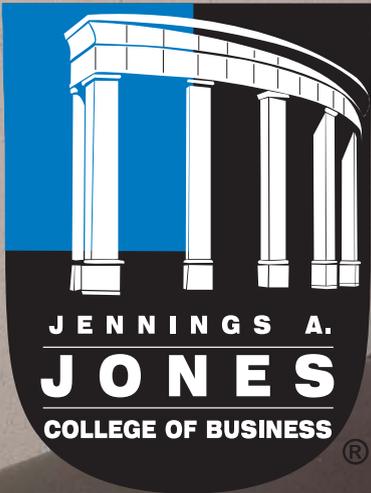




**07/08**

MTSU alum Pam Wright funded an endowed entrepreneurship chair.

**MIDDLE TENNESSEE  
STATE UNIVERSITY**



# jones college

<b>Jones College of Business</b>	<b>2</b>
<b>Accounting</b>	<b>6</b>
<b>Business Communication and Entrepreneurship</b>	<b>7</b>
<b>Computer Information Systems</b>	<b>8</b>
<b>Economics and Finance</b>	<b>9</b>
<b>Management and Marketing</b>	<b>10</b>
<b>Graduate Programs</b>	<b>11</b>
<b>Martin Chair of Insurance</b>	<b>12</b>
<b>Weatherford Chair of Finance</b>	<b>13</b>
<b>BERC</b>	<b>14</b>
<b>Center for Economic Education</b>	<b>15</b>
<b>Chair of Excellence in Free Enterprise</b>	<b>16</b>
<b>Chair of Excellence in Urban and Regional Planning</b>	<b>16</b>
<b>Tennessee Small Business Development Center</b>	<b>17</b>
<b>New Faculty</b>	<b>18</b>
<b>Scholarship Awards</b>	<b>20</b>





**A**mong the year's noteworthy events was the \$1.25 million gift from Pam Wright and her company, Wright Travel, to establish the Wright Travel Endowed Professorship in Entrepreneurship. The first gift of this magnitude in the University's history, it will provide a significant stimulus to the Entrepreneurship program. We are very indebted and grateful to Pam for this most generous contribution.

As you can see, we had a good year. Our faculty members were busy teaching and producing research papers and presentations to expand the knowledge base of their disciplines. Our students were involved in competitions and professional organizations that further their career aspirations and bring recognition to Jones College. Our staff was engaged in serving the needs of students and faculty alike. Each year we establish goals, and once again we succeeded in accomplishing the most urgent to keep us moving toward our objective of constant improvement. **One thing remains abundantly clear—we cannot be all we aspire to be without your help.**

Last November I was privileged to participate in Governor Bredesen's trade mission to China, accompanying him to Beijing, Shanghai, and Hong Kong with more than 100 Tennesseans from business, government, and academia. It was an incredible, eye-opening trip. Sitting atop the Great Wall of China is an absolutely awe-inspiring experience. I visited two great universities with a singular focus—becoming world class. Each had outstanding facilities where excellent faculty teach dedicated students. Ultimately, what I had read repeatedly finally became real to me. China is not *becoming* competitive but *is* a super competitor. The Chinese consider this not surprising but simply a return to their rightful place in the world economy from which they took a brief hiatus. After all, their culture and economy existed for hundreds of years before the U.S. was even formed.

The nature of global competition has changed, and we must prepare our students. That means more international travel and language training as well as better science, math, and communications skills. New programs, not just new courses, will be necessary. **As an accountant by training, I look at the "bottom line": We need your help and support.** I hope you will review this report with an eye to how you can become involved with Jones College to help us fill the 2008–2009 report with even greater accomplishments.

E. J. Burton, Dean, Jennings A. Jones College of Business

## Tennessee Trade Mission to China

Shown above are Bredesen addressing the group, and Dean Burton, far right, talking with Chris Karbowski of Bridgestone Americas Holdings Inc. and Cyril Chang of the University of Memphis.

Pictured at left: top row—Cam Robinson and Paige Estes; middle row—Colette Taylor and Justin Underwood; bottom row—Jamie Miller and Emily Colbert.



# ■ college OF

jennings a. jones

## ■ General Accomplishments

- Implemented enrollment management plan, fall 2007
- Implemented college-wide assessment program and appointed director of assessment

## ■ Development Opportunities and Rewards for Faculty

- Funded faculty travel for professional development
- Funded eight tenure-track faculty
- Funded nine temporary faculty
- Funded teaching awards program
- Funded 19 faculty summer research grants
- Continued Bridgestone/Firestone Distinguished Assistant Professorship Award
- Awarded two State Farm Excellence Professorships
- Awarded three Accounting Department Distinguished Professorships (Crowe Chizek, Deloitte & Touche USA LLP, and Dempsey, Vantrease & Follis)

## ■ Technology Integration

- Implemented Sedona software for faculty data
- Awarded Summer 2007 Instructional Technology Fellowship (Don Roy, Management and Marketing)
- Retained student laptop loaner program (averaging 23 laptop requests per month)
- Maintained 24/7 computer lab facility
- Acquired an essay verification engine for faculty
- Acquired a dual-projection screen for master classroom
- Set up a 30-laptop classroom with dual-projection screens
- Added headphones to lab computers for student use
- Upgraded LAN School Classroom Management software in lab/master classrooms
- Redesigned work area to host future ITD local service provider
- Maintained consumer research lab for market research
- Maintained sales lab to develop business-to-business selling skills

**Fall in the Business and Aerospace Building courtyard; Dean Jim Burton; Cindy Maxwell serving student Emily Bartlett at the BAS snack bar.**



# business

## ■ Impact of Development Officer

- Personal visits with Jones College alumni, faculty, and community leaders
- Increase in total giving dollars to Jones College

	Total Dollars	Total Donors	Alumni Donors
2007–2008	\$592,534	809	457
2006–2007	\$279,391	683	321

- \$1.25 million pledge from Pam Wright for endowed professorship in entrepreneurship
- Three donor mailings sent to alumni and follow-up thank you letters
- Funding for 54 different Jones College foundation accounts last year
- Homecoming reunion
- Donor appreciation reception
- Annual phone-a-thon for alumni increase of \$8,909 raised and collected in fall 2007 (total \$17,549 raised and collected)
- First title sponsor: \$10,000 from Blue Cross/Blue Shield of Tennessee for Martin Chair of Insurance Golf Tournament
- Establishment of Kawahito endowed scholarship for experiential world poverty studies

## ■ Responsive and Experiential Learning Environment

- Partnered with the Career and Employment Center to present the etiquette dinner
- Funded seven graduate assistantships with business fee funds
- Partially funded student study abroad in Austria (summer 2007)
- Supported student organization travel to meetings and competitions
- Along with TSBDC, supported business plan competitions
- Created faculty advising workshops and newsletter
- Created advising Web site ([www.mtsu.edu/~busadv](http://www.mtsu.edu/~busadv))

**Joe M. Rodgers Spirit of America Award recipient John Ingram with Rebecca Jones; President Sidney McPhee congratulating retiring Economics and Finance chair John Lee; Bridgestone/Firestone Distinguished Assistant Professorship recipient Mary Phillips; at right, Scholars Week poster display.**





### ■ Partnerships

- Existing Industry Council
- Rutherford County Books from Birth
- Executive Briefing Breakfast Series (Dan Moore, president, Southwestern/Great American Company; Tom Skains, chairman/president/CEO, Piedmont Natural Gas)
- Participation in Mind2Market
- Leadership Middle Tennessee
- Murfreesboro/Rutherford County/Destination Rutherford recruitment assistance
- College and departmental advisory boards
- Student/faculty exchange agreement with Moscow University of Management
- Center for Economic Education partnerships
  - First Tennessee National Corp., supporting the Stock Market Game curriculum
  - Foundation for Teaching Economics (Right Start and Environment institutes)
  - Federal Reserve Bank of Atlanta–Nashville Branch
  - Tennessee JumpStart Coalition

### ■ Staff Changes and Additions

- Robert B. Blair, assessment coordinator
- John Mitchell, development director
- Paula Calahan, academic advisor
- Sue Farmer, coordinator (graduation analyst)
- Teena Young, secretary

### ■ Other Accomplishments and Improvements

- More than \$730,000 awarded to faculty in research funding in the past four years
- \$105,000 provided in teaching awards in the past four years

### ■ Effective Advising Program

- Updated advising Web site ([www.mtsu.edu/~busadv](http://www.mtsu.edu/~busadv)), newsletter, and workshops

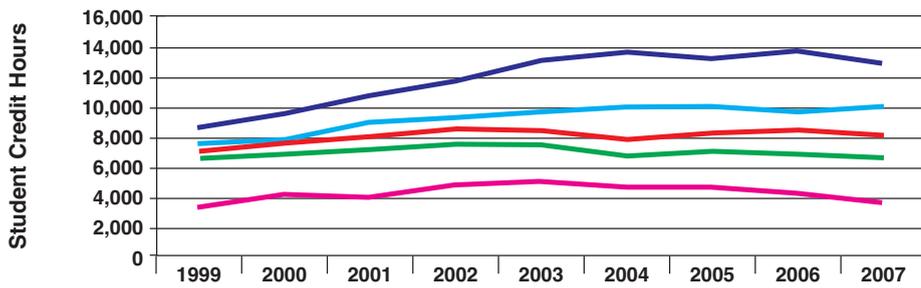
### ■ Responsive and Experiential Learning (EXL)/Service Learning

- 62 promotion projects, 30 small business legal-issue projects, 31 internships, 1,100 nonprofit volunteer hours, four cooperative education programs, and 21 EXL classes

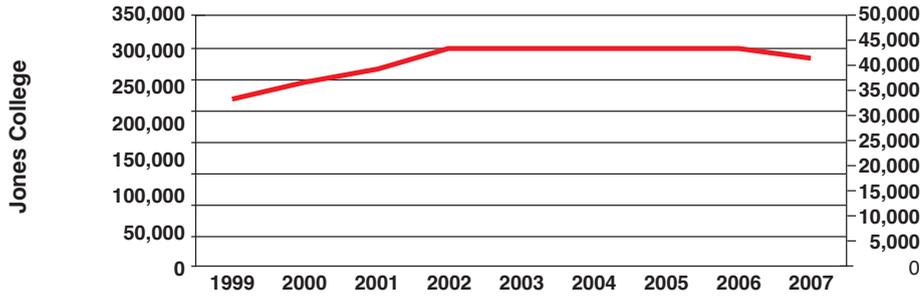
**Jill Austin, Tom Tang, Amy Xia, and Amy Staples at the EXL and Learning, Teaching, and Integrative Technologies Center Experiential Learning Showcase featuring speaker Joseph Raelin; retired Ford Motor Credit Brand Management VP Andy Menzyk with student escort Brandon Batts at Executives in Residence luncheon; Ronnie Barrett, Barrett Firearms Manufacturing Inc., speaking during Entrepreneurship Week; at left, Scholars Week poster display.**



**Jones College Fall Student Credit Hours (Undergraduate and Graduate)**



- Accounting
- Business
- Communication/Entrepreneurship
- Computer Information Systems
- Economics/Finance
- Management/Marketing



**SCH Growth 1999 to 2007 (undergraduate and graduate)**

Jones College	23.33%
University	20.77%

**Student Credit Hour Growth 1999 to 2007**

Department/College	Hours Growth	Percentage Increase
Accounting and Business Law	1,101	15.45%
Business Communication and Entrepreneurship	291	8.55%
Computer Information Systems	-54	-0.079%
Economics and Finance	2,390	30.97%
Management and Marketing	4,170	47.52%
Jones College	7,898	23.33%

**Nikki Etemadi, Andi Campbell, and Chase Teeples at Scholars Week Poster Display; Economics Nobel Laureate and MTSU alumnus James Buchanan autographing a book for economics professor Barbara Haskew; MTSU President Sidney McPhee congratulating retiring Economics and Finance secretary Thenartis Ellis; at right, Exemplar Award recipient alumnus Charles Pruitt.**





# accounting

**Jeffrey Hamm** was named chair and promoted to full professor. **Mary Phillips** received the **Bridgestone/Firestone Distinguished Assistant Professorship**.

**G. Robert Smith Jr.** serves on the **Governmental Accounting Standards Board** and **Advisory Council** and committees of the American Institute of CPAs, Tennessee Society of CPAs, and Government Finance Officers Association of the U.S. and Canada.

**Bridgette Griffith** won second place for the **TSCPA Manuscript Award**. The TSCPA scholarship committee awarded scholarships to 19 MTSU accounting students. **Jennifer Goodman** participated in the **International Scholar Laureate Program** in Australia.

**Jimmy Jobe, CPA**, of Jobe Hastings CPAs, sponsored the **Quiz Bowl Regulatory Quest**, with **Andrea Loughry** serving as moderator and **Sandra Trail, J.D., CPA**, as judge.

Student organization **Beta Alpha Psi's** activities included the largest-ever **Meet the Firms** with 22 firms and other employers, a successful BAP Cup golf outing raising more than \$6,000 for attendance at regional and national meetings and chapter activities, more than 15 professional meetings, and a service project supporting the Special Olympics.

For a month each fall, industry firms visit the department to recruit and interview students. Students considering internships and full-time positions are encouraged to consider the **Ernst & Young Summer Leadership Program**.

Student volunteers assist low-income taxpayers in filing their federal income tax returns in the **Murfreesboro Volunteer Income Tax Assistance** program run by the **Mid-Cumberland Community Action Agency**.



**From left, Toni Cox, Jeff Hunt, Patricia Curiel, Sandra Floyd, Tramayne Gillyard, Marcus Kelly, Michael Svarda, and Jaclyn Stec** attend a presentation by **Curtis Sloan, Sloan's Motorcycle**; guest judge **Laura Holland, Holland Employment**, and **Sandy Benson** listen to a speaker in **Benson's business law class**; **Sandra Trail** and host **Andrea Loughry** applaud students following the **Quiz Bowl double jeopardy round**; inset, **Kevin James** speaking on ethics at **Accounting Alumni Day**.



## business communication



# entrepreneurship

MTSU alum **Pamela J. Wright**, president, CEO, and founder, Wright Travel, Nashville, donated \$1.25 million to MTSU to establish an endowed professorship in entrepreneurship.

The department received the academic performance award and received the **Kauffman Platinum Award** for its 2007 **Entrepreneurship Week** participation. The 2008 celebration February 25–29 (**Robert L. Lahm**, chair) featured speakers including

- Pamela J. Wright, “Founding and Growing a Customer Service-Centered Travel Agency”;
- Ronnie Barrett, CEO/founder, Barrett Firearms Manufacturing, Murfreesboro, “Founding and Building a Successful Enterprise and Bringing a Product Idea to Conception”; and
- Bijoy Goswami, CEO and founder, Aviri Inc., Bootstrap, and Bootstrap Network, Austin, “Bootstrapping a Business to Success.”

**Robert B. Blair** received the 2007 National Business Education Association (NBEA) Collegiate Teacher of the Year Award and the 2007 Southern Business Education Association Outstanding Leadership Award. Vincent Smith received the 2007 Tennessee Business Education Association Postsecondary Teacher of the Year Award.

**Graduate Abby Maxwell Dodson** (2005) took over her family’s Nashville custom cabinet business, Larry Maxwell Inc. Abby used her family’s business for MTSU class projects, and the business, stronger than ever, just reached its first million-dollar sales year.

**K. Virginia Hemby**, Delta Pi Epsilon national president; **Small Business Development Center Director Patrick Geho** with **Leigh Wilkins**, Outstanding Entrepreneurship Studies Major, and **BCEN Chair Stephen Lewis**; **alumnus and entrepreneur Abby Maxwell**; **Bijoy Goswami**, Aviri Inc. and Bootstrap Network, presenting “Bootstrapping a Business to Success” during Entrepreneurship Week.



# computer information systems

MTSU's **Association of Information Technology Professionals (AITP)** student chapter is now the second largest in the United States. Charles Apigian, faculty sponsor, accompanied 11 students to the AITP conference in Memphis. Fourth-place winners in computer application development were Carl Kinghorn and Brett Perkins. Jesse Cooper and Travis Pelfrey won banner competition.

Melinda Korzaan was nominated to attend the **Lilly Conference on College and University Teaching**.

**Charles Apigian** and **Gordon Freeman** were promoted to associate professor. Apigian received the **State Farm Excellence Professorship**.

**Angela Williams** is the new department secretary.

The department completed implementation of the revised undergraduate curriculum. Six new courses were developed.

Two new specializations were approved for the graduate program: **IT Project Management** and **Information Security and Assurance**. Six new courses were developed for these programs.

The department will host the **devLink Technical Conference** August 22–23, providing technical content of interest to software developers, solution architects, database administrators, project managers, business analysts, technology executives, and IT professionals.

**State Farm Excellence Professorship** recipient **Charles Apigian**; chair **Stan Gambill** with **Outstanding Senior Brent Winczewski**; banner winners **Jesse Cooper** and **Travis Pelfrey** at **Association of Information Technology Professionals** national conference in Memphis.



# economics & finance

At the **Academy of Economics and Finance** annual meeting in Nashville in February,

- **Retiring department chair John Lee** was named **Fellow of the Academy**, awarded for lifetime contributions. Only four people have received this award.
- Albert DePrince Jr. was elected to a four-year term as secretary of AEF.
- Joachim Zietz was named Teaching Fellow.
- Franklin Michello was elected to the AEF board of directors.

**Charles L. Baum** was named to replace retiring chair John Lee.

The department received the academic performance award, and the economics undergraduate curriculum review led to new course development, revision in the capstone course, and a promotion and advising initiative for the economics B.S.

Christopher Lewis, recipient of the **Financial Executives International Scholarship** and **Outstanding Finance Senior Award**, will enter Vanderbilt's joint law/M.B.A. program. Kyle Motley, one of five students accompanying Charles Beauchamp to the University of Dayton's RISE (Redefining Investment Strategy Education) **Global Student Investment Forum**, was selected to close **NASDAQ** on March 27. Sean Salter sponsored three teams in the 2007 **Stock Market Challenge**, sponsored by Junior Achievement of Nashville and Jones College.

Steven Sibley received the first **world poverty studies scholarship** established in professor emeritus Kiyoshi Kawahito's name. He will work this fall with Bangladesh's Grameen Bank, established by Nobel Prize winner Muhammad Yunus, former MTSU economics professor.

**Doug Timmons at Bilateral Conference on Urban Land Use Resources; Outstanding Finance Senior Christopher Lewis with retiring chair John Lee; Tony Eff at Bilateral Conference; Charles Baum, Distinguished Research Award recipient; at right, Albert DePrince Jr., Outstanding Faculty and Academy of Economics and Finance secretary.**





&

# marketing

management

Don Roy received the **State Farm Excellence Professorship** and **Outstanding Faculty** award. Jacqueline A. Gilbert was promoted to full professor. Named Academy of Management 2007 Outstanding Reviewers were David Foote, organization behavior track, and Tom Tang, international track. Edward Friz was voted **Outstanding Professor in the College of Business** in a Gamma Iota Sigma Insurance Fraternity Omega Chapter election.

The Alpha Pi chapter of **Pi Sigma Epsilon**, national student fraternal sales organization, placed first in sales project and second in case study competition at the national convention in Dallas. In the Pro/Am Sell-a-thon, Constance Lewis placed fifth out of more than 70 students. Ashley Riddle won a Future Leader Scholarship, and Meghan Sheehan won a \$1,500 scholarship. She also completed an Enterprise Rent-a-Car internship, winning a \$2,500 scholarship.

The MTSU Sales Team competed in the **National Collegiate Sales Competition** in Atlanta with 50 other universities. Laural Vaughn won \$300 in the quarter-final round.

MTSU's team placed eighth and Laural Vaughn fifth (in individual competition) at the Russ Berrie Institute **National Sales Challenge** at William Patterson University in New Jersey.

The Professional Sales Program and Jones College Career and Employment Center hosted 26 corporate recruiters at the Sales, Marketing, and Management **Employment Opportunities Exchange**, where recruiters and 181 students engaged in speed networking.

The **Business Partners** program includes Kris and Rik Talley, Logo Inc.; Mike Gunnerson, Stinger Medical; Sheri Davis, Enterprise Rent-A-Car; and Darren Sanders, Walgreens.

**Sam Errigo, Standard Register, talking to Paul Seneker at Employment Opportunities Exchange; Don Roy at Experiential Learning presentation and mentor awards for having completed the EXL requirements and being named an EXL mentor; Pi Sigma Epsilon Regional Conference Pro-Am Sell-a-thon winners Meghan Sheehan (first) and Constance Lewis (second); Annette Fischer, Northwestern Mutual Financial Network internship recruiter and Employment Opportunities Exchange guest speaker.**



# graduate programs

## **Accounting M.S.**

Program enrollment increased 42 percent from fall 2006 to fall 2007. The program draws interest from MTSU graduates as well as students nationally and from countries such as China, Saudi Arabia, and Ethiopia. The program restructured the curriculum to reflect a revised mission statement. Some graduate students are taking advantage of Becker CPA Review courses now taught at MTSU by professors in the Accounting Department. A specialization in taxation has been initiated. Kevin James is the program coordinator.

## **Computer Information Systems M.S.**

The CIS Department's strong reputation in IT application development and management is the cornerstone of its graduate program. Specializations in IT project management and information security and assurance have been added to meet exploding market demand for professionals in these areas. The department offers the M.S. in Accounting and Information Systems with information systems as the primary field and courses for the M.B.A. degree and a graduate minor in information systems. Jeff Clark is CIS graduate studies coordinator.

## **Economics Ph.D. and M.A.**

Nine students have received the Ph.D. since 2004, and eight are near graduation. Dedicated faculty are producing highly qualified, knowledgeable economists. Candidates recently interviewed for positions with several universities. M.A. graduates (54 in 2002–2007) begin Ph.D. programs or careers in business (e.g., First Tennessee Bank or Federal Reserve) or government (e.g., Tennessee Department of Finance). Charles Baum directs the program.

## **M.B.A.**

Troy Festervand is M.B.A. program director. This year John Mullane's M.B.A. class conducted a strategic analysis with Crockett's Roadhouse executives to help the company move forward and be competitive in the tough restaurant industry.

**Mike Weber, right, presents the SunTrust Bank Outstanding MBA Student Award to Jenet J. Puthusseril.**



## **M.B.E.**

The Master of Business Education program is popular with postbaccalaureate students seeking secondary teacher certification, including veteran business professionals making a career change. The program maintains an enrollment of about 40 students, diverse in ethnicity, gender, age, education, and experience. The department is exploring online and hybrid course offerings. Two additional courses have been proposed.



# martin chair



# insurance

The chair's endowment balance is \$1,272,000. The endowment accounts grew by \$35,000 in 2007–2008, due in part to the highly successful **Chair of Insurance Golf Tournament**, which grossed almost \$44,000 in April 2008.

A total of 56 students received scholarships through the Chair of Insurance, and 17 students worked as interns with local insurance agencies.

**Gamma Iota Sigma Insurance Fraternity**, with 77 members,

- compiled a resume book of GIS members,
- staged the 18th campuswide Quiz Bowl (winner, MTTV-Channel 10 team),
- conducted four highway pickups along a two-mile stretch of Highway 96 North,
- hosted a career fair for graduating seniors majoring or minoring in insurance,
- held the 20th Outstanding Jones College Professor election (winner Edward Friz, Management and Marketing),
- sent 13 students to national insurance conferences, and
- won three awards in competition with other GIS chapters.

Other projects included educational consulting for the Independent Insurance Agents of Tennessee, Nashville; serving on the Education Advisory Committee of the Professional Liability Underwriting Society, Minneapolis; and serving on the application review panel for the Institute for Defense Analysis, Washington, D.C. The chair is in the process of establishing an insurance industry museum on campus.

**Chair Ken Hollman, far left, and Emily Zietz, far right, speak to high school counselors at the Insurance Education Institute, June 2007. At center, Robert E. Musto Insurance Hall of Fame 2007 inductees (from left, Gerald Smith and John A. "Jack" Spann III, accepting for posthumous inductees Edwin W. Craig and John Spann, and Hollman) join selection committee chair John Major.**



# finance



The Weatherford Chair of Finance cosponsored the annual Economic Outlook Conference September 28 featuring speaker **Dennis Lockhart, president and CEO of the Federal Reserve Bank of Atlanta**. He discussed economic volatility and his recent monetary policy recommendation.

The chair's 19th annual **Weatherford Scramble Golf Tournament** at Old Fort Golf Club September 25 for area bankers and their top customers grossed \$36,000 to support the chair's research, student programs, job placement efforts, scholarships to students concentrating in Financial Institution Management, and other activities.

For his hole-in-one on the 17th hole (the first in the tournament's history), Phil Whisenhunt, First National Bank of McMinnville, won a car provided by Mark Pirtle in Shelbyville.

William F. Ford, chairholder, makes 15–30 appearances annually on nationwide business news networks such as **CNBC/TV** and **Bloomberg Television**, commenting on monetary and economic policy issues.

He also makes presentations on the economic outlook to business and academic groups in middle Tennessee and across the nation and appears on national and regional business conference programs, delivering talks on the outlook for the U.S. economy and various industries.

Ford served as a visiting scholar and presented two lectures at the **American Institute for Economic Research** in Great Barrington, Massachusetts, during the summer of 2007.

**Dennis Lockhart, Federal Reserve Bank of Atlanta president, speaking at the Economic Outlook Conference; Chair William Ford with Provost Kaylene Gebert; Ford, left, and Phil Whisenhunt with the car he won for the Weatherford Scramble's first hole-in-one.**

weatherford chair

# business &



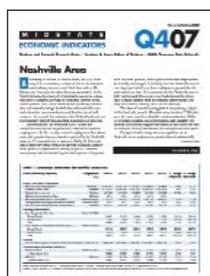
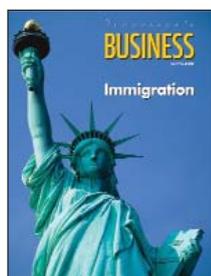
## economic research center

The **BERC** aggressively pursued its mission of providing critical economic information and analysis to audiences in middle Tennessee. In addition to ongoing publication of *Midstate Economic Indicators*, *Tennessee's Business*, and *Global Commerce*, BERC staff

- made eight presentations on local economic conditions to First Bank, Bankcorp South, Bank of the South, CPS Land, and the Jones College Economic Outlook Conference;
- presented to the **Joint Select Committee on Taxation**, Tennessee General Assembly;
- presented papers at academic conferences including the Southern Economic Association, Western Economic Association, Mid-Continent Regional Science Association, and Academy of Economics and Finance;
- published a peer-reviewed article in *Social Science Quarterly*;
- was quoted at least 28 times by newspapers and broadcast media;
- secured new research contracts from the **Tennessee Housing Development Agency**, the Middle Tennessee Industrial Authority (target industry analysis), and Maury Alliance (strategic economic analysis); and
- initiated the quarterly publication *Tennessee Housing Market*.

*Tennessee's Business* received its fifth **Award of Excellence in Publications** from our peer organizations around the country (AUBER). **BERC publications now appear only online** at [www.mtsu.edu/~berc](http://www.mtsu.edu/~berc). Online subscriptions provide notification of Web site posts.

**BERC director David Penn speaking at Economic Outlook Conference; publications editor Sally Govan receiving Award of Excellence for *Tennessee's Business* from Association for University Business and Economic Research past president Jerry Conover.**





# center for



# economic education

Robert B. Blair, director, and Maria L. Edlin, assistant director, worked diligently to fulfill the CEE mission to promote economic education across Tennessee, with major funding by Jones College, Jennings and Rebecca Jones Foundation, First Tennessee National Corporation, and the Foundation for Teaching Economics.

In 2007–2008, a total of 2,904 teams—16,702 students and 458 teachers from 370 schools across the state—participated in the **Tennessee Stock Market Game (SMG)**, a 10-week simulation in which participants invest a hypothetical \$100,000. State coordinator Maria Edlin conducted nine SMG workshops hosted by seven regional newspapers. The program is sponsored by First Tennessee Bank with funding from the Securities Industry Association Southern/South Central District Grant. Tennessee’s SMG is ranked eighth in the U.S.

In fall 2007, 73 teams—329 students and 10 teachers from 8 schools—participated in the **International Economic Summit**, providing high school students an opportunity to explore basic international trade concepts. Student teams adopt a country and act as economic advisors to improve its living standard through international trade. The summit event brings all countries together to implement strategic plans in a day of negotiation and trade.

A total of 46 teachers participated in the **Right Start Institute** in January and HSBC (Hong Kong and Shanghai Banking Corporation) **Institute on the Environment and the Economy** in February, cosponsored by Foundation for Teaching Economics grants. The programs incorporated hands-on classroom activities and simulations. Florida Gulf Coast University awarded two hours of economic education graduate credit for each.

**The CEE also maintains active partnerships** with the National Council on Economic Education, the Federal Reserve Bank of Atlanta–Nashville Branch, the Jump\$tart Coalition, Belmont University College of Business, the Foundation for Investor Education, and the Tennessee Council for the Social Studies.

**High school students at the International Economic Summit.**



## jennings a. jones chair of excellence in free enterprise

- The chair (Aubrey B. Harwell Jr., chairholder) cosponsored the **Economic Outlook Conference** September 28. Shirley Zeitlin (Shirley Zeitlin and Co. Realtors) won the **Jennings A. Jones Champion of Free Enterprise Award**. She founded the company in 1979, and by 2001 its 90 agents had sold more than \$245 million worth of property. In 2002 the Shirley Zeitlin Charitable Fund was launched.
- The chair sponsored the **Executives in Residence** program. John R. Ingram, vice chairman of Ingram Industries Inc. and CEO of Ingram Content Holdings, was the luncheon speaker and recipient of the **Joe M. Rodgers Spirit of America** award.
- The chair cosponsored the **Entrepreneurship Seminar** in fall 2007.



## jennings and rebecca jones chair of excellence in urban and regional planning

- The chair (Earl Swensson, chairholder) cosponsored the **Bilateral Conference on Urban Land Use Resources** in conjunction with the Jennings A. Jones Chair of Excellence in Free Enterprise as part of an ongoing connection with several Russian universities. A Russian delegation of about 10 representatives including city officials attended.
- The chair hosted the **Training and Continuing Education pursuant to Public Chapter 862** conference.

**Rebecca Jones and Aubrey Harwell; Earl Swensson, FAIA; Shirley Zeitlin.**



## tennessee small business



- TSBDC ([www.tsbdc.org](http://www.tsbdc.org)), with 17 service centers in the state, provided 13,564 hours of counseling to 4,053 clients.
- TSBDC trained 12,659 people in small business related subjects (**for new businesses**—ownership structure, business plan, banking needs, market research, and sales and marketing; **for existing businesses**—growth capital, cash flow issues, employee issues, customer services, growth issues, government procurement, and international trade).
- Return on investment is greater than 232 percent (TSBDC counseling generated \$2.32 in tax revenues for every \$1 spent on operations).
- TSBDC client business owners are 39 percent minority, 46 percent female, and 12 percent veterans.
- TSBDC served 541 veterans in 207 and counseled 64 members on active duty or in the Guard or Reserves.
- TSBDC clients created 1,073 new jobs and saved 1,132 existing jobs, generated \$9.4 million in tax revenues (\$6.1 million state, the rest federal), and generated \$6.6 million in incremental sales and retained \$124.2 million in existing sales.
- **TSBDC offered 804 training sessions with a total of 11,659 attendees.** Topics included how to start a small business, how to write a business plan, how to bid on government contracts, how to increase marketing and sales efforts, planning for business succession, how to understand taxes, and supervisory management training.
- TSBDC network professionals will customize training programs to meet specific needs.
- SBDC clients nationwide saved \$7.5 billion in existing sales and 76,820 existing jobs; generated \$5.96 billion in incremental sales and 67,233 new jobs, \$480.7 million in tax revenues (\$279 million state, \$201 million federal), and tax revenue more than 2.49 times SBDC operational costs; and obtained \$3.4 billion in financing.

**Left to right at TSBDC Rising Star Award presentation to customer TAIHO Manufacturing: TAIHO Senior Advisor Yutaka Furuta, Plant Manager Nancy Cottrell, Governor Phil Bredesen, TSBDC director Patrick Geho, and Dean Jim Burton; far right, Patrick Geho.**

development center

# new faculty



**Michelle B. Beauchamp, assistant professor, Management and Marketing,** received a Ph.D. in marketing from Mississippi State University, where in 2006 she received the College of Business and Industry Outstanding Doctoral Student Teaching Award and was named the university's Donald Zacharias Doctoral Teaching Assistant of the Year. Her M.B.A. and B.S. in marketing are from Nicholls State University. At MTSU she is teaching Marketing Research and Principles of Marketing. For her dissertation research examining the consumer need for retail shopping convenience, she received the ECSC Chair in Marketing Award for the Best Retailing Dissertation Proposal at the 2006 Society for Marketing Advances Conference. Additional research interests include consumer time perceptions, retail strategy, and measurement issues. She has presented papers at Society for Marketing Advances conferences and published in *Marketing Management Journal*.



**Leigh Anne Clark, assistant professor, Management and Marketing,** received a Ph.D. in business administration from Southern Illinois University, where she was a 2006 Doctoral Fellow. She received a B.A. in psychology from Mississippi State University and a J.D. from Emory School of Law. As an attorney in Georgia she focused on disability and aging issues, working for the Georgia Attorney General's Office, AARP, the Governor's Council on Developmental Disabilities, and her own consulting practice. She helped establish and served as the first executive director of the Disability Law and Policy Center of Georgia. She teaches general management courses including Principles of Management and the graduate-level Study of Organizations course. Her research topics include alternative work arrangements, quality in long-term care, the nexus between various laws and management, and barriers to the advancement of women and minorities in the legal profession. She has published articles about measuring long-term care quality in the *Journal for Healthcare Quality* and the *Health Care Manager*.



**Jeffrey L. Hamm, professor and chair, Accounting,** received a Ph.D. in accounting from Texas Tech University and a B.S. in sociology from Michigan State University. He taught at MTSU from 1994 to 2000, becoming a tenured associate professor, and then served three years as accounting department chair at the University of Arkansas at Little Rock, where he taught another four years and was promoted to professor. He prefers teaching financial accounting and taxation courses, and his research emphasis is on taxation and tax policy issues. He has published articles in such journals as *Advances in Taxation*, *Taxation for Accountants*, the *Tennessee CPA*, *Today's CPA*, and the *Tax Adviser*. Prior work experience includes oil and gas taxation at Phillips Petroleum Company, public accounting with regional firms, and consulting in the restaurant industry.



**Amy H. Hennington, assistant professor, CIS,** received a Ph.D. in business administration with a concentration in management information systems from the University of Memphis, an M.S. in accounting and CIS from MTSU, and a B.A. in journalism and music from Mississippi University for Women. Her dissertation research focused on the impacts of mandatory information systems use. Research interests are healthcare information systems, business process improvement, project management, and organizational change. Her research has been published in *Communications of the ACM* (Association for Computing Machinery) and *Communications of the Association for Information Systems*. She teaches undergraduate and graduate courses in information system project management, systems development, and information systems management and applications.



**Mary E. "Beth" Howard, assistant professor, Accounting,** received a Ph.D. in business administration from the University of Tennessee and both an M.B.A. and a B.S. in accounting from Tennessee Technological University. Her primary research interests include tax policy and state and local taxation issues. She presented her dissertation research (on the influence of Internet commerce on sales tax revenues and sales tax competition among the states) at the Graduate Student Research Forum of the 2006 National Tax Association Annual Conference. She teaches taxation and Principles of Accounting at MTSU and recently published in the *Municipal Finance Journal*. Previously, she worked as a staff accountant in private industry with responsibility for many tax functions within the organization.



**Adam D. Rennhoff, assistant professor, Economics and Finance,** received a Ph.D. and an M.A. from the University of Virginia and a B.A. from Bucknell University. He was an assistant professor at Drexel University in Philadelphia, where he earned the LeBow College of Business Excellence in Teaching Award. His research interests include industrial organization and regulation—most recently, government regulation of the cable television industry and contract and pricing issues in the music industry. He has presented research at academic conferences including the International Industrial Organization Conference and the Southern Economic Association Conference. He teaches principles of microeconomics and graduate courses in advanced microeconomics and econometrics.



**Sherry L. Roberts, assistant professor, BCEN,** received a Ph.D. from the University of Louisville, where she was awarded a Graduate Dean's Citation. She received a B.A. in business administration from Central Methodist University and an M.S.E. in business education from Arkansas State University. She was a visiting instructor in the College of Business and Technology at Eastern Kentucky University and an assistant professor in the College of Education at the University of Central Arkansas, teaching business education and in the graduate program for training systems. She was the Arkansas Business Education Association (ABEA) Teacher Educator of the Year and president. Her research interests include online communication, personal financial literacy, and training and development. She has presented research at conferences of the Society of International Technology Educators and Southern Business Education Association (SBEA), of which she is vice president. She teaches Business Communication and Business Report Writing.



**Sean P. Salter, assistant professor, Economics and Finance,** received a Ph.D. in finance, an M.A. in banking and finance, and a B.S. in commerce and business administration from the University of Alabama. He taught at the University of Southern Mississippi, receiving the BellSouth Outstanding Faculty Member Award for excellence in instruction, and at the University of Alabama, where the Alabama Finance Association's undergraduate membership recognized his teaching excellence. His research interests include the effects of information on residential real estate markets and real estate brokerage. He has published in such journals as the *Journal of Real Estate Research* and *Managerial Finance*. A fellow of the American Real Estate Society and a member of the American Real Estate and Urban Economics Association, he is the *Journal of Real Estate Literature* doctoral dissertations editor. He has experience related to the building and construction fields and performing financial analysis for a major regional medical center. He teaches Portfolio Theory and Management and will teach Business Finance.



**Rachel C. Wilson, assistant professor, BCEN,** received a Ph.D. from the University of Alabama at Birmingham in administration—health services with an emphasis in strategic management. She teaches Entrepreneurship and Introduction to Business and advises the Collegiate Entrepreneurs' Organization. She taught and researched strategic management and entrepreneurship at the University of Nebraska at Omaha and directed the UNO Maverick Entrepreneurship Institute. Her work experience is mostly in the health care industry; she also co-founded and managed a construction business. Her research interests include strategic alliances in the pharmaceutical and biotech industries and entrepreneurship in the health care sector. She has published in journals including *Health Care Management Review* and *Thunderbird International Business Review*.



# awards

## Jones College Awards

- **Jones College Alumni Scholarship**, Megan R. Price
- **Financial Executives Institute Award**, Melissa A. McDonald, Heidi R. Nowlin, Andrew R. Woodward
- **Jones College Dean's Scholarship**, Courtney L. Dunlap
- **Jones College Exemplar Award**, Charles R. Pruett, CLU
- **Murfreesboro Credit Bureau Scholarship**, Daniel E. Clayton Jr.
- **SunTrust Bank MBA Award**, Jenet J. Puthusseril

## Accounting Awards

- **Accounting Alumni Appreciation Day**
  - **Outstanding Junior**, Whitney L. Satterfield
  - **Outstanding Senior**, Charles C. McCall
  - **Service Award**, Paulette J. Gillum
  - **Merit Scholarship**, Ryan M. Barr, Erin B. Egly, Kayla M. Gill, Mihaela Watts, Tao Ye
- **Crowe Chizek and Company LLC Outstanding Accounting Student**, Yevgeniya Tsoy
- **William J. Grasty Scholarship**, Tara D. Nevill
- **E. W. (Wink) Midgett Accounting Scholarship**, Nathaniel S. Colter, Charity L. Douglas, Amy D. Schisler
- **Bill and Linda Mooningham Scholarship**, Wesley W. Bynum
- **W. Wallace Robertson Accounting Scholarship**, Matthew D. Deponceau, Kayla N. Gill, Brandon C. Henthorn, Aaron M. Keithline; Ramzi J. Halim

## BCEN Awards

- **Elaine Stepp Parchment Award**, Ryan H. Hill
- **Ivey Chance Memorial Scholarship**, Megan R. Price
- **Nancy J. Fann Business Education Scholarship**, Megan R. Price

- **National Business Education Association Award of Merit**, Jennifer L. Hasty
- **Joe E. Sawyer Business Education Award**, Jennifer L. Hasty
- **Outstanding Student in Office Management**, G. Faye Sanders
- **Entrepreneurship Award**, Amanda L. Wilkins
- **Grady R. Haynes Scholarship**, Justin W. Morton

## CIS Awards

- **Highest GPA**, Andrew R. Woodward
- **Outstanding Junior**, Philip T. Welch
- **Outstanding Senior**, Brent D. Winczewski
- **Kailash Wati Aggarwal Memorial**, Cecily N. Coleman
- **Andrew Louis Douglas Scholarship**, Michael T. Pelfrey
- **Julia Coleman Douglas Scholarship**, Latroya V. Mitchell

## Economics and Finance Awards

- **Faculty Scholarship**, Jessica M. Davis
- **Financial Executives International Scholarship**, Christopher S. Lewis
- **Firman Cunningham Scholarship**, Gabriel E. Zurita
- **Outstanding Finance Senior**, Christopher S. Lewis
- **Robert L. Martin Memorial**, Janelle E. Christopher
- **Wall Street Journal**, Steven E. Sibley

## Weatherford Chair of Finance Scholarships

- **Bank of America**, Jacob L. Alsop
- **Pinnacle Financial Partners**, Tiffany M. McJunkins
- **First National Bank of Pulaski**, Jason N. Gerald
- **Jack O. Weatherford**, Benjamin J. Heitz
- **Pinnacle Financial Partners**, Jason N. Gerald
- **Q. M. Smith**, James M. Hampton

## Management and Marketing Awards

- **Archer-Johnstone Scholarship**, Colby A. Comish, Jill R. Elfstrom
- **J. D. and Marge Vance Scholarship**, Aaron S. Adkisson, Chelsey R. Butrum, Brandon V. Johnson, Lesley D. Laseter, Minh Q. Le, Kaycee L. Mathias, Charla M. Payne, LaTerrika T. Rudd, Halie J. Hampton
- **Sports Marketing Scholarship**, Jonathan B. Eubanks
- **Michael H. Peters Production/Operations**, Colby A. Comish
- **James C. Douthit Scholarship**, Amy L. Gilmore
- **Institute for Supply Management**, Jennifer M. Smith
- **Marketing Sales Scholarships**
  - **American Cellular**, Laural M. Vaughn
  - **Federated Insurance**, Benjamin V. Hall
  - **Liberty Mutual**, Dustin M. Shell
  - **Northwestern Mutual Financial Network**, Lydia K. Yates
  - **Sara Lee**, Kerry B. Love
- **Restorative Health Services**, Andrew T. Brothers
- **Outstanding Business Administration Junior**, Molly M. Bailey
- **Outstanding Management Junior Fowler I. Todd Scholarship**, Jill R. Elfstrom
- **Outstanding Marketing Junior Bernard Goldstein Scholarship**, Melanie A. Sadler
- **Outstanding Business Administration Senior**, Tara R. Hammrich
- **Outstanding Management Senior**, Courtney L. Dunlap
- **Outstanding Marketing Senior**, Brandon W. Reedy

## Beta Gamma Sigma Inductees

- Meredith T. Albright
- Kendra D. Apple
- Michelle L. Atkins
- Amanda M. Blackwell
- Jesse G. Bratcher II
- Hope M. Brown
- Matthew J. Brown
- Keri L. Brunstad
- Jaymes C. Buckner
- Brian K. Buff
- Robert A. Burke
- Tanya M. Coe
- Cecily N. Coleman
- Colby A. Comish
- Kevin J. Connors
- Amanda B. Curbow
- Jessica M. Davis
- Lewis T. Dennis
- Steven C. Dillard
- Arron P. Eads
- Sarah R. Edwards
- Erin B. Egly
- Evelyn M. Elder
- Amy G. Eller
- Gary A. Ellis
- Ashley B. Fee
- Andrew O. Fisher
- Wesley H. Fort
- Daniel R. George
- Walter L. George
- Kayla N. Gill
- Matthew E. Gilliam
- Amy L. Gilmore
- Jennifer L. Goodman
- David M. Greene
- Ramzi J. Halim
- Tara R. Hammrich
- Brandon C. Henthorn
- Sarah E. Herron
- Brooke A. Hibdon
- Ryan H. Hill
- Anjeanette S. Hundley
- Michael R. Jernigan
- Jessica A. Judkins
- Aime C. Kahimbiri
- Natalie C. Kempf
- Mary K. Kline
- Cindy L. Lard
- Christopher S. Lewis
- James B. Leyhew
- Heather L. Lovvorn
- Jurgita Lukosiene
- Bradley J. Lykken
- Ryan D. Marlin
- Charles C. McCall
- Kelly R. McGuire
- Martina Michalova
- Travis J. Minor
- Ashley M. Montooth
- Rachel K. Murphy
- Gintare Naujokaite
- John M. Nunley
- Emily J. Parker
- Gargi R. Patel
- Virginia L. Pearre
- Amy L. Pitts
- Megan R. Price
- Jenet J. Puthusseril
- Meredith L. Quarles
- Brandon W. Reedy
- Tyler A. Roberts IV
- Nathan A. Robinson
- Thomas R. Ross
- Jay L. Sadler
- Whitney L. Satterfield
- Rebecca L. Scarbrough
- Dustin M. Shell
- Scott M. Slavens
- Mary S. West Slonaker
- Gina M. Stanley
- Amia D. Steele
- Tatiana Steven
- Colleen M. Sullivan
- William D. Taylor
- Michael A. Thompson
- Allis J. Threet
- Christopher R. Torgler
- Yevgeniya Tsoy
- Kenneth S. Tucker
- Lindsay O. Vaughn
- Stephanie L. West
- Kelley M. Whelan
- Paul M. Whitworth
- Cortney D. Wilkerson
- Brent D. Winczewski
- Daniel A. Wood
- Zhen Zhang
- Andrew P. Zorn



# scholarships