Bell Honors Family Legacy Through Gift

UNCG rings strong with the Bell family, and Helen Bumgarner Bell ’39 BBSA is proud of it. In honor of the business degree she earned from the Woman’s College of the University of North Carolina (now UNCG), Bell recently made a generous gift that recognizes two other business graduates in her family: her sons-in-law, P. Michael Southwell ’79 and Bradley L. Cooley ’83, ’90 MA.

“In establishing this fellowship, Helen Bell has shown tremendous support and commitment to the Bryan School,” said Jim Weeks, dean. “She knows the quality of our programs, stemming from her experience as a Woman’s College alumna and the business success of her sons-in-law. Her gift will provide opportunities for today’s students so they will be prepared for the demands of the business world.”

Bell’s two daughters, Mary Elizabeth Bell Southwell ’78 and Martha Ellen Bell Cooley ’82, are also graduates of UNCG in the School of Human Environmental Sciences. Bell has been involved with UNCG since her graduation in 1939, and served on the Alumni Board of Trustees from 1989 to 1992. “I’m proud to support UNCG and its programs,” said Bell. “My family and I love this school and are grateful for the many friends we have made here.” In 1999, Bell and her late husband, Edward P. Bell, established an endowed fund in honor of their daughters to support the alumni association and preserve historic alumni memorabilia.

Mike Southwell is a corporate inventory analyst with ECMD, Inc., a distributor and manufacturer of high quality building materials and related services. Brad Cooley is principal of Bondi Forensics, specializing in computer forensic analysis in civil litigation.
Excellence & Recognition: The Next Level
A Message of Progress from Dean Weeks

This year has been one of the busiest and most exciting of my 28 years at UNCG. Among the many accomplishments this year, we launched the full-time, day MBA program and the new PhD in Economics. We are collaborating with other units on campus and with North Carolina A&T State University to develop a logistics and transportation center at the new joint Millennium Campus. And, on July 1, we culminated over two years of planning and preparation with the introduction of the advance gifts stage of our Students First capital campaign.

The University campaign goal of $78.2 million (of which $10 million is allocated to the Bryan School) was set based on an extensive feasibility study conducted by both external and internal consultants. The external consultant reported that the interviews were among the most positive he had conducted in decades of doing feasibility studies. Alumni and community leaders gave strong votes of confidence to the University’s direction, strong leadership, gifted student body and strong faculty.

The Bryan School’s campaign goal of $10 million is divided among four imperatives, with students being the first priority. These imperatives are critically important to achieve our vision of moving into the top tier of public business schools, to enrich our programs, and to contribute to the revitalization of our regional economy.

We have recruited an outstanding group of volunteers to lead our campaign including co-chairs Sue Cole ’72, ’78 MBA and Dean Priddy ’83, ’86 MBA, and the honorary chair Jim Melvin, president of the Joseph M. Bryan Foundation. The committee membership consists of alums and business community leaders committed to making this campaign a success.

In previous newsletters, I have commented on the changing financial model (“privatization”) for public higher education. The importance of private gifts will only increase given the growing demand on public funds. Page one profiles two of the most recent gifts made by Mrs. Helen Bell and Market America. To date, we have already raised over $2 million towards our goal. To all who have made gifts to the Bryan School, I thank you.

When you are contacted about a gift, I hope you will make an investment in the increasing value of your degree. Your support in the campaign is a vital component of our success.

Jim Weeks
The Impact of One. The Power of Many. Students First Campaign

In July, the University launched an ambitious, $78 million campaign to secure critical funding that will directly benefit students at UNCG. The Bryan School’s goal of $10 million is directed to strategic initiatives that will elevate the School to a new level of excellence and recognition. Making these investments in the School now will build on its strong foundation and fulfill the vision to become recognized among the top 100 business schools in the nation. Achieving top-rank status will allow the Bryan School to be more competitive in attracting top quality students and faculty, enhance the already strong international dimension of its programs, and expand the School’s role as a major resource for the business community.

The impact of one. The power of many. Please join your fellow alumni in supporting the campaign and ensuring a strong future for the Bryan School. You can make an impact. We all can make a powerful difference.

Major campaign initiatives include

**Students: $4.5 million**
Continuing to attract an academically gifted and diverse student body to the Bryan School is a key component of the campaign. Funding will provide undergraduate scholarships and graduate fellowships for qualified students, as well as grants for international study opportunities.

**Faculty: $2.5 million**
Recruiting and retaining excellent faculty is critical to the educational mission of the Bryan School. Campaign goals include funding for two additional excellence professorships, professional development opportunities, and guest lecturers and executives-in-residence.

**Economic Impact, Research and Service: $2 million**
As a public university, UNCG is a vital partner in the transfer of knowledge that fuels the economy of the region and the state. Two planned research centers that build on existing strengths of the Bryan School will help support economic growth and provide information technology resources for the global expansion of area businesses.

**Learning Environment: $1 million**
Throughout the academic year, opportunities arise that are not part of the state budget. As public revenues continue to decrease, it becomes increasingly important to have a flexible source of funds that allows the dean to nurture promising ideas and undertake innovations that enhance the facilities and curriculum for all Bryan School students.
Alumni news

Beth Eckstein ’72, ’74 MA is a lecturer in the Department of Decision Sciences and director for the Center for Economic Education at East Carolina University.

Gordon Brady ’73 MA is the Wayne D. Angel Distinguished Professor of Economics at Ottawa University. He earned his PhD in economics from VPI and an MSL from Yale Law School.

Thomas R. Hubbard ’74 MSBA is retired from AT&T and resides in Conover, N.C.

Denise Bell ’77, ’82 MBA is the CFO for the city of Winston-Salem, N.C.

Linette Fox ’79 MBA is assistant professor of business management and former department head at Johnson C. Smith University in Charlotte, N.C.

Cheryl Angel ’85 MBA works for The Center for Health Promotion in Seattle as a client services manager for the eastern US. She works out of her Greensboro, N.C. office.

Jeffrey Poteat ’85 is director of information technology for Precision Fabrics Group, Inc. in Greensboro.

Julie Maness Sharpe ’90 has been promoted to human resources director, V.P. with Tanner Security Services, Inc. in Chicago, Ill. and is involved with the opening of The Homeland Security Training Institute.

Michael A. King ’92 MBA is a senior network engineer with the Sperry Marine Systems business unit of Northrop Grumman Corporation in Charlottesville, Va.

Christopher Lewis ’96, ’02 MSITM is vice president of research and development for APEX Analytix in Greensboro.

CEO and Students Recognized by Honor Society

The CEO of Jefferson-Pilot Corporation, Dennis Glass, and 41 students were inducted into the Bryan School chapter of Beta Gamma Sigma, the international honor society for schools of business.

President Vidyaranya Gargeya, associate professor of operations management, presided over the induction ceremony on March 22.

The 41 students inducted represented the top 7% of the junior class, the top 10% of the senior class, and the top 20% of the master’s class. Membership in Beta Gamma Sigma is the highest recognition a business student anywhere in the world can receive at a school accredited by AACSB International—The Association to Advance Collegiate Schools of Business.

As the chapter honoree, Glass addressed the student inductees. He shared his strategy for achieving success through keeping things simple. As students plan for their future success, he recommended that they “have vision, be prepared, and be on time.”

Glass was inducted as the chapter honoree in recognition of his professional success, business and community leadership, and personification of the ideals of Beta Gamma Sigma which are honor, wisdom and earnestness. He earned his BA and MBA from the University of Wisconsin at Milwaukee, where he was inducted into Beta Gamma Sigma as an MBA student.

In addition to his CEO responsibilities, Glass serves on the boards of the American Council of Life Insurers, the Insurance Marketplace Standards Association and the Life Office Management Association. In the community, Glass serves as chairman of the board of the Greensboro Economic Development Partnership and is a member of the boards of the Greensboro Chamber of Commerce and the Wachovia Bank of North Carolina in Greensboro.

A strong supporter of UNCG, Glass is past president of the Bryan School’s advisory board and is a member of the UNCG corporate and foundation capital campaign committee.

Special Recognition by Beta Gamma Sigma

Twenty-four faculty and administrative staff members in the Bryan School recently received special recognition by the UNCG Chapter of Beta Gamma Sigma. The following people were recognized at the Spring induction ceremony.

Kwasi Amoako-Gyampah
Lydia C. Arledge
Marilyn Welch Baker
Lew G. Brown
Eleanor Hollingsworth Buttner
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Eloise McCain Hassell
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Stephen R. Lucas
Donald L. McCrickard
John Kenneth McLeod
Norwood McMillian
James Arthur Milanese
Benton E. Miles
Robert Elliott Owens
Prashant Palvia
Nicholas Carlton Williamson
Distinguished Alumnus Recognized

Gary Smith ’81, ’85 MBA, was recognized by the Bryan School Alumni Association as the 2005 recipient of the Distinguished Alumni Award. Smith is the executive vice president and chief financial officer for International Textile Group, Inc. ITG was formed in 2004 through the merger of Cone Mills and Burlington Industries.

During Smith’s 20-plus year career with Cone, he served in a number of financial roles with increasing responsibility. Former assignments include assistant controller, controller, and manager of business analysis. He was appointed CFO in 1999, managing liquidity and financial resources during very turbulent times. Smith played a key role in his company’s reinvention planning and implementation, and in communicating with Wall Street investors and creditors.

Smith graduated cum laude with a BS in Accounting and earned his MBA from the Bryan School. He is also a 1993 graduate of the University of Virginia’s Executive Program.

A former classmate in the accounting program, Tim Davis ’81, described Smith as “a true professional...a person of the highest morals and business ethics. He has worked hard throughout his career, always going the extra mile to deal with the challenges before him.” Davis is the executive vice president of the human systems division for BB&T and has been friends with Smith since their undergraduate days.

Smith is a member of the Bryan School advisory board and the Volunteer Center of Greensboro.

Distinguished Alumni Award...Call for Nominations

The Bryan School Distinguished Alumni Award is presented to alumni of any business program at UNCG who have achieved outstanding success in business. The award recognizes exceptional achievement and significant contribution to the recipient’s profession and to the business community. You are invited to nominate a Bryan School alum for this award. Nominations are accepted on a rolling basis and are considered active for five years.

Previous recipients are:

2003: Dean Priddy ’83, ’86 MBA, chief financial officer and vice president of administration, RF Micro Devices, Inc.
2002: Joe Pickett ’72 MSBA, retired chairman of the board and CEO, Homeside International
2000: Sue Cole ’72, ’77 MBA, regional CEO, U.S. Trust Company N.A.
1999: Nido Qubein ’73 MSBE, president, High Point University; chairman, Great Harvest Bread Company; CEO, Creative Services, Inc.

For more information or to submit a nomination, please visit the Bryan School’s website at www.uncg.edu/bae and click on “alumni.”
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The Gift That Gives Back
Have you thought about making a gift to the Bryan School, but you’re unsure about giving up income-earning assets during your lifetime? You may want to consider a planned gift. A charitable gift annuity is a smart option if you have appreciated stock paying small dividends or certificates of deposit paying low rates of return. By transferring these assets to the UNCG Excellence Foundation, you will benefit from guaranteed income some of which may be tax-free, for the remainder of your life. Listed below are examples of the age-related rates for a single life gift annuity.

<table>
<thead>
<tr>
<th>Age Range</th>
<th>Rate of Return</th>
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<tbody>
<tr>
<td>80 years...80%</td>
<td>Age 75...7.1%</td>
</tr>
<tr>
<td>79 years...80%</td>
<td>Age 76...6.5%</td>
</tr>
<tr>
<td>78 years...80%</td>
<td>Age 77...6.0%</td>
</tr>
</tbody>
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Your gift may also provide an immediate income tax deduction, reduced capital gains taxes, and a higher payment amount than you currently receive.

And the best part: You will make a tremendous difference for your alma mater and for Bryan School students of the future.

For more information, please contact:
Mary Ellen Boelhower, Director of Development, me_boelhower@uncg.edu or 336-334-5338.

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Delta Sig Alumni Still Keeping in Touch

The Greensboro Alumni Chapter of Delta Sigma Pi was created in June 2004. Previously active under the name of NC Piedmont Alumni Chapter, the Greensboro Alumni Chapter reactivated after a brief hiatus. There are currently 28 active alumni brothers, and another 40 brothers, who live outside the area, keeping in touch through email. Each brother is actively working to promote the alumni chapter and recruit other Delta Sigma Pi alumni.

In November, the alumni chapter participated in Make a Difference Day by donating coats to the Fox 8 Give a Kid a Coat campaign and non-perishable food to the Greensboro Urban Ministry.

Recently, the alumni chapter met with the current student chapter on campus for networking and socializing and an alumni chapter web site is planned.

If you are a Delta Sig alum and would like more information on continuing the tradition of service and professional and social events, please contact Nikki (Middleton) Pennell at npennell@triad.rr.com.

Faculty Member and Business Leader Remembered

Richard Flanagan ’02 MSA, a member of the Bryan School faculty since 2003, passed away while on vacation at the end of fall semester. He was a lecturer and served as the Accounting Department’s internship coordinator. He brought an uncommon energy and enthusiasm to serving students and the profession.

Flanagan earned his BBA in accountancy at Notre Dame and began work with Price Waterhouse & Co. in 1974. After becoming a CPA and earning an MBA at Loyola of Chicago, he held controller positions with Clevite Industries and Sealy. In 1991, he was named senior vice president and CFO of Borders Books & Music, where he led their effort to move from a small privately held business to a public company. Under Flanagan’s leadership as president from 1994-2000, Borders grew from 44 to 300 stores and sales increased from $225 million to $1.8 billion. Upon retiring from Borders, Flanagan returned to school and earned a Master’s degree in Accounting at UNCG. Fulfilling a desire to teach, he became a full-time lecturer for the Bryan School.

“I am fortunate to have had my life touched by someone as amazing as Rich...first as a classmate, and then as my professor, role model, mentor, and most importantly, my friend. His generosity of spirit and love of life lives on in everyone who knew him,” said Joy Munns ’02, ’03 MSA, senior accountant with Cherry, Bekaert & Holland, L.L.P. in Greensboro.

A scholarship fund has been established in his memory. Contributions to the fund may be sent to:
UNCG Bryan School Dean’s Office
Attn: Richard Flanagan Scholarship
PO Box 26165
Greensboro, NC  27402-6165

Alumni news

Crystal Briggs Lewis ’96, ’97 MSA is the chief financial officer for Brown Investment Properties in Greensboro.

Kevin Walsh ’99 MBA is vice president of Gallins Foods, Inc. in Winston-Salem, N.C.

Dan Truhe ’99 is the senior supervisor for packaging quick-turn assembly at RF Micro Devices in Greensboro.

Chris Barbee ’00 is a sales manager for STS Superior, Inc. in Lewisville, N.C.

John Long ’00 MBA is a Six Sigma Black Belt with Moses Cone Healthcare System in Greensboro.

Melissa Harvey ’00, ’02 MA is a market analyst with Wachovia in Winston-Salem, N.C.

Robert Flinchum ’00, ’01 MBA and wife Denise ’02 own Body In Motion Dance Center in Georgia, Vt. Robert also manages several captive insurance companies for AIG.

Eric Braun ’01 MSITM is a .NET application engineer with APEX Analytix in Austin, Tx.

Terrill Drake ’01 is an events coordinator for the University of Maryland Alumni Association in College Park, Md.

David Hanein ’01 is a corporate account manager for Good Technologies in Raleigh, N.C.

Sarah Hobday Snook ’01 is an operations planner for the Strategic National Stockpile Program for the Centers for Disease Control and Prevention in Atlanta, Ga.

Heather Essic ’02, ’03 MBA is a sales representative with Sunrise Technologies in Winston-Salem, N.C.

Cliff Patterson ’02 is a sales executive with SIA Group in Jacksonville, N.C.

Jenny Gleason ’03, played golf at UNCG and has turned professional. She recently played full-time on the Futures golf tournament and has earned her LPGA Tour Card. She resides in Clearwater, Fl.

Brandon Langley ’03, ’04 MA is a senior risk analyst with Wachovia in Winston-Salem, N.C.

Marah Hilbert ’03 is an operations planner for the Strategic National Stockpile Program for the Centers for Disease Control and Prevention in Atlanta, Ga.

Stephanie Wisinski ’04 is a documentation analyst with Wachovia in Charlotte, N.C.

We like to keep up with our graduates! Please send information about where you are and what you’re doing now to BryanAlumni@uncg.edu.

Mark Your Calendar!
The annual Bryan School golf tournament will be Saturday, September 17, 2005, at Bryan Park. Contact John Redmond for more information, 336-334-3088 or john_redmond@uncg.edu.
Entrepreneurial Alumnus Finds Business Opportunity in Japan

Charles Gillespie wasn’t sure he could go to college at all, but his perseverance took him from community college to the Bryan School a few years ago. Since then, he has studied abroad in Japan for 10 months, graduated with degrees in marketing and international business, and become a successful entrepreneur. He attributes his achievements to his time at UNCG.

He says one of the most meaningful parts of his college career was his study abroad experience in Japan. “Going over there and not knowing anyone, not knowing the culture and learning more about myself ... was a beautiful experience. I wouldn’t trade it for anything.”

As part of the international business program at the Bryan School, at least two years of foreign language course work and one semester of study abroad are required.

“I see Japanese as a great skill that will definitely benefit me in the future,” he says. “You don’t quite get a language from reading it in a book. It doesn’t compare to actually being in the foreign country and studying it constantly.”

During his study abroad experience, Charles had the opportunity to complete an internship with Sony.

“I worked for the exporting division ... It was incredible to see the cutting edge products that will be coming out soon. The meetings were in Japanese, so it was also a chance to hone my language abilities on a business level.”

Charles says that his study abroad experience in Japan has shaped who he is today. While learning about exporting in Japan, he began Gillespie Exporting Company, which exports Japanese pottery to both America and Mexico. He is currently in discussions with Pottery Barn and Pier One to place his products in their stores nationally.

Another area of opportunity for his business is the hotel market through the customization of pottery with hotel logos. The Ritz-Carlton in Osaka, Japan has already placed an order.

“My time at UNCG has been a blessing,” he says. “UNCG has tremendous support from its alumni who believe in the ability to plant a seed through education into the life of a young person.”

The Bryan School plans to increase study abroad opportunities for current students through the Students First campaign, so others can have the same opportunities that Charles had.

For now, Charles plans to move to Hawaii due to its convenient location between Japan and the U.S. He will continue to grow his successful business and hopes to build a website soon. While his entrepreneurial juices flow, he does not rule out graduate school in the future.

“It is definitely a goal of mine to continue my education, but I want to also give back and sow the seed of education into someone else’s life,” he says. “There is nothing more beautiful than the mind, but you have to give someone the chance. This institution has given people like me, and people with stories much greater than mine, tremendous opportunities. And for that, I am very grateful.”
Federal Reserve Official Visits Campus

Jeffrey Lacker, president of the Richmond Federal Reserve Bank, spoke at the Bryan School of Business and Economics advisory board luncheon and told the audience the economy looks to improve upon the economic stability gained last year after a three-year recession.

“Looking back, 2004 is where we saw the economic recovery really take root,” Lacker said, noting that business investment followed “a solid, upward trend,” that household spending was “solidly on track” and that job growth and worker productivity improved in 2004.

“Looking forward to 2005, I think it’s reasonable to project a continuation of growth along the same trajectory that we’ve been seeing over the past year,” Lacker said. Predicting continued improvement of the economic health of the nation, he indicated that consumer spending, business spending and domestic output growth will all serve to buoy the national economy.

Lacker served as an advisor to the Bryan School in developing its PhD program in economics.

The event was arranged by Ernie Sewell, CEO of FNB Southeast, and member of the Federal Reserve of Richmond board of directors and the Bryan School’s advisory board.

MBA Alumnus Places First in International Competition

Yoshitaka Shimakawa ’03 MBA attained international recognition when he won first place in the APICS (The Association for Operations Management) Educational and Research Foundation 2004 Donald W. Fogarty International Student Paper Competition.

Shimakawa was awarded a $750 cash prize for his research paper “Warehouse Location: A Case Study in an Airbag Manufacturing Company.” The paper was written based on an internship with Takata Corp. under the direction of Dr. Vidyaranya Gargeya, associate professor of operations management.

“Globalization is the order of the day,” Gargeya said. “Shimakawa’s efforts fit right in with this theme. Here we have an international student from Japan at UNCG working as an intern for an international company in Greensboro and winning an international student paper competition. This is an example of what we, the students and faculty of the Bryan School, have been striving for in building globalization as part of our mission for more than a decade.”

Shimakawa’s paper analyzed logistical information, including cost and service, to determine the best site location for a warehouse in the automotive parts industry.

Shimakawa is employed as a sales assistant at the United Kingdom office of Ohashi Technica UK Ltd., a Japanese engineering company.

Student-Professor Team Considers Impact of Sarbanes-Oxley on Non-Profits

A student professor team from the Bryan School went to the N.C. General Assembly with their research on the impact of the Sarbanes-Oxley Act (SOX) on non-profit organizations.

The UNC Undergraduate Research Consortium selected Renee Patterson, a senior accounting major and undergraduate research assistant, to present a research project prepared under the guidance of Venkat Iyer, associate professor in accounting.

SOX was passed by Congress to strengthen internal controls and prevent fraudulent financial statements in public companies. Although SOX does not apply to non-profits, some states have passed similar legislation for non-profits.

Patterson surveyed non-profit organizations in N.C. and found 30% of the respondents were not familiar with SOX, 20% do not have a formal mechanism for assessing internal controls and 50% do not have a separate audit committee as required by the act. Additionally 60% do not want SOX mandated for non-profits in N.C.

“The opportunity to apply classroom knowledge to the real world has been fun and rewarding,” she said. “Dr. Iyer’s guidance and mentoring have been invaluable.”

Alumnus and Professor Mine New Angle

“What are the two most purchased items in grocery baskets?,” asks Dr. Hamid Nemati, associate professor in information systems.

“Let’s say it’s...beer and diapers. You have that information, so now what?”

Nemati and Chris Barko, a 2001 graduate of the Bryan MBA program, tackle this question in a new book called “Organizational Data Mining,” which breaks new ground in the area of business intelligence.

Nemati and Barko define organizational data mining as using data and information to attain and maintain a competitive advantage. Businesses have been using it for years to collect information on their customers; however, little research has been done on how to use the data effectively.

Their book combines technical aspects with principles of organizational behavior to create a well thought out analysis of the subject, while in the process, developing the term “organizational data mining” into a new buzzword in the business lexicon.
University news

A New Neighbor

Once slated for demolition, the former chancellor’s residence has been moved to its new location adjacent to the Bryan Building. The 420-ton brick structure was lifted from its foundation and rolled about 900 feet west on Spring Garden Street to a new site just past Kenilworth Street.

The home will be officially dedicated May 14 as the Jane Harris Armfield and Emily Harris Preyer Admissions and Visitors Center.

The University of North Carolina at Greensboro is a leading student-centered university, linking the Piedmont Triad to the world through learning, discovery and service.

Bryan School of Business and Economics

Alumni Newsletter is published each semester. If you have news or information that you would like to share with fellow alumni, please contact the Bryan School Alumni Newsletter office by phone or email.

Jim Weeks, Dean
Pam Cash ’90 MSBE, Editor

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Parents: If this is addressed to your son or daughter who no longer lives at this address, please notify us of the new address by calling toll free 1-877-237-0021 or emailing BryanAlumni@uncg.edu.