CXO Staffing, which is one of Atlanta's most successful headhunting firms. He's also founder of the 3,000-plus member Pay It Forward Atlanta organization, which is committed to inspiring "random acts of kindness" throughout Atlanta, in addition to partnering with several of Atlanta's top non-profits and ministries. Mark serves on the boards for Radical Mentoring and Giving101 and is a new mentor at Buckhead Church. Mark and his wife Sara (the co-founder of CXO Staffing) live in Dunwoody. They are expecting their third son this fall.



Christopher Carr
(BBA '95, JD '99)
Commissioner
Georgia Department
of Economic
Development

Chris was appointed the state's economic development commissioner in November 2013 by Gov. Nathan Deal. He manages the state agency that is responsible for bringing jobs and investment to Georgia through business expansion and recruitment, international trade, workforce development, tourism, entertainment, and the creative arts industry. Chris began his career at Georgia-Pacific, earned his law degree at UGA, and practiced at Alston & Bird in Atlanta. He worked for U.S. Sen. Johnny Isakson (BBA '66) for nearly 11 years, the last six as his chief of staff.



Thomas J. "T.J." Callaway IV
(BBA '07)
Founder and CEO
Onward Reserve

The Thomasville native was as an investment banker in Atlanta before founding Onward Reserve, a men's lifestyle brand and specialty retailer, in 2011. Onward Reserve has locations in Atlanta, Athens, Buckhead, Thomasville, Charlotte, Chattanooga, and Washington D.C. T.J. serves on Terry's Young Alumni Board and a member of Terry's Second Century Club, as well as Virginia-based EO Accelerator, a global business network of more than 11,000 entrepreneurs in 48 countries. T.J. is an ardent supporter of the Brookwood School in Thomasville.



Toby Carr
(BBA '01, BSAE '01)
Associate
Vice President
for Government
Relations, Director of
State Relations
University of Georgia

Toby serves as the primary liaison between the University of Georgia and state government officials, including the board of regents. Prior to joining the university, Toby was the planning director for the Georgia Department of Transportation. He was appointed to that post by Gov. Nathan Deal in 2012 after serving as the governor's transportation policy adviser. Toby was also the governor's liaison to the Georgia House of Representatives and he served as director of Gov. Deal's gubernatorial transition committee following his election.



Travis Canova
(BBA '05, MAcc '05)
Manager Advisory
Services
KPMG

Travis is a consultant in KPMG's Risk Consulting practice where he specializes in forensic services, including complex fraud investigations. He previously served as an FBI Special Agent in Columbus. At UGA, Travis was a Leonard Leadership Scholar, and he delivered the Spring 2005 commencement speech. He was a Rotary Ambassadorial Scholar to the United Kingdom, obtaining a Masters in Intelligence & Strategic Studies, after which he began his career in Washington, DC. He is a charter member of Terry's Young Alumni Board.



Jennifer Chapman
(BBA '97, MAcc '98, JD '02)
Senior Lecturer,
Director of MAcc
Program & Tull School
AACSB Coordinator
Terry College

Jennifer joined the Terry College faculty in August after seven years at Georgia Gwinnett College's School of Business, where she was an associate professor and assistant dean. Prior to joining academia, she worked for PricewaterhouseCoopers as a tax consultant, served as a law clerk for Judge Clay D. Land (BBA '82, JD '85) in the Middle District of Georgia, and worked as a tax attorney. In 2014, Jennifer was chosen as a Governor's Teaching Fellow for the State of Georgia. She also served as treasurer of the UGA Alumni Association Board of Directors.



Adam Cohen
(BBA '06, MBA '12)
Partner
Tenon Consulting

In January, Adam was named partner at Tenon Consulting, a strategy, operations, and new venture creation consultancy. He is the youngest partner in firm history. Adam was a Leonard Leadership Scholar and he currently serves as vice chairman of Terry's Young Alumni Board. In addition, Adam is a dedicated volunteer for Terry's Institute for Leadership Advancement and the Terry Mentor Program. Adam was recently selected for the 2015–16 class of Leadership Savannah and was appointed to the board of directors of Alpha Epsilon Pi.



Brian Dodson
(BBA '02)
Lead Instructor
Boeing C-17
International
Training Team

Brian is the lead instructor for Boeing's C-17 military transport training team, and he also serves as an airlift mission planner in the United States Air Force Reserve. He spent 12 years on active duty, where he was a squadron officer school senior instructor, 62nd Airlift Wing Exercises and Evaluations Chief, 4th Airlift Squadron Assistant Director of Operations, and 437th Operations Group Executive Officer. As a C-17 evaluator pilot, he flew the vice president, secretary of state, and secretary of defense on missions in support of national security.



Chris Cumminsky
(BBA '96)
Executive Vice President
for External Affairs
Georgia Power
Company

In May, Chris joined Georgia Power after two years as chief commercial officer for Southern Power, where he led the expansion of wholesale marketing activities. He previously served as commissioner of the Georgia Department of Economic Development, and during his time there led development initiatives that brought more than 46,000 jobs and \$9 billion in investments to Georgia. The Atlanta resident previously worked as an energy trader for the Southern Company and served as a state director for U.S. Sen. Johnny Isakson (BBA '66) and as director of state relations for UGA.



Angela Dotson
(BBA '99, MAcc '99)
Partner
Habif, Arogeti &
Wynne, LLP

When Angela was named a partner in the Advisory Business Services group at Habif, Arogeti & Wynne at the age of 36, she was one of the firm's youngest partners and its first African-American partner. She has received the prestigious 40 Under 40 Award, presented by the *Atlanta Business Chronicle* in 2012, and Georgia Trend's 40 Under 40 Award. As a six-and-half year breast cancer survivor, Angela is active in raising money for treatment and a cure, and will lead a team this fall for the Susan G. Komen Three Day, a 60-mile walk in Atlanta. She also does tax consulting for women-owned businesses and professional service firms.



Barbara "Kappy" deButts
(BBA '97)
Executive Director
The Zeist Foundation

In 2005, Kappy was appointed executive director of the Zeist Foundation, which supports non-profit organizations that focus on youth and families in education, arts and culture, and health and human services. The Atlanta native previously conducted venture capital and private equity investing deals for Kellett Investment Corporation, and she owned and operated Alton Consulting, providing philanthropic consulting. While at UGA, Kappy played on the women's tennis team and was a member of Kappa Alpha Theta. She also serves on Terry's Emeritus Alumni Board.



Ashley Edmonds
(ABJ '05, AB '05,
MBA '11)
Founder/Owner
Lilywrap and
Beer Greetings

Born out of her MBA entrepreneurship class, Ashley founded Smartsy LLC in 2012 to provide innovative consumer products to address everyday problems. From its first line of products — Lilywrap reusable stretchy fabric gift wraps — Smartsy's portfolio of brands has grown to include Beer Greetings, The Vortex and Pink Drink Camouflage. Ashley worked as the director of marketing for Terry's MBA programs. Recent honors include receiving the SPANX Leg Up award from Sara Blakely. Ashley lives in Brookhaven with husband Ryan (BBA '05) and two daughters.



**Paul "Paton"
Faletti Jr.**
(BBA '99)
President and CEO
NCM Associates

Paton's life-long passion for cars began in high school, where he was a tour guide in an automotive plant. He worked for the BMW Group and Maserati prior to serving as vice president, marketing for Jaguar Cars. As president/CEO of NCM, he is dedicated to helping thousands of auto dealers enhance their profitability. Paul holds an MBA from Emory, and he is a graduate of the Harvard Business School's OPM Program. The Atlanta resident serves on the board of ReverseRisk LLC, he is president of the Heart of America ESOP Association and vice chair of ESCA.



**Nathan
Hardeman**
(BBA '05)
*Co-founder/Executive
Director*
Engadi Ministries
International

Nathan and his wife Claudia live in his native country Guatemala, and they have dedicated their lives to others through Engadi Ministries International, which provides a safe family environment and educational opportunities to hundreds of at-risk boys living in one of Guatemala City's poorest and most dangerous communities. Nathan was the subject of the 2013 documentary "The Lost Boys of Paradise," directed by fellow UGA alum Philip Blume. Nathan dropped out of UGA in 1994, but returned nine years later to begin work on his Terry degree.



**R. Eddie
Garrett**
(BSA '94, EMBA '08)
*Executive Vice
President*
Head of Strategy
Weber Shandwick

Eddie joined the global public relations firm Weber Shandwick after working as director of communications and new media for Turner Broadcasting System and as executive vice president and deputy general manager at Edelman. Eddie worked to develop some of the earliest successful websites for major brands, including the digital presence for the 1995 Peabody Award-winning documentary, "Hank Aaron: Chasing the Dream." He serves on the board of jurors for the UGA-sponsored Peabody Awards and on the board of the Museum of Broadcast Communications.



**Brendan Kyle
Hatcher**
(BBA '97)
Foreign Service Officer
U.S. Department
of State

Kyle serves as the economic section chief at the U.S. embassy in Budapest, where he advises policymakers and business leaders on economic issues. He previously served as a diplomat at the U.S. embassies in Moscow and Nassau, and served in the Peace Corps in Kazakhstan. In 2013, Kyle developed an exchange program between the state department and state governments, writing the export strategy for Tennessee. He is the co-founder and partner of Globe Trotter Properties, a Washington D.C.-based property management firm managing more than \$25 million in assets.



Brett Hansen
(BBA '00)
Senior Vice President
Wealth Management
Merrill Lynch

Brett was a financial advisor with Morgan Stanley before joining Merrill Lynch in Atlanta 2006. He holds a Chartered Retirement Planning Counselor designation and was recently named senior vice president and inducted into the Merrill Lynch Circle of Excellence. As a varsity football letterman at UGA, Brett was twice selected to the All-SEC Academic Honor Roll and is a two-time Scholar Athlete in the National Football Foundation College Hall of Fame. Brett and his wife Shannon have three children and are actively involved in charitable organizations.



Emily Howell
(BBA '00)
*Owner and
Orthodontist*
Howell Orthodontics

Emily won the title of Miss Georgia 2001 and took a year off from dental school to travel throughout the state, promoting her platform to help instill positive character traits in children. She graduated from the Medical College of Georgia's School of Dentistry in 2005 and received a certificate in orthodontics and dentofacial orthopedics in 2007. She started Howell Orthodontics in 2007 in Jefferson and has been recognized in the Bulldog 100 for the past two years. Her husband Jon (see next page) is a Terry graduate who is currently enrolled in Terry's Executive MBA Program.



Jon Howell
(BBA '99)
Founder/President
Impact Public Affairs

Jon, who has been repeatedly recognized as one of Georgia's top lobbyists, is the founder of a new Atlanta-based lobbying firm, Impact Public Affairs. He decided to launch the firm to capitalize on Georgia's pro-business climate and to satisfy his entrepreneurial itch. He will be utilizing the relationships he has developed during his many years as a lobbyist to help Georgia's leaders learn more about issues being discussed in the Georgia General Assembly. This fall, he began taking classes in Terry's Executive MBA program.



Michael Mannina
(BBA '04, ABJ '04, MA '11)
President
ThriveWorx Foundation

Mike recently returned to his hometown of Roswell to launch the ThriveWorx Foundation, a non-profit arm of Thrive Farmers Inc. International, which develops market solutions to foster sustainable economic, social, and environmental development along the entire value chain of coffee. From 2004–15 Mike served in a variety of advisory positions in Washington D.C. and abroad, where he led and supported U.S. economic, national security, and foreign affairs initiatives at the U.S. Treasury Department, the White House and on Capitol Hill. At UGA, he was a Leonard Leadership Scholar.



Cade Joiner
(BBA '01)
Founder/President
Shred-X

A year after earning his degree in marketing from Terry, Cade founded Shred-X Secure Document Destruction, the largest independent shredding company in the Southeast. In 2012, it was named to the Bulldog 100. A former chair of the Georgia Association of College Republicans, Cade is a member of the executive council of the NFIB of Georgia and a vice chairman of the NFIB SAFE Trust PAC. Earlier this year, Gov. Nathan Deal named him to the Georgia Workforce Development Board. Cade and his wife Katie and son Cade Jr. live in Brookhaven.



Amy Thompson Ode
(MBA '02)
Director of Field Operations
Southwest Region
Chick-fil-A

Amy, who earned her degree in Terry's 11-month MBA program, leads one of six regional teams at Chick-fil-A, supporting Texas, Oklahoma, Arkansas, and Louisiana, and she is one of the youngest directors in company history. She is also a partner with Lifeshape International, leading mission trips. Amy is also the founding executive sponsor of the UGA Alumni Chapter at Chick-fil-A. An All-American softball player during her undergraduate days at Drake, Amy received the National Young Alumni Award from Drake in 2013.



Turmel Kindred
(BBA '02)
Commander
U.S. Army

As inspector general, Turmel was the sole finance inspector for the Army Intelligence Oversight Division. He will soon transition to Fort Drum, New York, where he will take command of a financial management support unit en route to a fall deployment overseas. While deployed, the Atlanta native will supervise all finance detachments and disbursement operations in Afghanistan, Iraq, and some portions of Africa and Kuwait. When he returns next summer, Turmel plans to volunteer with the Army Community Services organization, assisting soldiers with financial preparedness.



Jon Ostenson
(BBA '02, MBA '06)
Vice President of Sales
Carter's Inc.

Jon serves as vice president of sales for Carter's Inc., the Buckhead-based manufacturer of global children's apparel brands Carter's and OshKosh B'gosh. Jon joined the company in a strategic management role in 2006 after earning an MBA from Terry. Prior to graduate school, he worked in consulting with Accenture PLC, including a six-month stint in India. He is very active in his community, serving on the board of the non-profit Growing Leaders, leading small groups at Buckhead Church and serving in several mentoring capacities.



Christy Clark Overall
(BBA '05)
Principal Consultant
Systems Evolution Inc.

A member of the inaugural Terry Young Alumni Board, Christy has also served for several years on the planning committee for the Terry Professional Women's Conference and Women of UGA Steering Committee. In addition to being named to the UGA Alumni Association's 40 Under 40 Class in 2012, Christy was the Sigma Kappa Atlanta Alum of the Year. As a principal consultant at Systems Evolution Inc. in Atlanta, she provides project management for her current client and organizes community service opportunities for her local office.



Godfrey Powell
(BBA '01)
Director and General Manager, Business Development, Operations and Content Strategy
Samsung

After graduating from Terry, Godfrey worked for JP Morgan Securities, Marvel Entertainment, and Starz Entertainment before joining Samsung in 2010, spending his first two years with the company in Korea. His role with Samsung includes strategy, product and business development, and aligning consumer technology, as well as content creation. The Atlanta native earned his MBA, specializing in media entertainment technology, from New York University in 2010. He lives with his family in the Bay Area and is an ardent UGA and Terry alumni recruiter in Northern California.



Jonathan Pannell
(BBA '00)
Partner
Gray Pannell & Woodward

Jon, who earned his law degree from Georgia State, works primarily in the areas of municipal finance, business law, local governments, and public authorities. He was named a "40 Under 40 Rising Star" by the *Fulton Daily Report* in 2013 and a "Legal Elite" by *Georgia Trend* in 2013 and 2014. The Savannah native is a member of the board of governors for the State Bar of Georgia and is a former president of the Young Lawyers Division of the State Bar. He is a board member for the Georgia Chamber of Commerce and serves on the Chatham County Board of Registrars.



Palmer Sanford
(BBA '01, MBA '10)
Campaign Director
The Leukemia & Lymphoma Society

In his role as campaign director for the Leukemia & Lymphoma Society, Palmer is responsible for leading the \$1.6 million Atlanta Light The Night Walk, as well as overseeing walks in other parts of Georgia. He is passionate about his work at LLS as he lost his mother to a battle with leukemia in 2006. Before joining LLS, Palmer managed the \$27 million Forward Atlanta Campaign for the Metro Atlanta Chamber of Commerce. He remains active at UGA by serving on the executive committee of the Alumni Association Board of Directors.



Christy Plott
(BBA '02)
Co-Owner
American Tanning & Leather

Known as "The Queen of Alligator," Christy is the sales and creative director for American Tanning & Leather LLC. The fourth-generation company is the oldest and largest alligator and crocodile skin leather tannery in the country. Just as at home in New York or Paris as she is in Griffin (where the company is located), Christy works with major brands and fashion designers worldwide to supply luxury leathers for the handbag and shoe market. The company has showrooms in Milan and Paris and just recently opened a new office in Hong Kong.



Matthew Sawhill
(BBA '01)
Managing Director, External Affairs
AGL Resources

In addition to his work at AGL, Matt serves on the board of the Georgia Department of Natural Resources. He is also an adviser to board of the Georgia Department of Economic Development. Prior to joining AGL Resources, he was the government relations representative for Georgia EMC. Matt is a 2014 graduate of Leadership Georgia and is an active volunteer with the Georgia Chamber of Commerce and the Atlanta Chapter of the Leukemia & Lymphoma Society. He and his wife Mary have two children and attend Peachtree Road Methodist Church in Atlanta.



Jared Schmidt
(BBA '04)
Vice President
Goldman, Sachs & Co.

Jared has been with Goldman Sachs in New York for more than a decade, currently working as a credit trader for the Liberty Harbor Hedge Fund platform. The Peachtree City native serves on Terry's Young Alumni Board and was on the committee that raised funds for the construction of Correll Hall. Jared also seeded a UGA scholarship through his fraternity, Pi Kappa Alpha, and was part of the effort for Goldman Sachs to begin recruiting on campus, with nearly a dozen Bulldogs joining the firm in the past several years. He also serves as a mentor for Terry students (see story on p. 36 of this issue.)



Holly Thomas
(BBA '93)
National Director,
Tax Campus
Recruiting
KPMG

Holly was the first female president of UGA's Student Government Association and the first chair of the Arch Society, whose members serve as official hosts and UGA ambassadors. The Atlanta native has worked with KPMG for more than two decades, serving as director for University Relations before taking her present position. She now splits her time between Atlanta and New York City, managing a team of 60-plus recruiters in the eastern region of the United States. She develops and oversees campus recruiting strategy for KPMG's tax practice in the U.S.



Greg Skowronski
(BBA '99)
Director
Habitat for Humanity
International

Greg serves as director of housing finance and market development for Habitat for Humanity's Asia-Pacific region. Prior to joining Habitat in 2011, Greg was national director of microcredit for Paradigm Shift in South Africa, and he has also worked in investment banking, private equity, and real estate for Williams Realty Advisors, Five Mile Capital, JLL, and UBS. Greg earned his MBA from Michigan's Ross School of Business, and while at UGA he was involved in SGA, Arch Society, Sigma Phi Epsilon, Blue Key, and the Honors program.



Milton W. Troy III
(MBA '02)
Commander
U.S. Navy

Milton has 20 years of service in the U.S. Navy. He earned his BBA in 1995 from Morehouse College and earned his Master of Arts in National Security and Strategic Studies from the U.S. Naval War College. He is currently stationed at Naval Supply Systems Command in Mechanicsburg, Pa., and previously served as commanding officer of Explosive Ordnance Disposal Expeditionary Support Unit TWO and the Supply Officer aboard USS Spruance. His overseas tours include Kuwait and Iraq, both in support of Operation Iraqi Freedom.



Terri Stewart
(BBA '03, JD '06)
Partner
Fisher & Phillips LLP

Terri's busy life away from work, including being the mom of an infant daughter, didn't stop her from having a breakout year at the law firm Fisher & Phillips. She obtained a huge win for a banking client, negotiated a favorable settlement for a trucking firm, and was named partner at Fisher & Phillips. The *Atlanta Business Chronicle* took notice, naming Terri to its top 40 Under 40 list. The former Falcons cheerleader also works with Georgia Special Olympics, LEAD Atlanta, a pet rescue, the homeless, and Christian ministries.



Trey Wood
(BBA '08)
Vice President
Turner Wood &
Smith Insurance

Trey, a Gainesville native, joined Turner Wood & Smith a few months after earning his Terry degree in risk management. While at UGA, Trey was a member of two risk management societies, including Gamma Iota Sigma, and was a member of Sigma Chi fraternity. He serves on a number of boards, including the Lakeview Academy Board of Trustees and the Northeast Georgia Medical Center Foundation Board. He was the 2014 recipient of the Gainesville Jaycees' Young Man of the Year award and he and his wife Morgan will welcome sons Davis and Warren in April.

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Included within the 2015 Honor Roll are several special giving categories. We celebrate the Pinnacle Society, which represents lifetime giving of \$1,000,000 or more, the Heritage Society representing planned gifts from trusts and estates, the Dean’s Circle of Giving representing calendar gifts of \$2,500 and higher, and the Second Century Club representing gifts of \$250 or more from young alumni under 35 years of age.

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Ms. Lillian Kincey
Mr. James M. Jordan III
and Mrs. Patricia C.
Edwards Jordan
Mr. Alexander L. Jordan
JPMorgan Chase
Foundation c/o
Cybergrants Inc.
Mr. John W. Kelley and
Mrs. Laura A. Kelley

Mr. Daniel S. Kenary and
Ms. Stephanie M. Kenary
Kendra Scott
Mr. and Mrs. David J. Kervin
Ms. Allison R. Kessler
Mr. Jordan S. Kiel and
Ms. Allyson M. Kiel
Kimberly-Clark Foundation
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Mrs. Jennifer M. King
Mr. Robert Kiser
Koch Industries Inc.
Kokopelli Partners LLC
Mr. Jonathan K. Korol and
Mrs. Janet Korol
Bob and Debbi Kvietskus
Ms. Jo Lackey
Dr. and Mrs. James M. Lahiff
Mr. Scott Layne
Adam and Christy LeBlanc
Mr. and Mrs. Walter N. Lewis
Mr. William N. Liles and
Ms. Elizabeth A. Liles
Dr. Laura M. Little (FS)
Loews Vanderbilt Hotel
Mr. Jeremy W. Loftice and
Ms. Abigail M. Loftice
Mr. Elliott M. Long
Drs. Laurence A. and Silvia
A. Madeo
Mr. Tom Mallory
Mr. Adam C. Manley
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Mrs. Catherine W. Mathews
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Ms. Bailey I. Maxwell
Col. Robert M. McCarthy,
Ret. and Mrs. Elizabeth
M. McCarthy
Mrs. Kelly L. McCauley and
Mr. Patrick M. McCauley
Dr. Natalie B. McLeod
Mr. Ryan J. Meccarielli and
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Meika and Hamilton
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Kyle S. Meloney
Michael A. Friedman
Philanthropic Fund
Mildred Miller Fort
Foundation Inc.
Kirby Q. Mills
Miriam & Charles Butler
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William C. Mitchell Jr.
Mrs. Marjorie E. Moore and
Mr. Alan D. Moore
Ellie May Morris
Mr. Philip D. Morse and
Mrs. Holley S. Morse
Mr. C. Read Morton Jr.
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and Dr. Annette B.
Poulsen (FS)
Mr. and Mrs. Howell W.
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Mr. Brian E. Nixon and Mrs.
Amy M. Nixon
Mr. Lynn Oliver and Mrs.
Cindy Oliver
Omni Hotels & Resorts
Mr. Alexander J. Page Jr.
Mr. William Winder Thomas
Pannell
Mr. Thomas M. Pashley
and Mrs. Susan Pashley
Paychex Inc.
Ms. Lauren M. Payne
Ms. M. Elizabeth
Woodward and Mr. W.
Jonathan Perryman Jr.
COL Todd R. Phinney and
Mrs. Sharen D. Phinney
Mr. Joseph S. Pinson
Mr. A. McCoy Pitt
Plexus Capital LLC
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 Mr. Allen L. Ryan
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 and Ms. Olivia Sanders
 Sandy Springs Police
 Department
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 Ms. Robin Sawyer
 Mr. and Mrs. H. Paige
 Scarborough Jr.
 Ms. Maggie E. Clemons
 Mr. David M. Scharfstein
 Ms. Michelle Schlesinger
 Mr. and Mrs. William D.
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 Ms. Brittany V. Scudder
 Mr. John E. Seymour Jr.
 Ms. Nupur A. Shah
 Mr. Peter J. Shedd and
 Mrs. Margaret Shedd
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 Mr. Christopher G. Shoukry
 Mr. John P. Shubert
 Mrs. Bonney S. Shuman
 and Mr. William J. Shuman
 Mr. Jason D. Solomon
 Mrs. Anita C. Soucy and
 Mr. Bruce Serchuk
 Ms. Rachel N. St. Fleur
 Mr. Brett A. Steele and
 Mrs. Margaret H. Steele
 Mr. Neil Stevens and Mrs.
 Tricia Stevens
 Mr. and Mrs. Hugh D. Stith
 Mr. and Mrs. Thomas E.
 Stovall
 Textron Matching Gift
 Program
 The Brewer Fund
 The Community
 Foundation for The
 National Capital Region
 The Dow Chemical
 Company Foundation
 The Fort Trustee Fund
 The Peil Family Charitable
 Lead Annuity Trust II
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 Ms. Jennifer L. Thiem
 Mr. and Mrs. Kirby A.
 Thompson
 Mr. Donald M. Thompson Jr.
 Mr. and Mrs. Ronald W.
 Tidmore
 Mrs. Susan M. Tillery and
 Mr. Thomas Tillery
 TimeWarner Foundation
 Nathan C. Tippie
 Ms. Pamela D. Tipton and
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 Mr. Shelly F. Waters and
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 Mr. Mike Watson
 Hannah and Thomas Webb
 Ms. Susan R. Weimar
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 Dr. Marvin R. Williams and
 Mrs. Carol S. Williams
 Mr. and Mrs. Steven A.
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 Mr. Thomas M. Willingham
 Mr. Bradley D. Wong
 Ms. Jennifer N. Wood
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 Mr. Albert Yu and
 Mrs. Kathleen Yu
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 Adaptive Accents LLC
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 Courtney B. Aldrich (FS)
 Dr. Elmore R. Alexander
 III and Mrs. Pamela
 Alexander
 Mr. R. J. Alexander and Ms.
 Laura B. Alexander
 Dr. Lauren G. Pittenger
 Mr. Hershel Tyler Ansley
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 Mr. John L. Arndt
 Mr. Robert D. Arnett and
 Mrs. Patricia Arnett
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 Mr. Jason D. Barwig
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 Mr. Christopher P. Bauer
 Ms. Emily A. Bell
 Daniel and Jessica Bennett
 Ms. Karen E. Bennett
 Mr. Wallace M. Bennett III

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 Mrs. Susan K. Bentley
 Bentley, Bentley & Bentley
 Big Machine Label Group
 Mr. David K. Blanton
 Boeing Company
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 Ms. Kelly M. Bowen
 Mr. David M. Bozard and
 Mrs. Jennifer L. Bozard
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 Mr. and Mrs. John H.
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 Bridwell and Mr. Bill
 Bridwell
 Mr. Robert B. Brizendine
 Mr. and Mrs. Emmett R.
 Brock
 Jeremy and Jamie Brook
 Mr. and Mrs. Brian R. Brooks
 Mr. Barrett A. Brooks
 Mr. Michael W. Browder and
 Mrs. Kimberly Browder
 Mr. and Mrs. Louis Brown
 Mr. Alexander R. Brown
 Mr. Jeffrey A. Brown and
 Mrs. Susan G. Brown
 Mr. Charles R. Brumfield
 and Mrs. Catherine D.
 Brumfield
 Mr. Joshua T. Bryant and
 Dr. Jeanna Y. Bryant
 Mr. and Mrs. John C.
 Buchanan, IV
 Mr. Chris Buchholz
 Buckle-Down Inc.
 Mr. and Mrs. Steven G.
 Burdette
 Mr. Jason R. Burdette (FS)
 Dr. and Mrs. Donald L.
 Burkhard
 Ms. Caroline M. Burlingame
 Mr. and Mrs. John B.
 Burroughs Jr.
 Mr. Ed K. Burton
 Mr. Daniel J. Busby
 Mr. Michael Butcher and
 Mrs. Kelley Butcher
 Mr. Kevin W. Caille
 Mr. Joseph L. Caldwell, IV
 Dr. Mary Frances Calegari
 and Mr. Michael J. Calegari
 Mr. Eric N. Callahan and
 Mrs. Ashley H. Callahan
 Mr. Thomas J. Callaway IV
 and Mrs. Catherine M.
 Callaway
 Mr. and Mrs. C. Pierce
 Campbell
 Mr. Michael J. Canady
 CapSpecialty
 Mr. George B. Carlton
 Ms. Sarah E. Carr
 Dr. and Mrs. Archie B. Carroll
 Ms. Valerie E. Carson
 Mr. and Mrs. James W.
 Cartee
 Mr. Gary D. Casey

Mr. Neal S. Cason
 Mr. Christopher V. Catone
 Mr. Anthony G. Chalker
 Mr. John C. Chambliss
 Ms. Aubrey S. Chant
 Mr. Ricky H. Chastain and
 Mrs. Elizabeth Chastain
 Mr. Fabian M. China
 Mrs. Elizabeth Martin Chipley
 Dr. Margaret H. Christ (FS)
 Chubb & Son
 Ms. Meghan E. Claiborne
 Mr. John K. Clark and
 Mrs. Aileen Clark
 Mr. Keith A. Clarke and
 Mrs. Rochelle L. Clarke
 Ms. Chelsea L. Clever
 Mr. William P. Cliatt
 Mrs. Melissa A. Coale and
 Mr. Joseph S. Coale
 Mr. James W. Cobb and
 Mrs. Gretchen A. Cobb
 Mr. Calvin B. Cobb
 Mr. and Mrs. Ronald B.
 Cohen
 Mr. Benjamin N. Colley and
 Ms. Melanie M. Colley
 Mr. Arthur R. Collier
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 Mr. Charles B. Compton III
 Mr. and Mrs. Pery E. Conley
 Mr. Daniel H. Coogle
 Mr. Sergio A. Correa
 Mr. and Mrs. Gary W. Cosby
 Mr. Michael P. Courtney
 Covidien Employee Giving
 Ms. Jennifer C. Cowart
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 Mr. Edward P. Craven Jr.
 Mr. Chase C. Croft
 CSAA Insurance Group
 Mr. William M. Curry
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 Mr. Emad Damouni and Mrs.
 Lauren W. Damouni (FS)
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 Mr. James D. Dantzler, III
 David and Anne Dantzler
 Mr. Steven L. Dasher
 and Mrs. Christian Ray
 Dasher (FS)
 Mr. Charles E. Davenport
 and Mrs. Mary M.
 Davenport
 Tonya C. Davies
 Mr. Russell B. Davis and
 Mrs. Jennifer Davis
 Mr. John R. Day
 Ms. Aimee M. Dean and
 Mr. Donnie P. Dean
 Mr. Robert F. Decosimo
 and Mrs. Amy R.
 Decosimo
 Ms. Doris D. DeLorme and
 Dr. Charles D. DeLorme Jr.
 Ms. Guoping Deng
 Mr. and Mrs. Joseph B.
 DeProspero
 Mr. David S. Deutsch and
 Mrs. Kimberly Deutsch
 Miss Christy L. Diaz
 Mr. D. Andrew Dill (FS)
 Ms. Haley R. Dillon
 Mr. Bernard J. Donachie
 and Ms. Anita Donachie

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 Mr. Taylor F. Drake and
 Ms. Stacey Suber-Drake
 Mr. Derry W. Drake
 Mr. Philip A. Dreger
 Mr. Mark E. Duis
 Mr. Michael H. Dunn
 Dr. Yvette T. Dupree
 Sara S. and Jason E. Dyer
 Nan and Ed Easterlin
 Mrs. Janice Edwards
 Mr. and Mrs. H. Stephen
 Edwards
 Mr. Evan R. Elder
 Mrs. Harriet W. Ellis
 Barbara Laseter Ellison
 Mr. Jeffrey Etherton
 Mr. Owen C. Ethridge Jr.
 and Mrs. Betty Ethridge
 Mr. Dwight K. Everett
 Mr. Sean C. Fagan and
 Ms. Darcy L. Fagan
 Mr. and Mrs. Gary S.
 Faulkner
 Mr. James C. Faulkner and
 Dr. Elizabeth Faulkner
 Ms. Tracy E. Feldesman
 Dr. Daniel C. Feldman (FS)
 Dr. William L. Ferguson
 Jacob J. Ferro Jr.
 Mrs. Ann Figwer and Mr.
 Kai J. Figwer
 Mr. Tyler J. Figwer
 Mr. Patrick J. Fitzmaurice Jr.
 Mr. Jeffrey A. Fletcher
 Mr. Lawrence Flores Jr.
 Ms. Rebecca E. Flynn
 Mr. Louis D. Fordham and
 Mrs. Donna R. Fordham
 Mr. Daniel A. Fowler (FS)
 Mr. Alan M. Free and
 Mrs. Amanda Hall Free
 Mrs. Jeanne N. Freeman
 Mr. David J. Friedman
 Mr. and Mrs. Richard C.
 Friedman
 Mr. Carl D. Fusco
 Mr. Guoen Gao and
 Mrs. Rui Zhan
 Mr. Ethan C. Garber
 Miss Janice A. Garrett
 Dr. Branham Garth Jr. and
 Mrs. Tanny Garth
 Mr. Andrew J. Gawron
 Ms. Jennifer E. Geller
 Mr. John J. Gentes and
 Mrs. Bonnie P. Gentes
 Mr. William M. George III and
 Ms. Elizabeth B. George
 Mr. Harris M. Gignilliat and
 Mrs. Carla Gignilliat
 Mrs. Mary Catherine Gill
 and Mr. John Gill
 Mr. Henry B. Glascock
 Jr. and Mrs. Lauren S.
 Glascock
 Mr. John L. Glenn Sr. and
 Mrs. Susan Glenn
 Mr. William M. Glenn and
 Mrs. Natalie B. Glenn (FS)
 Mr. Edward F. Goepf Jr.
 and Mrs. Rebecca Goepf
 Mr. Patrick J. Goethe
 Mr. and Mrs. Wade H. Goetz

Ms. Haylie E. Goheen
 Ms. Nicole Lackey
 Ms. Karin I. Gonzalez
 Mr. Clark S. Gore and
 Mrs. Susan R. Gore
 Mr. James C. Graves
 Mr. Jonathan G. Gravesen
 Mr. and Mrs. J. Troy Green
 Ms. Sybil C. Griesenauer
 Mr. Gregory A. Griffith
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 Ms. Heather Grulke
 Mr. Craig Gunckel
 Mr. Christopher J. Haack
 (FS) and Ms. Tori Haack
 Mr. J. Edward Hagan
 Ms. Courtney Hale and
 Mr. William L. Hale
 Ms. Svea A. Hall
 Mr. Michael B. Hames
 Dr. Jacqueline S.
 Hammersley (FS)
 Mr. William R. Hampton
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 Mr. Paul B. Hanna and
 Mrs. Sandra Hanna
 Harden & Associates
 Mr. and Mrs. Thomas L.
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 Mr. and Mrs. William G.
 Harrison Jr.
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 Mr. and Mrs. William
 Morgan Harvill Sr.
 Mr. Dean P. Haugabook and
 Ms. Caroline I. Haugabook
 Mr. Eric T. Haynes
 Mr. Blake S. Helfman
 Ms. Brittany N. Heller
 Mr. Charles J. Hemard III and
 Ms. Jessica D. Hemard
 Mr. Douglas G. Henderson
 and Mrs. Beverly J.
 Henderson
 Ms. Nicole D. Henderson
 Mrs. Christy L. Hewatt and
 Mr. Jeffrey R. Hewatt
 Mr. Jason A. Hewell and
 Ms. Kacina Lamson
 Hewell (FS)
 Ms. Meredith E. Hightower
 Mr. Andrew F. Hill
 Ms. Megan E. Hixson
 Mr. Michael S. Hoggard and
 Mrs. Kerry B. Hoggard
 Mr. Roland T. Hoke and
 Mrs. Nancy Hoke
 Mr. Harold J. Holcomb and
 Mrs. Lee A. Holcomb
 Mr. Jason A. Holland
 Miss Emma M. Holman (FS)
 Mr. Alexander N. Holt
 Ms. Joane Hood and Mr.
 Warren S. Hood
 Mr. and Mrs. James H.
 Hopkins III
 Mr. and Mrs. James R. Horne
 Ms. Mary Katherine
 Houghton

Mr. Jeremy W. Howard
 Dr. Mark W. Huber (FS)
 Clay and Andrea Huffman
 Mr. Chadwick P. Hume
 Mrs. Sherry Hutchet
 Hutton Hotel
 Mr. Steven T. Hyde and
 Mrs. Judy Hyde
 Ms. Courtney M. Ideker
 Industrial Developments
 International Inc.
 Mr. Scott B. Ingham
 InterContinental Hotels Group
 Mr. William J. Ivie and
 Ms. Patricia Ivie
 Mr. and Mrs. Robert K. Izlar
 Mr. Matthew R. Jackson
 Mr. Scott R. Jacobs and
 Mrs. Katherine A. Jacobs
 Ms. Drishti Jain
 Ms. Alyssa M. Jaklitsch
 and Mrs. Catherine A.
 Jarrard
 Laura and Todd Jefferies
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 Mr. David W. Jett
 Mr. Eryk R. Johnson
 Ms. Judith Lynch Johnston
 Mr. Nathan D. Jolley
 Mr. Frank J. Jones III
 Mr. Brandon O. Jordan and
 Mrs. Jennifer L. Jordan
 Ms. Emily K. Joseph
 Ms. Ji Y. Jung
 Mr. Matthew J. Karempeis
 Mr. Benjamin M. Katz
 Melanie S. Kearns
 Mr. Ryan J. Kelly
 Lt William R. Keyes
 Ms. Jessica M. Kinchen
 and Mr. Cody M. Kinchen
 Ms. Holly E. King
 Mr. Brett C. Kingman
 Ms. Mollie R. Kinsman
 Mr. Phillip J. Kleiber
 Mr. Jefferson B. A. Knox Jr.
 Mr. Andrew H. Knox Jr.
 Mr. Jeffery A. Koon
 Ms. Michelle N. Kourakin
 Mr. Brad J. Kovacik Jr. and
 Ms. Sarah M. Kovacik
 KPMG
 Mr. Tyler A. Krajec and
 Ms. Kimberly M. Krajec
 Mr. Glen B. Krapf and
 Mrs. Veronica Krapf
 Mr. Benjamin M. Lack
 Mr. Daniel V. Lack
 Mr. Michael E. Lage and
 Mrs. Monica Lage
 Ms. Nicole L. Lamb
 Mr. Philip E. Laminack
 Mr. J. Porter Langfitt, II
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 Dr. and Mrs. Kenneth M.
 Lanyon
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 Mr. Brad Lavoie and
 Mrs. Mary K. Lavoie
 Mr. and Mrs. Bobby W.
 Lawson
 Ms. Jennifer L. Letner
 Leighton and Melissa Liles
 Ms. Wenxian Lin and
 Dr. Tao Shu (FS)

Class Gifts

MMR Class of 2015 pledged \$10,000



(from left) Marketing Head and MMR Director Charlotte Mason, Kaitlyn Stewart and Charles Farr

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 Ms. Joyce A. Lizzi
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 Ms. Debra D. Lovelady (FS)
 Ms. Sarah R. Lowe
 Mr. Rodney A. Lumpkin and
 Mrs. Amy L. Schondra
 Philippe Lunardelli and
 Elizabeth McRee
 Mr. Craig A. Magram and
 Mrs. Sheri M. Magram
 Mr. Mark E. Manhan
 Mr. and Mrs. Peter A. Mani, III
 Mr. Nicholas Manis
 Mr. Charles H. Marsh
 Marsh Inc.
 Mr. Stephen P. Martin and
 Mrs. Michelle Martin
 Mr. David B. Martin and
 Mrs. India A. Martin
 Mr. Michael Marz
 Mr. Frank S. Masek and
 Ms. Rima Masek
 Mr. Robert G. Mautz and
 Mrs. Nan Mautz
 Mr. Robert W. Maxson
 and Mrs. Vaughn Dodd
 Maxson
 Mr. James S. May
 Mr. Raphael M. Mayberry
 and Mrs. Melissa L.
 Mayberry
 Mr. Willie R. Mazyck Jr. and
 Ms. Jasmine M. Mazyck
 Mr. Richard McCormick
 and Ms. Anne McCormick
 Mr. Charles K. McCrary Jr.
 Ms. Julia Mcdaris
 Douglas M. and Brooke N.
 McDonald
 Mr. Johnathan E. McGinty
 and Ms. Julie A. McGinty
 (FS)
 Mr. S. Leon McGowan
 David Judson McGowan

Ryan E. McLaughlin
 Dr. Sara K. McManus (FS)
 Mr. Glenn O. McNairy and
 Ms. Alston C. McNairy
 Mr. Joseph M. McRae (d)
 Ms. Ashley E. McWilliams
 and Mr. Larry P. McWilliams
 Mr. John R. Melton
 Mercer LLC
 Mrs. Martha Merritt
 Mr. Travis J. Messina
 Mr. Stephen H.
 Middlebrooks and Mrs.
 Susan B. Middlebrooks
 Mrs. Jane Middleton
 Mr. Christopher M. Miller
 Mr. David Mirolli and
 Ms. Maria F. Mirolli
 Mr. John H. Mitchell III and
 Mrs. Dana L. Mitchell
 Mr. Michael P. Mix and
 Mrs. Elizabeth Mix
 Mr. Michael S. Moffitt
 Dr. Carmen Mohan
 Mr. Ahmed Moinuddin
 Suzanne Byrd Monsen
 Ms. Celeste A. Monturo
 Mr. James L. Moore and
 Mrs. Emily Moore
 Dr. Thomas J. Moore and
 Dr. Margaret D. Moore
 Ms. Meredith B. Robinson
 Michael P. Moore
 Mr. Thaddeus J. Morris Jr.
 and Mrs. Ruth Morris
 Mr. and Mrs. Robert S.
 Morton
 Ms. Ellen E. Mundy
 Mr. and Mrs. F. David
 Muschamp
 Mr. Matthew T. Myatt
 Mr. S. Thomas Nance and
 Mrs. Robin A. Nance
 NBC Universal
 Ms. Chloe J. Neisler
 Mr. Christian H. T. Ngo

Ms. Teresa H. Nolan (FS)
 and Mr. George R. Nolan
 Mr. Sean M. Nolan
 Mr. David J. O'Hare
 Mr. Joe F. O'Kelley Jr. and
 Mrs. Meisa J. O'Kelley
 Ms. Jaclyn M. O'Neill
 Origami Risk LLC
 Ms. Margaret J. O'Shea
 Mrs. Elizabeth S. O'Shields
 and Mr. Reginald T.
 O'Shields
 1LT Joshua H. Osif
 Mr. John J. Ossick Jr.
 Mr. Bryan C. Owens and
 Ms. Chelsea J. Owens
 Mr. Benjamin M. Palmer Jr.
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 Palmour
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 Mr. Daniel W. Parker and
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 Mr. Ashton C. Pellicano
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Mr. Gregory V. Pugh and Mrs. Anna L. Pugh	Dr. Amos A. Smith	Mr. Peter M. Vilieis	Mr. Rolando G. Ang	Mr. and Mrs. Clinton T. Bond
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Mr. Neal E. Raburn	Mr. and Mrs. Tracy J. Smith	H. Hampton Vining Jr.	Ardry Trading Company Inc.	Mr. Lewis H. Booker Jr.
Mr. William T. Rahn	Mr. Matthew L. Smith and Mrs. Christine D. Smith (FS)	Mr. William Vogelpohl	Argo Group International Holdings	Gail McEwan Bottoms
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Stephanie Ransom (YA) (FS) and Jeremy Ransom (FS)	David and Page Sobek	W.E. Watson Family Fund	Mr. Stephen F. Atha	Mr. Danny A. Bowman and Mrs. Donna Bowman
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Mrs. Jessica S. Rhodes	Ms. Kari A. Stark	Mr. Seth A. Wardell	Mr. and Mrs. Stephens L. Baldwin Jr.	Mr. Milton W. Brannon and Mrs. Greer Brannon
Rhodes Risk Advisors	Mrs. Mary-Evelyn and Mr. R. Anderson Starnes	Mr. and Mrs. William E. Watson Jr.	Mr. Augustus B. Bales and Ms. Tonia A. Bales	Mr. Charles E. Brasch Jr.
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 Mrs. Connie G. Ewaldsen
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 Mrs. Mallory Farmer
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 Mr. Philip A. Ferrante
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 Mrs. Candace Fisher
 Mr. Robert Fleshman
 Mr. Jeffrey A. Fletcher
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 Mr. and Mrs. Gunby J.
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 Mr. C. Talmadge Garrison
 Mr. Richard Gebert
 Mr. William M. George III and
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 Mr. George C. Gilchrist
 Mr. Edward F. Goepf Jr. and
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 Mr. Patrick J. Goethe

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 and Mrs. Jennifer L. Griffin
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 Mrs. Sylvia H. Hagelow
 Mr. William A. Hancock and
 Mrs. Joanna Hancock
 Mr. Carson P. Hand
 Mr. and Mrs. Thomas L.
 Harkleroad
 Mr. William A. Herman IV
 and Mrs. Lonii V. Herman
 Mr. Rodger E. Herndon
 II and Mrs. Margaret E.
 Herndon
 Mr. and Mrs. Edward S.
 Heys Jr.
 Mr. Patrick R. Hickey
 Sharon Williams Hill
 Mr. Patrick L. Hobson and
 Ms. Kristin C. Hobson
 Mr. Stephen A. Hodge and
 Mrs. Marina Hernandez
 Mr. James B. Hopkins II and
 Mrs. Lauren K. Hopkins
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 Cathy L. Hunt
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 Mrs. Kathleen Johnson
 Ms. Judith Lynch Johnston
 Mr. Frank J. Jones III
 Mr. Randolph B. Jones Jr.
 and Mrs. Kristin R. Jones
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 Mrs. Eleanor Kelley
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 Lt William R. Keyes
 Mr. and Mrs. James L. Kiger
 Ms. Holly E. King
 Mr. Andrew P. Kintz and Mrs.
 Towles A. Kintz
 Mrs. Teresa Campbell Kittle
 Mr. Reginald C. Koontz and
 Mrs. Carol Koontz
 Mr. Jonathan K. Korol and
 Mrs. Janet Korol
 Rev. and Mrs. E. Davis
 Lacey Jr.
 Ms. Nicole L. Lamb
 Mrs. Gwendolyn D. Leonard
 and Mr. J. S. Leonard
 J. Curtis Lewis III
 Mr. George R. Lilly II and Ms.
 Nelray R. Lilly
 Ms. Wenxian Lin and Dr.
 Tao Shu
 Mr. and Mrs. T. Wendell
 Lindsey
 Mitzi and Bill Linginfelter
 William A. Lott
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 Ms. Elizabeth G. Maner
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 Mrs. Elaine Martin
 Mr. Stanley E. Martin Jr. and
 Mrs. Donna S. Martin
 Mr. Michael S. Marx

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 Mayer Electric Foundation
 Mr. Adam H. McTish
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 Mildred Miller Fort
 Foundation Inc.
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 Ms. Brittany K. Mohler
 Mr. Walter D. Montgomery
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 Mrs. Emily Moore
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 and Mrs. Ruth Morris
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 Mr. and Mrs. C. V. Nalley IV
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 Mrs. Julia T. Nesbitt
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 Mrs. Laura L. Poole
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 Mr. G. Randall Pugh
 Ms. Rosann J. Rabozzi
 Mr. William T. Rahn
 Mr. Richard D. Restagno
 Mr. Todd S. Restel and Ms.
 Eva M. Restel
 Mr. Mark A. Richardson
 Ms. Caroline F. Robinson
 Mr. John J. Rogers
 Mr. Wilson W. Rogers and
 Ms. Sarah E. Rogers
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 Ms. Katherine Schuber
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 Mrs. Susan Scudder
 Mr. John E. Seymour and
 Mrs. Jill Seymour
 Mr. Scott C. Shell and
 Mrs. Rebecca W. Shell
 Shell Oil Company
 Foundation
 Mr. Douglas E. Shirley and
 Mrs. Kelly Shirley
 Mrs. Bonney S. Shuman and
 Mr. William J. Shuman
 Mr. Preston D. Shurley
 Mr. Michael C. Sims and
 Mrs. Angela Sims
 Mr. and Mrs. Scott G. Sink
 Mr. Benton S. Smothers Jr.
 Mr. Barry D. Snell and
 Mrs. Trudy Snell
 Mrs. Virginia P. Sorrow and
 Mr. L.E. Sorrow
 Mrs. Anita C. Soucy and
 Mr. Bruce Serchuk

Mr. Charles F. Spence and
 Mrs. Vickie V. Spence
 Mr. Frank W. Stewart III
 Mr. Horace D. Story and
 Mrs. Kathryn G. Story
 Mr. Rickey J. Story and Mrs.
 Rita F. Story
 Mr. Thomas L. Stripling
 Mr. William T. Sullivan and
 Mrs. Sarah E. Sullivan
 Mr. William C. Sumner and
 Mrs. Pamela J. Sumner
 Ms. Jun P. Sutherland and
 Mr. Stephen G. Sutherland
 George P. Swift III
 Mr. Bryan R. Tackett and Mr.
 Ryan Matuszak
 Mr. Richard T. Tebeau Jr.
 The Gender Gap Foundation
 The Ohio Art Company
 The Savannah Community
 Foundation Inc.
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 Mr. Edwin E. Thomas and
 Mrs. Amy R. Thomas
 L. Marie Thomas and James
 N. Thomas
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 Mr. and Mrs. Kirby A.
 Thompson
 Mr. Michael L. Thompson
 Mr. Robert B. Thrasher
 Mrs. Susan M. Tillery and
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 Mr. E. F. Wise and Mrs.
 Patricia F. Wise
 Mr. Billy Jack Woodall and
 Mrs. Elizabeth M. Woodall
 Mr. James A. Worsham and
 Mrs. Julie D. Worsham
 Mr. and Mrs. Danny Yates

3 years

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 Mr. Keith O. Allen and Mrs.
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 Mrs. Gretchen Anderson
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 Mr. John L. Arndt
 Mr. Eric M. Astrin
 Dr. Jeremy Atack
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 Rev. Nicholas G. Azar II
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 Ms. Margaret M. Bailey
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 Mr. and Mrs. David H.
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Candace Garner Basketball	Mrs. Elizabeth H. Devanny and Mr. Trace Devanny	Mr. and Mrs. Douglas Warren Hulme	Mr. Stephen R. Nance and Mrs. Sondra L. Nance	Dr. Amos A. Smith
Ms. Shrvanthi Bathey	Mrs. Linda D. Dewitt and Mr. Henry L. Dewitt	Ms. Alice P. Hymson Industrial Developments International Inc.	Mr. Aditya Narendranath Network for Good	Mr. Jason D. Solomon
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Mr. K. David Collins II and Mrs. Trish A. Collins	Mr. Jacob L. Harris	Ms. Rachel M. Martin	Mr. and Mrs. James E. Rubenstein	Mr. Barry M. Wolfe
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Mr. and Mrs. David A. Culley	Mr. David H. Hendon	Mr. William S. McLeod	Mr. Norman Shapiro and Mrs. Shirley Shapiro	Mr. Michael W. Ziegler
Ms. Elizabeth A. Dangler	Mr. and Mrs. David E. Homrich	Mr. William S. McLeod	Mr. Chenghong Shen and Ms. Hang Liu	
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Mr. Jordan M. Davis and Mrs. Ivey S. Davis			Mr. and Mrs. John K. Sheppard	
Ms. Kelly A. Davis				

Classnotes

Who's doing what, where

Compiled by Roxanne Hohnerlein (AB '84)

1950-54

Terry Wingfield (BBA '51) of Athens received the Billy Hudson Distinguished Citizen Award from the Northeast Georgia Council of the Boy Scouts of America. He is the former secretary treasurer of the UGA Athletic Department's Georgia Student Educational Fund.

1960-64

Don Grantham (BBA '62) of Augusta serves as the chairman of the Georgia Department of Transportation. He has served on the board since 2011. He was chairman of the Georgia Ports Authority from 1972-84.

1965-69

George Frady (BBA '66) of Canton has written a book, *Memories of the Hunt*. **Jamie Boswell** (BBA '67) of Athens was named secretary for the State Transportation Board. He represents the 10th Congressional District and was elected to the board in 2013. Jamie

is president and owner of a group of insurance, real estate and appraisal companies.

1970-74

Jim Gunby (BBA '72) of Columbus joined Synovus Trust Company as senior trust relationship manager. He was previously at SunTrust for more than 20 years. **Malcolm Liles** (BBA '72) of Nashville, Tenn., was recognized on the *Financial Times* "FT Top 400 Financial Advisors" list and on *Barron's* "Top 1200 Advisors by State" ranking for 2015. Malcolm is the managing partner of The Liles Group at Robert W. Baird Private Wealth Management. He was also on both lists in 2013.

1975-79

Gonzalo Restrepo (MBA '76) of Envigado, Columbia, was appointed to the board for Smurfit Kappa as an independent, non-executive director. He is currently chairman

of Compania Colombiana de Petroleos SA. **Kessel Stelling** (BBA '78) of Columbus was appointed by Gov. Deal to the Realizing Educational Achievement Can Happen (REACH) Foundation Inc. Board. Kessel is chairman and CEO of Synovus.

1980-84

Sheila Elder Ray (BBA '80) of Atlanta was named CFO of the Year in the midsize public company category by *Atlanta Business Chronicle*. Sheila is the CFO of State Bank Financial Corporation and its subsidiary State Bank and Trust Company.

Kathy Frazier Taudte (BBA '80) of Roswell was promoted to corporate controller of Hotel Equities Group LLC. **Greg Anderson** (BBA '81) of Jacksonville, Fla., a senior banking officer at Everbank, is serving as president of the Jacksonville City Council. **Sandy Brandt Chambers** (BBA '81, MAcc '82) joined Capital-

Mark Bank & Trust in Chattanooga, Tenn., as EVP and director of wealth services. She was previously a financial advisor for Raymond James. **Rick Ingram** (BBA '81, MBA '82) of Woodstock was promoted to EVP of commercial banking with Community & Southern Bank. **Preston Griffith** (BBA '82) of Charlotte, N.C., joined Cushman & Wakefield |Thalhimer as a broker specializing in industrial leasing and sales. **Stephen Doster** (BBA '83) of Nashville, Tenn., wrote the biography *Marjorie Catherine Terry Terry-Smith Doster, Her Finest Hour* that details a young woman's WWII efforts in London. Stephen's first novel, *Lord Baltimore*, was nominated for a Pulitzer. He is an assistant editor for a peer-review journal at Vanderbilt Univ. **Scott Murphy** (BBA '83) was promoted to VP and CFO of Atlanta-based Birch Communications.

Nancy Stewart Bush (BBA '84) of Menlo Park, Calif., joined ThreatStream as CFO. She was previously VP of finance with Adaptive Insights. **Andy Siegel** (BBA '84), president of Siegel Insurance Inc., is serving as president of the Independent Insurance Agents of Georgia Inc.

1985-89

Jon Bridges (BBA '85) of Peachtree City was promoted to SVP for Chick-Fil-A. **Sheri Williamson Easter** (BBA '85) and husband Jeff Easter of Lincolnton are international gospel music stars, appearing on Gaither Homecoming syndicated TV shows. They hosted a family star-studded Homecoming Mother's Day Weekend Festival in Lincolnton at The Lewis Family Home Place. **Kris Hofford Robinson** (BBA '85) joined ThetaRay as EVP, Americas in the New York office to lead the company's U.S. effort in



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Building businesses and bridges

By Matt Waldman (AB '96)

The road to Damascus wasn't a figure of speech for Tareq Hawasli (BBA '02); it was a summer job. The Sandy Springs native is the descendant of Damascene traders, and he earned his first taste of international business on the streets and surrounding neighborhoods of the ancient city at an age when most children were being introduced to reading, writing, and arithmetic.

"My mother's side of the family owned a large factory in Damascus that designed sacred items," says Hawasli, referring to the elegant crosses, Mother Mary's, and other items that people carried on pilgrimages to holy cities like Jerusalem. "My uncle also had several shops that catered to tourists, and from the age of six I'd take his old stock, put up a cardboard stand, and start selling."

Syria was part of many childhood trips to the Persian Gulf and Europe, and Hawasli's early exposure to travel and commerce led to the pursuit of an international business degree at Terry and ultimately to a career that has spanned three continents. The three firms Hawasli has founded in as many years brim with enough activity to require two cell phones: Phidar Advisory, the Dubai-based real estate advisory group in 2013; SHM, a landscape and hardscape services business in Atlanta in 2014; and Darin Partners, an independent investment advisory and asset management firm based in London in 2015.

Hawasli's private equity and business development expertise includes real estate, energy, IT, healthcare, and entertainment, making him a bridge for commerce between east and west. An inaugural member of UGA's 40 Under 40 honorees, Hawasli wants to lead the world to Athens. He recently served on UGA's Advisory Council for the Vice President for Instruction, and he believes that UGA is in position to become one of the top 10-15 universities in the country.

"I'm looking at the university's proximity to Atlanta — the fastest growing city in America — and at our resources and alumni, and I say, 'Why not us?'" says Hawasli, who sees himself as a candid sounding board with a global perspective. "A lot of the people I'm connected with in Boston, L.A., and around the world give back generously to their universities, but they didn't have the experiences that I had at Georgia. I'm hungry to tell the world about our university."

Hawasli credits the friendly and supportive academic environment at UGA for encouraging him to become a more open person.

"The university was always generous with me. I wasn't always the most academic of students, but I made the effort in classes and the professors always helped you like you were at a small university," says Hawasli, who treasures his Athens connections. "I met so many good people from all different walks of life at UGA, and there was always a good vibe. I opened up and it helped me come into my own. That's very important to me, and I want to do my part to let everyone know what I know about the University of Georgia." [@](#)



JASON THRASHER

In a span of just three years, Hawasli (BBA '02) has founded three firms on three continents in three major cities: Dubai, Atlanta, and London.

Terry Alumni in UGA Leadership

UGA Foundation

Kenneth G. Jackson (BBA '79) – Chairman
William W. Douglas III (BBA '83) – Vice Chairman
Terry S. Brown (BBA '84) – Treasurer
Steve C. Jones (BBA '78, JD '87) – Secretary

UGA Alumni Association

Ruth A. Bartlett (BBA '76) – President
Bonney S. Shuman (BBA '90) – Vice President

harnessing big data to protect financial institutions and critical infrastructure. **Paula Scott** (BBA '85) of Hinesville retired from the Liberty County school system after 23 years, serving lastly as principal of Liberty County High School. **Scott Cotton** (BBA '86, MBA '87) was named a managing partner of KPMG LLP's Birmingham, Ala. office. Scott is a member of the firm's financial risk management practice. **David Ragland** (BBA '86, MAcc '86) of Atlanta wrote the book *Wealth Made Simple* (yes, really). He is CEO of IRC Wealth, a private asset management company and is an Ironman triathlete. **James Reinstein** (BBA '86) of Palo Alto, Calif., joined the board of directors for Monteris Medical and Pixium Vision. Most recently, he was president and CEO at Aptus Endosystems Inc. **Mike Bodker** (BBA '87), mayor of Johns Creek, is the 63rd president of the Georgia Municipal Association. **Jeff Tanner** (PhD '88)

became dean of Old Dominion Univ.'s Strome College of Business in Norfolk, Va. He was previously a professor of marketing at Baylor Univ. in Texas, where he founded the Baylor Business Collaboratory. **Cliff Ragsdale** (PhD '89) was appointed academic director for the Center for Business Intelligence and Analytics at Virginia Tech's Pamplin College of Business. Cliff holds the Bank of America Professorship. **Nina Luckett Sins** (BBA '89) joined the North Atlanta Keller Williams Realty team of The Mary Ellen Vanaken Team. **Kevin Williams** (BBA '89) of Canton received the 2015 Servant Leader Award from the MUST Ministries. Kevin is a Chick-fil-A owner/operator and worked to coordinate a CFA Day for MUST's Summer Lunch to feed needy children.

1990–94

Trey Thompson (BBA '90) is president of the Savannah Bar Pilots and is a master pilot for the Savannah Pilots Association,

which guides most commercial vessels into and out of the Port of Savannah. Trey and his wife Erin have two daughters Macy, 13, and Brooke, 10. **Stacy Burk Dellis** (BBA '92) of Rome joined United Community Bank as assistant VP and portfolio specialist in the commercial lending department. **Tripp Penn** (AB '92, MEd '96) received the inaugural Howard Park Leadership Council Service Award from the LaGrange College Leadership Council. He is the VP of support services at West Georgia Health. **Craig Piercy** (MBA '92, PhD '01) of Athens is an academic advisor for the Southeast CUNA Management School for the Southeast Regional Credit Union Schools. Craig is the director of the Master of Internet Technology for the Terry College. **Trey Allen** (BBA '93) of Martinez was appointed to the Georgia Board of Education by Gov. Deal. **Perry Moore** (PhD '93) of Brentwood Tenn., was honored as the 2015 Teaching Excellence Award recipient for the ACBSP Region 3 and was a finalist for the organization's International Teaching Excellence Award. Perry is a professor of accounting at Lipscomb Univ. College of Business, where he serves as

director of the Master of Accountancy Program and Graduate Business Programs. **John Pandtle** (BBA '93) was appointed by the Abu Dhabi Investment Authority as head of the U.S., Internal Equities Department. He leads a team of portfolio managers based in Abu Dhabi. He was previously with Eagle Asset Management in St. Petersburg, Fla. **Austin Scott** (BBA '93), U.S. Rep. from Warner Robbins was named to the Subcommittee on Biotechnology, Horticulture and Research and the Subcommittee on General Farm Commodities and Risk Management. **Michael Caputo** (BBA '94) joined BankSouth to oversee the bank's entering mortgage operations in the Savannah market. **Scott Seydel Jr.** (BBA '94) of Atlanta is president of Seydel International, a branch of the chemical manufacturer The Seydel Companies, which won the GLOBE Award from the Georgia Department of Economic Development.

1995–99

Michael Drayer (BBA '95) of Atlanta was promoted by Aon Risk Solutions to CEO over all its entertainment divisions, including the entertainment practice and Aon/Albert G. Ruben. He has been with Aon for over 20 years. **Frank**

Anderson (BBA '96) of Augusta was elected secretary of the executive committee of the International Warehouse Logistics Association. Frank is VP of RBW Logistics. **Susan Vann Keigans** (BBA '97) of Camilla, EVP with Planters and Citizens Bank, was elected president of the Leadership GBA Executive Committee for the Georgia Bankers Association. **Trae Westmoreland** (BBA '97) of Atlanta joined Apogee Interactive Inc. as director of sales and client services. He previously worked for Georgia Power and Southern Company. **Holly Hanson** (BBA '98) of Los Angeles, Calif., is the principal and founder of Harmony Financial Strategies and the author of *The LGBT and Modern Family Money Manual*. **Scott Williams** (MBA '98, JD '00) of New York City launched S. Williams Capital LLC, an investment firm specializing in risk arbitrage and value investing. **Bonneau Ansley** (BBA '99) of Atlanta ranked #69 in the 2015 *Wall Street Journal's* Real Trends', "The Thousand" list, recognizing the top 1,000 real estate professionals in America. Bonneau is an associate broker and agent for Harry Norman, REALTORS in their Buckhead office and their affiliate Seabolt Brokers in Savannah.

2000–04

Scott Hunter (BBA '00) of Albany has been designated as a member of the Premier Advisors Program for Wells Fargo for the fifth consecutive year. Scott is a managing director-investment officer for the firm. He and wife Jessica (ABJ '04) have a son, Will. **Cara Kliefoth** (BBA '00, MBA '10) married **Cameron Matthew Banks** (BSHP '10) April 19 on the 50-yard line in Sanford Stadium (photo in Sept. issue of *Georgia Magazine*, p.32). They live in Tampa, Fla. with dogs named Sanford and Dooley. **Andy Williams** (BBA '00) of Roswell joined SSI SHAEFER as executive sales manager of the automated systems division. **Joey Lancaster** (BBA '01) of Madison was named senior advisor with LongView Wealth Management. **Todd Lowther** (BBA '01) of Houston, Texas, was elected to partner at the Thompson & Knight law firm and was named on *Super Lawyers*' 2015 "Rising Stars" list. **Perry Revell** (BBA '01) of Albany was promoted to senior VP—relationship development and marketing for AB&T National Bank. **Amy Baker** (BBA '02) rejoined Stites & Harbison PLLC as counsel in the real estate & banking service group in the Atlanta office. She

had previously worked with the firm as a summer associate and as an attorney for eight years. **Ryan Hoyt** (BBA '02) of Atlanta was NAIOP Georgia's Top Producer for 2015 with production over \$52 million dollars. NAIOP is the Commercial Real Estate Development Association. **Stephen Olson** (BBA '02) of Houston, Texas, joined the global law firm Jones Day as a partner in the energy practice. He was previously a partner in BakerHostetler's Houston and New York offices. **Matthew Milner** (BBA '02) of Canon was promoted to director of supply chain operations for Pharma Tech Industries. **Ron DeFeo** (MBA '03) joined American Airlines as VP of global communications out of Dallas/Fort Worth area. He was previously senior VP of communications for Darden Restaurants. **Kate Quinlan-Laird** (BBA '03) of Little Rock Ark., is the new executive director for the Acansa Arts Festival. She led the development of the 2nd annual five-day event. **Leigh Anne Russell-Jones** (MBA '04) of Atmore, Ala., was promoted to SVP of United Bank.

2005–09

Matt Moore (BBA '05) of Nashville Tenn., along with fraternity brothers **Colin Newberry**

Profile

War hero

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

In the summer of 2010, U.S. Army Lt. Bobby Woods (AB '08, MBA '15) was shot in the head while on patrol in the Zhari District of Afghanistan. The bullet cracked his skull and traveled through his brain, leaving him seriously injured but not without a sense of duty. An instant after he was shot, he began barking orders to the soldiers under his command. Wrapping his head in a bandage, he fought off the Taliban insurgents firing at his unit. When the skirmish subsided, Woods made sure every member of his troop was taken care before he allowed himself to receive medical attention.



Woods was wounded while on duty in Afghanistan, but now raises antibiotic-free chickens for Pilgrim's Pride.

He was forced to spend four months in a Florida hospital undergoing physical therapy.

"My family supported me the whole way," says Woods, whose injuries have cost him 80 percent of his vision in one eye — and 30 IQ points. "My mom came to stay with me in Florida, and she would sit down and teach me to read again. My dad, too. He would get off work on Thursday, drive down to Tampa to see me on Friday, and then head home to Huntsville, Alabama, on Sunday."

Hard work and tenacity are deeply imbedded in Woods' DNA. And he wasn't about to let a Taliban bullet shatter his plans to get an MBA from Terry.

Dean Ben Ayers paid tribute to Woods as he walked across the stage at Terry's 2015 Graduation Convocation, and less than a month later Woods started Dawg Woods, a chicken farm in Ider, Ala., where he raises antibiotic-free birds for Pilgrim's Pride. He's also laying the groundwork for a consulting business he's starting with his dad, retired Brigadier Gen. Bob Woods Jr. Long term, he wants to attract venture capital.

Regarding the lingering effects of his injuries, Woods says they're not holding him back.

"Given my brain injury, being able to work on my own is pretty awesome," he says. "There are some days when I have a lot to do, and I'll wake up with such a bad headache that I don't get any of it done. Then there are other days when I go all day long and feel great. There's no way to predict. People ask me how I'm doing, and honestly, I'm doing really well. But there's just no way to predict what's going to happen." [f](#)

Profile

Saucehouse opens its doors

By Chris Starrs (ABJ '82)

Christopher Belk had long harbored thoughts of opening a restaurant, but it wasn't until the political science grad enrolled in Terry's Executive MBA program that his dream started to take shape.

"The food industry is in my blood," says Belk (AB '05, EMBA '13), whose EMBA program required him to create a business plan. He actually wrote two plans — one for a restaurant and one for a landscape supply business — but he never wavered from the idea he'd held since he first went to work in a restaurant at the age of 17.



Belk's EMBA business plan was the first step in becoming a restaurateur.

In August, Belk and his business partner Charlie Nix opened Saucehouse Barbecue on West Broad Street between downtown and Milledge Avenue. The original plans were revised a number of times when, among other factors, Belk realized that the existing structure on the property would have to come down.

What Belk has built in its place is a unique combination of Texas barbecue barn and Charleston side porch, with a dash of Southern frat house added for fun. The outdoor deck has large rocking chairs and cornhole setups, and there's an interior courtyard that

serves as a beer garden and live music venue.

To strengthen his cash flow, Belk created two in-house catering entities, Saucehouse Barbecue and Elegantly Southern. His most daunting catering job occurred months before the restaurant opened, when he and his crew catered UGA Staff Appreciation Day.

"They were thinking that 2,500 people would attend — but 5,000 showed up!" Belk says. "It was wild, fun . . . and challenging."

The Saucehouse restaurant is currently open Wednesday–Sunday, and customers can also pick up breakfast six mornings a week. To maximize foot traffic, Belk created a separate bar with a moody, high-ceilinged, repurposed wood look that's open seven nights a week.

"If you're not growing, you're dying," says Belk, whose Terry EMBA experience also reminded him how important it is to take care of your employees. "My ultimate responsibility is to provide opportunities for the people who work for me. One way to do that is to build a business that continues to grow and that allows people to grow with it. We have a couple of growth strategies in mind, and we're very, very excited about them." ■

(AB '05) of Austin, Texas and **Charlie Holderness** (BSFCS '05) of Greensboro, N.C., launched East-West Bottlers, which sells their masculine fragrances (Moonshine is their signature scent) and other male-centric items. Matt authored a cookbook, *A Southern Gentleman's Kitchen*.

Todd Taranto (BBA '05) of Mandeville, La., was appointed as a delegate from the 22nd Judicial District to the house of delegates. **Gregory Michaud** (MBA '07) of Woodstock was promoted to managing director and head of real estate at Voya Investment Management. **Chris Johnson** (BBA '08) married Macy Hughart in Nashville, Tenn., where they reside. Chris is a senior transaction manager for CBRE |Global Corporate Services. **Tom Presley** (BBA '08, MAcc

'09) of Marietta was promoted to wealth adviser at Brightworth. **Caleb Rich** (BBA '08) of New York City, N.Y., joined VICE Media Group as senior accountant. **Asif Anjane** (BBA '09) of Alpharetta joined Provider Web as VP of sales. **Kristen Munsey Beckham** (MBA '09) of Hilton Head Island, S.C., was named external affairs representative for Columbia-based Dominion Carolina Gas Transmission. She was most recently director of finance and

spokeswoman for the Republican Party of S.C. **Mark Magnuson** (BBA '09) of Athens was promoted to the rank of captain and named division commander for the downtown unit and traffic unit with the Athens-Clarke County Police Department.

2010–14

Jason Cuevas (EMBA '10) of Atlanta was named VP for Georgia Power's West Region. He was previously VP of corporate communications with the company. **Adam Jones** (PhD '10) was named senior economist at the Univ. of North Carolina Wilmington's Swain Center for Business & Economic Services.

Morgan Maclellan (BBA '10) and his wife **Lisa** (BBA '10) of Atlanta hosted the grand opening for their first Your Pie pizza restaurant location in Atlanta. **Drew Murray** (BBA '10) married Chrissy Terrell and they reside in Washington, D.C. Drew is the national sales director for the Meridian Companies. **Tyler Mobley** (BBA '11) opened an Uncle Maddio's Pizza Joint in his native Warner Robbins. It is the first of five franchises of this Atlanta-based company that he plans to open in central and South G.A. **Brian Volker** (BBA '11) married **Lauren Mitchell** (ABJ, BS '11) on May 30. **Sean Bell** (BBA '12) joined Higginbotham in its

Austin, Texas practice as an associate of commercial property/casualty insurance. He was previously with Goosehead Insurance in Dallas and Austin. **Jon Bundy** (*PhD '14*), a faculty member at Penn State, received the Academy of Management Review Best Reviewer Award and is the inaugural recipient of

the AMR Developmental Reviewer of the Year Award. **Ty Frix** (*BSBE '12, MBA '14*) and **Andrew Johnson** (*BSBE '10, MBA '14*) co-founded Ichor, offering specialized health and fitness products. The company was ranked No. 3 on a list of Top 10 Atlanta tech start-ups. Frix and Johnson are former

UGA football players. **Cory Yost** (*BBA '14*) and **Allison Rohan** (*BSHP '10*) of Atlanta were married Aug. 2, 2014. Rohan is a registered nurse at Northside Hospital, and Yost works at CNA Financial Corp. **Chase Hawkins** (*BBA '12*) of Atlanta co-founded, Sportchirp, a website that reviews top teams,

coaches and organizations and provides a platform for athletes looking for opportunities to compete in and market themselves. **Shannon Vreeland** (*AB '14, AB '14*) of Overland Park, Kan., 2012 Olympian competitive swimmer, competed at the 2015 FINA World Championships, winning gold in the 800m free

relay and bronze in the 400m free relay; the 2015 World University Games, winning five medals including gold in the 100m and 200m free relay; and the World Aquatics Championships winning gold in the 4x200 freestyle relay and bronze in the 4x100 freestyle relay. She will swim in her 2nd Olympic Trials in 2016.

Passings

1930s

Mildred E. Seltzer (*BSC '38*), Brewster, Mass., April 20.

1940s

Benjamin Barnes Jr. (*BSC '41*), Savannah, Aug. 3. **Samuel Hinson** (*BBA '42*), Alexandria, Va., April 11. **Rosalie Stein Kruger** (*BBA '43*), Atlanta, April 27. **John Kingery** (*BBA '47*), Atlanta, May 24. **Jack Adkins** (*BBA '48*), Birmingham, Ala., June 8. **Eva Cohn Galambos** (*BBA '48*), Sandy Spgs, April 19. **Vera Mew Hiller** (*BBA '48*), Atlanta, April 18. **Clifford Pilcher Jr.** (*BBA '48*), Americus, July 26. **Mildred Martin Pratt** (*BBA '48*), Portland, Ore., Aug. 28. **James Salmon Sr.** (*BBA '48*), Armuchee, Sept. 4. **Mary Hyndman Weatherly** (*BBA '48*), Atlanta, April 2. **Monteen Williams Bales** (*BBA '49*), Dawsonville, June 21. **Joseph Bradford** (*BBA '49, MBA '69*), Sea Island, April 23. **Weyman Groover** (*BBA '49*), Dothan, Ala., Aug. 14. **Harley Quinney Jr.** (*BBA '49*), Tifton, June 19. **Thomas Wilson** (*BBA '49*), Atlanta, July 15. **Arthur Wise** (*BBA '49*), Columbia, S.C., Aug. 21.

1950s

Roswell Atkinson (*BBA '50*), Newnan, April 28. **Milton Bonnell Jr.** (*BBA '50*), Hilton Head, S.C., June 13. **Carl Ivey** (*BBA '50*), Hoover, Ala., Aug. 28. **Alpheus Leslie Jr.** (*BBA '50*), Atlanta, Aug. 6. **Frances King McElroy** (*BBA '50*), Tucker, May 14. **John Myrick** (*BBA '51*), Cataula, April 12. **Donald Dozier** (*BBA '52*), Albany, Aug. 18. **Emmett Inlow Jr.** (*BBA '53*), Bainbridge, May 15. **Wycliffe Griffin** (*BBA '54*), Ocilla,

July 4. **Arnold Balsler** (*BBA '55*), Atlanta, April 26. **James O'Daniel** (*BBA '55*), Elberton, July 30. **Mary Weaver** (*BBA '55*), Florence, S.C., July 21. **Warren Young Jr.** (*BBA '55*), Atlanta, May 28. **James Cammack** (*BBA '56*), Houston, Texas, June 9. **Janey Cooley** (*BBA '56*), Athens, July 27. **Jonnie Morris** (*BBA '56*), Virginia Bch, Va., April 24. **Berry Edenfield** (*BBA '56, JD '58*), Savannah, May 9. **John White** (*BBA '56*), Athens, July 21. **Audrey Campbell** (*BBA '57*), Richmond, Va., June 27. **Robert Kellum Jr.** (*BBA '57*), Manchester, May 30. **Harry Simmons** (*BBA '57*), Macon, June 4. **Ray Allen** (*BBA '58*), Grovetown, April 26. **Billy Bullock** (*BBA '58*), Houston, Texas, July 18. **Rowell Stanley** (*BBA '58*), Dudley, June 13. **Franklin Eldridge** (*BBA '59*), Valdosta, April 1. **Roy Walden** (*BBA '59*), Mobile, Ala., July 12.

1960s

John Dees Jr. (*BBA '60*), Albany, Aug. 20. **Robert Eberhardt III** (*BBA '60*), Marietta, June 11. **Thomas Knight** (*BBA '60*), Atlanta, July 10. **Charlotte Burns Adams** (*BBA '61, MED '69*), Tucker, June 18. **Dr. Ralph Cloud** (*BBA '61, MBA '62, PHD '67*), Madison, Ala., July 21. **Robert Johnson** (*BBA '61*), Savannah, May 23. **James Lyons** (*BBA '62*), St Simons Is, Aug. 20. **William McAlpin** (*BBA '62*), Blackshear, Aug. 22. **James Mercer Jr.** (*BBA '62*), Hayesville, N.C., May 27. **Robert Black** (*BBA '63*), Woodstock, June 16. **John Coursey** (*BBA '63*), Vestavia, Ala., April 25. **William Kidd** (*BBA '63*),

Newton, June 16. **Kenny Williams** (*BBA '64*), Baxley, Aug. 8. **Joseph Autry Sr.** (*BBA '65*), Camilla, Aug. 26. **Lt Col Walter Gibbs** (*BBA '65*), Jacksonville, Fla., May 31. **Riverson Leonard** (*BBA '65*), Indian Rk Bch, Fla., Aug. 17. **Guy Maddox Jr.** (*BBA '65*), Fernandina, Fla., June 2. **David Cozart** (*BBA '66*), Fitzgerald, July 25. **Morris Hughes** (*BBA '66*), Chattanooga, Tenn., Aug. 5. **Malcolm Palmer** (*BBA '66*), Pelham, April 19. **James Harp** (*BBA '67*), Southern Pines, N.C., Sept. 2. **Donald Williams** (*BBA '67*), Kathleen, April 4. **John Abbott** (*BBA '68*), Big Canoe, April 19. **James Payne Jr.** (*BBA '68*), Marietta, June 23. **Dr. Morton Cotlar** (*PhD '69*), Makawao, Hawaii, July 23. **James Jacobson** (*BBA '69*), Athens, July 4.

1970s

Charles Rice (*BBA '70, JD '73*), Homerville, Sept. 10. **Miller Wright** (*BBA '70*), Atlanta, July 26. **Patrick Falconio** (*MBA '71*), Savannah, June 30. **William Handberry Sr.** (*BBA '71*), Louisville, July 25. **Herbert Linder Jr.** (*BBA '71*), Norman Park, May 28. **Harold Williams Jr.** (*BBA '71*), Athens, May 17. **Dr. William Buchanan** (*PHD '72*), Marietta, May 16. **Phillip Corbett III** (*BBA '72*), North Augusta, S.C., Sept. 8. **Jimmy Mauldin** (*BBA '72*), Lavonia, May 9. **Willard Anderson** (*BBA '75*), Bogart, May 6. **Ralph Chewing** (*BBA '73*), Overland Park, Kan., April 25. **Benjamin Watson** (*BBA '73*), Marietta, July 5. **William Glisson Jr.** (*BBA '74*), Waynesboro, Sept. 8. **James Goodwin Jr.** (*BBA '74*),

Belleville, Ill., Aug. 30. **Richard Martin** (*BBA '74*), Albany, April 21. **Andrew McAdams** (*MAcc '75*), Palm Harbor, Fla., April 11. **Wyche Smith** (*BBA '75*), Roswell, Aug. 24. **Jackie Baines** (*MACC '76*), Dallas, June 29. **Paul Barnes Jr.** (*BBA '76*), Euharlee, May 18. **Robert Cagle** (*BBA '78*), Woodstock, June 27. **Ernest Coats Jr.** (*AB '78*), Powder Spgs, July 26. **Richard Champion** (*MAcc '78*), St Petersburg, Fla., April 25. **Ricky Holsomback** (*BBA '79*), Chatsworth, April 19. **Major Hunt** (*BBA '78*), Marietta, July 31.

1980s

James Hays (*BBA '80*), Pelham, Sept. 2. **Michele Bonner** (*MBA '83*), Atlanta, April 22. **Stephen Jones** (*BBA '84*), Nicholson, Sept. 1. **Kevin Clarke** (*BBA '85*), Columbus, Aug. 20. **Gregory Harpole** (*AB '86*), Albany, Aug. 14. **William Johnson** (*BBA '88*), Quincy, Fla., May 9. **Jeffrey Kirsh** (*AB '88*), Tampa, Fla., July 16. **Melissa Stokes Tyler** (*BBA '88*), Athens, June 20. **Gardner Goodwyn** (*BBA '89*), Canton, April 5. **Mark Herndon** (*BBA '89*), Gainesville, June 5.

1990s

Lee Stowers (*BBA '90*), Dunwoody, May 8. **Richard Hooe Jr.** (*MBA '91*), Daytona, Fla., Aug. 8. **John Sidey Jr.** (*BBA '92*), Duluth, Aug. 29. **Timothy Harrington** (*BBA '98*), Riverview, Fla., July 28. **Julie Lawrence Bellem** (*BBA '99*), Atlanta, June 1.

2000s

Aleksander Peterson (*BBA '08*), Athens, May 15. 

Born to Run

continued from 29

for race car drivers, perhaps teaming with the university to share talent and facilities. He likes the idea of helping other drivers deal with injuries and health issues unique to racing. He could also coach full-time.

His dream job?

“Outside of my family, I really love two things,” he says. “Race cars and TV.”

If past experience is any indication, Davis might just be a natural in a broadcast career, where he could combine his infectious personality and strong communication skills with his knowledge of racing.

A few years back, Davis attended a Petit Le Mans event purely as a fan. He didn’t have a team or a car at that time. The night before the race, at a Porsche banquet, he ran into a commentator handling Internet coverage of the race who invited him to stop by the broadcast trailer “for 10 or 15 minutes,” says Davis.

He must have made a favorable impression because he remained at the microphone for seven hours.


“I ended up commenting on half the race,” says Davis, who seemed so at home at the microphone that the main broadcaster even left the trailer at one point to get a sandwich.

So Davis ended up calling part of the race solo, a rookie color commentator who sounded like a veteran.

That’s his way. A bulldog in a dog-eat-dog business. And one with a clear conscience.

“I like to think that I’ve achieved the things I’ve achieved in racing without stepping on a lot of heads along the way,” says Davis. “Inside the racing business, I want to be known as a driver who is very fast, very clean — and who gets the most out of a car.”

And outside the business?

“I want to be a very grateful person . . . with a lot of people to thank for my success.” 

Windows of Hope

continued from 35

A rash of robberies hit the family’s apartment complex. Everything was taken — his mother’s jewelry, computer programs he built, even his notebooks of poetry.

“Having my entire body of work taken away — which I had put years of my heart into — was devastating,” says Thomas, fighting back tears. But the trauma crystallized his focus. “I had to go to college. There was no other option. I fell in love with the University of Georgia. I loved the environment and the healthy challenge it presented. Georgia became that window of hope.”

Nearly a decade and a half have passed since Thomas graduated from UGA, but his college legacy endures as few others ever have:

First African-American editor-in-chief in the 120-year history of the student newspaper; Alpha Phi Alpha Brother of the Year for the Southeast; leader and chief organizer of the student body’s celebration of the 40th anniversary of UGA’s desegregation.

Major media outlets took notice.

Thomas was profiled by ABC News, *Christian Science Monitor*, *Detroit Free Press*, and NBC. *Time* magazine characterized him as “one of the nation’s future leaders.”


“The Terry College gave me core skills to build on,” says Thomas, who left school with the Georgia-Pacific job in hand. “Terry classrooms taught me the essential business concepts, and UGA’s activities and support helped me use those concepts in a leadership capacity

at a young age. I was able to fine-tune my skills in a realistic environment.”

Thomas’ MPA degree from Columbia was a prerequisite for someone intent on a career in public policy and administration. And the list of extraordinary alumni of MIT’s prestigious Sloan Fellows program — including former U.N. Secretary General Kofi Annan, Charles River Laboratories Chairman/CEO James Foster, and former Ford CEO Alan Mulally — are a testament to the kind of training Thomas received there in innovation and global leadership.

His devotion to poetry has never waned. He made the Poetry Foundation National Best Sellers list and his work was featured at the L.A. Black Book Expo.

At the age of 36, when many of his college classmates are reaping significant financial rewards, Thomas remains focused on his trajectory, not the bottom line.

“One of the things I’ve learned is that most people accumulate their wealth after 40 — even Bill Gates. Before you reach that age, be adventurous and think about how to create a war chest of skills,” says Thomas, who professes to have no desire to run for public office, though it stands to reason that he will be asked. He has fallen in love with what The City of Angels is — and, even more so, with what it can become. If things go as he envisions, his innovative, entrepreneurial approach to urban planning will invigorate Los Angeles in a way that few people — other than Mark Anthony Thomas — thought possible. 

The Terry Donor Profile

Caroline Robinson: Always an ambassador

By Susan Percy (ABJ '66)

Caroline Robinson (BBA '12, AB '12), a financial analyst in the New York office of the global engineering powerhouse Siemens, may have handed in her Terry Ambassador nametag when she graduated, but she hasn't stopped being an emissary for the college.

"Terry was such a great experience for me from the beginning," she says. "One of the advantages is you get drawn in early. From day one, they're just excited that you're there. They want to make sure each student gets an equal opportunity to be challenged to the extent they want to be."

Robinson, a member of the Young Alumni Board who grew up in Atlanta and attended The Westminster Schools, jumped at the challenges. She reveled in her classes, listened to prominent guest speakers, participated in the mentor program, and, as an ambassador, worked with Office of Undergraduate Student Services and Corporate Relations. She especially loved leading tours and the one-on-one time she spent with prospective students.

"Terry is raising the bar every year with the caliber of students," she says. "The tours really gave them a chance to see the kind of edge that Terry offers."

Robinson was a double major, earning an AB in art and art history to go along with her Terry finance degree; but she had her sights set on a business career early on. "My dad worked in finance, and so did my grandfather. I was always business-minded — I remember quite a few lemonade sales. I was fascinated with how much money I could make!"

Her job at Siemens came through Terry, where she was recruited by three Georgia grads. "I was interested in the company, its values, its customers and the diversity of what they do," she says, "and most importantly, their focus on developing young analysts."

She participated in Siemens' two-year Financial Leadership Development Program, which had her working in different parts of the finance side for six-month periods, in four different places — Dallas, Portland, and two Atlanta area locations. That led to her current job in New York, where she works in the Mobility Division, helping customers like the cities of Portland, Charlotte, and Chicago build more sustainable public transportation, and often collaborating with colleagues at Siemens headquarters in Germany.

She is proud to have helped recruit other Terry grads to Siemens, including one who was subsequently hired by her own supervisor.

Robinson became a donor right after graduation, when she purchased a small brick through the *Building Terry* campaign. "I started right off the bat," she says. "I was so grateful. There is nothing Terry could have done to help me more than they did." Subsequently, her family made a generous gift to the college.



Robinson was a double major at UGA, earning an AB in art/art history along with her Terry finance degree — but she had her sights set on a business career all along. She is now a financial analyst in the New York office of the global engineering powerhouse Siemens.

Her interest in fundraising intensified as her career developed. "I heard the dean talk about how faculty and staff went for several years without a raise. As a young professional, it was amazing to me to think of going two or three years without getting a raise." Their commitment was galvanizing.

The message Robinson spreads is straightforward and especially relevant for young alums: "What I'd like people to know is how important every gift is, now matter how small. It has an impact!" 🏠



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