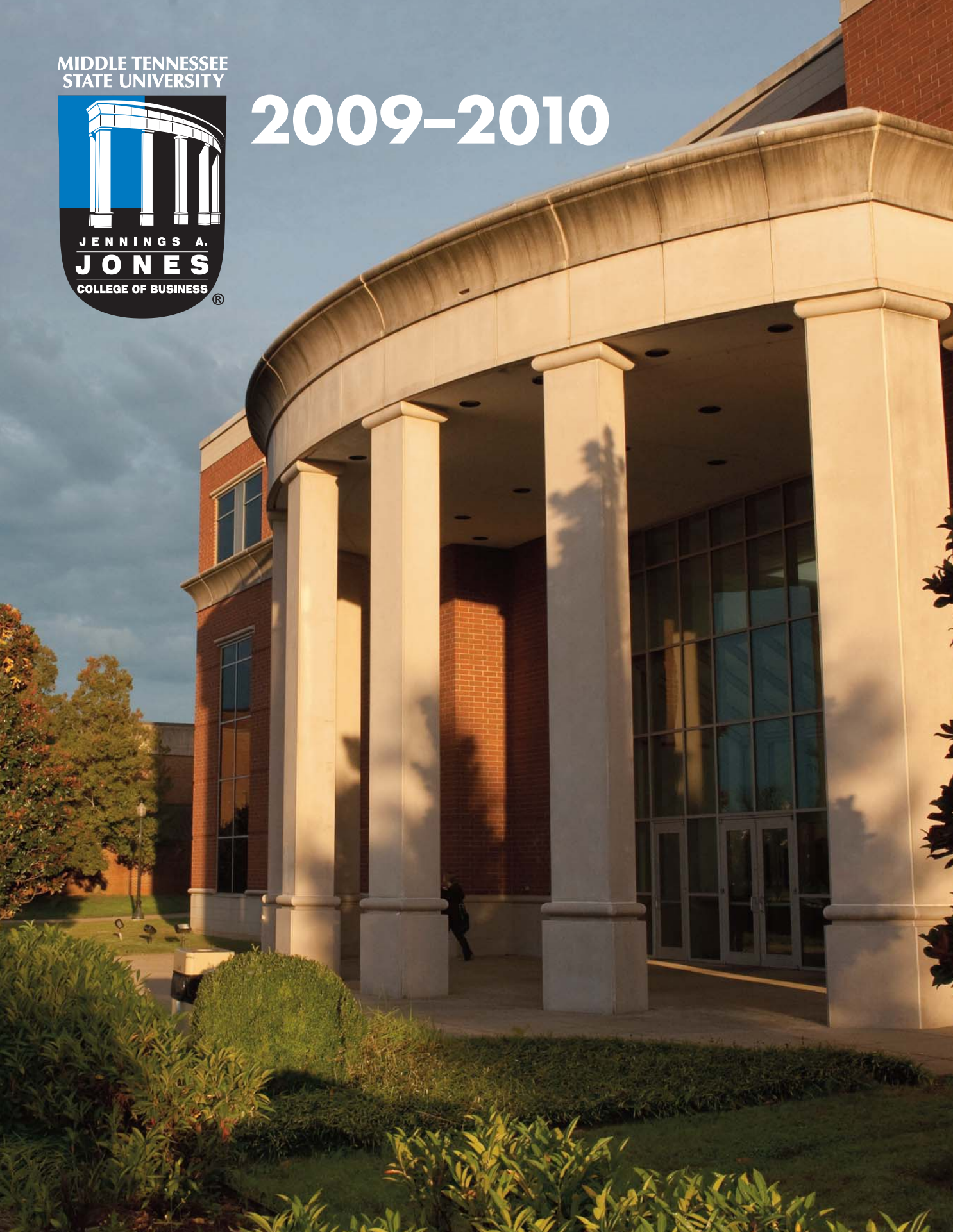
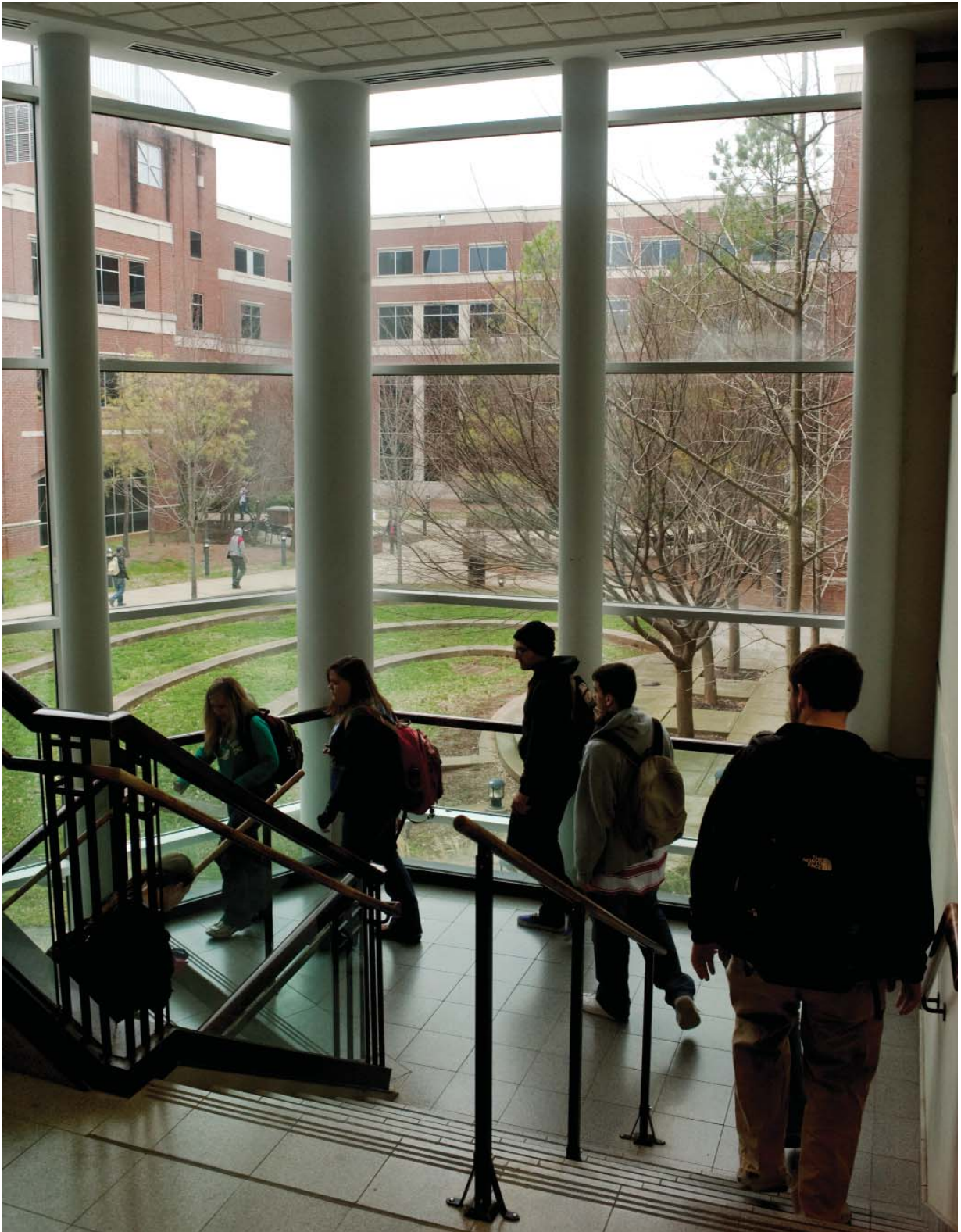


MIDDLE TENNESSEE
STATE UNIVERSITY



2009-2010





Stairwell in the south lobby of the Business and Aerospace Building.

Photography by MTSU Photographic Services. AA284-0610

MTSU, a Tennessee Board of Regents university, is an equal opportunity, nonracially identifiable, educational institution that does not discriminate against individuals with disabilities.



Dear Jones College supporters:

In *A Tale of Two Cities*, Charles Dickens penned the words, “It was the best of times, it was the worst of times.” He might have been describing this past academic year. You will see from the following pages that many good things happened in the Jennings A. Jones College of Business during 2009–2010: faculty members received numerous awards for outstanding accomplishments in teaching, research, and service; students received scholarships and were recognized for outstanding achievements at conferences and competitions; outstanding guests and scholars visited the campus. And yet, it was a most difficult year. The University agonized over how to cut the budget to reflect significant losses. As a part of that consideration, we also wrestled with potential changes in the organization of the University to better align us for the opportunities and challenges of the future.

As a part of the budget cuts, the University offered voluntary buyouts to faculty and staff who would retire with the incentive package. The Jones College of Business lost professors Barbara Haskew (Economics), Phil and Betty Harper (Accounting), Ron Moser (Marketing), Dan Reynolds (Business Law), Linda McGrew (Business Communication and Entrepreneurship), and Larry Farmer (Accounting). Betty James (graduate office) also accepted the buyout. In addition, Kevin James (Accounting) has accepted a position as chair of Accounting at another university. In these departures we have lost a great deal of talent and experience, most of which we will not be able to replace.

The future of Jones College will be challenging. We must do more with less—a lesson learned by almost every organization in America over the past couple of years. We will increase class sizes, eliminate unnecessary electives, use technology more efficiently, and rationalize our admissions to our available faculty size. We will be leaner and more efficient, learn from benchmark organizations how to be the best, and stop doing things that are unnecessary or that we do not do well.

Charles Dickens was indeed right, but our focus is on making the future “the best of times.” We will need the help of our alumni and friends. Your support of Jones College makes a difference in the faculty we are able to retain, the quality of students we are able to attract, and the programs we can create and maintain. We need that difference now more than ever.

Thank you for your support. As you read this annual report, I hope you will see that your contributions have made a difference, and I ask you to consider the difference you can make in the future of the Jennings A. Jones College of Business.

Sincerely,

E. James Burton, dean, Jennings A. Jones College of Business, www.mtsu.edu/business

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Students studying in the south lobby of the Business and Aerospace building.



From left, Robert R. Musto Tennessee Insurance Hall of Fame inductees E. Denby Brandon Jr., Memphis, and Joseph M. Clinard Jr., Fairview; Department of Commerce and Insurance Commissioner Leslie Newman; and inductee Robert E. Rose, Murfreesboro. (Photo by Ken Robinson)

Jones College Highlights

Academic Quality

- Sherry Roberts, Business Communication and Entrepreneurship, was named Southern Business Education Association Collegiate Teacher of the Year and SBEA president.
- Melinda Korzaan, Computer Information Systems, received the Bridgestone Firestone Distinguished Assistant Professorship Award.
- The Jones College faculty committee, chaired by Bichaka Fayissa, Economics and Finance, hosted faculty development workshops on databases and online teaching.
- Tim Graeff, Management and Marketing, won the 2008–2009 MTSU Foundation Outstanding Teacher Award.
- Greg Givens, Economics and Finance, and David Foote, Management and Marketing, received the State Farm Award for Professorial Promise.

Student-Centered Learning

- The college assisted 10 students with MTSU's Institute of Leadership Excellence tuition.
- The Tennessee Society of Certified Professional Accountants awarded 20 scholarships to accounting majors.
- In national Association for Information Technology Professionals competition, honorable mention went to James Denning and Joe Kirkus, for network design, and to Chan Soundara, for PC troubleshooting. In AITP regional competition, Philip Welch and James Denning placed first and Ryell Williams second in network design.
- Students in Free Enterprise team projects were finalists in national competition. First runner-up in regional competition was the team of Ben Gooch, Brittany Thomas, Lucas Dickerson, Andrew Brothers, Latoya Stone, Haley Sorrells, Elena Serrano, Amber Young, and Monica Luckado.
- Eight students competed at the national Pi Sigma Epsilon convention. Andrew Brothers placed third in the Business Simulation Game, and Lucas Dickerson was a finalist in the Pro Am Sell-a-Thon.
- The Jones College provided funding for student travel as follows:
 - Institute of Management Accountants Student Leadership Conference, St. Louis;
 - Study Abroad (Austria, summer 2010);
 - Surplus Lines Insurance Symposium, Birmingham;
 - Risk and Insurance Management Society (RIMS) 2010 conference, Boston;
 - Overseas internship (Ireland, summer 2010); and
 - International Scholar Laureate Program Delegation on Business in the U.S.A., New York City and Washington, D.C.



Signing a contract for the Workforce Solutions central Tennessee underemployment study are, left to right, back row, John Payne, Franklin County Industrial Development Board; Bill Comer, Coffee County Industrial Board; Richard Kulp, consultant; Ted Hackney, Coffee County Industrial Board; and Nathan Ward, South Central Tennessee Development District; front row, Murat Arik, BEREC associate director; Gary Morgan, Workforce Solutions, Local Workforce Investment Area 6; and David Penn, BEREC director. (Photo submitted)

Partnerships

- Barrett Firearms Manufacturing Inc. hosted a plant tour for Global Entrepreneurship Week.
- Edward Friz's marketing classes participated in a Best Buy promotion project.
- The Disney Keys to Excellence program was held in Nashville and at MTSU.
- *Business Week* is provided to students in the capstone Business Policy course.
- Pinnacle Financial provided financial support for the Jones College awards banquet.
- The Nashville Sounds and the Nashville Predators donated a portion of proceeds from single-game ticket sales to the Sports Marketing Scholarship.
- Ernst & Young and the Jones College cohosted a luncheon at the Nashville City Club for MTSU alumni working at Ernst & Young.
- The Department of Accounting cosponsored the 2009 Tennessee Business Tax Seminar with the Tennessee Department of Revenue.
- For TACIR (Tennessee Advisory Commission on Intergovernmental Relations), the Business and Economic Research Center developed a site to track Tennessee's economic recovery.



Left to right, Ken Hollman and Dean Burton host a reception for Risk Manager in Residence David Adler.



Students in instructor Edward Friz's class present marketing plans to Amanda Lega, Best Buy Murfreesboro store manager, and Lindy Mullen, Avenue Murfreesboro marketing manager.



At the faculty workshop on databases, from left, faculty members John Wermert, Bichaka Fayissa, David Penn, Kevin Zhao, and Ronda Henderson, and lab director Carlos Coronel.



Stairwell in the south lobby of the Business and Aerospace building.

Advising

- Enhanced website with online advising module: www.mtsu.edu/busadv
- Email: busadv@mtsu.edu
- Admission policy requiring students to see an advisor before beginning major courses: www.mtsu.edu/busadv/admission_policy.shtml
- Advising appointment scheduling by students available through Pipeline MT online calendar
- Newsletters and training for faculty
- Campus-wide advising roundtable meetings
- Parent handbook distributed at CUSTOMS freshman orientation, providing general college information and Family Educational Rights and Privacy Act guidelines

Staff Changes

- Chrissy Koepfgen is secretary in the dean's office.
- Barbara Sidwell is executive aide, Computer Information Systems.
- Donna Gunter is secretary, Management and Marketing.



Chair Stan Gambill, Computer Information Systems, center, at business fraternity Alpha Kappa Psi's Jones College faculty/staff appreciation breakfast hosted by Tiffany Clemons, left, and Tramaine Nixon. (Photo submitted)



Retiring Murfreesboro City Manager Roger Haley's roast raised \$30,000 for the Joe B. Jackson Scholarship fund (from left, Dean Burton, MTSU President Sidney McPhee, Haley, Mayor Tommy Bragg, and State Farm agent and former state senator Andy Womack). (Photo by Ken Robinson)

Philanthropy

Private support is a critical resource for the success of Jones College students and faculty. Scholarships help us attract some of the region's top scholars and make college affordable for many others. Support for faculty helps Jones College recruit and retain outstanding professors. We encourage you to continue to invest in our students, faculty, and programs through your charitable giving. Thank you for supporting Jones College!

- Jones College is truly grateful for more than 825 donors who contributed a total of over \$610,000 in 2009–2010 support of students, faculty, and programs.
- Ten new academic funds were established during the academic year.
- A total of 33 endowed scholarships were awarded to Jones College students.
- Jones College expresses particular appreciation to members of the Professional Advisory Board for providing more than \$15,000 for recognition of special accomplishments by faculty.
- For more information about making a gift or including the college in your estate plans, please contact John Mitchell, development director, jrmitch@mtsu.edu, 615-494-8990.



From left, Dean Burton and Ken Hollman accept a \$10,000 donation from MTSU alumnus Phil Barnes, vice president of the Crichton Group, Nashville, for an endowed scholarship to benefit students in the insurance program. (Photo by Ken Robinson)

Jones Boardroom Club

Special thanks to these contributors.

Donor	Designation
BlueCross BlueShield of Tennessee	Chair of Insurance Golf Tournament Title Sponsor, Musto Tennessee Insurance Hall of Fame
Bridgestone Firestone Trust Fund	Bridgestone Firestone Distinguished Professorship
Comfort Inn Downtown	Computer Information Systems
The Crichton Group	Crichton Group Excellence in Insurance Endowed Scholarship
Crowe Horwath	Accounting Distinguished Professorship, Chair of Finance Golf Tournament
Cumberland Chapter Risk and Insurance Management	Chair of Insurance Scholarship
Deloitte & Touche	Accounting Distinguished Professorship
Dempsey Vantrease & Follis	Accounting Distinguished Professorship
Ernst & Young	Mooningham Accounting Scholarship
John and Renee Hawkins	Dean's Scholarship
HCA	Accounting Distinguished Professorship
Steven Ingram	Sales Program Enrichment
Jennings and Rebecca Jones Foundation	CEE K–12 Programs
Erna and Kiyoshi Kawahito	Yunus Project/ Kawahito Scholarship
Bill and Linda Mooningham	Mooningham Accounting Scholarship
Pinnacle Financial Partners	Jones College Awards Banquet, Chair of Finance Golf Tournament
SIOR Eastern Tennessee Chapter	MTSU Real Estate Enrichment
Spencer Educational Foundation	Chair of Insurance Scholarship
State Farm Insurance Company	State Farm Award for Professional Promise Endowment, Chair of Insurance Golf Tournament
Transwestern Stones River	Consumer Research Enrichment
Pam Wright, The Wright Travel Agency	Wright Endowed Chair in Entrepreneurship

Faculty Donor Spotlight

Former Economics and Finance Chair John Lee (Signal Society member) is recognized for 25 years of giving to MTSU academic programs.





G. Robert Smith Jr. ("Smitty") has been appointed interim chair.



Faulkner Mackie & Cochran CPA Amy Hodges talks with student Steven Lorady during the Meet the Firms event.

Accounting

Faculty

- Larry Farmer, Betty and Phil Harper, and Dan Reynolds participated in the University voluntary buyout program and announced their retirement.
- Jeannie Harrington was named the Hospital Corporation of America (HCA) Outstanding Professor of Accounting.
- Paula Thomas is working with the American Institute of Certified Public Accountants (AICPA) mentoring program to help young members of the profession prepare for leadership positions.
- Mary Phillips reviewed applications and interviewed students for the Fulbright Program, and she continues to serve on the Tennessee Society of Certified Public Accountants (TSCPA) State Board as Nashville Chapter director.
- G. Robert Smith Jr. continues to serve on the Government Performance and Accountability Committee and the Financial Accounting and Reporting Subcommittee for CPA Exam Content for the AICPA; as academic advisor to the Government Finance Officers Association (GFOA) Committee for Accounting, Auditing, and Financial Reporting; and as a member of the Governmental Accounting Standards Advisory Council.
- Patricia Wall served on the Test Development Committee responsible for guiding the content and policies of the College Board's College-Level Examination Program exams.
- Charles Kile and Patricia Wall were tenured and promoted to associate professor.
- Rebecca Foote won the Gamma Iota Sigma insurance fraternity election for Outstanding Professor in the College of Business for the second year in a row.
- Margie Weatherford was hired as a full-time temporary faculty member.

Students

- In addition to being recognized as Outstanding Senior, Brandi Parton received the Financial Executives Institute Outstanding Student Award.
- Beta Alpha Psi, honorary organization for Financial Information students and professionals, had another successful year, hosting more than 15 professional meetings and holding an outstanding Meet the Firms event with participation by a record number of firms.
- The TSCPA awarded scholarships to 20 accounting majors.

The Department

- cosponsored the 2009 Tennessee Business Tax Seminar with the Department of Revenue,
- hosted the 19th annual Accounting Alumni Appreciation Day on April 29, and
- held its first fall Continuing Professional Education Day to raise faculty development funds.



Betty Harper presents awards to Outstanding Senior Brandi Parton, at top, and Merit Scholarship recipient Divon Cutchfield.



Global Entrepreneurship Week speakers David Bullock, left, profit engineer, CEO, White Bullock Group, and Matthew Blomeley, principal planner, City of Murfreesboro Planning and Engineering.



Ronda Henderson at the faculty development workshop on online classes.

Business Communication and Entrepreneurship

Faculty

- Sherry Roberts was named Collegiate Teacher of the Year by the Southern Business Education Association and also named president of SBEA.
- Robert B. Blair received the Jones College Outstanding Faculty Award, was promoted to full professor, and successfully completed the requirements to become a Professional Registered Parliamentarian, one of fewer than 350 nationwide.
- Chair Stephen D. Lewis is serving a two-year appointment as editor of the *NABTE Review*, a refereed publication of the National Association for Business Teacher Education. He will also edit the Research Section of the Business Education Forum in 2010–2011.
- Linda McGrew participated in the voluntary buyout program and retired.
- K. Virginia Hemby served as guest editor of the “Focus on Business Practices” column in *Business Communication Quarterly*; presented a technology session at the 2010 National Business Education Association Convention; and completed her three-year term as national president of Delta Pi Epsilon.

Fall Global Entrepreneurship Week

- BCEN hosted speakers
 - Steve Moore, senior vice president, AEG Live/ Moore Entertainment, and president, Country Music Association;
 - Matthew Blomeley, principal planner, City of Murfreesboro Planning and Engineering Department;
 - Lee Moss, president and CEO, MidSouth Bank;
 - Rich Miles, managing member, Capstone Business Advisors LLC;
 - Lorenzo Spikes, CEO, Eclipse Artist Management Group;
 - David Bullock, CEO, White Bullock Group;
 - Jim Gilmore, partner, Audio Productions Inc.; and
 - Joe Kustelski, project manager, Nashville Entrepreneur Center.
- Activities also included
 - a plant tour of Barrett Firearms Manufacturing Inc., hosted by Ronnie Barrett, president, and Ralph Vaughn, Business and Global Brand Marketing; and
 - a film screening of *Ten9Eight*, Mary Mazzio, director, Fifty Eggs LLC.



Sherry Roberts was named Collegiate Teacher of the Year by the Southern Business Education Association.



BCEN chair Stephen Lewis presents the Joe E. Sawyer Business Education Award for Outstanding Student in Business Education to Mary Allen.



Melinda Korzaan assists student Margaret Hawk in a Business and Aerospace classroom.

Computer Information Systems

- Melinda Korzaan received the Bridgestone Firestone Distinguished Assistant Professorship.
- Students recognized for their achievements at the national AITP (Association for Information Technology Professionals) conference included James Denning and Joe Kirkus, honorable mention in network design, and Chan Soundara, honorable mention in PC troubleshooting.
- At the AITP regional conference, Philip Welch and James Denning placed first and Ryell Williams second in network design competition, and the department received an achievement award for the largest number of students attending.
- James A. Chavez received the Outstanding Senior in Computer Information Systems Award.
- Amy Hennington was nominated for the Innovation in Teaching, Learning, and Technology Award at the Learning Technology and Innovative Technologies Center Share Fair.



Outstanding Senior in CIS James A. Chavez, left, with chair Stan Gambill.



Amy Hennington at the Share Fair.



Left to right, students James Denning, Chan Soundara, and Joe Kirkus with AITP awards.



Retiring professor and former provost Barbara Haskew, shown here teaching microeconomics, has been nominated to the TVA Board and is awaiting confirmation.



Charles Baum, right, gives the Professor Emeritus Scholarship to William Champa.

Economics and Finance

Awards

- Chair Charles L. Baum II received the Jones College Outstanding Faculty Award.
- Greg Givens has been appointed the 2009–2010 State Farm Distinguished Assistant Professor for Professorial Promise.
- Franklin Michello was named
 - exclusive platinum lifetime member, Biltmore Who's Who among Executives and Business Professionals in Finance;
 - member, Financial Executives International (FEI) Professional Association for senior financial executives; and
 - Wall Street Journal Distinguished Professor, Journal in Education program.

TVA Board Nominee

- Former dean and provost Barbara Haskew, nominated to the TVA Board and awaiting confirmation, participated in MTSU's voluntary buyout program and retired.

Academy of Economics and Finance

- Al DePrince is serving as secretary;
- Frank Michello is serving as a director; and
- Bichaka Fayissa chairs the Research Fellows committee.

Economics and Finance Friday Workshops

- MTSU's Department of Economics and Finance, Distinguished Lecture Series, and Economics Club sponsored presentations by professors
 - Sandeep Mazumder, Wake Forest University, on macroeconomics;
 - Walter Enders, Lee Bidgood Chair of Economics and Finance, University of Alabama–Tuscaloosa, on the economics of terrorism; and
 - William Neilson, J. Fred Holly Chair of Excellence in Economics, University of Tennessee–Knoxville, on experimental economics.

Placement

- Brandeanna Allen, 2010 economics Ph.D. graduate, has accepted a job as an economist for the U.S. Department of Defense at the Pentagon in Washington, D.C.
- Economics Ph.D. graduate Alan Seals has accepted a full-time tenure-track assistant professor position to teach economics at Auburn University.

Book Publication

- Ghassem Homaifar published *Securitization Manual: Structure, Analysis, and Implementation*.

Faculty

- Patrick Cooper and Kenneth Sanford were hired as full-time temporary faculty members.



Walter Enders, University of Alabama, speaking on the economics of terrorism.



William Neilson, University of Tennessee–Knoxville, speaking on experimental economics.



Student Bashir Gure, left, chats with Southwestern representative Jake Monroe at the Employment Opportunities Exchange networking event.



David Foote received the State Farm Award for Professorial Promise.

Management and Marketing



At the Atlanta National Collegiate Sales Competition are Andrea Morrow, faculty sponsor Katie Kemp, Jennifer Threlkeld, and Mitch Washer. (Photo submitted)



At the national Pi Sigma Epsilon national convention, Andrew Brothers, right, placed third in the Business Simulation Game, and Lucas Dickerson was a finalist in the Pro Am Sell-a-Thon.

Faculty

- David Foote received the State Farm Award for Professorial Promise and accepted an appointment as Jones College assistant dean for assessment.
- Tim Graeff won the 2009 MTSU Foundation Outstanding Teacher Award.
- Tom Tang was named 2009 Outstanding Reviewer, Academy of Management.
- Don Lester received the Second-Best Paper Award at the 2009 Association of Business and Entrepreneurship annual conference.
- Jinfeng Yue and Jill Austin received the 2009 Distinguished Paper Award in Supply Chain Management from the Decision Sciences Institute.
- Don Lester and John Mullane received the Best Paper Award at the 2010 Small Business Institute annual conference.
- Ron Moser participated in the voluntary buyout and retired; Thuhang Tran was tenured and promoted to associate professor; and Rajesh V. Srivastava received tenure.
- Vickie Montgomery and Ralph Williams were hired as full-time temporary faculty members.

Students

- Haley Sorrells received the 2010 Mu Kappa Tau Scholarship.
- Students in Free Enterprise (SIFE) team projects Feed America First and Success Skills: In the Pink were finalists in national competition. First runner-up in regional competition, winning \$1,000, was the SIFE team of Ben Gooch, Brittany Thomas, Lucas Dickerson, Andrew Brothers, Latoya Stone, Haley Sorrells, Elena Serrano, Amber Young, and Monica Luckado.
- Eight students competed at the national Pi Sigma Epsilon (PSE) convention; Andrew Brothers placed third in the Business Simulation Game, and Lucas Dickerson was a finalist in the Pro Am Sell-a-Thon.

Other Activities

- Edward Friz's marketing classes participated in a Best Buy promotion project.
- Laura Buckner and Jean Wilson sponsored Students in Free Enterprise activities.
- Katie Kemp organized the Employment Opportunities Exchange speed networking event.
- Jill Austin participated in the development of the Leadership Academy for Tennessee Department of Children's Services employees.
- Marketing classes taught by Michelle Beauchamp and Tim Graeff participated in a Stones River Mall research project.

Graduate Programs

■ Accounting M.S.

Designed to complement a variety of career goals, the M.S. in Accounting and Information Systems is widely respected in the business community. Graduates are routinely placed in international, regional, and local public accounting firms, manufacturing companies, 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. With accounting as the primary field, the curriculum allows students to tailor programs to fulfill personal career goals by choosing elective courses (emphasizing financial accounting, governmental accounting, audit, or tax) or nonaccounting electives in other business or nonbusiness areas (such as aerospace, health care, and recording industry) to develop industry expertise. Contact Terry Ward, tward@mtsu.edu, 615-898-2341, www.mtsu.edu/accounting/requirements.shtml#graduate.

■ Computer Information Systems M.S.

The M.S. in Accounting and Information Systems meets you where you are—with or without an IT background—and helps take you where you want to go. The program requires a minor in Information Systems, and three curriculum options are available within the concentration: general, specialization in IT product management, and specialization in IS security and assurance. Most classes feature a 50/50 delivery format—50 percent online, 50 percent face-to-face—offering the scheduling flexibility of online learning and the promise of in-person advising and guidance. The courses are relevant to growing fields such as IT project management, IS security and assurance, and SQL. Graduates of the program have become known as highly qualified computer professionals with a well-rounded understanding of the business environment. For an exciting look at what could be your future, see the video at www.mtsu.edu/cis. Contact Jeff Clark, jlark@mtsu.edu, 615-898-2838, www.mtsu.edu/cis/GradProgram.shtml.

■ Economics Ph.D. and M.A.

The Ph.D. in Economics empowers students desiring practical application of knowledge and those aspiring to classroom teaching to achieve their goals. All students take a course in teaching economics. Maple, Mathematica, SAS, and other math programming and computing modalities are used. Students can pursue an emphasis in monetary economics (supplementing economics education with instruction in finance, enhancing financial services job opportunities) or labor economics (focusing on microeconomics and its applicability to work and hiring decisions, wages and compensation, unemployment, labor-management relations, discrimination, and demographic and health economics). Faculty and students collaborate to facilitate graduation in four years. Workshops provide dissertation mentoring. Job placement is better than at many comparable southeastern U.S. programs. Employers hiring recent graduates include the U.S. Food and Drug Administration, Urbana University, Oklahoma City University, Transylvania University, and University of Wisconsin–LaCrosse. Contact Greg Givens, ggivens@mtsu.edu, 615-494-8914, www.mtsu.edu/~econfin/masters.html, www.mtsu.edu/~econfin/phd.html.

■ M.B.A.

MTSU's M.B.A. program, established in 1967, is one of Tennessee's largest. Regardless of major, a graduate's need for business knowledge transcends all professions. The areas of emphasis—including management, marketing, finance, economics, and accounting—combine seamlessly with recording industry, aerospace, the humanities, and other disciplines. For example, courses focusing on risk, risk assessment, and risk management are offered for the M.B.A. with a health care administration emphasis. Immersion 2010 is a summer school program for nonbusiness undergraduates that offers the opportunity to fulfill business prerequisites; admission is based on an acceptable GMAT score—dependent, in part, on undergraduate grade point average. After admission, students can complete M.B.A. requirements in as little as a year. Day, night, weekend, and online courses are available for scheduling convenience. Contact Troy Festervand, fester@mtsu.edu, 615-896-2964, www.mtsu.edu/mgmtmkt/programs.shtml.

■ Master of Business Education

A career in business teaching or corporate training provides an excellent opportunity to interact with enthusiastic learners. This 33-semester-hour program in the Department of Business Communication and Entrepreneurship is a much-sought-after option for prospective graduate degree candidates who want to teach business courses at the middle school and high school levels or train individuals in a corporate environment. A flexible curriculum allows students to customize programs to fit individual objectives with up to 27 elective hours chosen in consultation with an advisor. Online, hybrid-format, and face-to-face classes help students complete the degree in three summers of full-time study. Evening classes are offered. Graduates serve in middle schools and high schools across the state. Contact Stephen Lewis, slewis@mtsu.edu, 615-898-2902, www.mtsu.edu/bcen/graduate.shtml.



Greg Givens, director of the Ph.D. and M.A. in economics, has been appointed the 2009-2010 State Farm Distinguished Assistant Professor for Professorial Promise.



Sarah E. Russell receives the SunTrust Bank MBA Award from Ryan A. Moore, City President/Area Manager.



At top left, Gamma Iota Sigma Omega Chapter president Megan Richardson speaking at the initiation ceremony; at bottom left, Quiz Bowl Team 2, from left, Rachael Casillas, Lori Jackson, and Amber Nunley. Above, student Rachael Casillas networks with corporate recruiters Stephanie Cummings and Joe Collier of State Farm at the Insurance Career Fair.

Martin Chair of Insurance

The chair (Kenneth Hollman, chairholder) and insurance program sponsored the following activities in 2009–2010.

- Atlanta risk manager David Adler visited MTSU to address insurance classes and the Gamma Iota Sigma Insurance Fraternity banquet, sponsored by the Spencer Education Foundation of the Risk and Insurance Management Society (RIMS);
- The Robert R. Musto Hall of Fame inducted E. Denby Brandon Jr., Brandon Financial Planning, Memphis; Joseph M. Clinard Jr., Metropolitan Government of Nashville and Davidson County, Fairview; and Robert E. Rose, Farm Bureau, Murfreesboro, at a ceremony with opening address by Department of Commerce and Insurance Commissioner Leslie Newman.
- The June 2010 Insurance Education Institute (IEI) workshop on campus for high school counselors from across the state featured a keynote address by Senator Jim Tracy.
- The 26th annual golf tournament on April 20 generated more than \$45,000 net (\$56,000 gross) for the chair's programs.
- Forty-nine insurance students received scholarships through the Martin Chair for 2009–2010.

Gamma Iota Sigma (GIS) Insurance Fraternity sponsored the following activities.

- MTSU's Omega Chapter received four national awards from the Grand Chapter in competition with 50 other local chapters.
- Members took one in-state and two out-of-state trips with funding from Jones College and professional organizations.
- Rebecca Foote, Accounting, won the college's Outstanding Professor election.
- The *Sidelines* team won the annual campus-wide televised Quiz Bowl on April 6.
- Students in the insurance program attended the annual GIS-sponsored career fair March 2.
- The fraternity's initiation ceremony was held at Stones River Country Club.



Economic Outlook Conference

- Top, chairholder William F. Ford
- Above, Donald Ratajczak, professor emeritus, Georgia State University
- Right, C. Dowd Ritter, Regions Financial Corporation



Weatherford Chair of Finance

The Weatherford Chair of Finance

- cosponsored the annual Economic Outlook Conference featuring speakers C. Dowd Ritter, president and CEO, Regions Financial Corporation, discussing the U.S. economic crisis; Donald Ratajczak, Regent's Professor of Economics Emeritus, Georgia State University, delivering his economic forecast; and David A. Penn, director, MTSU Business and Economic Research Center, explaining local economic conditions;
- hosted the 21st Weatherford Scramble Golf Tournament at Old Fort Golf Club for area bankers and customers, grossing a record \$36,200 to support the chair's research and activities, student programs, job placement efforts, and Financial Institution Management (FIM) scholarships;
- placed over 20 FIM students in part- and full-time jobs, using its web-based careers module;
- upgraded its website, featuring a talking narrator, at www.mtsu.edu/~wfford; and
- led a team of MTSU Economics and Finance faculty researchers on a project using a number of databases to shed light on whether nonowner business executives are, over time, capturing a growing share of the earnings of major publicly owned companies they manage, the first phase of which was published in *Business Economics* (April 2009).

William F. Ford, chairholder

- makes 10 to 15 appearances annually on nationwide business news networks such as CNBC/TV and Bloomberg Television, commenting on monetary and economic policy issues;
- makes presentations to business and academic groups in middle Tennessee and across the United States and appears on national and regional business conference programs, speaking on the outlook for the U.S. economy and various industries;
- served as summer 2009 visiting research fellow at the American Institute for Economic Research, which published his "immigrationonomics" project and distributed it worldwide; and
- hosted lectures by three distinguished banking leaders in his spring Financial Institutions Management seminar: the Honorable Greg Gonzales, Tennessee's banking commissioner; Michael Sapp, CEO, Tennessee Commerce Bank; and Lee Moss, CEO, MidSouth Bank.



A Dan Rather Reports producer interviewed Associate Director Murat Arik about BERC's south central Tennessee underemployment study.

berc

Business and Economic Research Center

- www.mtsu.edu/berc
- Tracking Tennessee's Recovery
- *Global Commerce*
- *Tennessee Housing Market*
- *Midstate Economic Indicators*
- *Tennessee's Business*

- BERC was engaged in a record number of research contracts this year.

- **Workforce Solutions (Manchester, Tennessee)**
BERC estimated the extent of underemployment in south central Tennessee. Results of the study were reported by national news media.
- **U.S. Public Health Service**
BERC developed a method of estimating treatment costs for tribal members who visit Indian health facilities. The method received favorable reviews from U.S. Public Health Service officials in Washington, D.C., and a peer organization in Arizona.
- **TACIR (Tennessee Advisory Commission on Intergovernmental Relations)**
BERC developed a new website to track Tennessee's economic recovery that provides information on key indicators for the state and its 10 largest metropolitan areas.
- **Northwest Tennessee businesses and organizations**
BERC prepared a cost-benefit study on a proposed port at Cates Landing on the Mississippi River for a grant proposal to the U.S. Department of Transportation.
- **TRICOR (Tennessee Rehabilitative Initiative in Correction)**
BERC estimated the economic impact of a new furniture manufacturer in Bledsoe County that will employ prison labor.
- **Nashville Health Care Council**
BERC updated its economic impact study of health care in the Nashville area.
- **MTSU's Office of Graduate Studies**
BERC began estimating the importance of graduate studies for the Tennessee economy.
- **Tennessee Department of Labor**
BERC will soon begin work on estimating the impact of green jobs in Tennessee.
- **Tennessee Housing Development Agency**
BERC continued publishing its quarterly brief on the state's housing market.
- **Rutherford County Comprehensive Plan**
BERC worked with consultant Parsons Brinkerhoff to estimate revenue and expenditure impacts of the new county land use plan.



Director David A. Penn addressing the Economic Outlook Conference.

- Ongoing outreach efforts include publications, presentations, data, and media interviews.
- BERC continued to offer its standard publications: *Tennessee's Business*, *Global Commerce*, and *Midstate Economic Indicators*.
- BERC staff members gave eight presentations and were quoted more than 60 times in the media, including the *Wall Street Journal*.
- The center welcomed new secretary Connie Boyle, who replaced retired secretary Kitty Kulp.

Center for Economic Education

■ Leadership

Robert B. Blair, director, and Maria L. Edlin, assistant director, worked diligently to fulfill the CEE mission to promote economic education across Tennessee, emphasizing Rutherford and surrounding counties. Major funding for the CEE's programs is provided by Jones College, the Jennings and Rebecca Jones Foundation, First Tennessee National Corporation, and the Foundation for Teaching Economics. Over \$75,000 was contributed to the CEE through grant or matching grant sources during 2009–2010 to promote economic education.

■ The Tennessee Stock Market Game (SMG)

The SMG stimulates learning about economics, finance, and the American economic system. In a 10-week simulation, participants invest a hypothetical \$100,000. State coordinator Maria Edlin conducts nine SMG workshops hosted by seven regional newspapers annually. The program is funded through a partnership with First Tennessee Bank and Newspapers in Education's promotion of the SMG in grades 4–12. The Securities Industry Association Southern/South Central District Grant provided additional funding. In 2009–2010, a total of 1,565 teams (7,548 students) and 193 teachers from 179 schools across the state participated.

■ Economic Perspectives

Globalization, Trade, and Culture workshops were conducted in Nashville, Greeneville, and Knoxville in partnership with the Federal Reserve Bank of Atlanta–Nashville Branch. The workshops were partially funded by the Council for Economic Education's International Education Showcase grant. A total of 68 teachers participated.

■ HSBC Institute on the Environment and the Economy

The Foundation for Teaching Economics provided a generous grant to cosponsor this program, which incorporates a blend of practical learning activities including hands-on classroom activities and simulations. The 21 participating teachers were eligible to receive two hours of graduate credit in economic education through Florida Gulf Coast University.

■ Personal Finance Teacher Employment Requirement

Forty-six teachers participated in a two-day workshop series conducted in partnership with Tennessee Jump\$tart Coalition members including the Federal Reserve Bank of Atlanta–Nashville Branch in July and October. The CEE also participated in the Tennessee Jump\$tart 2010 annual conference in Gatlinburg, providing financial and academic support.

■ Partnerships

In keeping with MTSU's mission, the CEE also maintains active partnerships with the following organizations: UT Extension, TVA Credit Union, Belmont University College of Business, the Foundation for Investor Education, and Tennessee Council for the Social Studies.

CEE

- Stock Market Game
- Economic Perspectives
- HSBC (Hongkong and Shanghai Banking Corporation) Institute on the Environment and the Economy
- Personal Finance Teacher Employment Requirement



CEE director Robert B. Blair received the Jones College Outstanding Faculty Award.



Jennings A. Jones Champion of Free Enterprise Award recipient Bill Gatton, left, chats with friends Judy and Tommy Smith during a break at the 2009 Economic Outlook Conference.

Jennings A. Jones

Chair of Excellence in Free Enterprise

The chair (Aubrey B. Harwell Jr., chairholder)



Chairholder Aubrey Harwell introduces C. Dowd Ritter, keynote speaker at the 2009 Economic Outlook Conference at Embassy Suites.

- supported the Weatherford Chair of Finance Golf Tournament, which grossed \$36,000 for the chair's research, activities, and scholarships;
- cohosted the annual Economic Outlook Conference featuring C. Dowd Ritter, president and CEO, Regions Financial Corporation and Regions Bank; Donald Ratajczak, Regent's Professor of Economics Emeritus, Georgia State University; and David A. Penn, Business and Economic Research Center, MTSU;
- awarded the Jennings A. Jones Champion of Free Enterprise Award to C. M. "Bill" Gatton, whose business interests include auto dealerships, banks, and commercial real estate;
- sponsored a Leadership Middle Tennessee session breakfast;
- served as a silver sponsor for the Rutherford County Chamber of Commerce conference "Creating the Balance: Leadership Strategies for Women"; and
- sponsored an on-campus Disney Keys to Excellence event, showcasing the Disney formula for successful leadership, management, customer service, and loyalty practices over the past 75 years.

Tennessee Small Business Development Center

In 2009, TSBDC (Patrick Geho, executive director)

- provided 13,112 hours of counseling to 3,662 clients;
- generated \$2.03 in tax revenues for every \$1 spent on operations, for a benefit-to-cost ratio of greater than 203 percent;
- counseled client business owners, over 35 percent of whom are minority, 44 percent female, and 14 percent veterans;
- served 493 veterans in 2009 and counseled 35 members on active duty or in the Guard or Reserves;
- helped clients create 525 new jobs and save 474 existing jobs, generate \$8.3 million in total tax revenues (\$6.7 million state and \$1.6 million federal), generate \$70.5 million in incremental sales, and retain \$19.2 million in existing sales;
- helped clients obtain more than \$15.8 million in financing; and
- offered 649 training sessions, with a total of 10,999 attendees, on topics including 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, supervisory management training, and other management topics.

SBDC clients nationwide

- saved \$6.4 billion in existing sales and 88,889 existing jobs;
- obtained \$3.1 billion in financing; and
- generated \$5.6 billion in incremental sales, 58,501 new jobs, and tax revenue of \$444.9 million (\$180.8 million state and \$264.1 million federal tax), more than 2.19 times operational costs.

Microenterprise Loan Fund

- TSBDC and the City of Murfreesboro established a fund, with money from the U.S. Department of Housing and Urban Development's Community Development Block Grant Program, to provide approved applicants with allocations to expand, improve, or create small businesses that might not be eligible for traditional commercial financing. Applicants must meet HUD's income qualifications or express a desire to hire low-income individuals who can achieve a greater income status. Interest rates are negotiable.

■ Counseling: New businesses

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

■ Counseling: Existing businesses

- Growth capital
- Cash flow issues
- Employee issues
- Customer service
- Growth issues

■ Service centers

- Chattanooga
- Clarksville
- Cleveland
- Columbia
- Cookeville
- Dyersburg
- Gallatin
- Jackson
- Johnson City
- Kingsport
- Knoxville
- Martin
- Memphis
- Murfreesboro
- Nashville
- Oak Ridge

■ www.tsbdc.org



Fall 2009 business plan competition participants included, left to right, judge Patricia McClanahan, student winner Rachael Craig, and judge Gene Osekowsky. (Photo submitted)

Awards



Dean Jim Burton, left, presents the 2009 Jennings A. Jones Champion of Free Enterprise Award to Bill Gatton during the Economic Outlook Conference.



Bill Jones left, presents the Pinnacle Financial Partners Scholarship to Virgil and Pam Hickey, accepting for their son, Jonathon, as Bill Ford, right, looks on. Pinnacle Financial Partners also sponsored the awards banquet.



Tim Pettus, First Farmers and Merchants Bank, right, presents the T. Randy Stevens Scholarship to Justin R. Martin. A total of 34 MTSU alumni work in 17 First Farmers and Merchants locations in seven Tennessee counties.

Jones College

- **Dean's Scholarship,** Jana N. Lowe, Sabrina K. Riley-Chmelik, Beverly L. Wallace
- **Exemplar Award,** Thomas D. Walker
- **Murfreesboro Credit Bureau Scholarship,** Brandon R. Ray
- **SunTrust Bank MBA Award,** Sarah E. Russell
- **T. Randy Stevens Scholarship,** Justin R. Martin, John R. Meese

Accounting

- **Accounting Alumni Appreciation Day**
 - **Outstanding Junior,** Joseph J. Coop
 - **Outstanding Senior,** Brandi M. Parton
 - **Service Award,** Brandi M. Parton
 - **M.S. Scholarship,** Brittaney C. Hammond, Brandi M. Parton, Amanda R. Vannatta
 - **Merit Scholarship,** Divon R. Crutchfield, Barbara E. Newsom, Thanh Nu Nguyen
- **Crowe Horwath LLP Outstanding Accounting Student,** Joseph J. Coop
- **E. W. (Wink) Midgett Accounting Scholarship,** Christopher L. Blomquist
- **W. Wallace Robertson Accounting Scholarship,** Adria L. Bakke, Lacy E. Fleming, Jana N. Lowe

Business Communication and Entrepreneurship

- **Entrepreneurship Award,** Michael W. Walker
- **Grady R. Haynes Scholarship,** Mary E. Allen
- **Ivey Chance Memorial Scholarship,** Jeremy Thomas
- **Nancy J. Fann Business Education Scholarship,** Melissa A. Berigan
- **National Business Education Association Award of Merit,** Mary E. Allen
- **Joe E. Sawyer Business Education Award for Outstanding Student in Business Education,** Mary E. Allen
- **Outstanding Student in Office Management,** Courtney R. Ferrell

Computer Information Systems

- **Highest GPA,** Randy E. Black
- **Outstanding Junior,** David K. Vaught
- **Outstanding Senior,** James A. Chavez

Economics and Finance

- **Professor Emeritus Scholarship,** William R. Champa
- **Billy W. Balch Scholarship,** Amanda N. Alexander, Yohana Fesehay, Nathaniel G. Greene
- **Economics and Finance Faculty Scholarship,** Heather M. Basile, Brent W. Carpenetti, Kyle J. Wishing

Management and Marketing

- **Archer-Johnstone Scholarship,** Courtney E. Drach, Alyssa B. Simmons
- **J. D. and Marge Vance Scholarship,** Sean M. Finotti, Lauren D. Nolin
- **Sports Marketing Scholarship,** Ashley F. Reeve
- **Michael H. Peters Production/Operations,** Jordan R. Anesi
- **Restorative Health Services,** Brittany C. Barnes
- **James C. Douthit Scholarship,** James M. Taylor
- **Marketing Sales Scholarships**
 - **ADP,** Chase D. Canterbury
 - **American Cellular,** Brittany D. Rawson
- **Outstanding Business Administration Junior,** Chad A. Barnes
- **Outstanding Management Junior Fowler I. Todd Scholarship,** Jessica R. Patrick
- **Outstanding Marketing Junior Bernard Goldstein Scholarship,** Jeremy T. Mills
- **Outstanding Business Administration Senior,** Adam J. Snider
- **Outstanding Management Senior,** Jill R. Elfstrom
- **Outstanding Marketing Senior,** Haley E. Sorrells, Seth J. Tidwell

Weatherford Chair of Finance

- **Bank of America,** Richard J. Paris
- **First National Bank of Pulaski,** Ricardo Gutierrez
- **Jack O. Weatherford,** Jason Gerald
- **Q. M. Smith,** Jeremy A. Poynter
- **Pinnacle Financial Partners,** Jonathon P. Hickey

Beta Gamma Sigma Inductees

- Stephen R. Ailes
- Amanda N. Alexander
- Hunter L. Barry
- Edwin R. Barton
- Patrick A. Basile
- Mandy L. Easley
- Jeremy D. Ezell
- Lacy E. Fleming
- David A. Gambill
- Brittany M. Gann
- Ricardo Gutierrez
- Jared A. Hagler
- Steven W. Hartlein
- Douglas T. Hess
- Timothy A. Huber
- Jeana L. Hudgins
- Jason B. Humpherys
- Amy E. Hutton
- Thaiduong C. Iyer
- Karva H. Jones
- Alisha N. King
- Cuong Q. Le
- Minh Q. Le
- Katherine L. Leaberry
- Steven J. Lorady
- Thomas P. Lynch
- Keino Marbury
- Lindsey K. Mullins
- Kenny O. Parker
- Jessica R. Patrick
- Megan B. Richardson
- Patrick J. Rothschild
- Gregory J. Schaffer
- Anna C. Smolen
- Amy L. Sporleder
- Melissa S. Stitts
- Karena N. Thompson
- Evan S. Totty
- Todd G. Treece
- Jamie L. Vance
- Carrie A. Verble
- Lamar E. Walters
- Shannon N. Warren
- Brady N. Watson
- David S. Wright



Dean Jim Burton, left, presents the 2009 Exemplar Award to Thomas D. Walker, audit partner, Deloitte & Touche LLP. The award is given to an MTSU graduate who is a role model to students in professional and personal achievements.



National Alumni Association President Jim Stubblefield, left, with Distinguished Alumnus Tom D. Vance (Business, 1976).









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