

MIDDLE TENNESSEE
STATE UNIVERSITY



Annual Report 2011–2012





To Our Jones College Supporters

Friends:

The faculty, staff, and students of the Jones College of Business had an extraordinary year, as you will note throughout this report. Of primary importance was the completion of our reaccreditation process with AACSB International for both the college and the Accounting Department.

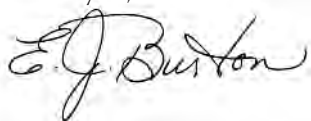
Of the approximately 12,000 colleges of business worldwide, only about 1.5 percent hold both of these accreditations. The faculty of the Jones College are to be commended for their dedication to the innovation and quality that supports this signature accomplishment.

Most of you know that Andrew W. "Woody" Miller, an accounting alum, pledged \$10 million to the Centennial Campaign. While final details for the utilization of the gift are still pending, we anticipate a significant portion will be dedicated to transformational improvements in the Jones College and the Accounting Department. We are very grateful to him for this extraordinarily generous gift.

Our focus for the campaign is on faculty, students, facilities, and leadership. We would be happy to share with you our specific needs and plans in each of these areas. We are pleased that Pam Wright and Chris Karbowiak, generous supporters of the Jones College, are playing key leadership roles in this effort.

While \$10 million gifts are rare, every gift is important. We have accomplished much but have more to do to make your Jones College of Business all it can be. We ask for and appreciate your help.

Thank you,



E. James Burton, dean, Jennings A. Jones College of Business

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Business and Aerospace Building

New Faculty



The Jones College is accredited by AACSB.

Stan Clark, associate professor, Accounting, received his Ph.D. in accounting



from the University of Kentucky and an M.P.A. and B.S.B.A. from the University of Southern Mississippi, where he served on the faculty for 26 years. He has published numerous articles, and he won the 2010 Mississippi Society of CPAs Outstanding Accounting Educator award. His primary research area is financial reporting, emphasizing management manipulation of reported information. He teaches financial accounting and is a CPA licensed in Mississippi.

Mark Jobe, assistant professor, Accounting, received a Ph.D. in accountancy



with a minor in taxation, as well as his M.P.A. and B.A., from the University of Mississippi. His dissertation topic was the impact of the accounting profession on World War II. Other research interests include auditing and organizational behavior. He has taught principles, fundamental accounting concepts, and intermediate accounting. He is a CPA licensed in Mississippi and a member of AAA, AICPA, and the Academy of Accounting Historians.

Advising

Website: www.mtsu.edu/busadv

Email: busadv@mtsu.edu

- Skype advising appointments are now available.
- Admission requirements for the Jones College were increased for academic year 2012–2013.
- Students are now allowed to choose their own business minor.
- The Jones College hired advisors Abby Davis and Amie Donahue.
- College admission application is online at www.mtsu.edu/busadv.



Amanda Chambers, left, shown here advising student Sara Andon, was named Outstanding Academic Advisor for Tennessee by the National Academic Advising Association, Mid-South Region 3.

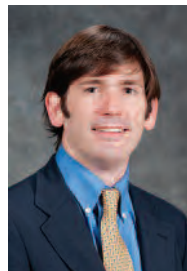
John Lipinski,

assistant professor, Management, has 10 years of managerial experience as a Procter & Gamble Super K-Mart account manager, a PNC Bank economic research analyst, and a Warner Lambert new product development manager. He has start-up experience with Ebuyxpress.com and CMC Matrix. Before joining MTSU, he taught at Robert Morris University and West Virginia Wesleyan College. Lipinski holds a Ph.D. in corporate strategy from the University of Pittsburgh and an M.B.A. from the University of Michigan.



Michael Roach,

assistant professor, Economics, received his Ph.D. in economics from Northwestern University and B.A. in economics from Rhodes College in Memphis. He worked as a research analyst at a litigation consulting firm in Washington, D.C. His dissertation in law and economics examined the extent to which defendant outcomes depend on case assignment decisions within the legal system. He teaches principles of microeconomics and graduate courses in microeconomics and industrial organization.



Anne Wilkins,

assistant professor, Accounting, received a D.B.A. in accounting from Kennesaw State University. Her dissertation examined the effect of social capital and source credibility on public company compensation committee member judgments. Her more recent research interests include auditing, governance, and forensic accounting. Wilkins has a forthcoming article in *Internal Auditing*. She teaches internal auditing and cost accounting, and she is a CPA licensed to practice in Tennessee.



President Sidney McPhee, Dean Jim Burton, and Chancellor John Morgan of the Tennessee Board of Regents present the Chancellor's Award for Excellence in Philanthropy to Rebecca Jones and her late husband, Jennings A. Jones, for their generous gifts of over \$1.8 million to MTSU including two chairs of excellence in the Jones College (see page 17).



Philanthropy

MTSU Centennial Campaign



Transformational Gift

Accounting alum Andrew Woodfin “Woody” Miller shakes hands with President Sidney McPhee after launching the Centennial Campaign with a \$10 million gift to MTSU, the largest ever from a living alumnus.

The Nashville resident, 1966 MTSU graduate, and 1999 Distinguished Alumnus honoree was a CPA before embarking on a long, successful career as a healthcare industry executive and entrepreneur. In 2000, he received the Jones College Exemplar Award for business, professional, and personal achievements that make him a role model for students.

In April, MTSU launched the Centennial Campaign, its most ambitious quest for philanthropy to address strategic University needs. Nearly \$54 million has been committed toward the \$80 million goal.

Jones College Priorities

The Jones College has been a major part of MTSU’s success, with growth paralleling the University’s. To further strengthen Jones College programs, four key campaign priorities have been identified:

- **Faculty Excellence**—Faculty support at all levels, from faculty excellence awards to endowed distinguished chairs, helps the college recruit and retain the very best faculty, who benefit our students through their outstanding teaching, research, and public service.
- **Student Support**—Scholarships, both merit- and needs-based, will help students achieve at higher levels and help the college attract the most talented and deserving new students in the region.
- **Facilities and Technology**—Capital enhancement funds will allow the college to modernize the Business and Aerospace Building with contemporary technology and design spaces to accommodate today’s team-building and group-oriented teaching/learning styles.
- **Leadership**—Leadership is essential. New endowments will help recruit and retain the talented academic frontline leaders necessary to guide the college and its many departments and programs.

For information on supporting the campaign, call 615-494-8990.



The department redesignated its master's program as a Master of Accountancy for the degree's broader recognition in the profession and to better reflect the program's requirements. Accounting consultant Angie Grissom is shown here giving a presentation to Institute of Management Accountants members.

Accounting

Interim chair G. Robert Smith Jr. was named chair effective August 1.

The department received reaffirmation of AACSB accreditation, a commendation for its Principles of Accounting II course, and effective-practice recognition of its Intermediate Readiness Exam.

Rebecca Foote received the MTSU Outstanding Teacher Award and won the Gamma Iota Sigma Jones College Outstanding Professor election for the third time in four years. Tim Koski received the Orlando International Academic Conference Best Paper Award.

Zeta Gamma Chapter of Beta Alpha Psi hosted the Meet the Firms networking event, annual golf outing, and professional and service meetings. The student Institute of Management Accountants (IMA) chapter brought notable speakers to campus.

Emily Haynes is the third consecutive MTSU accounting major to receive the Financial Executives Institute Student Award. Accounting major Caitlin Carroll received one of the first Public Company Accounting Oversight Board student scholarships.

The department cosponsored the 2011 Tennessee Business Tax Seminar with the Tennessee Department of Revenue.



From left, Jeannie Harrington, Paige Fralix, and Samirah Hodges listen to Angie Grissom's presentation to IMA members.

www.mtsu.edu/accounting/docs/TheDividendNewsletter.pdf

Vincent Smith received the MTSU Outstanding Achievement in Instructional Technology Award. He uses technology to meet the demands of busy students for online or hybrid instruction that matches the traditional face-to-face classroom experience.



Business Communication and Entrepreneurship



Marsha O. Smith, instrumental in developing the entrepreneurship major and minor, retired in 2011.

Chair Stephen D. Lewis was named National Business Education Association Supervisor of the Year. Patrick Geho, through the Tennessee Small Business Development Center, funded 10 entrepreneurship internships for the BCEN department. Rahlonda White received an International Affairs Advisory Committee grant to participate in an International Faculty Development Seminar, “Salvador da Bahia: Identity, Race, and Culture in the Afro-Brazilian Heartland.”

Student Organizations

Lambda Alpha Tau chapter of Phi Beta Lambda (PBL) partnered with homeless shelter Room at the Inn to provide Thanksgiving meals to more than 15 needy families. PBL students sponsored fall and spring professional development seminars including a presentation by Lynn Edwards, senior human resources manager of DirecTV Home Services in Tullahoma. Ronda Henderson is faculty advisor.

The MTSU chapter of the **Collegiate Entrepreneurs Organization** hosted speakers Beau Noblitt, Chick-Fil-A franchise owner; Jack Stevens, Stevens Family Tae-Kwon-Do owner; and David English, who has gained international entrepreneurial experience in Argentina.

Rachel Wilson and Doug Tatum obtained MTSU’s membership in the **Sigma Nu Tau national entrepreneurship honor society.**



Melinda Korzaan gave a presentation to faculty on the educational use of the online virtual world Second Life. She shared teaching tips and collaborative student learning activities from MTSU Island and gave demonstrations on facilitating group meetings and class discussions.

Computer Information Systems

Eddy "Jason" Rhea and Johnathan Gilliam placed first in Information Technology Security competition at the Association of Information Technology Professionals National Collegiate Conference. Chelsea Bay and Camiren Hamilton won the Business Analytics contest.

Michael Banks and Mary Shotwell served one-year faculty appointments.



Jason Rhea and Johnathan Gilliam prepare for national AITP competition.



Nita Brooks received the Bridgestone/Firestone Distinguished Assistant Professorship.

The Bloomberg trading lab, developed by Charles Beauchamp, is equipped with the latest financial research and trading tools, allowing interactive learning to provide finance majors an advantage when entering the workforce or graduate school.



Economics and Finance



Economics graduate student Catherine Chen makes a seminar presentation.

Toni Hall, M.A. graduate in economics, has been admitted to the University of Chicago's Ph.D. program in economics.

Al DePrince and Ph.D. graduate Pam Morris won the best-in-track award for a paper at the Academy of Finance conference. Greg Nagel's paper was a semifinalist for a top-paper award at the International Financial Management Association meeting. Sean Salter was elected to the American Real Estate Society board of directors. Kevin Zhao won the 2011 Chartered Financial Analyst (CFA) Nashville Society forecast contest in the short-sale category.

The finance undergraduate equity-research team of Benjamin Hickson, Ricardo Gutierrez, and Anastasia Kazmina placed second in the 2012 CFA Equity Research Challenge, competing against seven other Tennessee universities. Advisors were Kevin Zhao and professional fund manager Carrie Green.

The department hosted speakers Frank Stephenson, Berry College, on occupational licensing and economist David Figlio, Northwestern University, on market-based education reforms.

The department won the 2011 Academic Performance Award on the Major Field Test for Economics and Finance. Economics B.B.A. majors scored highest and finance majors third-highest of any Jones College major, and Economics B.S. majors scored second-highest of all College of Liberal Arts majors on the General Education Test.



Thirty-three employers from sales, restaurant, banking, entrepreneurship, insurance, and retail sectors participated in the Digging Deeper networking reception at MTSU's Foundation House, where students could ask questions, discover career paths, and form mentorships.

Management and Marketing

Tim Graeff won the MTSU Public Service Award. His Middle Tennessee Consumer Outlook Index survey results are used by business and the Federal Reserve Bank of Atlanta. Joe Thomas, elected to the Society for Case Research board of directors, received the Lynda Goulet Outstanding Reviewer Award. Graduate student David Green received a scholarship to attend the MBAA International conference.

Executive aide Janice Reeves retired. MBAPrograms.org named Don Roy as one of the top 50 business school professors to follow on Twitter. The Academy of Management awarded Tom Tang its Outstanding Reviewer and Best Paper awards and Dan Morrell the Outstanding Reviewer Award. Jackie Gilbert is state coordinator for passage of the Healthy Workplace Bill and serves on the Multimedia Educational Resource for Learning and Online Teaching (MERLOT) Gold Cup-winning Business Editorial Board.

The BEST (Business Exchange for Student Talent) career fair hosted local employers to network with students interested in pursuing careers and internships in marketing and management.

Students in Free Enterprise (SIFE) received MTSU public service grants to host Culture Fest 2011 and the Hobgood Family Wellness Festival. The MTSU team, advised by Jean Wilson and Laura Buckner, was one of five selected nationally to receive a Lowe's \$5,000 community improvement grant. Senior Seminar EXL students collaborated with Green House Ministries to hold resume clinics for clients.



Matt Givens, right, Northwestern Mutual, assists in giving senior Matt Schroer his Personal Selling exam.



Andrew Kerr and international student Maria Szivos of Hungary with the SIFE team plant rows and construct an irrigation system at the Journey Home Community Garden with a Lowe's grant.

Graduate Programs

Master of Accountancy

The M.Acc., designed to complement a variety of career goals, is widely respected in the business community. Graduates are routinely placed in international, regional, and local public accounting firms, manufacturing or service companies, and government. This evening program fulfills educational requirements for the Tennessee CPA exam and can be completed part-time or full-time in as little as a year. Students can tailor programs by choosing electives emphasizing financial, governmental, audit, or tax accounting or areas such as aerospace, healthcare, and recording industry to develop industry expertise.

- **Terry Ward**, terry.ward@mtsu.edu, 615-898-2341, www.mtsu.edu/accounting/requirements.php#graduate

M.S. in Information Systems

The M.S. in Information Systems meets you where you are, with or without an IT background, and helps take you where you want to go. The program includes a strong SQL database emphasis and three timely curriculum options: general IT, IT project management, and IS security and assurance. Many classes feature a 50 percent online/50 percent face-to-face delivery format, offering the scheduling flexibility of online learning and the personal connectivity of in-person advising and guidance. Program graduates are known as highly qualified IT professionals with a well-rounded understanding of the business environment. See an exciting video of what could be your future at www.mtsu.edu/cis.

- **Jeff Clark**, jeff.clark@mtsu.edu, 615-898-2838, www.mtsu.edu/cis/GradProgram.php

M.A. and Ph.D. in Economics

The Ph.D. in Economics empowers students desiring practical application of knowledge or aspiring to classroom teaching to achieve their goals. The program includes training in Stata, Matlab, and SAS as well as other mathematical and statistical programs needed to conduct current economic research. It also includes a course preparing students to teach economics at the university level. Students can pursue fields in labor

economics or industrial organization. Faculty and students collaborate to facilitate graduation in four years. Job placement is better than at many programs in the southeast. Academic institutions hiring recent graduates include Auburn and Marshall Universities, and non-academic employers include the U.S. Department of Defense and Food and Drug Administration. **The M.A. in Economics** has a renewed focus on applied data analysis. Students are trained to use SAS and R for answering economic questions. The program has a general track and also a financial economics track, and graduates are equipped to perform the duties required for public and private sector positions as economic analysts.

- **Mark Owens**, mark.owens@mtsu.edu, 615-898-5617, www.mtsu.edu/~econfin/grad.html

M.B.A.

The M.B.A. program, established in 1967, is one of Tennessee's largest. The need for business knowledge transcends all majors and professions. Areas of emphasis including management, marketing, finance, economics, and accounting combine with recording industry, aerospace, humanities, and other disciplines. For example, courses on risk assessment and management are offered for the healthcare administration emphasis. Immersion 2011 is a summer program for nonbusiness undergraduates to fulfill business prerequisites with admission based on GMAT score and grade point average. Students can complete M.B.A. requirements in as little as a year with convenient day, night, weekend, and online courses.

- **Troy Festervand**, troy.festervand@mtsu.edu, 615-896-2964, www.mtsu.edu/graduate/programs/buad.php

Master of Business Education

The M.B.E., a 33-semester-hour program in the Department of Business Communication and Entrepreneurship, is a much-sought-after option for graduate degree candidates who want to teach middle school and high school business courses or conduct corporate training. Students can customize programs with up to 27 elective hours chosen with an advisor. Online, hybrid, evening, and face-to-face classes help students complete the degree in three full-time summers. Graduates serve in middle schools and high schools across the state.

- **Stephen Lewis**, steve.lewis@mtsu.edu, 615-898-2902, www.mtsu.edu/bcen/graduate.php



Wright Travel Chair in Entrepreneurship



The 100 Best Business Books of All Time includes Doug Tatum's *No Man's Land: What to Do When Your Company Is Too Big to Be Small but Too Small to Be Big*.

Global Entrepreneurship Week

Chairholder Doug Tatum, above, interviews speaker Ram Lyer of Middle Market Institute by remote video teleconference in the Business and Aerospace State Farm Lecture Hall in celebration of Global Entrepreneurship Week.



Entrepreneur Herman Cain presented "Leadership Lessons Learned in a Turnaround—The Godfather Pizza Story" to Jones College students during Global Entrepreneurship Week.

Martin Chair of Insurance

The chair staged its annual Insurance Education Workshop, funded by the Griffith Foundation, for Tennessee high school guidance counselors. Faculty, staff, and insurance professionals provided information on MTSU, its insurance program, and insurance careers.

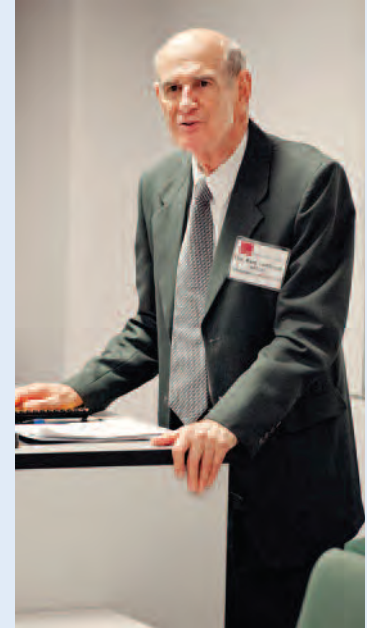
The chair's 28th annual golf tournament was held at Champions Run Golf Course in Rockvale, Tennessee, netting over \$41,000 for scholarships for insurance program students. Since 1985, the tournaments have produced \$700,000. The title sponsor for 2012 was BlueCross BlueShield of Tennessee. More than 110 companies and agencies also contributed through various sponsorships, and 126 insurance professionals competed in the tournament.

Gamma Iota Sigma Insurance Fraternity Activities

- Two awards competing with 55 other U.S. and Canadian chapters
- Two in-state and two out-of-state trips funded by the Jones College, professional insurance organizations, and chapter-generated funds
- Initiation ceremony at Embassy Suites Hotel with speaker Debbie Thompson, State Farm vice president of agency in Tennessee
- Annual Outstanding Professor in the College of Business election
- Annual career fair, with 25 companies and about 100 students
- Publication of GIS Resume Book, featuring more than 90 students
- Several public service activities including four highway cleanups
- Over 50 scholarships awarded to GIS members through the chair



Left to right, Lucia Camarena and Tom Clark of State Farm talk to MTSU senior David Omol during the Insurance Career Fair.



Chairholder Kenneth Hollman was named favorite MTSU professor in the annual Murfreesboro Daily News Journal Ruthies Awards.

Insurance Hall of Fame

The Robert E. Musto Tennessee Insurance Hall of Fame in July inducted John W. (Bill) Felton of Crossville, Ron Knox of Nashville, George Nordhaus of Santa Fe, N.M., and Bo Shafer of Knoxville. About 250 guests attended a Murfreesboro DoubleTree Hotel ceremony with funding from Tennessee's insurance industry. Since 1999, 48 insurance professionals have been enshrined in the display in the Business and Aerospace Building's south lobby.

Weatherford Chair of Finance



*Chairholder William F. Ford can be seen discussing his Korean War-era experiences in a historical documentary film produced by Tony Rollo, **The Submariners: The Men of the Silent Service**. See clips at submariners.com.*

Golf Tourney Winning Teams

- **First, Don Midgett**
Don Midgett, Alan Jones, Frankie Powers, and Jamie King
- **Second, Fi-Data**
Don Vick, Carrisa Taylor, Brett Roberts, and Robbie Moore
- **Third, Southern Community Bank**
Ben Weatherford, Pat Welsh, Jay Baucom, and John Blankenship

The annual Economic Outlook Conference featured speakers Mark A. Emkes, Tennessee commissioner of finance and administration and retired chairman, CEO, and president of Bridgestone Americas Inc.; Donald Ratajczak, Regents' professor emeritus of economics, Georgia State University; and David A. Penn, director, MTSU Business and Economic Research Center.

Held at Old Fort Golf Club, the 23rd annual Weatherford Scramble Golf Tournament for area financial institution managers and their customers grossed \$38,550 to support research activities, student programs, job placement efforts, and scholarships. The chair placed Financial Institution Management (FIM) students in part-time and full-time jobs through <http://mtweb.mtsu.edu/wfford/jobline.htm>.

Chairholder William F. Ford

The chairholder makes numerous appearances annually on national television business networks, commenting on monetary and economic policy. He makes presentations to business and academic groups in middle Tennessee and across the U.S. on the outlook for the economy and various industries. In summer 2011, Ford was a visiting research fellow at the American Institute for Economic Research. He hosted lectures in his spring FIM class by distinguished banking leaders Randall Clemons, Wilson Bank CEO, and Tom Vance, First National Bank of McMinnville CEO and MTSU alumnus.



Economic forecaster Donald Ratajczak talks with Jones Chair of Excellence in Free Enterprise chairholder Aubrey Harwell at the annual Economic Outlook Conference.

Center for Economic Education

Director: Robert B. Blair

Assistant Director: Maria L. Edlin

The CEE mission is to help Tennessee K–12 students gain knowledge, understanding, and skills to make informed choices as consumers, workers, and citizens in a global economy.

Donations

- MTSU College of Business
- Jennings and Rebecca Jones Foundation
- Foundation for Teaching Economics
- Council on Economic Education
- First Tennessee National Corp.

Partnerships

- Atlanta Federal Reserve Bank–Nashville Branch
- Bancorp South
- Tennessee Student Assistance Corp.
- Internal Revenue Service
- Pinnacle Bank
- U.S. Community Credit Union
- Federal Deposit Insurance Corp.
- Tennessee Bankers Association
- Tennessee Attorney General
- University of Tennessee at Martin
- University of Tennessee Extension
- Cornerstone Financial Credit Union

New Projects

In response to requests by county curriculum supervisors, the CEE conducted in-service programs in Williamson and Davidson counties on the integration of common core standards and differentiated instruction for classrooms with students working at a wide range of abilities. About 85 public school teachers participated.

In partnership with Atlanta Federal Reserve Bank–Nashville Branch and Austin Peay State University’s College of Business, the CEE conducted two advanced-level workshops for economics teachers, with plans in progress for similar programs during fall 2012:

- **Beyond the Basics: Advanced Economic Concepts and Lessons**, with 38 advanced economics teachers attending, and
- **Teaching the Middle School Economics Strand**, conducted twice with a total of 58 teachers attending.

Continuing Projects

The CEE directed its 31st Tennessee Stock Market Game in partnership with newspapers and businesses throughout the state. Students work in groups to invest a theoretical \$100,000 in stocks, bonds, and mutual funds traded on the New York, American, and NASDAQ stock exchanges and track their purchases over 15 weeks. A Jennings and Rebecca Jones Foundation grant will enable all Rutherford County students enrolled in economics, business economics, and personal finance courses in 2012–2013 to participate.

The CEE, one of seven Tennessee institutions certified in employment qualification training in personal finance education, trained 134 teachers, funded by Atlanta Federal Reserve Bank–Nashville Branch.

The CEE hosted two Foundation for Teaching Economics workshops.

- **The Environment and the Economy:** In Gatlinburg, 38 teachers attended the four-day conference, which incorporates hands-on classroom activities and simulations.
- **Right Start Institute:** In Brentwood, the four-day workshop helped the 36 participating teachers identify and learn basic economic content, develop lesson plans, and prepare for the economics Praxis exam, required for Tennessee teachers to be considered highly qualified in high school economics.

Business and Economic Research Center



David A. Penn addresses the Economic Outlook Conference.

BERC Presentations in 2011–2012

- *Tennessee Municipal Electric Power Association*
- *MTSU Accounting Alumni Day*
- *Certified Financial Managers Association (CFMA)*
- *Society of Information Management*
- *Leadership Williamson County*
- *Independence Trust, Franklin, Tennessee*
- *Certified Commercial Investment Member conference*
- *Jones College annual Economic Outlook Conference*

Director: David A. Penn

Associate Director: Murat Arik

The BERC completed another successful year, busy with both continuing and new projects.

New Projects

- Cost-benefit analysis for northwest Tennessee's TennKen Railway I & II
- Impact of low-income housing tax credit for Lawler Wood LLC
- Economic impact of Austin Peay State University
- Pilot study of the international competitiveness of clean-tech industries in Tennessee
- Wage-and-benefit survey for Rutherford County Chamber of Commerce

Continuing Projects

- Tracking Tennessee's Economic Recovery website for TACIR (Tennessee Advisory Commission on Intergovernmental Relations): www.mtsu.edu/berc/tacir
- Quarterly report on Tennessee housing market for Tennessee Housing Development Agency
- New issues of *Tennessee's Business and Global Commerce*
- More than 55 media quotes

www.mtsu.edu/berc

Tennessee Small Business Development Center

TSBDC, a network of 17 locations headquartered at MTSU, has been serving Tennessee businesses since 1984. The network's mission is to enhance economic development in Tennessee by providing quality solutions to the existing and potential small business community through consultation, education, referral, and support services.

State Executive Director:
Patrick Geho

Counseling

New Businesses

- Ownership structure
- Business plan
- Banking needs
- Market research
- Sales and marketing

Existing Businesses

- Growth capital
- Cash-flow issues
- Employee issues
- Customer service
- Growth issues
- Government procurement
- Thriving in hard times

Training

- Starting a small business
- Writing a business plan
- Government contract bidding
- Marketing and sales efforts
- Business succession planning
- Understanding taxes
- Supervisory management

Results in 2011

- TSBDC assisted 20,859 businesses with counseling and training.
- TSBDC counseled 5,267 clients during more than 19,942 hours.
- TSBDC offered 917 training sessions attended by 15,592 people.
- TSBDC created 886 jobs and retained more than 1,025.
- TSBDC capital infusion for the year was \$53,364,770.
- Benefits-to-cost ratio for all counseling clients was 3.44/1.00.
- Benefits-to-cost ratio for all long-term counseling to established business clients was 5.66/1.00.
- TSBDC trained 15,592 people in subjects related to small business.
- Minority business owners represent over 36% of counseling clients.
- Female business owners represent 47% of counseling clients.
- TSBDC served 547 veterans. Veteran business owners represent 10% of clients. In addition, TSBDC counseled 122 members on active duty or in the National Guard or reserves.
- TSBDC clients generated \$30 million in incremental sales.
- TSBDC clients retained \$34.9 million in existing sales.

State Unemployment Benefits Saved 2008–3Q2011

- *Average Tennessee unemployment claim duration: 15 weeks*
- *Average Tennessee unemployment benefit: \$224.73/week*
- *TSBDC jobs created 2008–3Q2011: 3,615*
- *TSBDC jobs retained 2008–3Q2011: 3,692*
- *(weeks) x (benefit amount) x (jobs created and retained) = \$25,726,113.75*



Jennifer Collins, Florida A&M University, left, and Matrecia S. L. James, Jacksonville University, lead a panel at the Management Faculty of Color/Marketing Ethnic Faculty conference. Millicent Nelson, Management and Marketing, is MFCA president.

Jennings and Rebecca Jones Chair of Excellence

Urban and Regional Planning

Events

- Leadership Middle Tennessee Breakfast Session
- International Conference on Corruption in Mexico, Russia, and the United States, which was held at Vanderbilt University October 13–14, 2011
- Northeastern University professor of law and public policy Joan Fitzgerald’s visit to MTSU as professor-in-residence February 27–March 1, including her presentation “Innovation in the Green Economy and Urban Economic Development”
- Assistant dean for assessment David Foote’s participation in the Nashville Chamber of Commerce Leadership Study mission and Transit Study mission to Portland and Eugene, Oregon

Jennings A. Jones Chair of Excellence

Free Enterprise

Events

- Conference on Corruption in Mexico, Russia, and the U.S.
- Youth Leadership Rutherford Business and Economic Development Luncheon
- Economic Outlook Conference
- Executive Briefing Breakfast with Kelly S. King, chair and chief executive officer, BB&T Corp.
- Management Faculty of Color/Marketing Ethnic Faculty conference

Awards



Spirit of America

Dean Jim Burton presents the award celebrating the example set by Joe M. Rodgers in business, government, education, and charitable accomplishments to Chris Karbowski, executive vice president and chief administrative officer, Bridgestone Americas.

Beta Gamma Sigma

- Jarrett A. Branch
- Grant R. Caldwell
- Anna M. Case
- Emily R. Haynes
- Christiana D. Hoffman
- Jarrod D. Horton
- Samer D. Khoury
- Gary A. Lougher
- Richard E. McGunigale
- Paul D. Messenger
- Donna T. Nguyen
- Brock A. Patterson
- Carrie C. Reid
- Kathryn R. Rooks
- Brian R. Schwetz

College-Wide and Graduate Business Studies

Charles E. Hodge II Scholarship

Bailey N. Piercefield

Murfreesboro Credit Bureau Scholarship

Anna E. Case

SunTrust Bank M.B.A. Award

Dean M. Diehl

T. Randy Stevens Scholarship

John R. Meese

Dean's Scholarship

Cora F. Brown

Layth F. Ezzeir

Chelsea E. Hastings

Wafa B. Hindiyeh

Esther S. Tan

Accounting

Alumni Appreciation Day

- **Outstanding Junior**

Alex M. Leverette

- **Outstanding Senior**

Kristen Pierce

- **Service Award**

Christopher R. Hanvy

- **Merit Scholarship**

Samer D. Khoury

Daniel W. Ogletree

Johnathan E. Thompson

- **M.Acc. Scholarship**

Adria L. Bakke

Phylcia N. Coleman

Jordan R. Holloway

Duresha S. Rice

Jessica M. Sartain

Johnathan E. Thompson

Crowe Horwath LLP

Outstanding Accounting

Student - Emily R. Haynes

E. W. (Wink) Midgett

Scholarship

Jennifer M. Dahl

Christopher R. Hanvy

Alden J. Kelley

Olivia M. Nicke

Nathan R. Robertson

Jessica M. Sartain

Ashley N. Walker

W. Wallace Robertson

Scholarship

Karen E. Banks

Catherine L. Brown

Kristen L. Fuqua

Crystal M. Lowe

Olivia M. Nicke

Ashley N. Walker

Business Communication and Entrepreneurship

Elaine Stepp Parchment

Award - Deisy Barajas

Entrepreneurship Award

Phillip J. Cox

Grady R. Haynes Scholarship

Erica D. Hoffman

Ivey Chance Scholarship

Seth W. Rollins

NBEA Award of Merit

Samuel D. Harris

Joe E. Sawyer Award for

Outstanding Student in

Business Education

Samuel D. Harris

Nancy J. Fann Business

Education Scholarship

Crystal L. Loftis

Outstanding Student in

Office Management

Crystal L. Loftis

Computer Information Systems

Highest GPA

Kayla M. Johnson

Outstanding Junior

Bradley K. Harris

Outstanding Senior

Keith P. Tennant

Economics and Finance

Billy W. Balch Scholarship

Jonathan T. Bell

Joshua T. Horvath

Faculty Scholarship

Lacey A. Shelton

Professor Emeritus

Scholarship - Keith I. Bass

Real Estate Research

Scholarship

Collin D. Carpenter

Richard and Emma Hannah

Endowed Scholarship

John R. Meese

Management and Marketing

Archer-Johnstone

Christiana D. Hoffman

Bernard Goldstein

Whitney R. Frix

Fowler I. Todd

Mark O. Edinger

James C. Douthit

Chelsea E. Hastings

J. D. and Marge Vance

Eleasha S. Drew

Megan E. Edwards

Bobby H. Fletcher

Stephanie M. Hawn

Lauren Michael

Kirsten L. Williams

Michael H. Peters Production/ Operations Management

Neal M. Tipps

Restorative Health Services

Whitney R. Frix

Outstanding Business Administration

• Junior

Melissa Beasley

• Senior

Jessica K. Williamson

Outstanding

• Management Senior

Cassie M. Martin

• Marketing Senior

Zachary T. Jones

Outstanding Student in Leadership Studies

Matthew I. Hibdon

Sales Program Enrichment Fund

Corey J. Freels

Nicole M. Graham

Sports Marketing

Zachary T. Jones

Weatherford Chair of Finance

Ascend Federal Credit Union

Virginia B. Soulia

Bank of America

Patrick R. Belton

First National Bank of Pulaski

Emil Vujic

Jack O. Weatherford

Aleksander Tkachenko

Pinnacle Financial Partners

Dalton J. Easterwood

Q. M. Smith

Aleksander Tkachenko



2012 Exemplar Award

Recipients are Kathy Jones, president of the Tennessee Division of Stewart Title Company, and Bill Jones, area executive with Pinnacle Financial Partners, both active in community stewardship. The award is presented to MTSU alumni whose business, professional, and personal achievements make them role models for students.



Tennessee Commissioner of Finance and Administration Mark Emkes receives the Champion of Free Enterprise Award at the Economic Outlook Conference.







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