KICK OFF
a campaign to improve children’s health

ALUMNI AND STUDENTS
honored

CATCH UP
with classmates with our expanded Connections

EXECUTIVES & ENTREPRENEURS
Women in Leadership
It has been both an honor and a privilege to step into the position of dean of the highly regarded Miller College of Business. With your support, I look forward to raising our profile even higher.

One of the key strengths of Miller College is our alumni who represent us in every state and around the world. Since June, I have had the pleasure of meeting several of you, and I very much appreciate the time you have taken to share with me your pride, your memories about your Ball State days, and your hopes for the future of Miller College. I plan to meet many more of you in the coming months and invite you to drop by my office whenever you are on campus.

Behind the success of every great university are engaged alumni. We are very fortunate that this is what we have here in you. I have been impressed by the enthusiastic support you have shown for our various fundraising projects and the creation of scholarships that help us continue to attract extraordinary students and provide them with a high-quality education. Because of your generosity, you have opened doors and enhanced opportunities for a new generation of Ball State students.

We are also thankful for the other ways alumni have been actively engaged—arranging student internships at their places of employment, assisting with immersive learning opportunities, hiring recent graduates, participating in our Dialogue Days, and serving on advisory boards.

As you go through this issue of *Ball State Business*, you will read stories about individuals, programs, and accomplishments we can all be proud of and celebrate. Meet some of our remarkable women executives and entrepreneurs (page 7). See how our students, led by one of our faculty members, are fighting childhood obesity along with Peyton Manning Children’s Hospital at St. Vincent and Marsh, among other partners (page 18).

We want you to help us improve future issues of our magazine. To ensure that it meets your needs, we are conducting a survey at [http://business.iweb.bsu.edu/magazine_survey.html](http://business.iweb.bsu.edu/magazine_survey.html). It will take only a few minutes to complete. Thank you.

We always want to hear from you. Share with us your accomplishments and current information. Contact us at 765-285-8192 or business@bsu.edu.

I cannot thank you enough for your support. I do want you to know that your support makes Miller College an exceptional place whose graduates are second to none.

Sincerely,

Rajib Sanyal
Dean
FEATURES

Alumni Honors
Ten accomplished business leaders are honored during the Miller College of Business Alumni Awards Dinner.

COVER STORY
Executives & Entrepreneurs
Meet three alumnae and one student who are carving a path with their innovative leadership skills.

• Nicole Vauter: visionary student, leader on campus
• Renae Conley: CEO of two utility companies helps revitalize communities in the wake of hurricanes
• Karen Mangia: connects young women with high-tech industry opportunities
• Suzette Brown Miller: advocate for increasing student achievement through teacher development

Touchdown for Children’s Health
Project 18, a campaign to fight childhood obesity, kicks off.

DEPARTMENTS

Miller College News
Faculty Awards, Updates
Scholarship Award Winners, Donors
Connections
Entrepreneurship Ranked as 10th in Nation

*U.S. News & World Report* is touting the Miller College of Business undergraduate program in entrepreneurship as 10th best in the nation. The program features a final pass-or-fail class that requires seniors to put their degrees on the line when their business plans are analyzed by a group of top business leaders just days before graduation.

The program has been consistently ranked in the top 10 by *U.S. News & World Report* since 1999.

New Major in Sales Added

Miller College will offer a new major in sales in fall 2010. Ball State is only one of a handful of institutions nationally—and the only one in Indiana—to have such a major.

New Program in Information Systems Security Management

This fall, Miller College launched a new program: the information systems security management graduate certificate. The 15-hour program is available through a combination of online and traditional classes offered in the Greater Indianapolis area.

We Need Your Feedback!

The Miller College of Business is conducting a survey to see how we can better serve our alumni and friends. You can complete this survey online at [http://business.iweb.bsu.edu/magazine_survey.html](http://business.iweb.bsu.edu/magazine_survey.html).

Miller College to Launch Prague Center

The Miller College of Business is partnering with the university’s Rinker Center for International Programs to launch a new academic center in Prague in the Czech Republic, starting in fall 2010.

Along the lines of our highly successful centers in Australia and London, the Prague Center will offer courses, study abroad, and immersive learning opportunities to Ball State students in the fall semesters. Prague is symbolic of the dynamic changes taking place in Eastern Europe and, given its central location, the center provides Ball State students an excellent option to broaden their global learning.

Courses, housing, transportation, and weekly cultural excursions are part of the inclusive fees at the semester-long Prague Center. Doug Naffziger, associate professor of management, will serve as the resident director of the center for the first semester. To learn more about this exciting initiative and how you can support students going to Prague, contact Angie Cravens, coordinator of experiential and immersion learning programs, at adcravens@bsu.edu or 765-285-2133 or go to [www.bsu.edu/business/abroad](http://www.bsu.edu/business/abroad).
Business Plan Competition Gets New Home, New Name

The Entrepreneurship Center’s Enterprise 8, formerly the Nascent 500 Business Plan Competition, will be relocating to Worthen Arena in the spring. The competition will tie in with Hoosiers’ love for basketball.

The business plan competition celebrates undergraduate entrepreneurship education and Indiana’s business and historic heritage. This will be the 14th business plan competition hosted by Ball State.

Each year, semifinalist teams are selected based on submitted business plans and are invited to Indiana for the competition. The top team will present its plans for a chance to win $15,000.

Insurance Program, Students Recognized

Ball State’s insurance program achieved a distinction by having the highest number of students qualifying as university associate certified risk managers (UACRMs) in the spring 2009 semester. The program ranks third in the nation for total UACRMs.

The designation is an early certification program designed by the National Alliance for Insurance Education & Research as a way to help students gain a competitive edge, stronger professional credibility, and to introduce them to the internationally recognized certified risk manager professional designation.

The program was also listed as notable in the September 2009 issue of Risk Management magazine. The magazine stated: “Ball State’s Center for Actuarial Science, Insurance, and Risk Management plays an integral role in supporting the program’s students and faculty. The school offers undergraduate and graduate degrees and boasts the most actuarial credentialed full-time tenured faculty in the country. This school’s program relies heavily on real-world experience faculty, and students recently completed a project on premium taxation of insurers for the Indiana Economic Development Council.”

SHRM Student Chapter Earns Merit Award

The SHRM Student Chapter earned a Merit Award from the Society for Human Resource Management for the academic year 2008-2009.

The award recognizes professionalism of chapter operations, professional development of student members through mentorship programs, attending conferences and guest speaker presentations, and service to the community. The chapter previously won a Merit Award in 2007. About 20 Ball State students are involved in SHRM.
Recognizing Outstanding Alumni and Friends

Ten talented and dedicated alumni and friends were honored October 30 during the sixth annual Alumni Awards Dinner. These men and women were recognized and celebrated for their successes.

HALL OF FAME

JOSEPH B. BLACK JR.
Dean and professor emeritus, Ball State University
Education: AA, Kemper Military School; BS 1947, MBA 1956, and DBA 1965 Indiana University

Current Position: Dean emeritus and professor emeritus of finance at Ball State
Previous Employment: Teaching and administrative positions at Indiana University, Miami University, Wright State University (dean), Kemper Military School (president), and Ball State University (dean and acting vice president of university relations)

Since 1947, he has retained an association with his family’s business, the Black Lumber Companies of Southern Indiana, recently serving as a director and chairman of the executive committee.

He proudly served in the infantry in World War II and saw action in the Korean War as an artillery officer. He continued to serve in the Army Reserves and retired in 1973 as a colonel in the Missouri National Guard.

DISTINGUISHED PARTNER AWARD

GEORGE E. BRANAM
Ball State
Entrepreneurship Advisory Board, Medical Advisory Committee member for the Human Performance Laboratory
Current Position: Laboratory director for Pathologists Associated Medical Laboratories; president of East Central Indiana Pathologists
Previous Employment: United States Air Force major (1957 to 1966)
Education: BA chemistry and physiology, Indiana University, Bloomington; MD, Indiana University, Indianapolis, 1957; specialty certificate in anatomic and clinical pathology, Letterman General Hospital, San Francisco, California, 1962; subspecialty certificate in hematopathology, Ball Memorial Hospital, Muncie, Indiana, 1971

Thoughts on Ball State: “Stories about my participation in the Human Performance Lab are numerous, but my favorite one involves the testing of the then-world record holder of the fastest marathon. It was in the heat of the summer, and he warmed up, jumped on the treadmill, and proceeded to run about a 4:15 mile. All of a sudden, the treadmill came to a screeching halt because the fuses were burnt out. It was so hot other people in the building also had air-conditioning going, so it was too much for the building. So that Friday evening everyone, including our athlete, had a nice dinner, capped with a number of beers.”

AWARDS OF DISTINCTION

DONALD D. DUMOULIN II
BS marketing, 1982, Ball State University Miller College of Business Executive Advisory Board chair
Current Position: Chief executive officer, King Systems
Previous Employment: President, Empi Recovery Sciences through October 2008; senior vice president of Roche Diagnostics through December 2006; SmithKline Beecham through December 1996; Procter and Gamble through June 1992.

Thoughts on Ball State: “Ball State is the source of most of my deepest friendships through Sigma Chi fraternity and gave my family the joy of seeing our son graduate from the Miller College in 2008. The university has given me pride of seeing the university grow into a distinguished center for higher education and the chance to work with outstanding Ball State graduates in every job I have ever held.”

DAVID MCDANIEL
BS accounting and finance, 1981, Ball State University Accounting Advisory Council, Ball State Bold: Investing in the Future capital campaign, Indianapolis subcommittee

Current Position: Partner of Ent & Imler CPA Group
Previous Employment: Staff accountant for Kimmerling, Myers & Company (1981 to 1984)
Affiliations: American Institute of Certified Public Accountants; Indiana CPA Society; Indiana CPA Society-Tax Resource Action Committee (Indiana Legislature Liaison)

Thoughts on Ball State: “Ball State prepared me to think, plan, and problem solve. I learned skills on how to find the right answer through how to research problems and solutions—not just trying to remember all the rules.”

Rod Davis, associate dean for instruction, (center) visits with alumni Jackie and Mike Johnston during the 2008 Alumni Awards Dinner.
Cardinal baseball program. by earning three letters in the great memories of participating in collegiate athletics. I would be remiss if I did not mention that I benefited from and have great memories of participating in collegiate athletics by earning three letters in the Cardinal baseball program."

"Like most graduates I look back on my campus experience as a time of growing accountability and exposure to new things or, putting it in 1977 terms, I was on the latitude to blend curricular and cocurricular activities flexibly in a way that made sense for me and that was both applied and pragmatic. This approach provided a well-rounded foundational learning experience that served me well."

"The most significant aspect of my Ball State experience was my involvement in the business fraternity Delta Sigma Pi. I was pledge class president, which taught me Robert’s Rules of Order, how to run meetings, organize projects, and lead people. A local financial planner, David Stoker, spoke at a professional speaker night and dinner afterward turned into an internship, a full-time job, and seven years of employment being mentored by an excellent advisor. My favorite memories also include lunch after class at the Flying Tomato, $3.99 Papa John’s Pizza, attending men’s basketball games at the new Worthen Arena, and playing intramural sports."

AWARDS OF ACHIEVEMENT

SHELLEY A. MEADOR
BS accounting, 1993, Ball State Accounting Advisory Council
Current Position: Partner at KPMG LLP
Previous Employment: Senior tax manager Redcats USA (2003 to 2006); corporate tax director at Deloitte & Touche LLP (1993 to 2003)
Affiliations: Member of the American Institute of Certified Public Accountants and Indiana CPA Society; the Children’s Museum of Indianapolis Fund Council member

TAMARA B. SAMPLE MCKINNEY
BS finance, summa cum laude, 1986
Current Position: CEO and cofounder of The Constant Group Inc.
Previous Employment: Chief of strategy, business operations, and analysis for LiveText Inc. (2000 to 2005); Bain & Company (1997 to 2000); and various prior management and analyst positions at NCR Corp. in the Office of the U.S. CFO, Corporate Treasury, Worldwide Logistics, U.S. Controller’s Division, and U.S. Customer Services (Field Engineering) Division
Affiliations: Association for Computing Machinery Midwest Business Brokers & Intermediaries; International Business Brokers Association; National Association of Women Business Owners; Turnaround Management Association Midwest-U.S. and China Association; Beta Gamma Sigma
Additional Education: MBA, Harvard University, 1997

JIM L. STANLEY
BS accounting, 1977, and associate degree economics, 1977
Current Position: President of Duke Energy Indiana
Previous Employment: Vice president for field operations, Midwest (2006); vice president for T&D Construction and Maintenance (1998 to 2003); vice president for T&D Projects (1996 to 1998); all positions were with Public Service Indiana, PSI Energy, Cinergy, which are all predecessor companies to Duke Energy.
Affiliations: Indiana Legal Foundation Board of Directors; Indiana Utility Shareholders Association Board of Directors; YMCA of Greater Indianapolis Board of Directors; Indiana Chamber of Commerce Board of Directors; United Way of Central Indiana Board of Directors; Special Olympics Indiana Board of Directors
Thoughts on Ball State: “My entire Ball State experience from the classroom, the fraternity, working on the homecoming committee, and involvement in other campus organizations has prepared me extremely well for the real world. That I am able to continue to serve on Ball State boards has been most gratifying, fulfilling, and a learning experience.”

"The most significant aspect of my Ball State experience was my involvement in the business fraternity Delta Sigma Pi. I was pledge class president, which taught me Robert’s Rules of Order, how to run meetings, organize projects, and lead people. A local financial planner, David Stoker, spoke at a professional speaker night and dinner afterward turned into an internship, a full-time job, and seven years of employment being mentored by an excellent advisor. My favorite memories also include lunch after class at the Flying Tomato, $3.99 Papa John’s Pizza, attending men’s basketball games at the new Worthen Arena, and playing intramural sports.”

BILL FRENCH
BS business administration, 1981, Miller College of Business Executive Advisory Board
Current Position: Senior vice president at Colliers Turley Martin Tucker
Affiliations: Colliers Turley Martin Tucker Board of Directors; International Council of Shopping Centers past cochair; Colliers International Retail Steering Committee; past president of Hamilton Southeastern Schools Foundation; former vice president of Flanner House Inc.
Thoughts on Ball State: “My initial reason for coming to Ball State was to become an architect, but it didn’t work out for me. Then I enrolled in the college of business. If I was not going to design buildings, I was going to sell them.”

ROB TYLER
BS finance, 1995, Ball State Finance Advisory Board charter member
Current Position: Financial advisor and owner of Tyler Wealth Management; adjunct instructor for the Department of Finance and Insurance, Ball State University
Affiliations: Retirement Planning at Ball State Retirement Wellness Day presenter; Ball State Christian Student Foundation board member
Thoughts on Ball State: “The most significant aspect of my Ball State experience was my involvement in the business fraternity Delta Sigma Pi. I was pledge class president, which taught me Robert’s Rules of Order, how to run meetings, organize projects, and lead people. A local financial planner, David Stoker, spoke at a professional speaker night and dinner afterward turned into an internship, a full-time job, and seven years of employment being mentored by an excellent advisor. My favorite memories also include lunch after class at the Flying Tomato, $3.99 Papa John’s Pizza, attending men’s basketball games at the new Worthen Arena, and playing intramural sports.”
Miller College of Business 2009 Faculty Award Recipients

OUTSTANDING SERVICE AWARD

Stan Keil
Associate Professor, Economics

OUTSTANDING RESEARCH AWARD

Shaheen Borna
Professor, Marketing

OUTSTANDING TEACHING AWARD

Stephen Avila
Associate Professor, Insurance

DISTINGUISHED SERVICE AWARD

Rod Davis
Associate Dean for Instruction

University Recognizes Miller College Faculty

Ball State University honored Jennifer Bott, associate professor of management, as the 2008-09 Outstanding Junior Faculty Member for being an exemplary teacher and for her initiatives with immersive learning projects.

Sushil Sharma, professor and chair for the Department of Information Systems and Operations Management, was recognized with the 2008-09 Outstanding Faculty Award for his prolific scholarly output, winner of several grants, and high quality teaching. He is a leader in cyber security research.

Avila Earns Top Honors for Teaching

The director of Ball State University’s nationally recognized professional selling program has been honored as one of the nation’s top educators.

Ramon Avila, director of Ball State’s H.H. Gregg Center for Professional Selling and the George and Frances Ball distinguished professor of marketing, has been named a distinguished sales educator by the University Sales Center Alliance. The award honors sales educators for their consistent, long-term, and outstanding contributions to the quality and advancement of sales and sales management education at the college and university level.

Documentary Created for Aspiring Entrepreneurs

An engaging, entertaining, and inspiring documentary film, Increasing the Odds: Starting a Business, has been designed by Cecil Bohanon, professor of economics, and a team of students to help the aspiring entrepreneur avoid crucial mistakes in developing a business. The film emphasizes simple points that are essential to starting a successful business.

This Virginia Ball Center documentary profiles six businesses that use time-tested and definitive methods to increase their odds. The companies examined include Big Sky Brewing of Missoula, Montana; Air Robotics LLC of Muncie, Indiana; Blue Bottle Coffee Shop of Muncie, Indiana; Vera Bradley Designs of Fort Wayne, Indiana; Ball Corporation of Broomfield, Colorado; and Anheuser-Busch of St. Louis, Missouri.

Get a sneak peak of the documentary, an immersive learning project from the Virginia B. Ball Center for Creative Inquiry, Ball State University, and the Innovation Connector at www.bsu.edu/business/increasingodds. The full film will be released this fall.

New faculty and staff

Miller College of Business welcomes our new faculty and staff for the 2009-2010 year:

- Rui “Ray” Chen, assistant professor of information systems and operations management
- Adlai Chester, instructor of accounting
- Maoyong Fan, assistant professor of economics
- Susan P. Mantel, associate professor of marketing
- Pankaj C. Patel, assistant professor of management
- Lori Pence, secretary to the dean
- Michael D. Plante, assistant professor of economics.
Women are making strides in business leadership. Ball State University continues to mold women leaders who are challenging how we use technology and how we see the world around us, from the wake of hurricanes to inside classrooms.

In 2007, about 53 percent of the total professional positions in the private sector were women, according to the U.S. Equal Employment Opportunity Commission. Women made up 28 percent of the total executive and senior level official and managerial positions and 39 percent of the total first and midlevel official and managerial positions. These four stories exemplify advances women are making.
Taking Charge

It’s no secret, one encounter changed Nicole Vauter’s life.

Vauter met with representatives from Merrill Lynch and Raymond James during her freshman year at Ball State to learn more about their professions. One of the professionals was a certified financial planner, taking in clients and speaking with them one-on-one while managing their portfolios.

“He helped them with their financial lives, their retirement planning, and how to pay for education. With that one meeting, I had found what I wanted to do with my life,” says Vauter.

Now for Vauter, it’s all about the networking. Whether she does it in person, through social networks, over the phone, or through e-mails, she gets involved so she can make a difference.

“I want to become a business leader, an entrepreneur, a respected colleague, an admired boss, a creative visionary, an enthusiastic role model, a prestigious CEO, an esteemed educator, and a successful woman,” Vauter says. “My ultimate goal is to create and own a financial advising firm. To achieve this, I am willing and determined to continue striving for excellence in my academic studies.”

Vauter of Hebron, Indiana, is the student representative to the Ball State University Board of Trustees, the highest governing body of the institution. A junior majoring in finance and economics, Vauter stepped into her two-year position in the summer of 2009.

“I am really looking forward to going to as many events as possible to network with students.” She was selected to be a student trustee after an extensive application and interview process that culminated in an appointment by Indiana Governor Mitch Daniels.

“I'm kind of a nerd,” Vauter laughs. “I like finances. I have a color-coded planner. I love to be involved. I have to be organized to do all these different things. This is who I am and what I love.”

While serving as a trustee, Vauter anticipates continuing on with many of her other extracurricular activities, including as the Miller College Undergraduate Fellow.

“Nicole was our overwhelming choice for the Undergraduate Fellow position for 2009-10,” says Gayle Hartleroad, director of student services for Miller College. “It is clear from the moment you meet Nicole that she is a genuine, sincere, and caring person. She has an enthusiastic personality, which makes her a wonderful fit to regularly meet with prospective families and represent Miller College.”

Vauter was drawn to Ball State because of its well-regarded architecture program.

“I had anticipated doing business minors. After my first year of classes at Miller College, I loved it and made that my focus.”

She spent this summer contacting companies searching for a financial planning-related internship for next year. “It’s very competitive. I have many dreams and aspirations waiting to be fulfilled. They direct my educational decisions,” she says. “Through my academic career, I have committed myself to continuous learning and practice so that I will be well-prepared to take on any challenge in my life.”
Steering Through the Storms

Louisiana utilities are well-acquainted with hurricanes and the damage and destruction they leave in their wake.

But even the seasoned veterans at Entergy Louisiana LLC and Entergy Gulf States Louisiana LLC were stunned by the devastation from hurricanes Katrina and Rita in 2005. The mammoth storms flooded New Orleans and southeast Louisiana, delivering tragedy and misery to many of the utilities’ 1 million customers.

“Our employees were amazing in their response to the disaster,” says Renae Conley, president and chief executive officer of Entergy’s two utility companies. “Many of our linemen, as well as other Entergy employees responding to the storm, had lost their homes. Still, they worked around the clock, many performing heroic acts as they labored to restore power to the region. The nature and character of these employees were revealed as they worked for others while they themselves had lost everything.”

Conley, BS ’80 and MBA ’82, is responsible for the companies’ electric distribution systems, customer service, regulatory and government affairs and economic development programs, as well as the companies’ financial performance.

After the storm, Conley worked with regulators to put in place larger storm reserves and innovative financing alternatives to be prepared for the next hurricane. So three years later, when Gustav and Ike struck, leaving more than 800,000 Entergy customers in Louisiana without power, Conley’s companies were ready.

In Her Spare Time

Renae Conley has numerous interests including running, reading, and traveling.

She serves on several boards related to improving the life, economy, educational opportunities and the future of Louisiana, a state and people she has come to love and to call home.

“Getting power restored as soon as possible after disasters of these proportions is the key to the economic recovery and the return of a normal life for communities,” says Conley, a

“The nature and character of these employees were revealed as they worked for others while they themselves had lost everything.”

— Renae Conley
President and chief executive officer of Entergy Louisiana LLC & Entergy Gulf States Louisiana LLC

Baton Rouge resident. “Our employees—as well as thousands of workers from around the country who came to help us—restored power in record time.”
Conley credits three Ball State professors with giving her the foundation to lead the companies: Krishna Mantripragada, finance professor; Paul Parkison, retired chairman and accounting professor; and James Hoban, retired finance professor.

“They provided excellent real-life experiences in the classroom, allowing us to understand how to apply what we were learning to the real-world situations we would encounter. And they were truly interested in my success.” She worked for Hoban as a graduate assistant and credits his guidance in helping her refine and understand her business interests.

When Conley graduated in 1980, the job market was not promising. She continued at Ball State and obtained a master of business administration (MBA). She began working for a utility company in the internal audit department and spent the next half of her career in a variety of accounting and finance positions before moving into line responsibilities. Conley joined Entergy in 1999 and was named to her current position in 2000.

Conley has always been business-minded and credits her father for helping her choose accounting as a major. His advice was to seek an accounting degree to get a strong knowledge base of how businesses worked and made money. “He said I could go any direction from there,” Conley says.

And she has. Her companies have been consistently recognized for their restoration abilities after major storms. Entergy is the only company to be honored every year since the Edison Electric Institute Emergency Response Awards were first presented in 1998. It has been presented with four awards for its exemplary response capabilities and nine awards for helping other utilities repair their systems.

Conley continues to bring back her real-world experiences to Ball State through her membership on the Dean’s Executive Advisory Board.

“Interfacing with the students and seeing how bright, creative, and resourceful they are is rewarding. Today’s generation of kids is so impressive and is going to make this world a better place. I am convinced of that.”

Karen Mangia is reaching out to the next generation of information technology (IT) professionals.

“What most attracted me to the IT field was the pace—fast, dynamic, innovative,” says Mangia, BS ’97, MS ’98, the senior manager for the Partner Experience team at Cisco Systems’ office in Carmel, Indiana. “Technology advances daily, and we are increasingly able to solve problems using solutions and approaches that weren’t available in the past.”

Mangia is sharing her enthusiasm for technology with today's female high school students. In 2006, she founded INPursuit to connect high school girls with mentors in the high-tech industry. About 250 women have volunteered to engage in e-relationships with girls at two high schools in Greater Indianapolis.

“It's a great experience to give young women the chance to expand their view of options in life,” she says. “Mentors make a difference in what you believe is possible.”

INPursuit is one example of Mangia’s strong support of networking. In addition to her Ball State education, she says, her Ball State relationships have helped her career.

“Ball State prepared me well for my professional career and life in general,” says Mangia, an Honors College alumna. “In addition to learning critical thinking and problem-solving skills, I learned the importance of networking. My first and most recent jobs resulted from Ball State-based relationships.”

“In addition to learning critical thinking and problem-solving skills, I learned the importance of networking. My first and most recent jobs resulted from Ball State-based relationships.”

—Karen Mangia
Senior manager for the Partner Experience, Cisco Systems, Carmel, Indiana
Mangia earned her bachelor’s degree in international business and telecommunications as well as her master’s degree in information and communication sciences.

Mangia’s accomplishments have brought her many awards, including being named to the 2008 Indiana Business Journal Top 40 Under 40 list and a 2007 Graduate of the Last Decade (GOLD) Award from the Ball State Alumni Association.

Mangia says networking with a fellow Ball State graduate Randy Pond, ’77, (see Ball State Business, Spring 2009) was key to her career development. Mangia met with Pond, Cisco’s executive vice president of operations, at his San Jose, California, office. Pond helped her connect with people in the division where she wanted to work.

“When I chose to look for opportunities outside of sales management at Cisco, I called Randy,” she says. “I knew he was a fellow Miller College alum and thought he might have some ideas. He not only took the call; he generously spent almost an hour with me in person!”

Mangia’s relationship with Ball State has continued long after graduation. She is a member of the Miller College of Business Alumni Board and the Information Systems and Operations Management Advisory Board as well as the Center for Information and Communication Sciences’ (CICS) Industry Fellows Board. She visits the classroom as a guest lecturer and gets to meet with several of her former professors. “I stay in touch because I had a great experience at Ball State, and I want to enable that for others.”

Merging Education with Entrepreneurship

Suzette Scheib Brown Miller advertises her passion on her back bumper. Her license plate says EDUC8.

Miller, ’72, president of Brown Associates in Indianapolis, has melded a love for teaching with entrepreneurship. She works with school districts to develop and implement plans to improve student achievement scores and provide professional development to teachers.

“The most rewarding aspect of my consulting work is that I still enjoy working through the ever-changing challenges in education,” she says. “The expectations of principals and teachers, the student population, and the research on best practices in the classroom have dramatically changed the educational landscape in the last 20 years.”

Suzette Scheib Brown Miller (right) taught in public schools before becoming an education consultant creating workshops and training leadership teams for her company, Brown Associates in Indianapolis. Karen Mangia (above) connects high school girls with mentors in the high-tech industry through the Partner Experience at Cisco Systems, Carmel, Indiana.

In Her Spare Time

Suzette Scheib Brown Miller is an active volunteer, having served as president of the Big Sister Foundation, cochair of Training Inc., and president of the Indianapolis chapter of Alpha Phi Alumnae, among others. She received the Pauline Selby Award from Big Sisters of Central Indiana.

She enjoys golfing, ballroom dancing, playing bridge, and reading and lives in Indianapolis.
Carol Kettler, Title I manager for Fort Wayne Community Schools, has worked closely with Miller. “Suzette is professional, knowledgeable, precise, and accurate,” Kettler says. “She is a true advocate for increasing student achievement through the school improvement process.”

“I came to the university with relatively no background knowledge in business. I was starting from scratch, and the College of Business delivered courses that were broad in range and specific in content, which I needed.”

—Suzette Scheib Brown Miller
President of Brown Associates, Indianapolis

Miller’s start in education came accidentally. When she enrolled at Ball State, she intended to earn an associate degree but changed her mind. “I went to an academic counselor, and he suggested I go into business education, since I had already taken several business classes,” she says.

After teaching in public schools, followed by work in a leadership program at the Indianapolis Chamber of Commerce, Miller became an educational consultant. With a business partner, she began designing workshops and training leadership teams all over the country for the Modern Red Schoolhouse Institute. Her work through the institute led her to open her own office in Indianapolis.

Miller says Ball State prepared her well for her roles as both an educator and a business professional, sometimes in ways she did not foresee. “I came to the university with relatively no background knowledge in business. I was starting from scratch, and the College of Business delivered courses that were broad in range and specific in content, which I needed. At the time, it never occurred to me that I would ever be developing a business plan, projecting budgets, or paying taxes for my own business venture.”

At Ball State, Miller pledged with Alpha Phi sorority and took her first leadership role. At the time, she was dating a member of Sigma Chi, and while a sophomore, she was chosen Sweetheart of Sigma Chi.

“While I was sweetheart, one of my responsibilities was to attend some of the fraternity rush events,” she says. “David Letterman was one of the fraternity brothers at the time, and he was usually the emcee at the rush events. He had the ability to find humor in nearly every situation. I thoroughly enjoyed watching him work, even though sometimes as sweetheart, I was the object of his humor.”

Ball State is a big part of Miller’s life. She participates in the letter writing campaign to prospective freshmen, Dialogue Days, and the Miller College Awards Dinner, and she served on the Miller College of Business Alumni Board from 1996 until 2004—with two years as president. In 2005, she was honored with an Award of Achievement.

“The most rewarding element of my involvement as an alumna with Ball State and Miller College of Business is seeing the college and the university grow and having an opportunity to be a part of that growth,” she says.
INSPIRE THE NEXT GENERATION.

When accomplished business leaders—such as corporate executives, business professionals, and successful entrepreneurs—visit Ball State, they enhance the Miller College of Business learning environment.

Dialogue Days

Dialogue Days, an initiative of the Miller College of Business Alumni Board, connects students with successful alumni professionals to interact and share business experience and expertise. The next Dialogue Days will be February 24-25, 2010. For more information contact Tammy Estep, director of external relations, at testep@bsu.edu or 765-285-8311.

Executive in Residence

Students gain an unrivaled opportunity to interact with a successful business leader and the chance to foster an intimate dialogue. The Executive in Residence program allows seasoned leaders to speak in a number of classes and meet with students, faculty, and local business groups.

Over the years, this program has brought to campus senior corporate executives, business professionals, and successful entrepreneurs, from a variety of industries, large and small, private and public.

In recent months, David Bego and Umit Taftali visited campus to speak with students. Bego is president, owner, and CEO of Executive Management Services Inc. and the author of *The Devil at My Doorstep: Protecting Employee Rights*, a book based on his employee management experience. Taftali is a founding partner of Cesmig & Taftali, ’85, a private equity investment partnership in London. In 2001, he joined Koc Holding in Istanbul, Turkey, and founded the Suna Kirac (Koc) Family Office, which he is managing.

Four executives in residence addressed our students during the 2008-2009 school year as part of this Distinguished Speaker Series. Watch the interviews at www.bsu.edu/business with Peter Campanella, ’67, former chief executive officer of World Kitchen; Carl George, ’71, CEO, Clifton Gunderson LLP; James Lintzenich, ‘75, board of directors, Lumina Foundation for Education; and Jeff Yapp, executive vice president for program enterprises, MTV Networks’ Music and Logo Group.

How you can give back

Ball State has more than 146,000 alumni who are making strides and names for themselves as business leaders, entrepreneurs, educators, health care providers, scientists, designers, artists, media professionals, and more.

You can give back to the Miller College of Business. Give to the Dean’s Fund for Excellence or to a specific program or department that you’re most interested in. Create a scholarship or endowment. Help expand existing scholarship funds. Partner with Miller College on an immersive learning project.

For more information on how you can help the Miller College of Business, contact Beth Snyder, director of development for Miller College of Business, at 765-285-9098 or easnyder@bsu.edu.

Above: Howard White, senior project manager/technical engineer for AT&T, Monee, Illinois, addresses a business class during Dialogue Days.
Scholarships Awarded for 2009-2010

More than $316,000 in scholarships has been designated to bright and motivated Miller College of Business students for the 2009-2010 year. We thank our alumni and friends for these generous gifts, which make the dream of a college education a reality for many students. Miller College was able to provide $252,759 in business scholarships and $63,406 for Miller Scholars awards. These students will be recognized during the annual Scholarships & Awards Brunch Award Program at 11:30 a.m. Saturday, December 12, in the Alumni Center.

Allardt Business Scholarship
Kenneth Barrett

Ball State University Indiana CPA Society Scholarship
Jason Owens

Charles W. Battle Endowment Fund Scholarship
Brandon Liechty
Autumn Sexton

Frank B. Bernard Scholarship
Nicole Vauter

Michael M. Bill Scholarship by M-J Insurance Inc.
Kristen Hanson

B KD LLP Accounting Scholarship in honor of Paul W. Parkison
Anthony Dalesandro

B KD LLP-Roger A. Bertram Memorial Scholarship
Joseph Ealing

A.E. Boyce Scholarship
Erin Mulloy

Colonel William and Lucille Head Bright Scholarship for Accounting
Sarah Dunham
Leslie Ferkinhoff
Erin Harbeson
Kimberly Shreves

Frank T. Bryan & William R. Bryan Memorial Scholarship
Zachary Alexander

Anna Marie and Harold Bull Scholarship
Savannah Watson

Robert and Laura Bullock Memorial Scholarship
Stephanie Wendel

G. Steven and Kelli Burrill Accounting Scholarship in honor of Paul W. Parkison
Lucas Autry
Brandon Lucas

William A. and Carolyn A. Carter Accounting Scholarship in honor of Paul W. Parkison
Tracie Carpenter
Kathryn Cohen
Kaleb Kelham
Adam Schaffer
Christopher Sindelar
Jacob Sowers

Central Indiana Chapter-CPCU Society Scholarship in honor of Hugh McGowan
Joshua Spencer

C. Y. Cheng Award
Griffin Corn
Spencer Schafer

Crowe Chizek and Company LLP Outstanding Accounting Student Award
Joseph Kalule

William and Maudames Conner Scholarship
Tad Kilburn
Mookee Kim
Nicole Vauter
Savannah Watson

CPCU Society Award
Kilea Gray

CTS Corporation Award
Meghan Polender

Duke Realty Corp. Freshman Merit Scholarship
Matthew Jordan
Nicholas Piastrini

Thomas Ertel/Arthur Anderson Scholarship in honor of Paul W. Parkison
Allison Schweikert

Herschel and Adaline Eastman Business Education Scholarship
Elizabeth Boyle

Herschel and Adaline Eastman Scholarship in Distributive Education
Elizabeth Boyle
Abbey Johnson

Niel C. Ellerbrook Accounting Scholarship in honor of Paul W. Parkison
Sarah Fox
Devin Scroggins

Ent and Imler Accounting Scholarship in honor of Paul W. Parkison
Sara Sandifer

Dub and Nancy Fike Family Scholarship
Caroline Blue

John and Esther Findling Class of 1933 Scholarship
Derek Wilson

First Merchants Bank Scholarship
Alisha Etzler
Thomas Masterson

Elsie H. Foreman Scholarship
Derek Wilson

John D. Gentis Scholarship
Zachary Enos

Carl George/Clifton Gunderson LLP Accounting Scholarship in honor of Paul W. Parkison
Tangkai Xie

N.G. Gilbert Business Scholarship
Joseph Ealing

Mearl and Lolita Guthrie Scholarship
Brandon Liechty

George E. Harris Memorial Scholarship
Scott Peterson

John P. and Lilly S. Harris Accounting Scholarship in honor of Paul W. Parkison
Devin Scroggins

William R. Hole Accounting Scholarship in honor of Paul W. Parkison
Chauncey Long

Holmes-McFadden Business Scholarships
Catherine Brake
Andrew Briles

Richard and Sandra Hutson College of Business Scholarship
Joseph Macri

Independent Insurance Agents of Central Indiana Inc. Scholarship
Alisha Etzler
Kristen Hanson

The Indiana Farmers Mutual Insurance Scholarship
Steve South

Information Systems and Technology Scholarship
Tyler Siefring

Rover Neill Jefferson Scholarship
Yaw Owusu-Akyaw

E. Virginia Johnson Business Scholarship
Kara Gilbert
Megan Hughes
Jacob Sowers
Samantha Vail

Michael L. and Jacqueline J. Johnston Family Scholarship
Jack Allgood
Cristina Curry
Zachary Enos
Rachel Hund
Adam Page
Jessica Pospelmann
Tyler Sanders
Colleen Walton

Richard L. Kelly Memorial Scholarship
Loretta Smith

Robert E. Kennett Memorial Scholarship
Briana Yoder

Fred and Mildred Kitzelman Crapo Scholarship
Zachary Alexander

Stephen A. Knote Memorial Scholarship
Collin Hornbaker

Jim and Marybeth Lintzenich Accounting Scholarship in honor of Paul W. Parkison
Sarah Fox

Joseph F. and Gienna L. Long Accounting Scholarship
Thomas Masterson

Marketing Teacher Education Scholarship
Jonathon Maple

—Victor Morman

Mutual Federal Savings Bank Charitable Foundation Inc. Scholarship recipient
Bachelor’s degrees in finance and piano performance, 2011
Students socialize over brunch during the Scholarship & Awards Brunch Award Program in 2008 for Miller College of Business scholarship recipients.
Richard Davisson, BS accounting 1998, is a member of the American Institute of Certified Public Accountants (AICPA) 12-person task force formed to rewrite Practice Aid, Valuation of Privately-Held-Company Equity Securities Issued as Compensation. The AICPA is the national, professional organization for all certified public accountants. Chamberlain is the senior manager at Clifton Gunderson.

Robert Haecker, BS management 1996, is president of TRI Phase Technologies, based in Carmel, Indiana. TRI Phase Technologies is a high-end, custom electronics company known for innovative design and installation.

Yun Kim, BS finance 1995, is the chief financial officer of King Systems based in Noblesville, Indiana. King Systems is a custom manufacturer of anesthesia and respiratory care products.

Tricia Stanley, BS finance 1992 and MS health science 2000, is the executive director of the Ball Memorial Hospital Foundation Inc. in Muncie, Indiana. The BMH Foundation is a resource to Ball Memorial Hospital, enabling it to expand with excellence its provision of patient care, education, research, and community health.

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of both the Miller College Accounting Advisory Council and as a 20-year member of the Entrepreneurship Advisory Board. He has also been recognized as the Beta Alpha Psi Accountant of the Year, and in 2002, Metzing received the Miller College of Business Award of Achievement.

He received the 2008 Award of Distinction from Miller College and is currently the alumni participation chair for the Ball State Bold: Investing in the Future capital campaign.

Raymond J. Ohlson, BS radio and television 1972, has been elected as president of the Central Indiana Chapter of the Society of Financial Service Professionals. He is the founder and CEO of the Ohlson Group Inc., a national agency/marketing organization headquartered in Indianapolis. The society is a multidisciplinary organization of financial professionals that requires career-long education and adherence to high ethical standards. Society members have earned, or are working towards, one or more of the highly respected professional credentials in the financial services industry.

Ohlson also serves as the vice chairman for the board of directors of the St. Vincent Carmel (Indiana) Hospital, the advisory board for the Center for Actuarial Science, Insurance, and Risk Management at Ball State University. He was the recipient of the 2006 Eye on Ethics Award presented by National Ethics Bureau and is a life member of the Million Dollar roundtable. Ohlson served as president of two life insurance companies and is an author and sought-after speaker.

Barry G. Rigby, BS marketing 1977, has been named the director of sales for CynoSure, in Asia Pacific, Singapore. He manages subsidiary companies in Japan, Korea, and China and is also the managing director for the subsidiary company in China. As part of his duties, Rigby manages the distributors throughout the rest of Asia, India, Australia, and New Zealand.

CynoSure is a manufacturer of aesthetic lasers (used for hair removal, skin rejuvenations, liposuction, pigmentation problems, vascular problems, etc.). Based in the Boston area, it is the leading aesthetic laser company in the world.

Rigby has worked for CynoSure for 10 years. He is a Singapore resident.

C. Kenneth White, BS accounting 1971, is a principal with Cornerstone Restructuring LLC. White retired as the senior managing director of Ernst & Young Corporate Finance LLC. As senior managing director, he was responsible for the New York corporate finance practice and specialized in restructuring advisory services.

1960-1969

Lynndel “Lynn” Edgington, BS business administration and political science 1969, is founder, president, and chair of Eagle Research Associates, in Mission Viejo, California. Eagle Research Associates Inc. is a public benefit nonprofit corporation, focused on researching and investigating Internet investment scams and keeping the public informed.

Anthony Smith, BS accounting and business administration 1968, is the director of the Capital Markets Center for Ernst & Young in Brazil, serving all of South America. He is based in Sao Paulo, Brazil. Smith was named to the Miller College of Business Hall of Fame in 2006.

1950-1959

Norman E. Beck, BS business education 1958, MA 1961, and PhD social science education 1971, has been the executive director of the George and Frances Ball Foundation in Muncie since 2008.

Reconnect with your Miller College of Business classmates. See what they are doing today and share your news! Tell us about your successes, awards, and affiliations.

| Name |_________________________|
| Address | ________________________________ |
| City/State/ZIP | ________________________________ |
| E-mail | ________________________________ |
| Degree/Major/Year | ________________________________ |
| Employer | ________________________________ |
| Position/Title | ________________________________ |

Here’s my news for Ball State Business. (Use separate sheet if necessary.)

Support the Miller College of Business at www.bsu.edu/giving.

Share your news with us!

Your classmates want to hear from you. Please update us at www.bsu.edu/business/contactus or send your news to Ball State University, Miller College of Business, Whiting Business Building 100, Muncie, IN 47306.
To help Hoosier children stay healthy, students from Ball State have worked collaboratively on a project involving Peyton Manning Children's Hospital at St. Vincent, Marsh Supermarkets, and Strategic Marketing & Research Inc.

Project 18 is a statewide initiative that focuses on school health education and community outreach (See Ball State Business, Spring 2009). The project—named after its spokesperson Indianapolis Colts Quarterback Peyton Manning's football jersey number—provides Indiana elementary schools with an 18-week health and wellness curriculum designed to address the major risk behaviors for obesity in third-grade to fifth-grade students. It focuses on nutrition, physical activity, and holistic health.

Ball State students worked with teammates from diverse majors: marketing, advertising, public relations, dietetics, nursing, physiology, wellness, and health education and were led by Jennifer Bott, associate professor of management.

As members of the Building Better Communities Fellows and Health Fellows teams, the students worked to:
- create a public relations plan for community outreach events held last summer
- design materials for the summer events
- put together a comprehensive 18-week school program
- produce a campaign for Marsh Supermarkets that highlights nutritional food choices children and families can make as they shop
- prepare a marketing plan to integrate the Marsh Pharmacy into the project.

Project 18 is being implemented in schools this fall.

www.bsu.edu/bbc/project18

Peyton Manning interacts with Christel House Academy students at the June 15 launch of Project 18. Through the university's Building Better Communities initiative, Ball State students helped with public relations and creating an 18-week school program which began in August.