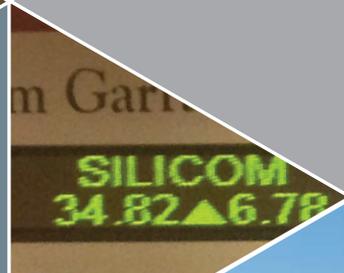
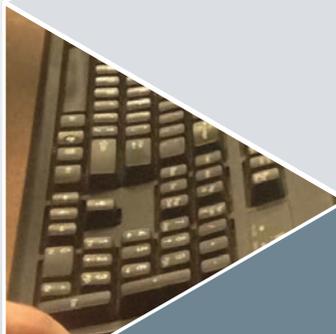


# ELONBUSINESS

Martha and Spencer Love School of Business

Annual Report  
for Alumni  
and Friends  
2014-15



# Letter from the Dean



THREE YEARS – that’s how long I’ve been at Elon University serving as dean of the Martha and Spencer Love School of Business and have they gone fast! It seems just the other day my wife and I, with our dogs, moved to Elon, and I continue to be amazed at how

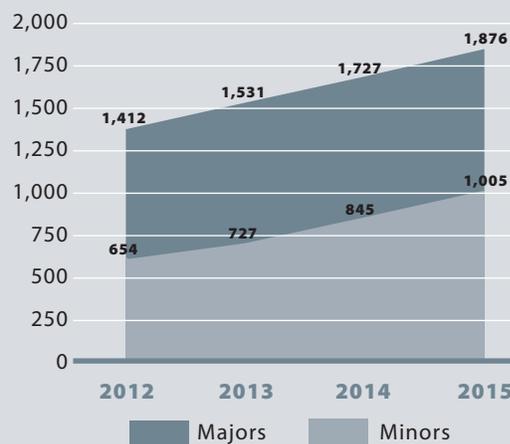
Elon University continues to grow in stature. It is said a rising tide lifts all boats, and as Elon University continues to grow, albeit slowly and in a planned manner, so does the Love School of Business, with one difference: Our growth over the past couple of years has been quite dramatic. In spring 2012, we had 1,412 majors and in spring 2015, we had 1,876 majors. That’s a 33 percent increase in majors in just three years. The story with regard to minors is the same. We went from 654 in spring 2012 to 1,005 minors in spring 2015, a 54 percent increase. To support such growth, we’ve added to our full-time faculty size by growing from 44 in 2012 to 52 in 2015. Of course, growth, in and of itself, is news, but more important is not just to grow but to excel, and that is what we continue to focus on. Students are at the heart of everything we do and their successes in the classroom and in the job market are clear indicators of how well we are doing our job. The results are excellent. Our students ranked us highly in such areas as quality of instruction, practical competencies, breadth of learning, and overall program effectiveness. Likewise our job placement statistics continue to be strong with exceptionally outstanding results in accounting and finance. Our annual report that you hold in your hands attempts to capture not just the growth but highlight why we are growing. The answer is easy. Our students represent us so very well. They get good jobs and distinguish themselves. Good news spreads and we get better students. Our faculty and staff members work hard to teach and help our students succeed. I call this a “virtuous cycle.” Time flies when you’re having fun. Three years can fly by in the blink of an eye!

I hope you like reading about us. Thanks for taking the time.

Raghu Tadepalli, Ph.D.  
Dean, Martha and Spencer Love School of Business

## By the Numbers

### UNDERGRADUATE ENROLLMENT 2012 —2015



### UNDERGRADUATE ENROLLMENT 2015

#### By Major

Accounting	246
Business Administration	36
Economics	123
Entrepreneurship	130
Finance	509
International Business	84
International Economics	14
Management	214
Marketing	420

#### By Minor

Accounting	103
Business Administration	387
Economics	165
Entrepreneurship	73
Finance	109
Professional Sales	168

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SCHOOL of BUSINESS

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# News

## Finance major places first in X-Culture Symposium business competition



**BRETT LEISTER '16** was a member of the winning team in the X-Culture Symposium business competition. The event was hosted by Louis Vuitton and organized as part of the Academy of International Business-Southeast USA annual conference.

Twelve teams, each consisting of students from different universities, worked on one of two challenges. Leister's team, which included students from the U.S., Brazil, Romania and Colombia, won the Latin America challenge, which involved researching long-term trends and development in Latin America.

**Carri Tolmie**, assistant professor of international business, was the faculty coach of the winning team in the retail store challenge. Her students made recommendations on how Louis Vuitton can enhance the client experience in its retail stores.

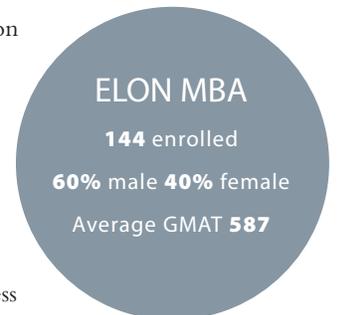
Accounting major **Nancy Chen '15** also represented Elon in the challenge. Her team included students from Italy, Colombia, Brazil, France and the U.S.

Teams worked together virtually for about a month prior to the symposium. On site, teams met with Louis Vuitton executives and completed consulting reports. Finalists presented their reports to the executives.

## Elon MBA named nation's #1 "best administered" program

THE PRINCETON REVIEW ranked Elon the nation's #1 "best administered" business school, as well as among the top business schools in the southeast in its 2015 edition of the "Best 295 Business Schools."

The annual guide of top graduate business programs is based on data provided by schools and a survey of 21,600 business school students across the nation.



## Student named first runner-up in Sales Warm-up



**SHAKORI FLETCHER '16** was named first runner-up in the University of Wisconsin-Eau Claire Great Northwoods Sales Warm-up.

More than 50 students from 20 schools participated in the national collegiate sales competition. Contestants made two 20-minute sales presentations—one for a product and one for a service—to sales professionals acting as buyers. A panel of sales managers from sponsoring companies evaluated contestants on all elements of the sales call.

**Jacob Light '15** also represented Elon in the competition and placed in the top 10. **Erin Gillespie**, assistant professor of marketing, served as the faculty coach for Light and Fletcher.



Elon President Leo M. Lambert bestows the Elon University Medal for Entrepreneurial Leadership on internationally acclaimed artist Guy Harvey.

## Artist & scientist Guy Harvey awarded Elon entrepreneurship medal

ELON UNIVERSITY LEADERS honored one of the world's leading marine wildlife artists for his longtime entrepreneurial spirit that uses proceeds from stunning portraits to support the research and conservation of his gamefish subjects.

Guy Harvey, creator of the popular line of T-shirts featuring hand drawn and painted tropical gamefish, visited campus in February to receive the Elon University Medal for Entrepreneurial Leadership. Hundreds of students and professors crowded the LaRose Digital Theatre to hear from the affable Harvey, who shared stories from his career and advocated for the protection of the world's oceans.

The Elon University Medal for Entrepreneurial Leadership recognizes an entrepreneur who is a leader in his or her industry and who exemplifies the values of Elon University, including integrity, innovation and creativity, passion for lifelong learning, and a commitment to building a dynamic community.

The annual award is supported by the Doherty Center for Entrepreneurial Leadership and the Martha and Spencer Love School of Business.

## Beta Alpha Psi named Organization of the Year

ELON'S STUDENT GOVERNMENT ASSOCIATION presented Beta Alpha Psi with the Student Organization of the Year (more than 30 members) award during the Organization Awards and Inauguration Ceremony. The award recognizes an organization that has excelled throughout the year. **Patty Cox**, assistant professor of accounting, is the faculty advisor for Beta Alpha Psi.

## Love School of Business hosts analytics conference

THE MARTHA AND SPENCER LOVE SCHOOL OF BUSINESS organized the inaugural Elon Business Analytics Conference in Durham, N.C. The March conference brought together more than 80 professionals to learn about the latest analytics trends and applications available to support companies.

The conference speakers included:

Matt M. Walsh, managing director of the Analytics Center of Excellence at SAP; Larry Pizette, senior manager of solutions architecture at Amazon Web Services; Matt McWhorter, head of customer solutions at Tableau; James A. Moncure II, global PMQ sales leader, predictive and business intelligence team at IBM; Michael Hitt, senior vice president of operations and analytics at United Guaranty; Manoj Chari, R&D director of operations at SAS; and John Timmerman, global industry evangelist at Teradata Marketing Applications.

## Former VF Corporation executive serves as LSB Executive-in-Residence



**MICHAEL GANNAWAY** joined the Martha and Spencer Love School of Business in February as the school's executive-in-residence.

In this role, Gannaway, who retired from VF Corporation where he was the vice president of VF Direct/Customer Teams, advises business students about career options, discusses what the job market is like, and shares insights from his professional experiences.

Prior to joining VF Corporation as vice president of customer management in 2004, Gannaway held leadership positions at Pillowtex Corporation, serving first as president and chief operating officer and then as chairman and chief executive officer. His professional experience also includes senior level positions at Sara Lee's Branded Apparel division, Revlon, Inc. and Estee Lauder, Inc.

Gannaway has served on the Love School of Business Board of Advisors since 2008 and the Chandler Family Professional Sales Center's advisory board since 2010.

# Commitment *to an Experiential Business Education*

**The Martha and Spencer Love School of Business' mission is to be a leader in the design and delivery of transformational educational experiences through engaged learning with a rigorous program of study that produces graduates capable of providing principled leadership in the global environment. The school shares a commitment to excellence in teaching, scholarship and service, builds a culture of service and collaboration, and believes in the transformative value of the liberal arts combined with a cutting edge business education.**

**The following are just a few of the classroom practices, programs and initiatives that reflect the Love School of Business' commitment to creating an array of exceptional learning experiences that will prepare graduates for successful lifelong careers.**

## Utilizing technology and consulting

Assistant Professor of Management Information Systems **Haya Ajjan** used ERPsim in her Process, Systems and Technology course to expose students to a real-time simulation in which they ran a business with an enterprise resource planning (ERP) system. In teams, students operated a make-to-stock manufacturing company and interacted with suppliers and customers by sending and receiving orders, delivering their products and completing the cash-to-cash cycle. The exercise helped the class to develop a hands-on understanding of the concepts underlying a complex enterprise system while developing technical skills using an ERP software.

The class also had an opportunity to help IP Products, which is based in Burlington, N.C., improve its business processes. Students compiled a consulting report that identified performance gaps, processes that needed to be changed, terminated or updated, and technology solutions. IP Products decided to implement the ERP system recommended by the students. "This immersive experience has elevated the learning in my classes from simply

understanding the material to a level that allows the students to analyze, evaluate and create new knowledge," Ajjan said.

## Introducing a quantitative writing project

Assistant Professors of Economics **Steven Bednar** and **Katy Rouse** integrated a new semester-long quantitative writing project into their sections of the Business Economics course. The project, which mocked an economic consulting job, involved two types of deliverables—analyst notes and quantitative analysis memos. Students picked a publicly traded company to follow and composed analyst notes that explained past fluctuations in the price of the firm's main commodity and analyzed the firm's cost and market structure. Students also used Microsoft Excel applications to conduct two quantitative assignments. In the first, they estimated demand functions and calculated elasticities to recommend price changes. In the second, they projected the profitability of a potential merger and provided evidence for whether the merger would likely be challenged.

The project served to better connect theoretical concepts

with real world applications, improve students' writing abilities and Microsoft Excel proficiency, and increase students' analytical skills.

"This project allowed us to better demonstrate those connections to the students through a hands-on simulated consulting experience," Rouse said. "One student commented the project 'provided useful practice for research and application of class material. (It) felt like a project one could be given in the business world.'"

In preparation for the course, Bednar and Rouse received support from Elon's Writing Excellence Initiative, which aspires to prepare every Elon student to be an excellent writer.

## Learning practical applications

In her Accounting Information Systems course, Associate Professor of Accounting **Catherine Chiang** incorporated the use of Microsoft Excel and SAP software to provide her students with experience using technology while learning about current developments in accounting. Using Microsoft Excel, students designed an information system for a small business to capture

all necessary accounting information at the best time and location in the process for both internal and external reporting purposes. Students conducted an analysis of the system's strengths, weaknesses, opportunities and threats. Students also completed several assignments utilizing SAP. The use of Excel offered students the chance to experience financial reporting in small business settings, while the SAP assignments allowed them to walk through revenue and expenditure cycles in large enterprises.

## Hands-on investment, consulting experience

Senior **Business Fellows** completed one of two capstone courses—Investment Seminar taught by Professor **Wonhi Synn** or Project Management Seminar taught by Associate Professor **Sharon Hodge**.

The portfolio management team managed a \$250,000 portion of the university's endowment over the course of eight months. The team developed an investment strategy, which was supported by in-depth research and analysis. At the conclusion of the capstone, the Business Fellows portfolio generated a return



## MARQUESSA SMITH-LIN '15

While at Elon, international economics major **MARQUESSA SMITH-LIN** spent two years researching if and how having access to banks affected the way people in Indonesia save. A recipient of the Lumen Prize, Smith-Lin used the university's top prize for undergraduate research, her coursework and data from the Indonesian Family Life Survey to determine how microfinance shapes financial investments among Indonesia's poorest communities.

Smith-Lin, a native of Winchester, Mass., presented her thesis, "The Impact of Formal Banking Institutions on Indonesian Households' Saving Behavior," at the Eastern Economic Association annual conference, Midwestern Economics Association annual meeting and the National Conference on Undergraduate Research. "These were

important experiences in presenting and articulating my knowledge to the general public," Smith-Lin said.

Professor of Economics **Stephen DeLoach** mentored the Honors Fellow throughout the research process. Smith-Lin noted that this relationship and the connections she made with other faculty members, students and Dean **Raghu Tadepalli** were some of the most valuable opportunities the Martha and Spencer Love School of Business facilitated for her. "It is these experiences working with others that has been most helpful to me in preparing for life after Elon," she said.

During her college career, Smith-Lin was inducted into the Phi Beta Kappa, Phi Kappa Phi and Omicron Delta Epsilon honor societies, played club soccer, was an active member of Sigma Sigma Sigma sorority, and served as the public relations chair for SPARKS Peer Education. The 2015 Student Achievement in Economics Award recipient studied abroad for a semester in Seville, Spain, through the Business and Society program. She completed internships at Finn Beverages, LLC, Luxury Simplified and Boston Private Bank and Trust, where she now works as a rotational development program associate.

## ELIN PIPATTI '15

After graduating with a degree in marketing, ELIN PIPATTI moved to Charlotte, N.C. to launch her career at Red Ventures as a digital marketing associate.

Pipatti, a native of Cape Cod, Mass., felt prepared to enter the workforce because of the skills she learned from the Martha and Spencer Love School of Business. "Outside of the obvious business skills and vocabulary, the Love School of Business has taught me leadership skills that will give me an exceptional advantage in the workplace," Pipatti said. "The Love School of Business' focus on group work within teams has given me the opportunity to work with a variety of personalities and abilities."

During her college career, Pipatti was inducted into the honor societies Beta Gamma Sigma and Phi Eta Sigma, volunteered with Relay for Life, Blakey Hall Retirement Community and the Memory Care Center at Twin Lakes Community, and served as the sisterhood chairperson for Sigma Kappa sorority. Pipatti held positions as a student communications assistant in the Love School of Business and as the assistant manager of Smitty's Homemade Ice Cream shop in Elon.

The 2015 recipient of the Love School of Business Student Achievement in Marketing Award completed internships with The Davenport Companies and Windham Capital Management. She studied abroad for a semester at the Accademia Europea di Firenze in Florence, Italy.

"I have enjoyed how the Love School of Business connects all of my unique experiences within the realm of business," Pipatti said. "Whether it's my study abroad experience, extracurricular activities or job and internship experiences, I feel like I haven't just learned business concepts and practices in a vacuum."



of 6.62 percent, beating the S&P 500 Index, which returned 5.88 percent. The Fellows said the ability to analyze, evaluate and manage real investments provided them with insight into the world of investment management, as well as skills they will carry on to their respective careers in finance and accounting.

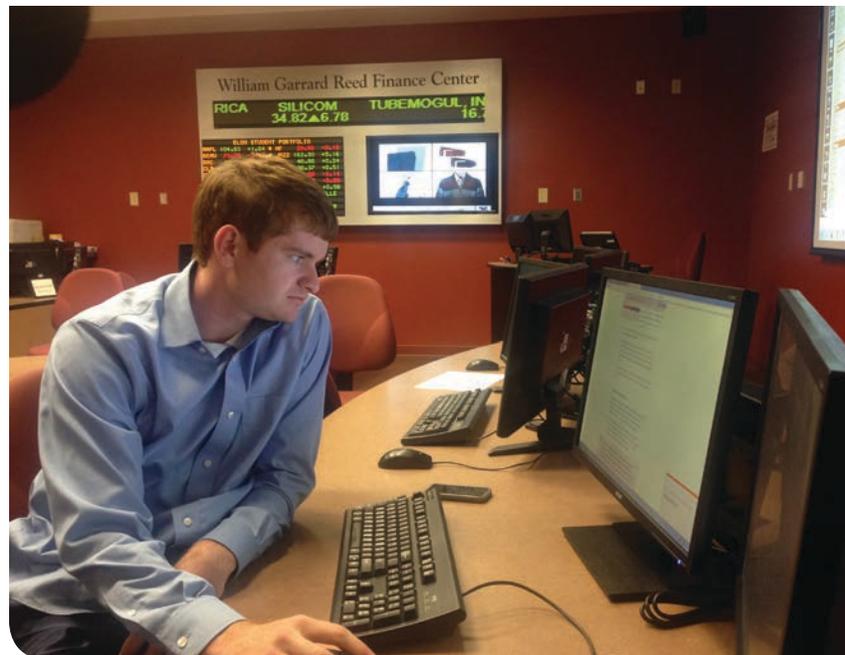
The other team of Fellows was introduced to the world of management consulting by working on a project with Trivantage, a trademark of Glen Raven in Burlington, N.C. The team conducted research and analyses on Brazil, Chile and Colombia and their respective markets to explore the option of Trivantage expanding into these markets. The Fellows collaborated with company employees and presented their industry analyses and recommendations to Glen Raven management and employees.

## Bringing service learning into the classroom

During the year, approximately 185 students participated in business courses that included service components relevant to course objectives.

"Service learning is a mutually beneficial experience, where students help community partners achieve one of their goals, and students gain a deeper understanding and appreciation of course material taught and discussed in the classroom," said Assistant Professor of Economics **Steven Bednar**.

His Economics of Poverty course merged service learning with an interdisciplinary approach to poverty alleviation. A



Finance major Denis Dotson '15 researches stocks for the Business Fellows portfolio.

student team partnered with Sustainable Alamance to write an economic impact report to put a dollar amount on the benefits the program produces. Another student team partnered with the United Way to evaluate, write and administer the 2014 Community Assessment for Alamance County, which was used for distributing funding to community organizations.

Assistant Professor of Marketing **Timothy Norvell's** Marketing Research students conducted research, analyzed data and presented marketing recommendations for the Burlington Downtown Corporation, May Memorial Library, City of Burlington, The Salvation Army Boys and Girls Club of Alamance County, Positive Attitude Youth Center, Kernodle Senior Activities Center and Burlington Housing Authority.

Instructor in Marketing **Scott Kelly's** Introduction to Marketing students organized and promoted a musical celebration to raise funds for Helping Other People Eat (HOPE) and a variety show to benefit Inspire Media Network.

Students taking Management Information Systems with Instructor in Computing Sciences **Maureen Allen** created databases and websites for various community partners, including CrossRoads Sexual Assault & Resource Center, Women's



Students participate in ElonTHON, a 24-hour dance marathon benefitting Duke Children's Hospital.



## RICHARD SEGAL '15

Accounting and finance double major RICHARD SEGAL is the eighth recipient of the Love Award for Excellence in Business Leadership. Established by a gift from The Martha and Spencer Love Foundation, the award honors and provides financial support for a Love School of Business student to complete an independent research project on a business-related topic over the course of two years.

Segal's project, "The Effect of Feasibility Studies on the Convention Center Industry," explored the discrepancies between expectations and reality when dealing with feasibility studies for convention centers.

"The Love Award gave me an opportunity to learn about something that I wouldn't have in the classroom," said the High Point, N.C. native.

Throughout the research process, Segal was mentored by Senior Lecturer in Accounting **Paula Weller**. Segal's relationship with Weller, as well as with several other faculty members and administrators, is what he enjoyed the most during his time as a Martha and Spencer Love School of Business student.

"Many of the relationships I've built with LSB faculty have significantly furthered my professional and academic growth," Segal said. "The faculty have challenged my comfort zone, and as a result, I feel well-prepared to enter the professional world. Being able to know many of my professors personally has also allowed me to seek them out for professional and career advice."

While at Elon, Segal led Elon's Beta Alpha Psi chapter as president, presented in the Beta Alpha Psi best practices competition, became a member of the Beta Gamma Sigma and Phi Kappa Phi honor societies, and co-facilitated the Burst the Bubble course Financial Literacy for College Students—For the Present and Future. He served as business manager for the student newspaper *The Pendulum* and as treasurer for the College Republicans. He completed internships with Ernst & Young, The Office of Management and Budget, and Gilliam Coble & Moser LLP.

After graduation, the 2015 Love School of Business Academic Excellence Award in Accounting recipient completed the Becker FastPass CPA review course at Elon and joined PricewaterhouseCoopers as an audit associate.

Economics major Matt Trogdon '15 discusses his thesis, "Investigating impact of verbal motivation and pay cuts on worker performance," with faculty mentor Associate Professor Mark Kurt.



Resource Center, Kopper Top Life Learning Center, Alamance Citizens for Education and Alamance Partnership for Children.

Assistant Professor of Business Communications **Cindy Conn** charged her business communications students with holding workshops for the members of The Salvation Army Boys and Girls Club. The students utilized their communications skills and gave informative presentations on Earth Day, healthy play and sportsmanship.

In Assistant Professor of Marketing **Alisha Horky's** Advanced Operations and Supply Chain Management MBA course, student groups developed proposals for redesigning Allied Churches of Alamance County's processes so the organization could make the best use of its resources. Based on observations of Allied Churches' current processes and outside research, each team outlined plans for adjustments to the donation receivables, food pantry organization, and volunteer recruitment, retention and training processes.

Outside of the classroom, students were encouraged to perform community service. The Martha and Spencer Love School of Business recognizes students who complete a minimum of 20 hours of community service in a semester through the school's **Honor Roll for Social Responsibility**. Approximately 80 students were named to the fall 2014 or spring 2015 honor roll. Students volunteered at local organizations such as the Burlington Housing Authority and the Pet Adoption Center, as well as at on-campus events like ElonTHON, Special Olympics and Relay for Life. Students also volunteered through various Elon programs, including the "It Takes A Village Project" and Safe Rides.

## New economics research space

In fall 2014, a new economics student research room opened on the first floor of the Ernest A. Koury, Sr. Business Center. The room includes workspaces for students to collaborate with faculty and peers on projects, as well as computers equipped with the data analysis and statistical software Stata.

The room also supports the work of the undergraduate research journal *Issues in Political Economy*, which is co-edited by students at Elon and the University of Mary Washington. This year 37 students helped produce the journal, serving as editors and referees. The IPE, which is indexed in Cabell's Directory of Publishing Opportunities in Economics & Finance, has a 30 percent acceptance rate.

"The process of rigorous peer review, whereby students learn to enforce intellectual standards regarding the importance of the research question, logic of argument and validity of analysis, is one of the most impactful ways to teach students not only how to write better, but how to think critically," said **Stephen DeLoach**, faculty advisor for IPE.

The journal sponsored 13 undergraduate sessions during the 2015 Eastern Economic Association annual conference. Eight Elon seniors presented their economic theses during the conference.

## Revamping the entrepreneurship curriculum

During the past five years, the number of students involved in the Martha and Spencer Love School of Business' entrepreneurship program has tripled to approximately 200

Doherty Scholar Kenny Straub '15 and Business Fellow Manasi Bhagia '15 discuss a project in the Doherty Center for Entrepreneurial Leadership.



students. In fall 2014, a new curriculum was launched to expand the focus from self-directed work to building the skills for creative and critical thinking, opportunity recognition, and plan formulation and implementation.

“Data gathered by the Kauffman Foundation, a leading source of entrepreneurship-related information in the U.S., suggests that only a very small number of entrepreneurship students, roughly three in 1,000, will found a company in any given year,” said Assistant Professor of Entrepreneurship **Sean McMahon**, who chaired the creation of the new curriculum. The skills taught in the new curriculum are applicable both for students focused on enterprise foundation and those who will likely enter the traditional workforce, he added.

The new curriculum provides a deepened and broadened exploration of entrepreneurial processes in a sequential manner. Students learn how to structure their idea generation, evaluate quantitative facets of their project and execute their plan.

The new introductory course Creativity & the Doer/Maker Mindset emphasizes critical thinking, opportunity recognition and the ability to take action. Other new courses include Entrepreneurial Finance, which focuses on product, process and business model design, and includes running a business simulation virtually, and Entrepreneurship for the Greater Good, which provides an inside view of how entrepreneurial thinking can be applied to social opportunities, public goals, governmental needs and environmental sustainability.

In the senior capstone course, Bringing the Venture to Life,

students learn to develop business plans for new ventures and explore the entrepreneurial process of new venture creation.

Beyond the classroom, students from all majors can engage in entrepreneurial activities through the **Doherty Center for Entrepreneurial Leadership**. In fall 2014, the center organized Triad Startup Weekend, a 54-hour event that brought entrepreneurs together to launch startups, and the C. Ashton Newhall Endowed Lecture, which was delivered by Zingerman’s Delicatessen co-founder Paul Saginaw. In the spring, the center presented the Elon University Medal for Entrepreneurial Leadership to Guy Harvey. During both fall and spring semesters, the center held Piedmont Angel Network sessions, which gave students the chance to see entrepreneurs pitch their businesses to investors.

The Doherty Center also hosted a fall and spring Triple Impact Challenge. The competition tasked students to present solutions to a particular problem in the world or ideas for starting a business venture. Each challenge involved approximately 60 students representing business and non-business areas of study.

Established in 2007 by a gift from **Ed and Joan Doherty P’07**, the Doherty Center focuses on teaching innovative thinking and initiatives that attempt to solve problems or seize opportunities. Last summer, the center moved into a newly renovated space located on the first floor of the Ernest A. Koury, Sr. Business Center. The space has collaborative work areas, and is outfitted with technology for videoconferencing and presentation sharing.

Additionally, students have the opportunity to live in the **Entrepreneurship Living Learning Community**. The community, which consisted of nine students this year, provides a residential space for students to live together and collaborate on innovative ideas. In the past year, the community took road trips to Sports Endeavors, Inc. to learn about the company's history and success, North Carolina State University for the grand opening of the university's Innovation Hall, American Underground to meet with some of the entrepreneurial hub's founders, and Duke University to network with students in the university's entrepreneurial residential community, The Cube.

In fall 2015, a second entrepreneurship-themed residential community will open. Fourteen students with entrepreneurial aspirations will live in the Innovation House.

## Looking ahead

In September 2015, the Martha and Spencer Love School of Business launches the **Master of Science in Management** program, which combines a business core covering the key principles of business, accounting, finance and marketing with a choice of two concentrations. Students choose a focus in organizational analytics (taught by Love School of Business faculty) or corporate

communications (taught by School of Communications faculty).

"The M.S. in Management is a great program for people who know where they want to go but need specialized skills to get there," said Bill Burpitt, associate dean for graduate and executive programs in the Love School of Business. "We provide those skills, along with a solid foundation in business fundamentals and accelerated training in two fields that are in high demand."

In partnership with the Isabella Cannon Global Education Center, the **Love School of Business Center Abroad** will open in Shanghai, China in fall 2015. The center offers business students a semester-long study abroad opportunity to take Love School of Business core courses and business electives, as well as complete an internship in Shanghai. Assistant Professor of Strategic Management **Rosey Bao** will serve as the faculty-in-residence.

The 15-week program is divided into two phases. The first phase consists of coursework followed by the Golden Week study tour, which offers students a comparative experience and the opportunity to gain greater understanding of Chinese culture. The second phase is the internship, which will give students exposure to an international workplace.

## ERIN SCALLY '15

ERIN SCALLY came to Elon with a love for studying cultures. The international business and political science double major studied abroad three times. She traveled to Poland for the Foundations of Growth & Innovation course, Turkey and Greece for the EUROMED Winter Term course and Denmark for a semester at the Danish Institute for Study Abroad.

True to her international ambitions, the Hagerstown, Md. native, now lives in Copenhagen, Denmark, and works as an academic program coordinator at the Danish Institute for Study Abroad.

Scally credits Martha and Spencer Love School of Business resources, in particular the Porter Family Professional Development Center, as playing an important role in preparing her for professional success. "I've had my resume revised countless times, and sat down for mock interviews until jitters became a thing of the past," Scally said.

As a student, the 2015 recipient of the Love School of Business Student Achievement in International Business Award completed internships with MasterCard Worldwide and HQ Raleigh. Scally served as vice president of the International Business Club, project manager for Enactus and program coordinator for Linking Generation. She held memberships in the honor societies Phi Beta Kappa, Phi Kappa Phi and Beta Gamma Sigma, as well as Sigma Kappa sorority. She was involved with Elon Volunteers, Phoenix Pals and the Elon Poll.

When asked what she enjoyed the most about being a Love School of Business student, Scally answered being a Business Fellow and developing strong relationships with her professors, both of which made walking into the Ernest A. Koury, Sr. Business Center "feel like home."

"The Fellows were the first students I met in orientation," Scally said. "I didn't know it then, but they would later become one of my most valuable networks and support system."



# Career *Readiness*



TO FURTHER PREPARE STUDENTS to launch successful careers, the Martha and Spencer Love School of Business provides professional development opportunities and services through workshops, programs and its centers.

The school hosted the fourth annual LSB Connect Conference, which focused on professional development for sophomores who are beginning internship searches and exploring career paths. The September event included sessions

on professional dress and public speaking, an etiquette luncheon and networking with employers.

The **William Garrard Reed Finance Center** offered Wall Street Prep, a two-day boot camp led by former investment bankers. Sixty-seven students interested in pursuing finance careers participated, learning the financial and valuation modeling methodologies needed to excel during the recruiting process and on the job.

Twenty-two students obtained Microsoft Office Specialist Certification in Excel or Access after completing the Management Information Systems or Excel for Business courses.

The **Department of Accounting** organized the Becker FastPass CPA review. Thirty-two members of the Class of 2015 finished the course prior to taking the CPA exam.

Through the **Porter Family Professional Development Center**, students received support and coaching through consultative one-on-one meetings with advisors. From June 2014-May 2015, the center's staff held approximately 1,980 meetings. During the same period, 349 internships were registered with the center for academic credit. Eighteen of those internships were completed outside the U.S.

Additionally, the Porter Center held workshops, such as "LinkedIn and Other Job Search Resources," "The Case Interview," "The Art of Networking" and "Accepting, Declining and Negotiating Job and Internship Offers."

## Where's the Class of 2015?

### Organizations

Aerotek  
Alley NYC  
American International Group  
Amica Mutual Insurance  
AOL Marketplace by Adtech  
Arthur J Gallagher  
Ashland University  
Atlantic Coast Conference  
AXA Advisors  
Axovant Sciences  
Bain Capital, LLC  
Baker Tilly Virchow Krause  
Bank of America Merrill Lynch  
BASF  
BlackRock  
Bloomberg  
Blue Ivy Events  
Boeing  
Boston Financial Private Holdings  
Brio Benefits Consulting  
Buckhead Business Consulting  
Burlington Royals  
Buskin Entertainment  
By Design, LLC  
Carolina Shuttle  
Carolina Panthers  
Cary Street Partners  
Catch New York  
CBSsports.com  
CDR Fundraising Group  
Century Interactive  
CenturyLink

Charlotte Sports Foundation  
CIEE Student Teaching  
CIEE Teach Abroad  
CIPE  
Coffee Point Seafoods  
Columbia Forest Products  
Computer Technologies Consultants  
Conde Nast  
Consigli Construction Co.  
Credit Suisse  
CTS Capital Advisors  
Danish Institute for Study Abroad  
Deliv  
Deloitte  
DigitasLBi  
Disney  
DTCC  
Duke Energy  
Echo Business Solutions  
Elon University  
Elon University - Impact Alamance  
EMC Corporation  
EnenNOC  
Ernst & Young  
Erwin Penland  
Eze Software Group  
FactSet Research Systems  
Fidelity Investments  
Fifth Third Bank  
FingerPrints  
Flores and Associates  
G4S Compliance & Investigations  
GE Capital  
GFY Trading Co.

Gitterman Wealth Management  
GlaxoSmithKline  
Grant Thornton  
H.J. Heinz  
Hitachi Elevator  
HP  
IBM  
Infineon Technologies  
Insight Global  
Insight Squared  
Ipreo  
Jackson National  
Jaffe & Asher LLP  
JP Morgan  
KARGO  
KPMG  
Larry Maduro Vakanno  
LBA Haynes Strand, PLLC  
Lenovo  
LeverSource  
Lexercise  
Live Oak Bank  
Maersk  
McGladrey  
Mettler Toledo  
MHG Consulting  
Morgan Stanley  
Myers & Stauffer  
NAA  
NetSuite  
New Penn Financial  
Northern Trust  
Northwestern Mutual  
Octagon Sports

Omnisource  
OneBeacon Insurance  
Oppenheimer Funds  
Park Hudson International  
Pitchbook  
PNC Financial Services  
Princeton in Asia - The Myanmar Times  
Prometheus Group  
ProShares  
PricewaterhouseCoopers  
Raymond James  
Red Ventures  
Reebok  
Reliance Standard  
Revel Systems  
RLF Communications  
RMB Capital Management  
Rover Walters  
SARGENT Manufacturing Co  
SEI Investments  
ServiceTrade  
Sheriff Meadow  
Simply Posh Beauty  
Solect Energy Development  
Squaddd  
Staples  
State Street  
TEAM Epic  
TEKsystems  
The Advisory Board Company  
The Gont Aspen & Destination Resorts  
The Select Group  
Tom James

Trade Street Consulting  
Trailblazer Studios  
Transperfect  
Traveling Chic Boutique  
United States Army Reserves  
Usablenet  
Vail Resorts  
Vanguard  
VM Turbo  
Wells Fargo  
Westdale Inc  
Williams Steel Erection Company

### Graduate Schools

Babson College  
Boston University  
Elon University  
Fairleigh Dickinson University  
Hong Kong University and School of Technology  
N.C. State University  
Southern Methodist University  
University of Georgia  
University of New Orleans  
University of North Carolina  
Greensboro  
University of Edinburgh  
University of Massachusetts Boston  
William and Mary

As of 6.19.15

# Faculty & Staff

## News



**TINA DAS**, professor of economics and director of the Business Fellows program, was named the Lincoln Financial Professor, an endowed professorship that supports an outstanding faculty member. Das joined Elon 19 years ago and teaches International Trade and Finance, EUROMED and International Business and Culture (MBA). Her current research projects involve economic development, corruption, diversity, environment and terrorism.

*“I was able to develop academically as a student due to Professor Das’ teaching style. I love economics but have always been partial to micro over macro. I typically struggled with macroeconomics courses, and it wasn’t until I was in Das’ International Trade and Finance course that something ‘clicked’ and I was finally able to understand and succeed in macroeconomics. This grew my confidence in my own academic abilities.”*

– **Grace Foster ’12**, associate-business process lead, Chase

*“Throughout my time as a student, Dr. Poulson was always there to give me great career and life advice, and help me both in and out of the classroom. She is the reason I started down the accounting track at Elon and why I pursued the job I have today.”*

– **David Campbell ’13**, senior risk consultant, Ernst & Young

**LINDA POULSON**, associate professor of accounting and chair of the Department of Accounting, received the Outstanding Educator of the Year award from the North Carolina Association of Certified Public Accountants. The award recognizes a member’s outstanding performance and contributions to the field of accounting education. Poulson has been a member of Elon’s faculty for 17 years. She teaches Intermediate Accounting, Principles of Financial Accounting and Financial Accounting (Becker FastPass). Her current Elon projects include creating an M.S. in Accounting program and coordinating the Becker FastPass CPA review.



**KEVIN O’MARA**, professor of management and executive director of the Doherty Center for Entrepreneurial Leadership, received “Best in Conference” and “Best in Track” awards (with K. Cort, G. Stone and M. Jones) from the Atlantic Marketing Association for “An Examination Comparing HBCU and Private University Student Participation Rates in Study Abroad Programs.” O’Mara came to Elon 26 years ago. He teaches Innovation Dynamics, Strategic Management (MBA) and International Business (MBA). His current research projects focus on innovation, business model innovation and mass customization.

*“Professor O’Mara’s teaching style helped me look at textbook business concepts and apply them in a real world context. His mentorship inside and outside of the classroom helped me shorten the learning curve when bridging the gap between the classroom and the workforce.”*

– **Alex Dempsey ’12**, associate, York Capital Management



## New Full-time Faculty



**SUSAN ANDERSON,**  
*professor of accounting*

B.S., M.S.,  
University of  
North Texas; Ph.D.,  
University of  
Texas-Arlington;

CPA (North Carolina)

Previously taught at Appalachian State University and the University of North Carolina-Greensboro.

Research interests: Tax policy, behavioral research in tax



**ALISHA HORKY,**  
*assistant professor of marketing*

B.S., MBA,  
Auburn  
University-  
Montgomery;  
Ph.D., Mississippi

State University

Previously taught at Mississippi State University and Auburn University-Montgomery.

Research interests: Retailing, channel strategy, services, social media



**BRIAN D. LYONS,**  
*associate professor of management*

B.A., Southern  
Illinois  
University-  
Carbondale; M.S.,  
University of

Baltimore; Ph.D., State University of New York at Albany

Previously taught at Wright State University and Fresno State.

Research interests: Recruitment, selection, counterproductive work behavior/off-duty deviance, leadership effectiveness



**SHUJI "ROSEY" BAO,**  
*assistant professor of strategic management*

B.S., Old  
Dominion  
University; M.S.,  
University of

Virginia; Ph.D., Old Dominion University

Previously taught at Old Dominion University.

Research interests: Corporate governance, national culture and institution, dynamic capabilities, upper echelons, international entrepreneurship



**TAMIZ MOHAMMED "TONMOY" ISLAM,**  
*assistant professor of economics*

B.A. Transylvania  
University;  
M.A. Vanderbilt

University; Ph.D., University of Kentucky

Previously taught at University of Wisconsin-Green Bay.

Research interests: Labor economics, economics of poverty, empirical microeconomics, public economics, regional economics



**TODD STONITSCH,**  
*assistant professor of finance*

B.A., Emory  
University; M.S.,  
Georgia Institute  
of Technology;

Ph.D., Georgia State University

Previously taught at Georgia State University.

Research interests: Corporate finance, mergers and acquisitions, theory of the firm

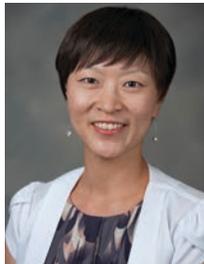


**PATRICK BELL, SR.,**  
*lecturer in management*

B.A., Florida  
International  
University; MBA,  
Elon University  
Previously

worked at Glen Raven, Inc., Palm Beach Kennel Club and Miami Dolphins/Joe Robbie Stadium.

Research interests: Managerial incentives, disruptive technologies, world oil markets, pricing



**KYUNG OK "KACY" KIM,**  
*assistant professor of marketing*

B.A., Chung-Ang  
University; M.A.,  
Sungkyunkwan  
University; M.A.,  
Ph.D., University

of Texas at Austin

Previously taught at University of Texas at Austin.

Research interests: Predictive models for marketing performance, digital marketing, big data analysis, mindfulness consumption



**KATHERINE "KATE" UPTON,**  
*assistant professor of finance*

B.S., M.S., Ph.D.,  
University of  
Alabama

Research interests: Corporate finance-capital structure with a focus in debt heterogeneity, investments-specifically hedge funds, mutual funds and corporate bonds

## Dean's Awards

The following faculty and staff members were recognized for their service during the Love School of Business annual awards ceremony held April 23.

### EXCELLENCE IN TEACHING

**CATHERINE CHIANG**, associate professor of accounting

The Martha and Spencer Love School of Business Dean's Award for Excellence in Teaching recognizes a faculty member who exemplifies the Elon University teacher-scholar model. This person is outstanding in the classroom, engages students in the learning process, maintains academic rigor, and provides evidence of commitment to the intellectual development of students through mentoring and related activities.

Catherine Chiang puts extreme efforts into designing courses that challenge students' minds, promote their thinking, broaden their perspectives and sharpen their communication skills. Dean Raghu Tadepalli praised Chiang for using a variety of teaching techniques in the classroom to reach the diverse learning styles of her students, elevating her students' knowledge, skills and abilities in technology through the use of advanced projects in Excel and SAP, as well as for her work with students outside of the classroom.

### EXCELLENCE IN SCHOLARSHIP

**NEERAJ GUPTA**, associate professor of finance and director of the William Garrard Reed Finance Center

The Martha and Spencer Love School of Business Dean's Award for Excellence in Scholarship recognizes a faculty member whose scholarly work has a significant intellectual impact in keeping with the Elon scholar-mentor model.

Neeraj Gupta's research focuses on valuation of time, personal financial



planning, sustainable investing and intangible assets. Since 2007, Gupta has had seven refereed journal publications and conducted 12 conference presentations. His work has been published in the *Quarterly Review of Economics and Finance*, *Financial Services Review*, *International Journal of Business and Finance Research*, *Competition Forum*, *Business Review*, *Southern Journal of Business and Ethics*, and *Journal of Business & Economics Research*.

### EXEMPLARY SERVICE – FACULTY

**SEAN MCMAHON**, assistant professor of entrepreneurship

The Martha and Spencer Love School of Business Dean's Award for Exemplary Service – Faculty recognizes a faculty member who has contributed in meaningful ways to the ongoing welfare and betterment of the school, university and profession.

Sean McMahon was commended for his work with revising the entrepreneurship curriculum for majors and minors. Within a short period of time, he developed a lasting curriculum that will strongly impact students and the major in a positive manner. Dean Raghu Tadepalli remarked that McMahon's efforts have made a substantial impact for students and the Department of Marketing and Entrepreneurship.

### EXEMPLARY SERVICE – EXTERNAL

**SADIE ALLEN**, custodian

The Martha and Spencer Love School of Business Dean's Award for Exemplary Service – External recognizes a member of the larger Elon University community who has contributed in meaningful ways to the ongoing welfare and betterment of the school.

Sadie Allen plays an integral role in supporting the Ernest A. Koury, Sr. Business Center, ensuring faculty, staff and students enter clean rooms and prospective students see a well-maintained facility. Dean Raghu Tadepalli stated that without Allen's efforts the Koury Business Center would not be as inviting as it always is.

### EXEMPLARY SERVICE – STAFF

**SANDY MARSHALL**, program assistant

The Martha and Spencer Love School of Business Dean's Award for Exemplary Service – Staff recognizes a staff member who has contributed in meaningful ways to the ongoing welfare and betterment of the school.

Sandy Marshall works behind the scenes to help the school run smoothly. Dean Raghu Tadepalli noted that following a year of hiring nine new full-time faculty members, Marshall worked tirelessly through the hiring process for each of those faculty members, making sure every piece of the puzzle was in place for the beginning of the school year.

# The Year *in Review*

## AUGUST

During the **Beta Alpha Psi annual meeting**, **Wes Brewer '16**, **Caleb Newcomb '16** and **Richard Segal '15** participated in the International Day of Literacy service project. Newcomb represented Elon in the Project Run With It competition. Segal and Brewer presented a session on how Elon's chapter has stressed the importance of writing skills to their members. Assistant Professor **Patty Cox** accompanied the group.

## SEPTEMBER

More than 150 students networked with recruiters from 18 companies at the **Accounting and Finance Meet and Greet** hosted by Beta Alpha Psi.



▲ German Consul General **Christoph Sander** spoke with students on the relationship between the United States and Germany. The event was sponsored by the Business German Speaker Series and the Student Professional Development Center.

The honor organization **Beta Alpha Psi** initiated 14 students.

More than 80 students learned about career opportunities with 20 companies at the Chandler Family Professional Sales Center's **Sales Meet and Greet**.

## OCTOBER

**Business Fellows** traveled to New York City to visit Google, AOL, Simulmedia, JPMorgan, Morgan Stanley, Credit Suisse, Bloomberg, Iconix, Blackrock, Richard Bernstein Advisors, Huffington Post Media Group and the New York Stock Exchange.

The Love School of Business hosted an **alumni luncheon** during Homecoming weekend.



▲ **Paul Saginaw**, the co-founder of Zingerman's Delicatessen, visited Elon as part of the **C. Ashton Newhall Endowed Lecture Series**.

Seniors **Rebecca Stoddard** and **Robert Menke** participated in the **Eller Ethics Case Competition** at the University of Arizona. Associate Professor **Christy Benson** advised the team.

## NOVEMBER

The Department of Accounting hosted 160 accounting professionals at its annual **Continuing Professional Education seminar**.

**Jeff Baldetti '15**, **Edward Cooley '16**, **Nathan Dean '15**, **Kaitlin Fan '15**, **William Gilbert '15**, **Burke Hrovat '17**, **John Johnson '15**, **Bryan Kozin '16**, **Liam Narozanick '16**, **Justin Schweitzer '16**, **Kate Smith-Lin '15**, **Rebecca Stoddard '15** and **Cabriel Sullivan '17** compiled research and prepared the team's script for the **College Fed Challenge**. Baldetti, Cooley, Stoddard, Johnson and Kozin presented the team's work in the competition. Associate Professor **Jen Platania** and Assistant Professor **Vitaliy Strohush** served as faculty advisors.

**Dara Reder**, vice president at Coca-Cola North America Brands, met with students to discuss Coca-Cola's branding strategies.

The honorary and professional fraternity **Sigma Iota Epsilon** inducted 16 students. The chapter honoree was **Sue Rich '85**, vice president of human resources at Glen Raven.

**David Priebe '15**, **Bennett Dupont '16**, **Austin Hughes '16** and **Takiyah Harrell '15** participated in the **Dalhousie Business Ethics Case Competition** at Dalhousie University. Lecturer **Pat Bell** advised the team.

The Elon team of seniors **Julia Denick**, **Madison Margeson**, **Sarah Smith**, **Alison Ryncartz** and **Le To** placed 8th in the **National Sales Challenge** at William Paterson University. The faculty advisor was Assistant Professor **Michael Rodriguez**.

## FEBRUARY

**Heather Braun '17**, **Robert Danis '16**, **Allyson Hanover '17**, **Ryan Herring '16**, **Adam Knaszak '16**, **Caleb Newcomb '16**, **Jacob Orr '16**, **Harrison Rowe '17**, **Richard Segal '15**, **Kevin Smeaton '15**, **Kenneth**

**Straub '15, Ryan Struble '16 and Matthew Zimpelman '15** represented Elon in the best practices competition during the **Beta Alpha Psi southeast regional meeting**.

**Beta Alpha Psi** initiated a dozen students.

Seniors **Jeff Baldetti, Jessica Petrillo, Connor Rice, Kenneth Straub and Kaela Wnorowski** competed in the **CFA Institute Research Challenge**. Their faculty advisor was Associate Professor **Neeraj Gupta**.



**Omicron Delta Epsilon**, the international honor society for economics, inducted 28 students.

▲ In its **annual awards program**, the Love School of Business presented endowed scholarships and academic achievement awards to more than 60 students.

## MARCH

The Love School of Business hosted its first **student organization fair**.

Seniors **Annie Barker, Caroline Crew, Jordan Grover, Jen Smith, Kate Smith-Lin, Garret Mann, Matt Trogdon and Katherine Welch** presented their research theses at the **Eastern Economic Association annual conference**.

**Drew Forte '15, Colin Kelly '15, Nick Stringfellow '15, John Lopez '16, Grant Flick '17 and David Higgins '18** competed in the **Diamond Dollars Case Competition** during the SABR Analytics Conference. Their faculty advisors were Assistant Professors **Andrew Greenland and Mark Cryan**.

Sales-focused students met with more than 20 recruiters at the **Sales Meet and Greet** hosted by the Chandler Family Professional Sales Center.

## APRIL

Forty-seven students were inducted into **Beta Gamma Sigma**. The chapter honoree and keynote speaker was LSB Executive-in-Residence **Michael Gannaway**. The Professor of the Year award was presented to Associate Professor **Jen Platania**.



▲ Professor **Stephen DeLoach** delivered the **Distinguished Scholar Lecture**, "Saving Billions: The Impact of Microfinance on World Poverty."

## MAY

The Chandler Family Professional Sales Center hosted the **Elon Sales Leadership Dinner** to honor top sales students. **Madison Margeson '15** received the Earl D. Honeycutt, Jr. Sales Leadership award.

▼ The **Business Fellows Class of 2015** was recognized in a medallion ceremony.



# Alumni of Excellence

## ALUMNUS OF THE YEAR

*This award is presented to an alumnus who has distinguished himself in a profession and in the community and brought honor to Elon. It was presented during Homecoming Weekend and is one of the highest accolades conferred by the Office of Alumni Engagement.*



Left to right: Brian Baker, Mike Riccio and Leo M. Lambert

### LOUIS M. "MIKE" RICCIO, JR. '85 P'18

*Senior vice president and chief financial officer, La-Z-Boy Incorporated*

Mike Riccio has spent more than 20 years working in various financial positions within the furniture industry. In his current position as senior vice president and CFO of La-Z-Boy Inc., he is responsible for the company's internal audit, treasury and risk management and investor relations. Prior to La-Z-Boy, Riccio worked for LADD Furniture Inc. in a number of increasingly responsible financial management and accounting positions, including corporate controller. Before joining LADD, Riccio worked for Deloitte & Touche. Riccio serves on the Love School of Business Board of Advisors and is a member of The Elon Society.

## TOP 10 UNDER 10

*This award honors alumni who have graduated in the past 10 years and have enjoyed professional success, made a difference in their community and have been loyal supporters of Elon. The following Love School of Business alumni were among those recognized in an April program:*

### PHIL COLLINS '08

*Associate account director, Imagination*

After moving to Asia six years ago, Phil Collins managed events for EF and A List Events International. He then joined the communications company Imagination, where he first worked as an events manager and is now an associate account director.

### MARK HORSBURGH '07

*Manager for live events, Turner Sports*

As part of the Turner Sports Live Events team, Mark Horsburgh produces concerts and fan events around some of the country's biggest sporting events. Prior to joining Turner

Sports, Horsburgh worked for IMG in operations, production and event management roles. Horsburgh is a former Elon Young Alumni Council member and a current President's Young Leaders Council member.

### MARK SCHWARTZ '06

*President, The Richmond Group USA*

After graduation, Mark Schwartz worked for KPMG LLP for two years in their IT Risk Advisory practice. He then joined the full-service staffing firm The Richmond Group USA, where he worked as a recruiter, director of training and development, and now serves as president.

### CHRISTINE WINANS '10

*Senior sourcing associate and co-op manager, Bristol-Myers Squibb*

Christine Winans began her professional career in the aerospace defense industry at Boeing Military Aircraft. After five years of increasing responsibility at the Boeing Company, Winans moved to the biopharmaceutical industry and joined

Bristol-Myers Squibb. Winans is the former president of the Elon Philadelphia Alumni Chapter and currently serves as an Elon Career Mentor.

## "40 LEADERS UNDER 40"

*The Triad Business Journal publishes an annual list of outstanding young leaders who are recognized for their accomplishments and contributions to the Triad.*

### IAN BALTUTIS '08

*Founder and chief operating officer, The Vibration Solution LLC*

Ian Baltutis founded The Vibration Solution LLC, an international vibration isolation product design, marketing and distribution company, with R.J. Yozwiak '08 while in college. Throughout the years, Baltutis has been instrumental in guiding the company to 300 percent growth. Baltutis is a member of the Doherty Center for Entrepreneurial Leadership Advisory Board.

# Advisory Boards

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### William S. Creekmuir P'09 P'10

Chair of the Board of Advisors  
Pinnacle Search Partners, LLC

### Michael J. Bear P'15

The Apophysis Group

### Samuel L. Burke '89

PricewaterhouseCoopers, LLP

### Britt W. Carter

Fleishman-Hillard Inc.

### Patricia Chadwick P'16

Ravengate Partners LLC

### Charles R. Clohan '98

Dittmar Company

### William B. Courtney, Jr. '86

Hertz Corporation

### Donna A. DeMaio

United Guaranty Corporation

### Jeffrey Dufficy P'15 P'17

Dufficy Enterprises, Inc.

### Laurence S. Forte P'15

Wells Fargo Capital Finance

### John S. Gaither P'09

Reichhold, Inc.

### Kathleen Galbraith G'07

Duke Regional Hospital

### Michael T. Gannaway P'01

Love School of Business, Elon University

### W. Eric Hinshaw

Scott & DuVal

### Dina B. Jennings '87

Biscuitville, Inc.

### Jeanne Kane P'16

JKZ LLC

### Richard Kane P'16

Advent International Corporation

### John McCombe P'16

Richard Bernstein Advisors

### Thomas D. McGowen, Jr.

Stout Stuart McGowen & King LLP

### Trevor Minor G'16

Graduate Representative  
City of Winston-Salem

### James A. Moncure II

IBM

### Michael Nowak '11

Rhode Island Novelty

### Jessica Petrillo '15

Undergraduate Representative

### Kelly Richmond Pope

DePaul University

### Shane D. Powers '99

Credit Suisse, Investment Banking  
Division

### Louis M. Riccio, Jr. '85 P'18

La-Z-Boy Incorporated

### Jack Ryan, Jr. P'17

GE Capital

### John H. Slayton

Trust Company of North Carolina

### Bernadette M. Spong '78 G'07

P'09 P'10

Rex Healthcare

### Derek B. Steed

Glen Raven, Inc.

### David A. Stevens '81

SunTrust Bank

### Peter L. Tourtellot

Anderson Bauman Tourtellot Vos

### Linda T. Weavil

Elon University

### Mark R. White P'13

SAP America

### Jarvier T. Young '08

Wells Fargo Securities - Investment  
Banking & Capital Markets

## Chandler Family Professional Sales Center

### Megan Anderson '11

ADP

### Bob Chandler

Chandler Concrete

### Billy Chenault '85

Luck Companies

### J. Philip Clark

Retired, Epoch Investment Partners,  
Inc.

### Michael T. Gannaway P'01

Love School of Business, Elon University

### Kevin Kelly P'11

UBS

### Karl Sherrill G'08

Senn-Dunn Insurance

## Doherty Center for Entrepreneurial Leadership

### Andy Agrawal P'14

DecisionPoint

### Ian Baltutis '08

Vibration Solution, LLC

### Greg Chabon

Womble Carlyle Sandridge & Rice  
PLLC

### Ashok Dinakaran

A & D Real Estate Holdings

### Ed Doherty P'07

Doherty Enterprises

### Joan Doherty P'07

Doherty Enterprises

### Steven Graven P'15

Global Textile Alliance

### Eric Henry

TS Designs

### Jon Leonardo '11

Forward City

### John Maynard P'15

Tarheel Research, Ltd.

### Jim Mitropoulos P'17

Innovolt

### Mital Patel L'09

Wyrick Robbins Yates & Ponton LLP

### Charles Sydnor P'02

Braeburn Farms

## Department of Accounting

### James Mitchell IV

Advisory Board Chair  
Smith Leonard PLLC

### Linda Aldridge '87

Stout, Stuart, McGowen, & King LLP

### Ed Dodson

Laboratory Corporation of America

### Susan Ezekiel

Cobb Ezekiel Loy & Company, P.A.

### Kenneth Hancock

IBM

### David Johnson P'89 P'91

Apple, Bell, Johnson & Co., P.A.

### Adam King '08

Ernst & Young LLP

### Jonathan Kraftchick

Cherry Bekaert LLP

### Carl Pawsat '08

Lincoln Financial Group

### Ryan Rate '06

PricewaterhouseCoopers, LLP

### Rhonda Skiles

Bernard Robinson & Company, L.L.P.

### C. Thomas Steele, Jr. P'17

Pittman & Steele, PLLC

### Scott Venus '99

Deloitte & Touche LLP

### Bill Wilkinson '85

Gilliam Coble & Moser, L.L.P.

## Support Transformative Learning through the LSB Annual Fund



Donors Chris and Mary Council with finance major Allison Weiler '16, recipient of the Janie E. Council Scholarship.

ANNUAL GIFTS from alumni and friends sustain excellence in the Martha and Spencer Love School of Business and support the work of outstanding students and faculty scholars.

In addition to funding scholarships for students to study at Elon, gifts play a vital role in enabling students to participate in high-profile competitions, study abroad experiences and other experiential learning programs. For faculty, gifts endow professorships to recognize and support academic excellence, and provide funds for research resources and conference presentations.

Annual gifts of all sizes are appreciated and are put to work immediately to enhance programs and opportunities that set Love School of Business graduates apart from their peers. To make a gift to the Love School of Business today, visit [elon.edu/makeagift](http://elon.edu/makeagift). For more information about supporting the Love School of Business, contact Brian Baker, assistant vice president for University Advancement, at [bbaker7@elon.edu](mailto:bbaker7@elon.edu) or 336.278.7453.

# ELON UNIVERSITY

## Martha and Spencer Love School of Business

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