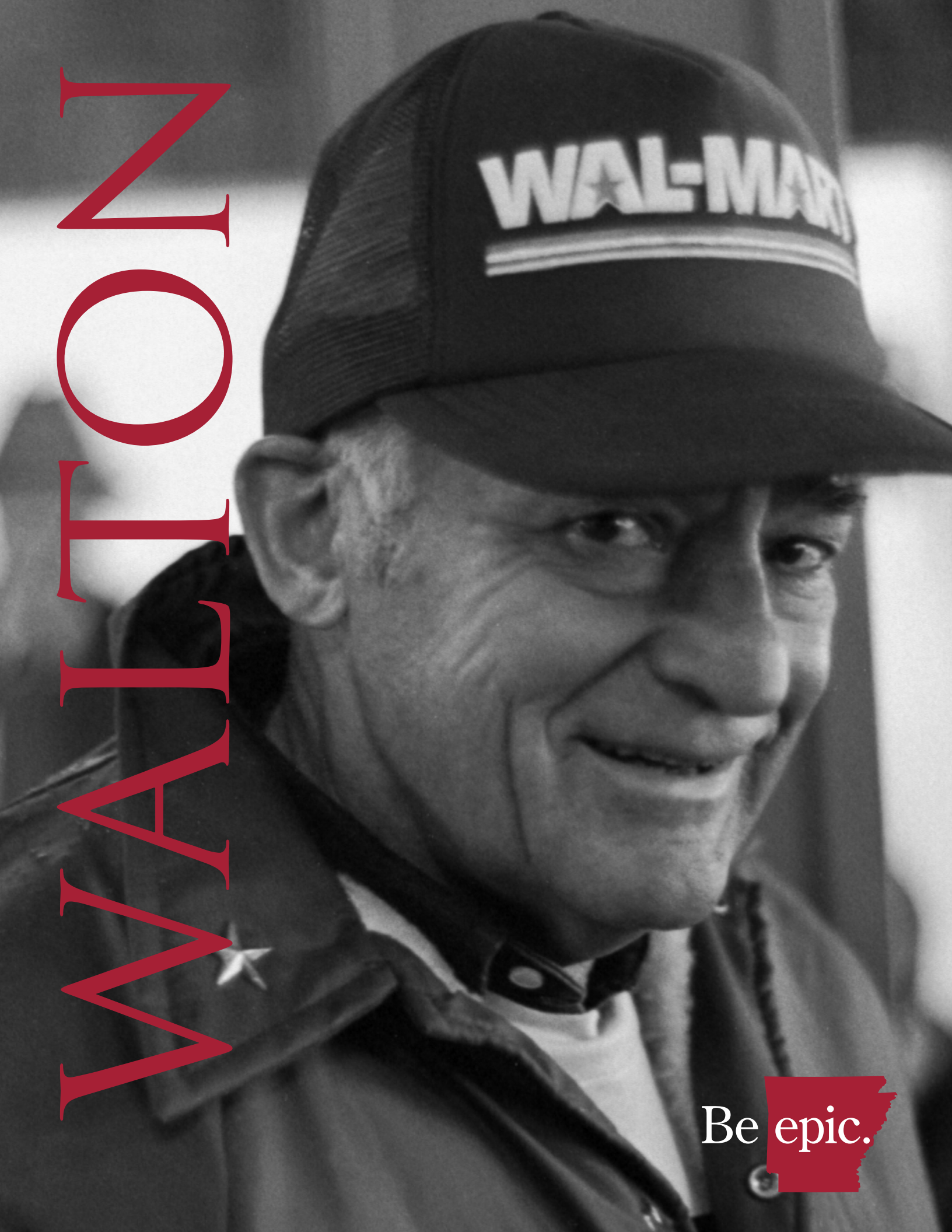


WALTON



Be epic.

ON THE COVER

There is no one who better embodies the EPIC values of our college than the man it is named for: Sam M. Walton. He represents the EXCELLENCE, PROFESSIONALISM, INNOVATION and COLLEGI-ALITY that the students, faculty and staff of the Walton College aspire to every day. From the time he opened the first Walmart store in 1962, his understanding of the customer and his ability to motivate those around him were the hallmarks of a businessman who inspires us all to Be Epic.

Mission Statement

The mission of the Sam M. Walton College of Business is to advance and disseminate business knowledge using a diverse, inclusive, and global perspective and to encourage innovation in our primary strategic endeavors: Retail, Data Analytics, and Entrepreneurship.

Vision Statement

Through our teaching, research, and service, the Sam M. Walton College of Business will be a thought leader and a catalyst for transforming lives in Arkansas, the United States and the world.



Epic is an overused word these days, used to describe everything from a major business merger to a football win to the great latte you got this morning.

So why use it to describe the Walton College?

We say “Walton is EPIC” because it literally spells out our values – Excellence, Professionalism, Innovation, Collegiality. And we’ve been saying those things about our college not just for the past week and not just for the past year, or even for the past decade. The current Walton College values, those epic ones stated above, were drafted in the previous century.

And we have been living up to them ever since.

Dean Waller has brought them back to the forefront. He even features them in his email signature:

VALUES (EPIC)

- **Excellence:** We strive for excellence in all we do.
- **Professionalism:** We believe organizational practices must be built on an ethical foundation and high standards of professional behavior.
- **Innovation:** We value creativity, innovation, and entrepreneurial spirit.
- **Collegiality:** We believe in working together to examine situations and ideas from diverse perspectives.

Just as we all take pride in saying, and believing, that “We Are Walton,” we believe just as much that “Walton Is EPIC” and live that out in everything we do.

A black and white photograph of four men standing in front of a brick building. The man on the far left is wearing a dark suit jacket over a light shirt. The man next to him is wearing a light-colored suit jacket over a light shirt. The man in the center is wearing a dark polo shirt with the 'First Security' logo and light-colored trousers. The man on the far right is wearing a light-colored button-down shirt with the 'First Security' logo and light-colored trousers. The building behind them has a curved entrance on the left and a brick wall with windows on the right. There are some plants and trees in the background.

Be epic.

excellence

Reynie Rutledge
Chairman, President and Chief Executive Officer
First Security Bancorp

EXCELLENCE might as well be Reynie Rutledge's middle name. It is demonstrated in everything he does – from running the privately held First Security Bancorp to serving on the Walton College's Dean's Executive Advisory Board and the University of Arkansas Board of Trustees. Rutledge bought First Security Bank in 1977 and created the bank-holding company that is now known as First Security Bancorp in 1981. Since then, First Security Bancorp has grown to be Arkansas' sixth largest bank-holding company.



Be epic.

professionalism

Gary Norcross
President and Chief Executive Officer
FIS

President and chief executive officer of FIS, Gary Norcross' PROFESSIONALISM is respected throughout the global finance industry. He has served financial institutions large and small, domestic and worldwide and focuses every day on steering and executing FIS' global business strategy. Whether it is through acquiring and integrating new technologies or overseeing mergers to add new solutions and services to the FIS portfolio, Norcross has been the consummate professional since earning a Walton College degree in 1987.



Be epic.

innovation

Terry Esper
Associate Professor of Supply Chain Management
Executive Director, Supply Chain Management Research Center
Oren Harris Chair in Logistics

Since he returned to the Walton College in 2013, INNOVATION has been a part of everything Terry Esper has touched. Whether it is leading discussions as head of the Supply Chain Management Research Center, introducing hundreds of students to the field of logistics and supply chain or guiding new Ph.D.s to success in academia, Esper brings flare, a passion for research and a smile to work with him every day.



collegiality

Kathryn Baker Parks
Director of Academic Information
Sam M. Walton College of Business

Need to know a stat about the Walton College? Need numbers updated, correlated or analyzed? All you have to do is ask Kathryn Baker Parks and you not only get them, they are delivered with extras you never thought to ask for, enthusiasm for the task and the Walton College, and a "We Are Walton" attitude that beams COLLEGIALLY. She holds three degrees from the University of Arkansas: a B.A. in sociology, an M.A. in information systems and a J.D. from the law school.

Be epic.

Our Credo

Our first responsibility is to our students,
their families who entrust us with the education of kindred and relations,
and their employers who look to us for
the next generation of business leaders and professionals.

We must recognize their unique needs and respond with
entrepreneurial spirit, professionalism, integrity, and creativity.
We must seek advice, develop partnerships, and build relationships,
and we must strive to excel at all that we do.

Learning is a life-long adventure that begins with discovery.
We have a responsibility to add to and transform what we know into useful practice.

We must integrate and share what we know
with our students, academic peers, and others.

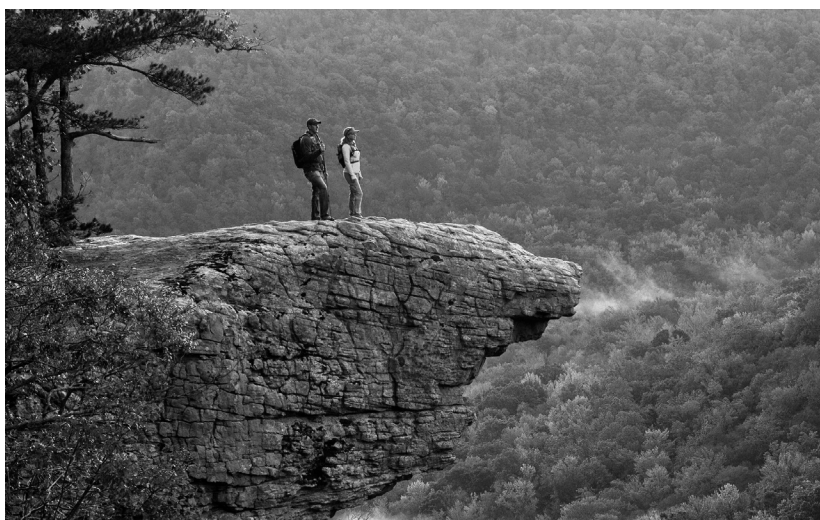
Our passion for learning must be sustained by
intellectual curiosity and scholarship,
and we must endeavor to instill this same passion in our students
by actively engaging them in their own learning,
by setting high expectations for academic achievement,
and by mentoring.

We must also be cognizant of our responsibility
to our alumni and benefactors,
and to the businesses and citizens of the state of Arkansas.
We must be good stewards of their financial support and generosity.
We must celebrate and pursue diversity that strengthens our social fabric,
and we must continually do all that we can to enrich
not only the communities in which we live and work
but also the world community to which we all belong.

Last but not least, we have a responsibility to ourselves.
We must embrace change and experiment with new ideas.

We must foster a supporting environment
that treats everyone with mutual respect and dignity,
inspires and empowers,
values individuality and recognizes merit,
and promotes collegiality, teamwork, and shared success.

When we act according to these principles,
we realize our vision of advancing and disseminating business knowledge
using a diverse, inclusive, and global perspective
and encouraging innovation in our primary strategic endeavors:
retail, data analytics, and entrepreneurship.



What's your EPIC story?

There's a lot to be proud of when it comes to Arkansas. There's a legacy of hard work, determination, duty and self-sacrifice. And for all Arkansans, this is a legacy that deserves to be honored. There are the people of Arkansas, but there's also the places that mean so much to so many. There's the history and cultural impact that has come from and through the capital city of Little Rock. There's the learning, research and innovation represented by Old Main. Our state is filled with natural beauty, from the vast timberlands of southern Arkansas to the Ouachita and Ozark Mountains and our scenic rivers and lakes. It's things like these that remind us that we live in a diverse and influential place and that each story is just a part of our state's larger and more epic story that involves every single Arkansan.

So let's come together and Be epic.

We all know epic stories about Arkansas people and places, and we want you to share yours with us.

- Email your story to dlspeer@uark.edu for the Walton College website (walton.uark.edu) and the Walton News page (wordpress.uark.edu/business/).
- Tweet using the #WaltonIsEPIC hashtag and we will retweet your story.
- Share on Facebook, using #WaltonIsEPIC.
- Post your epic photos of Arkansas and Arkansans to Instagram and tag @uawaltoncollege.



At the Walton College, we strive to be **EPIC** in everything we do. Many use the word “epic” rather casually these days, but when we say “**Walton Is EPIC**,” we are talking about our specific vision for the future of our college, our students and our faculty and staff.

When we talk about being epic, we are referring to our core values: excellence, professionalism, innovation, collegiality.

Our Walton College values task force decided on these explanations of each:

Excellence – We are driven to be the best in everything we do.

Professionalism – We operate with integrity, humility, respect and inclusion.

Innovation – We imagine possibilities; we create and inspire others.

Collegiality – We respect each individual, we value our differences and we welcome all.

Walton’s excellence is easy to see. Nearly 30 Walton College graduates occupy executive-level offices at *Fortune* 500 companies, including four who are *Fortune* 500 CEOs:

Doug McMillon of Walmart

John Roberts of J.B. Hunt Transport Services Inc.

William Dillard II of Dillard’s

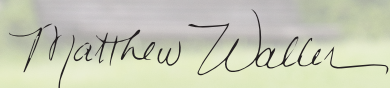
Gary Norcross of FIS

We nurture professionalism in business in our region, in Arkansas and throughout the world through our innovative programs, such as our efforts in executive education. We are quickly becoming the lifelong learning and development partner for companies wanting to inspire their senior-level leaders.

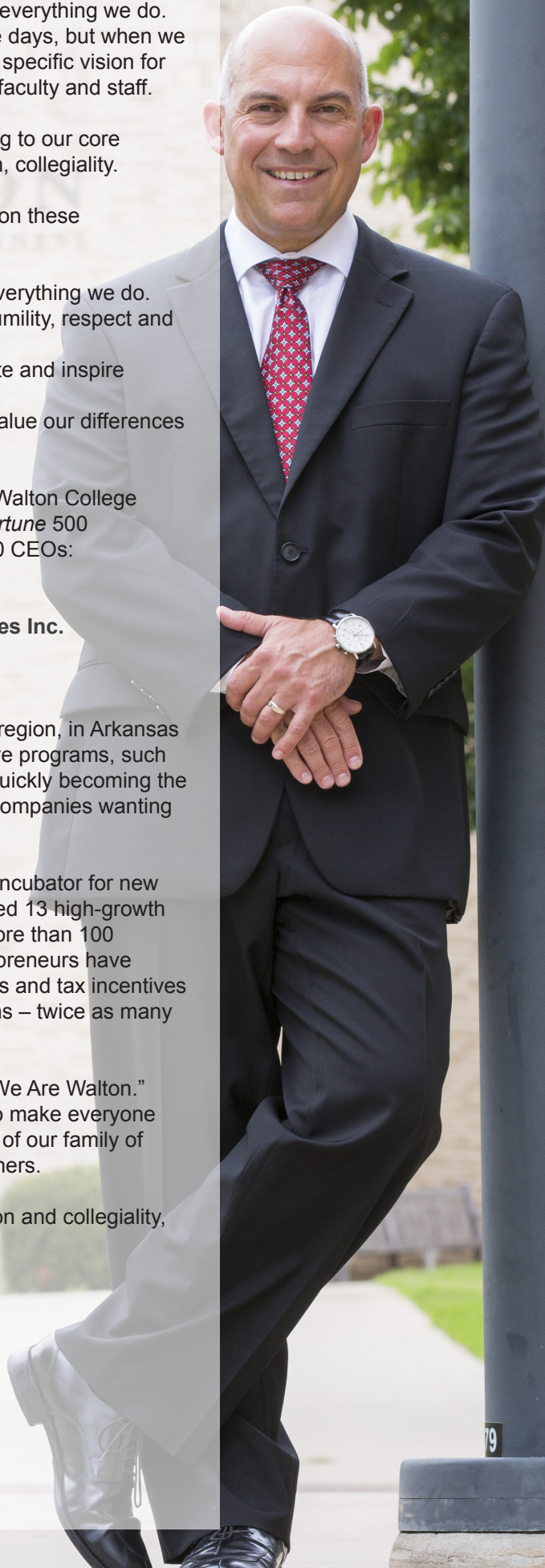
Walton makes its innovation mark in being an incubator for new businesses. Walton entrepreneurs have founded 13 high-growth businesses in the past six years, employing more than 100 Arkansans in high-wage careers. Those entrepreneurs have raised \$25 million in private investments, grants and tax incentives and won 20 national business plan competitions – twice as many as the next closest competitor.

Our collegiality is most evident when we say “We Are Walton.” And it’s not just something we say. We strive to make everyone involved with the Walton College really be part of our family of entrepreneurs, researchers, learners and teachers.

Through excellence, professionalism, innovation and collegiality, we continue to show that **Walton Is EPIC**.



Matthew A. Waller
Dean and Sam M. Walton Leadership Chair
Sam M. Walton College of Business
University of Arkansas



WALTON

The alumni magazine of
the Sam M. Walton
College of Business at the
University of Arkansas

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Be epic.

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UNIVERSITY OF
ARKANSAS®

NEWS & NOTICES



PHILLIPS 66 GIFT

Phillips 66 sent representatives to the University of Arkansas campus for an annual visit and check presentation. The visit was the culmination of another year of collaboration between the energy manufacturing and logistics company and the university, particularly with the Sam M. Walton College of Business and the College of Engineering.

Pam McGinnis, an alumna of the College of Engineering, led the campus visit on behalf of the company, where she serves as the chief procurement officer. McGinnis is the executive liaison between the company and the university and was joined by Kendra Deaton, senior advisor in university relations; Farrah Mojabi, procurement recruitment lead; Ashley Jones, accounting/finance recruitment lead; and Jason Hardy, information technology recruitment. Jones and Hardy are also graduates of the university.

"We recognize that the partnerships we have at schools like the University of Arkansas are critical to Phillips 66," McGinnis said. "Our university partners are helping us build the depth and breadth of capabilities our company needs to provide energy and improve lives now, and in the future. And they're instilling a passion for excellence in our future workforce."



WALTON CONFERENCE HUB

A ribbon cutting was held in March for the Walton Conference Hub, a full service office that manages meetings, presentations, seminars and similar events in facilities at the Walton College. The Walton Conference Hub is staffed by full-time professionals who can help make room reservations, arrange for audio-visual equipment and staff, catering and linens.

Rooms available range from a 10-person conference area for intimate meetings to a 300-seat auditorium for large seminars, company meetings or educational events. The staff can arrange for video recording, broadcasting and technical support for an additional fee.

For more information or to schedule an event, you can email meetings@walton.uark.edu or call (479) 575-2856. More information about available spaces and rooms can be found online at conferencehub.uark.edu.



ELIJAH WATT SELLS AWARD

Walton College had two of the top 75 performers in the United States last year on the certified public accountant exam.

Philip Meek and Addison Scott were named winners of the 2015 Elijah Watt Sells Award by the American Institute of CPAs. The award is given to CPA candidates who have obtained a cumulative average score above 95.50 across all four sections of the Uniform CPA Examination, passed all four sections of the examination on their first attempt and completed testing in 2015.

A total of 93,742 individuals sat for the examination in 2015, with 75 candidates meeting the criteria to receive the Elijah Watt Sells Award.



PETERS NAMED TO SEC LEADERSHIP DEVELOPMENT PROGRAM

Gary Peters, chair of the accounting department at the Walton College and holder of the G. William Glezen Endowed Chair in Accounting, has been named to the 2016-17 Southeastern Conference Academic Leadership Development Program.

The program develops knowledge and understanding of academic leadership skills in and for the Southeastern Conference universities. The program operates as part of SECUC, the academic initiative of the SEC. The SECUC promotes the academic ventures and achievements of the 14 Southeastern Conference universities.

The leadership development program, designed by each university for its own participants, features 2 three-day, SEC-wide workshops that will be held at the University of Alabama and Mississippi State University.

Peters also directs Walton College's Master of Accountancy Program. His areas of teaching emphasis include auditing, accounting information systems, IT audit and control and financial reporting and analysis. Peters has published several articles in top accounting journals that have been cited nationally in popular professional venues including *The Wall Street Journal*, *Strategic Finance* and MoneyCentral.com.

Peters was selected with four other faculty members from the University of Arkansas to become SEC Academic Leadership Development Program fellows. While this is not a business-focused program, faculty from the Walton College have been selected four of the eight years this program has been in existence.

RAINMAKERS

Matthew A. Waller, dean of the Walton College, is one of nine supply chain and logistics professionals named as 2016 Rainmakers by *DC Velocity*.

DC Velocity, the market-leading multi-media magazine brand serving the specific informational needs of logistics and supply chain managers and executives, selected its 2016 Rainmakers in concert with members of the magazine's editorial advisory board from candidates nominated by readers, board members, previous Rainmakers and others.

"Matthew A. Waller is a trailblazer," *DC Velocity* said. "The new dean of the Sam M. Walton College of Business at the University of Arkansas is believed to be the first supply chain educator to be appointed to such a position at a major university."

The 2016 Rainmakers represent many facets of the business—from practitioners to consultants to educators and service providers. *DC Velocity* said the 2016 selections are "united by a common goal of advancing the logistics and supply chain management profession."

"I am honored to have been chosen as a 2016 Rainmaker among such a great group of professionals in the field," Waller said. "This recognition is a reflection of the excellence, professionalism and innovation of the faculty, staff and students at the Walton College and an indication of the great strides we are making in business in Arkansas along with our corporate partners and supporters."

Interviews and profiles with all nine of the 2016 Rainmakers can be found at www.dcvelocity.com/articles/20160708-the-rainmakers/



Mary Ann Greenwood, Walton College alumna and member of the Walton College Dean's Executive Advisory Board, was recognized as a National Association for Business Economics Fellow at the national organization's annual conference in September.



Bjorn Simmons, who graduated from the Walton College in 2011 with a degree in marketing management, is one of the co-founders of Wyzerr, a software program that approaches online survey taking differently: it makes it fun, fast and easy like a game.

Read more about Simmons and Wyzerr at Walton News online at wordpress.uark.edu/business.

WHERE IS WALTON?

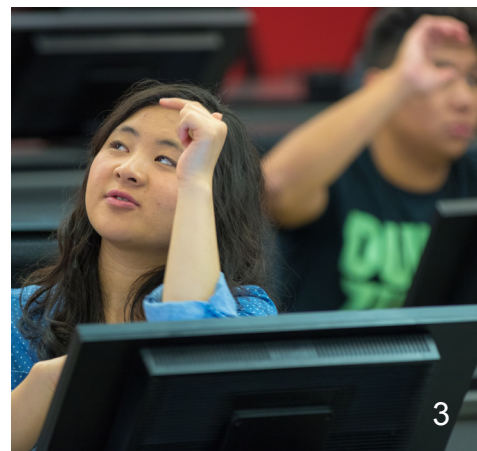


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2

1. At the going-away party for Javier Reyes, new business dean at West Virginia.
2. Grilling with Gary Peters at the Walton Block Party.
3. With entering freshmen registering for their first classes during orientation.



3



4



5

4. With staff and administrators at the ribbon cutting for new third floor offices in the Business Building.
5. At the fall 2016 Business Career Fair at Bud Walton Arena.
6. Talking to General Mills at the Business Career Fair.
7. With accounting students visiting local industries.





1. With MBA students in India.
2. With students helping a local business with a marketing plan.
3. Honoring Sarah Langham at the Walton Awards Banquet.
4. With the winners of the Alley Scholars competition.



5. Honoring Chris Polychron at the 2016 awards banquet.
6. With Anne O'Leary-Kelly at the Walton Conference Hub event.
7. With Dean Waller at the McMillon Innovation Studio.
8. Viewing senior research projects at Walton Honors poster day.





MCMILLONS VISIT INNOVATION AND TECHNOLOGY LAB

On Oct. 14, Walmart Chief Executive Officer Doug McMillon and his wife Shelley toured the McMillon Family Retail Innovation and Technology Lab on the University of Arkansas campus. Funds for the establishment and operation of the lab – often referred to as the McMillon Innovation Studio – came from a gift the McMillons made in 2014.

The lab is believed to be the first interactive, open-to-the-public university retail lab created to test technologies expected to change the future of retail. During their tour, the McMillons talked with students from the Walton College, Fulbright College, the College of Engineering and the College of Education and Health Professions about research underway at the lab. The projects included research on innovative delivery solutions for online retail, new in-store retail technology and others.

On hand for the tour were Dean Matt Waller of the Walton College and University of Arkansas Chancellor Joseph Steinmetz and his wife Sandy. Chancellor Steinmetz presented the McMillons with a crystal “key to the lab” in recognition of their generosity. The key was engraved with the Walton College logo, the name of the lab and the date.





Delivering the Future to Your Front Door



A piece of mostly autonomous, futuristic, final-mile technology described as “a cooler with wheels and an antenna,” the Starship Technologies robot is delivering the new McMillon Innovation Studio a lot of attention.

It is also giving Walton College and University of Arkansas students the chance to take a giant step into the future of delivery and transportation technology.

The cute, innovative package carriers are generating news accounts and internet posts around the world. The Starship Technologies website lists stories from outlets as varied as *Forbes*, the BBC, *Lonely Planet*, *Wired* and *New Scientist*.

And the U of A students' involvement have been key in many stories generated locally. Excerpts from those stories are featured on the opposite page.



Starship Technologies, which also is evaluating the robot in countries like the United Kingdom, Germany and Estonia, has partnered with the McMillon Family Retail Innovation and Technology Lab at the University of Arkansas to continue to evaluate the social acceptance and performance of the vehicle.

John Kent, director of the supply-chain management research center at the Walton College of Business, believes the technology is more proof drone deliveries are becoming closer to reality. Kent said 18 months ago students were almost laughing at him about the idea of having drones deliver packages, but he is now holding 30-minute conversations about it in his classes.

"It's not quite a reality, but it's getting so close that people have accepted it's going to be a reality," Kent said. "And this literally puts our feet a little bit more on the ground in reality. If we're going to be delivering to doorsteps with a drone it's more likely going to be this than the aerial drone first."

Arkansas Democrat-Gazette

If you deliver anything for a living, from pizzas to flowers to takeout Chinese, here's the part that should make you seriously start considering going back to college yourself: By next fall, after the two earthbound drones have successfully learned the sidewalks and crosswalks and street corner hazards of Fayetteville, the plan is to have them start delivering packages from the university bookstore and the on-campus Walmart. They will do so autonomously, with no outside intervention or direction, other than a location to deliver to and a bit of human help if they run into trouble. In Estonia, robots much like these are already delivering pizzas. In not too many tomorrows, there may well come a day when the sidewalks of any city will be full of them, faithfully delivering everything from books to pharmacy prescriptions to birthday cakes like efficient little bees. That's right: The future is coming, very slowly, on six little wheels.

Arkansas Times



The Innovation Studio, the only U.S. research lab working with Starship, is using the robot to experiment with the fulfillment of online orders. The studio occupies a former convenience store at street level of the Harmon Avenue Parking Garage, which Waller said is the largest parking garage in Arkansas, with nine levels.

Researchers' current focus, however, is on the robot and some basic requirements, like ensuring it's navigating the campus properly. To that end, students are mapping the campus and following the robot to study how it's coping.

"Our campus is so hilly," [Waller] said. "If it's full of product, [the robot] might have trouble getting up some of the hills." There's also a lot of construction on campus, which the robot is having to learn how to move around.

"And we don't want students to get on top of it and ride it, which is possible," Waller said of the robot, laughing. "We haven't had it happen yet, but when we've talked to students, a couple of students have said that they think that's a possibility, that people might try to ride it."

"So we're trying to figure out how can we socialize it in a way that would make students respect it and not want to ride it across campus."

Arkansas Business



THE SAM M. WALTON COLLEGE OF BUSINESS REALLY DOES LOVE ITS FRESHMAN.

"That's why we have the T-shirts," said Jeff Hood, Walton College director of undergraduate programs. "Just like we truly mean it when we say 'We Are Walton,' the message on our Freshman Business Connections instructors' shirts – 'I [Heart] Freshmen' – is just as sincere."

Freshman Business Connections is the introductory Walton College course. It is required for all incoming students. That includes nearly 1,500 freshmen this year.

"This course helps integrate new students into the University of Arkansas and the Walton College," said Alan Ellstrand, associate dean of academic programs and research. The course provides instruction on time management, academic planning, career development, Walton departments and majors, business writing, lectures from guest business executives, diversity, financial planning, healthy living and critical thinking.

This fall, the 36 instructors for Freshman Business Connections are teaching a total of 70 sections of the class. Some of the instructors teach as many as four sections. They are aided by 25 peer mentors – Walton College students who have completed the course and serve as a resource to more than one group of students. Staff, tenure and non-tenure track faculty teach the course.

Dub Ashton, associate professor of marketing, is a long-time Freshman Business Connections instructor and one of the guiding forces behind its success.

"It is the connection between our students and our faculty that underscore the continuing successes of our Walton College

freshman class," Ashton said. "We continue to emphasize innovation, collaboration and integrity with the outcome of fostering more ethical future business leaders."

The class has its own textbook and its own set of presentation materials. There are no more than 19 students in each section of the class.

"Freshman Business Connections not only provides our new freshmen with an orientation to the U of A and the Walton College, but it is a great networking opportunity for students to meet new friends and connect with a faculty member of the college," Ellstrand said.

Prior to the start of fall classes, the college held an instructor training workshop to help them understand the need for the class and the need for consistent instruction across all courses.

"Our faculty seek to create present and lasting interests among our freshmen students for achieving excellence through the implementation of high-performance skills tools and also include a continuing challenge to establish effective models in creative problem solving and critical reasoning excellence," Ashton said. "Our faculty motivate Walton College freshman to explore and engage academic and leadership thinking with techniques including brain storming, brain writing, role playing and case study analysis to prepare each freshman student for an academic career of exploration and high-outcome achievements."

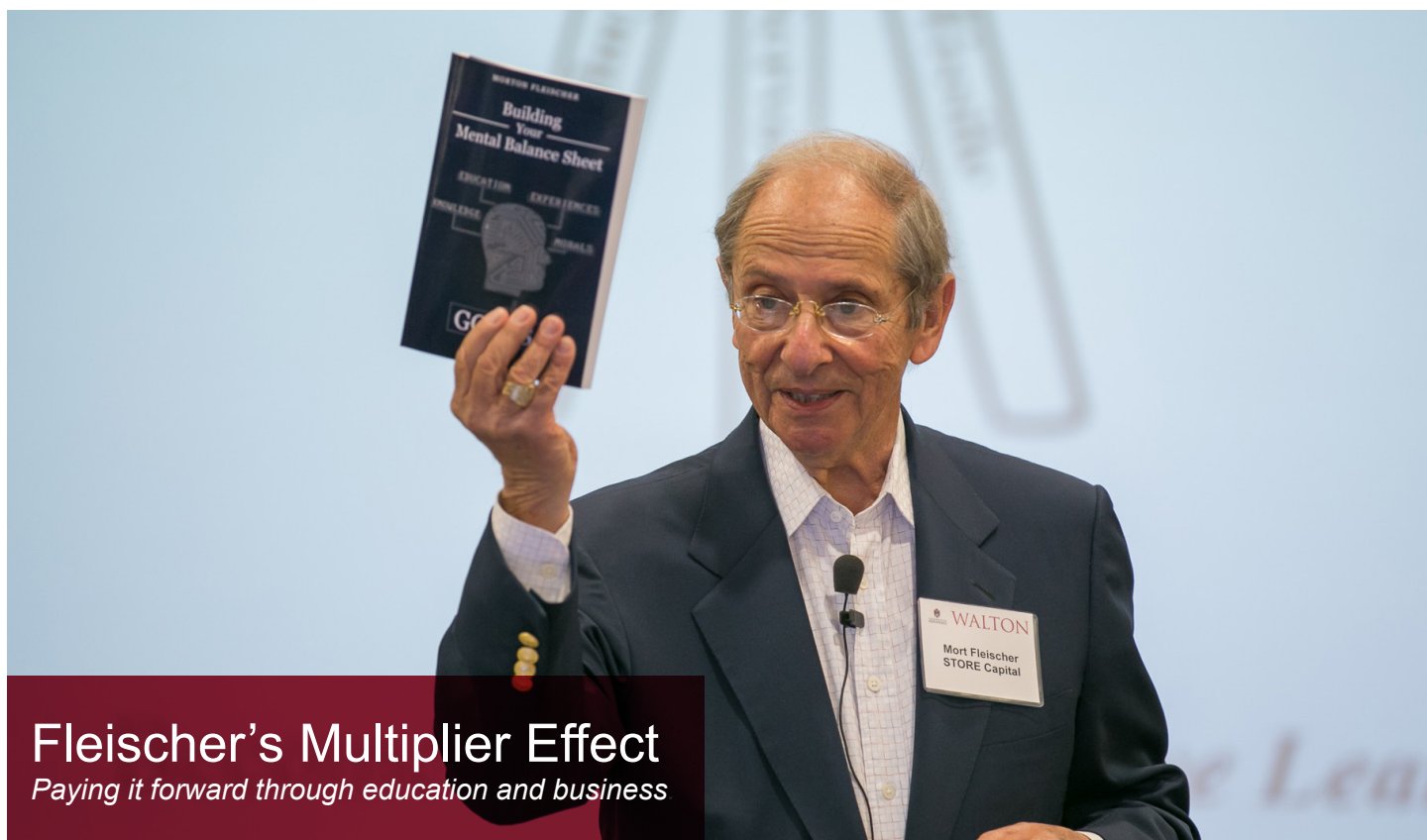




FLEISCHER
SCHOLARS PROGRAM







Fleischer's Multiplier Effect

Paying it forward through education and business

This past July, 33 high school juniors and seniors ventured to campus to learn about business and entrepreneurship from the faculty and staff at the Walton College. The Office of Diversity and Inclusion welcomed the students to a week-long summer camp targeting first generation, low income and underrepresented students. During the week, these high achieving campers lived in dorms and learned about college life.

The summer camp program – Fleischer Scholars – is sponsored by Mort Fleischer, the co-founder and chair of STORE Capital Corp., a real estate investment trust. Before the summer camp began, Fleischer, traveled from his home in Arizona to Arkansas so that he could meet the young scholars and share the lessons he has learned in both business and life.

To illustrate his story, Fleischer wrote Building Your Mental Balance Sheet. He wrote it specifically for students. His story began in rural Illinois, where he spent most of his childhood in what he refers to as a "Huck Finn" type of place to learn and grow.

There he held his first jobs mowing lawns and working as a janitor in his family's ladies apparel store and, soon after, for a Woolworth general merchandise store. He learned about capital investment when he borrowed money to purchase a power mower to replace his push mower. He also learned responsibility, initiative, how small businesses worked and the joy earned from achievement. His parents passed away when he was just 14 and he and his sister moved to St. Louis to live with their aunt and uncle. He

graduated from high school there and worked his way through college where he earned a Bachelor of Arts degree from Washington University in St. Louis.

After a series of jobs, Fleischer built upon the knowledge he learned through school and work and eventually became an entrepreneur. In the 1980s, he assisted in creating a new class of real estate called "Single Tenant Real Estate." Fleischer has formed and managed over 20 real estate companies, three of which he took public on the New York Stock Exchange.

The Sum of All Parts

Per Fleischer, each experience contributes to the sum of the individual. Whether it is a personal or business experience, it shapes the way individuals view their world and their future. Fleischer realized this and created what he calls his mental balance sheet, documenting his intellectual capital (academic and life experiences), his empirical knowledge (you are a sum of all your experiences), his moral compass and his liabilities (we don't know what we don't know).

As he completed college and began his professional career, each new venture taught him something new about business and the pursuit of his goals. He collected skills – everything from customer service to negotiating, how to add value to his customers, how to assess risk and how to raise funds through Wall Street. He applied these skills to each new venture. He never stopped moving forward in pursuit of his goals.

Throughout his life, the businessman was met with personal and professional challenges. He became a “Master Adaptive Learner” and adjusted as his situation changed in both life and school. College helped him learn how to learn, write, solve problems, think and adapt. He developed his mental balance sheet to achieve his long-term goal of building a company of his own design.

“If you program your mind right, it will lead you there,” Fleischer said.

In retrospect, Fleischer realized that he had used three tools to achieve success:

1. **Empiricism** (*you are a sum of all your personal experiences*)
2. **Servo-mechanism** (*your brain is a computer-like, goal-seeking mechanism*)
3. **Missile** (*you seek out a target and go towards that target*)

The Fleischer Scholars Program provides a mental roadmap, modeled by a 3-legged stool built with the three aforementioned tools, for students to succeed and become master adaptive learners. This mental roadmap encourages students to treat their brain like a computer, programming it throughout their lives (adapting as they learn) using the collection of their experiences and themselves as the missile to more accurately hit their target goals.

“Once the students understand how to use this mind roadmap, they can do anything,” Fleischer said.

The Multiplier Effect

In the summer camp program, Fleischer shared his personal challenges, lessons and successes with the campers to encourage them to persevere through their challenges, set goals and intentionally pursue the skills needed to achieve their dreams. When they graduate, Fleischer hopes these students will serve as leaders and role models for their community and encourage others to attend college, become leaders and pursue their dreams. This program uses the 3-legged stool as the mind roadmap to accomplish these goals.

To support the Fleischer Scholars, five Arkansas banks – Signature Bank, Bank of England, Bear State, Citizens Bank and First Arkansas Bank and Trust – have committed to fund \$50,000 scholarships to pay for the summer camp program and four years’ base tuition. The banks will also provide local internships once students become juniors and seniors at the University of Arkansas.

To create a successful college environment, Walton College faculty, staff and upper classmen mentor and guide Fleischer Scholars to make sure they adjust to the academic and social demands of college. These financial, academic and social supports should increase retention, graduation rates and role models for the underrepresented sector.

To qualify for the college scholarship, students must be admitted to the University of Arkansas, enroll full time, demonstrate leadership and commit to give back to their local community through service. To qualify for the summer camp program, students must be the first in their family to attend college, be economically disadvantaged, hold high college entrance test scores, are able to overcome challenges and have the drive to complete college.

To learn more about the program, contact Synetra Hughes, director of student programs, at shughes@walton.uark.edu.





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Transformational Results.

1998



In 1998 under the leadership of Dean Doyle Z. Williams, the College of Business Administration at the University of Arkansas submitted a proposal to the Walton Family Charitable Support Foundation for a \$50 million gift. If received, the gift would enable the college to increase its competitive edge, enhance the quality of its faculty, improve its

programs and technology, develop outreach initiatives and pursue new opportunities.

A gift this size to an American business school was unprecedented; no business school had received an upfront cash gift approaching \$50 million.

On Oct. 6, 1998, the foundation did award the College of Business Administration \$50 million to support the advancement in its students, faculty, facilities and programs.

At the time, the College of Business Administration served some 2,600 undergraduate and 150 graduate students. The college was considered a tier three school. Today, the college boasts 5,675 undergraduates and 457 graduates students for a combined total of 6,132 students. In its most recent ranking, U.S. News and World Report now places Walton College in a tie for 26th place among public business schools. Among private and public schools, it is ranked 43rd. Walton College has been ranked as a top 30 public business school since 2005.

In 1998, the College of Business Administration was renamed the Sam M. Walton College of Business Administration to recognize the role of the Walton family and foundation and its support of the college. In 2000, the name was shortened to the Sam M. Walton College of Business, as it is known today.

As an endowment, the gift continues to support Walton College and allows it to be competitive on a national scale. This gift has been vital to the growth of the school, caliber of faculty and recruitment of students.

Competitive Facilities



The initial investment provided \$1.8 million to update the technology, wiring, landscaping and furniture of the existing Business Administration building.

Student and Faculty Support



To recruit the best and brightest students, an \$8 million endowment from the Walton gift was created to develop scholarships, diversity and enrichment programs, distinguished speaker programs and cooperative education initiatives to create internships and career opportunities.

Walton College's Career Development Center has impressive results from its career fairs, employment support and career outcomes. The center assists students with internships, business etiquette luncheons, resume reviews, mock interviews, interview preparation and career fairs. Of the spring 2016 graduates, 88 percent of undergraduates were employed at graduation. The average salary for a Walton College undergraduate was \$52,112.

The Office of Diversity Programs has programs to attract minority and underserved youth. Two such programs, held during the summer months to attract bright high school students to Walton College, are the Technology Awareness Program and the Business Leadership Academy.

This summer, the Information Technology Research Institute, Walton College Office of Diversity and Inclusion and Department of Information Systems hosted 12 minority students for a weeklong residential camp.

Similarly, the Office of Diversity and Inclusion and Center for Retailing Excellence hosted the Business Leadership Academy. This summer 18 under-represented, newly admitted freshmen attended a weeklong residential program focused on retail and consumer studies.

To recruit and retain faculty members, a \$15 million endowment from the 1998 funding was set aside to attract and retain talented faculty members. Funds were earmarked for six chairs and six professorships. In addition, money from the gift was used to match or supplement donor gifts for chairs and professorships. It also supplied

funds to develop industry internships for faculty, departmental leadership grants and the Center for Faculty Development.

Chairs and professorships fully funded or partially supported by the gift include:

- S. Robson Walton Chair in Accounting – Vernon J. Richardson
- David D. Glass Chair in Information Systems – (temporarily vacant)
- Charles C. Fichtner Chair – Vikas Anand
- Edwin and Karlee Bradberry Chair – Rajiv Savherwal
- Garrison Chair in Supply Chain Management – Brent Williams
- Ralph L. McQueen Chair in Accounting – Cory Cassell
- Lewis E. Epley Jr. Professorship – Gary D. Ferrier
- Doris M. Cook Chair in Accounting – Gary F. Peters
- Robert E. Kennedy Chair in Finance – Daniel Pu Liu
- Harold A. Dulan Chair in Capital Formation – Daniel Pu Liu
- Walton College Professorship in Information Systems – David E. Douglas
- Walton College Professorship in Sustainability – Jonathan Johnson
- Information Systems Strategic Faculty Support Fund
- Dean's Strategic Faculty Support Fund, which support special faculty initiatives

Program Development

The Walton gift provided a \$4 million endowment for technology and distance education. In addition, it funded a \$4 million endowment for academic program development, which consisted of curriculum development, partnering with industry, international studies and honors programs.

Today, Walton's technology center supports faculty, staff and students every day. Technology support staff manage computer labs for students, maintain classroom technology and provide multimedia or lecture support to faculty and their classrooms. The center provides survey software for faculty to complete research. The Behavioral Business Research Lab is available for research studies.

Walton College offers an online general business degree for those who need non-traditional resources to complete their degree. This online degree assists students who have work or family obligations preventing them from attending classes on campus to complete their degree from a nationally ranked, internationally accredited college of business.

International programs have grown exponentially to include study abroad programs in Europe, Asia and Australia. Students spend one semester or one academic year abroad in an exchange program, allowing them to experience foreign culture and business practices. During the summer months, many students participate in Walton's study abroad programs. Walton

faculty-led programs in Europe, South America, Asia and Africa.

The Walton Honors program creates a high energy, high achieving community. Once students successfully complete their academic classes, maintain a 3.5 grade point and submit an honors thesis, they are eligible to graduate with honors. This fall 600 students are participating in the Walton Honors Program.

Industry and Community Outreach

To connect industry to faculty and students, three outreach centers collectively received a \$9.6 million endowment. The centers include:

- Center for Retailing Excellence
- Information Technology Research Center
- Center for Economic Education

Retail

The Center for Retailing Excellence oversees two student organizations, which help prepare Walton undergraduates for careers in retail. The first organization, Students of Retailing Excellence, offers its members opportunities to network with top retail executives and provides students with in-depth knowledge of the retailing industry. The second, Enactus, encourages its student members to use their creativity, passion and entrepreneurial spirit toward community development projects.

The center sponsors student scholarships, student etiquette luncheons and professional panels. For industry, the center hosts an annual Emerging Trends in Retailing conference and a Vendors FORE Education golf tournament.

The Center for Retailing Excellence provides ongoing research support as well.

Information Technology

The Information Technology Research Institute was also funded by the Walton gift and focuses much of its activities to encourage underserved groups to pursue technology related fields at Walton College and at the University of Arkansas.

The center hosts numerous programs to attract high school students. In addition to the Technology Awareness Program, the Girls in IT program is held annually to encourage female high school students to pursue lucrative technology degrees by introducing them to career options and female technology professionals and faculty members.

To connect to industry, the Institute hosts a Women in Information Technology Conference for women professionals, Executive Forum to allow high school and college students to ask technology professionals questions and ongoing research.

Economic Education

The Bessie B. Moore Center for Economic Education teaches Arkansas teachers how to promote the American economic system to students. It conducts workshops throughout the state and provides resources for K-12 teachers.

The center customizes programs regarding economics and presents it in various formats, from daylong workshops or online professional development. In addition, all programs qualify for Arkansas Department of Education Professional Development.

Ongoing. Ever Present.

Endowments provide ongoing support. Because of the Walton family gift, Walton College has become a nationally competitive research and teaching institution. This success is, in large part, due to the Walton gift.

While Walton College received this gift 18 years ago, its endowment is ever present and relevant. In short, the endowment keeps Walton College thriving, growing and in business.



NEW FACULTY



Kristian Allee



Michael Crawley



Dinesh Gauri



Difei Geng



Tim Riley



Stephen Rowe



Lauren Simon

2016

Kristian D. Allee is a new associate professor in accounting. He has been an assistant professor of accounting at the University of Wisconsin-Madison since 2013. He earned a Ph.D. in accounting, with a minor in finance, in 2008 and a Masters of Business in accounting in 2007, both from the Kelley School of Business at Indiana University. He received a Master of Accountancy in Taxation and a Bachelor of Science in accounting, cum laude, both from the Marriott School of Management at Brigham Young University in 2004. His research interests include, among others, financial accounting and capital markets.

Dinesh K. Gauri is a new professor in marketing. He has been an associate professor of marketing at the Martin J. Whitman School of Management at Syracuse University since 2013. He earned a Ph.D. in marketing and a Master of Arts in economics from State University of New York at Buffalo and a Master of Science in mathematics and computer applications from the Indian Institute of Technology, New Delhi. His research and teaching interests are in the areas of retailing, pricing, branding, marketing analytics, store performance measurement and revenue management for cruise lines.

Timothy Brandon Riley is a new assistant professor in finance. Since 2014, Riley has been a financial economist with the U.S. Securities and Exchange Commission. He earned a Ph.D. in finance from University of Kentucky in 2014, an M.B.A. from Kentucky in 2010 and his Bachelor of Science in Mechanical Engineering at Kentucky in 2009. His academic experience includes being a research assistant and teaching assistant at the University of Kentucky in 2010-2014. His research interests include mutual funds, hedge funds, etfs, market anomalies and liquidity.

Stephen P. Rowe is a new assistant professor in accounting. He has been an assistant professor at the A. B. Freeman School of Business at Tulane University since 2013. He earned a Ph.D. in accounting in 2013 from the University of Illinois at Urbana-Champaign, a Master of Science degree in accounting from Loyola University Chicago in 2001 and a Bachelor of Arts degree in business from Covenant College in 1999. He is a Certified Public Accountant. He worked in audit at KPMG LLP in 2003-2009. His research interests include audit quality, auditing uncertain estimates, corporate governance and banking.

Lauren S. Simon is a new assistant professor in management. She has been an assistant professor of management at Portland State University since September 2011. She earned a Ph.D. with an emphasis in organizational behavior and human resources from the University of Florida in 2011. She received a bachelor of science degree in psychology, summa cum laude, and a B.S.B.A. in management, cum laude, both from Florida in 2006. Her research interests include interpersonal work relationships, organizational socialization, personality and ability, social mobility and career trajectories and mood and emotions.

Michael J. Crawley is a new assistant professor in accounting. He has been an assistant professor in accounting at Indiana University since 2010. Crawley earned a Ph.D. in accounting in 2010 from the McCombs School of Business at the University of Texas at Austin after receiving an M.B.A. and a Bachelor of Science in accounting, both in 2002, from the Kelley School of Business at Indiana University. His research interests include financial accounting and reporting, capital markets, macroeconomic consequences of accounting, accounting conservatism and financial analysts.

Difei Geng is a new assistant professor in economics. He earned a Ph.D. in economics from Vanderbilt University in 2016. He received a Master of Arts in economics from Southern Methodist University in 2008, an M.A. in economics from Nankai University in 2007 and a Bachelor of Arts degree from Tianjin University of Finance and Economics in 2004. He was a teaching assistant at Vanderbilt University in 2011-2014. His research interests are international trade, industrial organization and applied econometrics. He has taught international trade and trade and development at the graduate level.

9 Faculty Awarded Endowed Chairs

Nine Walton College faculty members have been awarded endowed chairs or endowed professorships.

Anne O'Leary-Kelly, senior associate dean at the Walton College and holder of the William R. and Cacilia Howard Chair in Management, announced the awards.

"The awarding of an endowed chair or professorship is among the most prestigious of academic honors," O'Leary-Kelly said. "It is granted to faculty who have distinguished themselves as being excellent within their academic domain. The Walton College faculty who recently were awarded endowed chairs or professorships exemplify that level of excellence."

Those receiving the recognition were:

- **Kristian Allee**, associate professor in accounting, Garrison/Wilson Endowed Chair in Accounting
- **Vikas Anand**, department chair and professor of management, Charles C. Fichtner Chair in Management
- **Cory Cassell**, associate professor of accounting, Ralph L. McQueen Distinguished Chair of Accounting
- **Dinesh Kumar Gauri**, professor of marketing, Wal-Mart Chair in Marketing
- **Tomas Jandik**, professor of finance, Dillard's Chair in Corporate Finance
- **Alexey Malakhov**, associate professor of finance, Edward W. Reed Endowed Professorship in Finance
- **Gary Peters**, department chair and professor of accounting, G. William Glezen, Jr. Endowed Chair in Accounting
- **Brent Williams**, associate dean of executive education and outreach and associate professor of supply chain management, Garrison Endowed Chair in Supply Chain Management
- **Matthew Waller**, dean and professor of supply chain management, Sam M. Walton Leadership Chair in Business

"We are grateful to the generous donors who recognize the critical importance of supporting, and helping us retain, these excellent and in-demand faculty members," O'Leary-Kelly said.



Pittmans Keep It All In The Family

The name Pittman appears often on Senior Walk these days and, especially between the years of 2012 and 2016, there is a good chance the graduate is related to Sam Pittman, a 1982 alumnus of the Walton College.

Sam's three children have followed in his footsteps and graduated from Walton.

Sam earned his Bachelor of Science in Business Administration in finance, and after 12 years with investment banks in Little Rock and Memphis (where he met his wife, Missy, a Tennessee grad), was transferred to Dallas, where he is currently a senior vice president with FTN Financial, a division of First Tennessee Bank. He credits the Walton College for teaching him about excellence, especially in relationships with professors, stating, "I always had a heavy hour load due to credits that would not transfer. That probably forced more discipline and communication with professors, because I could not afford to drop any classes to make up later. And the

professors were great about it and worked with me when I needed help in any area."

And how does someone whose family has grown up in the Dallas area end up having all of his children attend the Walton College? Staying connected.

"Friends and neighbors knew I was an alumnus, so when their kids started approaching college-age, I started getting a lot more questions, which in turn encouraged me to keep up so that I could help them," he says. "And the more I learned, the more impressed I became with all the good things going on there. I felt in my heart of hearts that it was a great option -- the best option for my kids and the kids of many of my friends. But to sell it, they had to see it."

Which they did over the years, as the Pittmans made a few trips annually to Fayetteville. Sam happily reports,

"I did not force any of my kids to go to the University of Arkansas. It was their choice. It cost me some time and treasure to let them look around – but when they did, they too decided it was the best overall option."

Son Sam is a 2012 graduate with a B.S.B.A. in marketing who currently works as an account executive at The Marketing Arm in Dallas. When asked what Walton taught him about professionalism, he says that he "learned that professionalism is one of the main aspects of your career that you can control, especially starting out." He credits the Walton Career Center for well-preparing students to maintain a good attitude and use appropriate business manners. Sam says that campus has always been a second home to his family, and he always knew he wanted to study at Arkansas.

Daughter Sarah Margaret is currently a restructuring analyst at Alvarez & Marsal in Dallas and was a 2014 honors graduate with a B.S.B.A. in finance. Walton influenced her to think innovatively by encouraging her to test her skills and intelligence in the portfolio management class and while studying abroad at the London School of Economics. "Walton taught me to work hard and go after my goals," she says. Sarah Margaret feels that since her dad had such a great experience at the university, it was easy for her to picture herself there.

Daughter Elizabeth graduated summa cum laude this spring with a B.S.B.A. in economics and is currently pursuing a law degree at Southern Methodist University. She hopes to use her education to create more sustainable economies in countries torn by conflict. She feels the Walton Honors Program especially taught her about collegiality. "We were a group that pushed each other to work harder but also pulled each other up," she says. "It was a sort of collaborative competitiveness...I also learned how to ask for help." When asked about how her dad's history at Walton influenced her, she says, "when I chose Arkansas, even though I was pre-med, I was still majoring in Walton, because it was just what us Pittmans did. The Razorbacks and Walton had become such a big part of my dad that he passed them down to all of his children. I am so glad he did."

Walton is glad, too.



An Inspiration For Faculty Too

Sam Pittman has been the inspiration for many students to attend the Walton College over the years, and in one notable case, for a faculty member too.

Molly Rapert, associate professor in the marketing department, holds both bachelor's and master's degrees from Walton. She credits Pittman as a major influence on her decision to attend school in Arkansas. Rapert first met Pittman when she was a junior in high school; her older brother, then a freshman at the University of Arkansas, brought Pittman with him on a visit home to her native Tulsa.

Rapert says Pittman was like a member of the family from the very start. "When it came time to make my own college decision, my brother's friends, Sam in particular, played a big role," Rapert says. "This was a great choice for me, and the U of A was everything Sam said it would be and more."

The connection does not stop there. When Rapert went on to Memphis to work on her doctorate, Pittman and his wife had moved there as well. She says they "spoiled" her during her studies. This came full circle after she became a professor at Walton and Pittman's son and daughters started attending college. "We have kept in close touch through the years and having their kids at Walton was just like having my own kids here," Rapert said. "Our families are intertwined through many major life events, and it all comes back to the U of A ties that started it all."



TAKE THE
LONG WAY
HOME

Favorite Memories:

"My favorite memories from college were making new friends who are lifelong friends. I also participated in intramural sports which was so much fun. I was a big Razorback fan growing up. I loved going to the football games."

Favorite Professor:

"I really liked Ann Henry who taught Business Law. She made it fun to learn."

Advice to Students:

"Walton College taught me you can learn as much or as little as you want. It taught me that you can be successful both professionally and personally as long as you are willing to try hard and you give it your best effort."

SAM M. WALTON COLLEGE OF BUSINESS

Sometimes life takes a detour from the original plan. For Kelley Weaver, the path to her college commencement took 34 years.

Weaver is a proud graduate of the Walton College and participated in Walton's commencement in May 2016. Her bachelor's degree in personnel management, however, reflects the date she finished her degree – 1982.

A Little Rock native, Weaver left the University of Arkansas and returned to live in Little Rock in 1981. She completed her degree requirements through a correspondence course. It seemed anti-climatic to travel back to Fayetteville for the formal commencement.

Weaver began working at Dillard's soon after completing her degree and has built a career there. She currently works as a user services support analyst.

"I was just ready to be finished with school and move on with my life," Weaver said. Years later she regretted missing that experience.

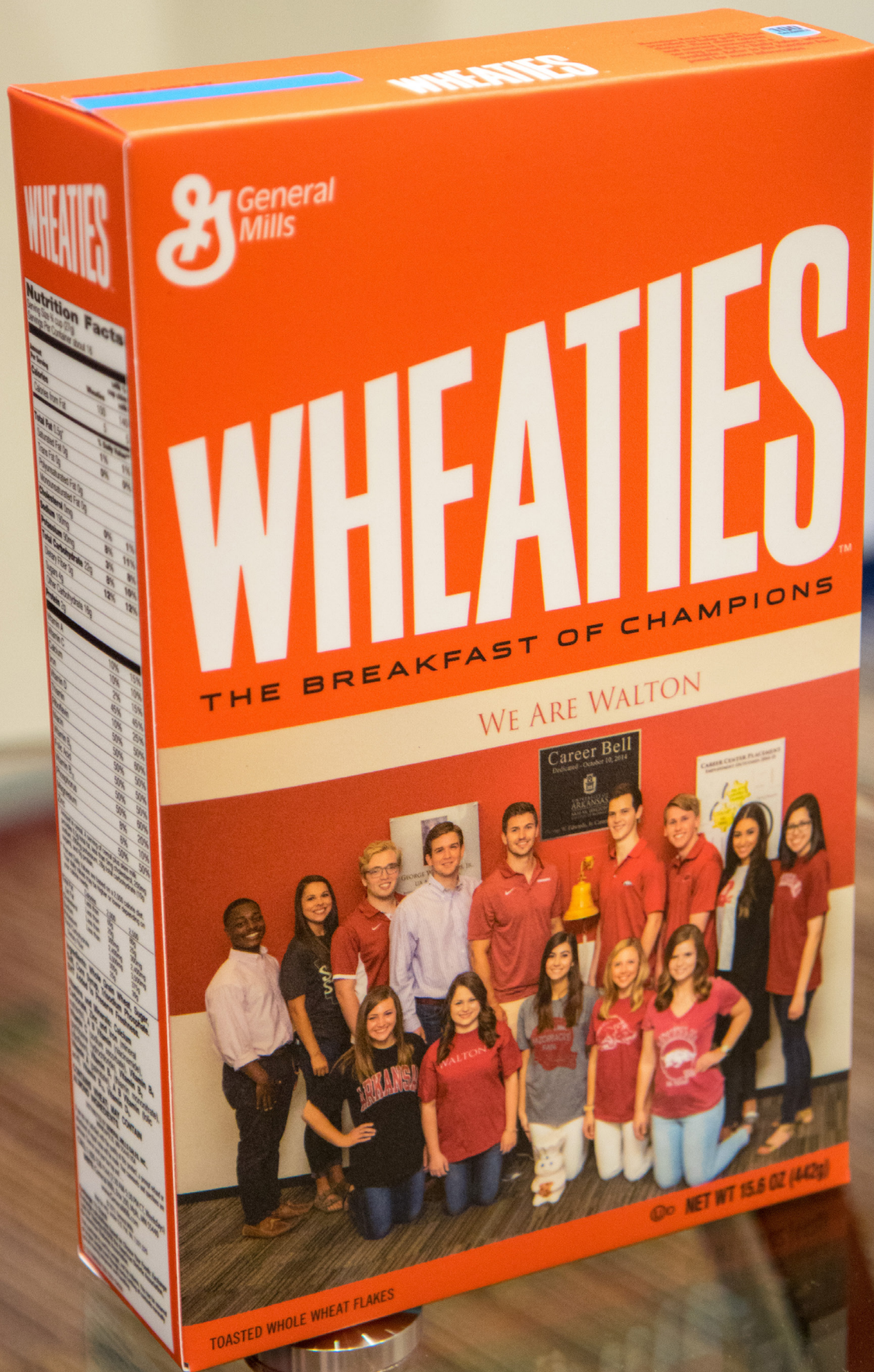
"I am an eight year pancreatic cancer survivor; my cancer journey has changed me," Weaver said. "I realized during this journey there are things I want to do ... I call it 'my list.' As I got older, one thing I regretted was not walking for my diploma. My main motivation was turning a regret into a memory."

Joined by family and longtime friends, Weaver trekked back to Fayetteville to don her cap and gown and walk across the stage to formally be recognized as a Walton grad.

It was a long detour, but one she says was worth waiting for.

"Walking in the graduation ceremony meant so much to me," Weaver said. "I can now say one of my regrets in life is no longer a regret but a cherished memory. It was a sense of accomplishment. I wish my parents had lived long enough to see me participate in the commencement ceremony and walk across the stage on May 14, 2016."







The Breakfast of Champions Meets The College of Champions

This story might be called *The Breakfast of Champions Meets The College of Champions*. But that would just be bragging on our part.

But is it really bragging when we point out what epic employees Walton College students make? We don't think so.

We think our students are awesome and so does General Mills. General Mills even put their picture on replica boxes of Wheaties – The Breakfast of Champions.

In the past year, the U.S.-based global food company hired 17 Walton College students for full-time and intern roles. According to Renee Clay, managing director of the Walton College Career Center, that makes the Fall 2015-Spring 2016 the most successful recruitment season since the college's partnership with General Mills began more than 15 years ago.

"Historically, General Mills has been one of our most steady hirers, even during economic downturns," Clay said.

The Walton College students work in business management associate and business management associate intern roles for the North America Sales Division in Minneapolis, Minnesota; Cincinnati, Ohio; Philadelphia, Pennsylvania; Scottsdale, Arizona; Tampa, Florida, and Bentonville. Two Walton College sophomores are serving as campus leaders for the 2016-2017 academic year. They promote General Mills careers on campus.

"The University of Arkansas continues to be one of our top schools. Renee Clay and the Walton College Career Center team are world class. We can always count on the students that are utilizing this amazing resource to be prepared and quality candidates. In today's business environment, the recruiting function is no different than any other time-and money-constrained resource. Consistently, the candidates we engage with at the University of Arkansas are prepared and of the highest quality; this makes our time on campus both easy and difficult. Unfortunately we can't hire every single one of them," Curt Curtis, regional recruiting manager for General Mills stated.

General Mills brands – such as Wheaties, Cheerios, Betty Crocker, Pillsbury, Haagen-Dazs and Cascadian Farm – are sold in more than 100 countries on six continents. The company had global sales in 2016 of \$16.6 billion. A Harris Poll ranked General Mills as one of the top 20 companies in the United States.

"From a professional standpoint, General Mills is a joy for our career center to work with," Clay said. "Our Walton College Career Center team and the GMI Recruitment team from General Mills share a deep sense of genuine interest in our students and their professional progression."

She said General Mills is always one of the first companies to volunteer to help the career center with panelists for workshops, support with programming and a number of other areas. "The Walton College is proud to be one of General Mills' core recruitment schools," Clay said.



Billy Yocum
BSBA'16
Sales Analyst
Spectrum Brands
Fayetteville, Arkansas

On his first day of class at the University of Arkansas, Billy Yocum sat at an outdoor table in front of Willard J. Walker Hall, consumed with fear.

Could he do this? Was he in over his head?

Yocum's situation was a bit different from his fellow classmates. For starters, he served in the Air Force longer than most of them had been alive. He didn't study abroad. He worked abroad, sometimes getting in harm's way such as when he served in Operation Iraqi Freedom or in Afghanistan in Operation Enduring Freedom. He also endured the sandstorms of Qatar.

And now he was in college, perhaps the scariest assignment of all.

While Yocum sat at the outdoor table, along came J.R. Hinkson, Undergraduate Programs associate director at the Walton College, who had been helping Yocum with his transition from NorthWest Arkansas Community College in Bentonville. Their conversation may have seemed friendly and routine for Hinkson, but for Yocum it was much more. The encouragement from Hinkson was all he needed to get up and head to class.

He kept going to class and learned a lot about himself in the process. Along with hard work and support not only from Hinkson but Yocum's professors as well, he completed his academic mission by graduating May 2016 with a bachelor's degree in supply chain management. His military background, enthusiasm and Walton College degree was enough to impress Spectrum Brands, which produces a wide array of products from batteries to pet supplies and garden care. The company hired him to work as a sales analyst in its Bentonville office.

Needless to say, a lot has happened since Yocum left the Air Force in 2010. He has no intention of being a spokesman for a group of people, let alone military veterans, but he can speak for himself. As someone who began his college career much later than most, he has a simple message about college to other veterans like him: "You think you're not going to fit in," he says. "You will. Do not be afraid to succeed."

He extended that message to his classmates, including those who were also transfer students like himself. Yocum reassured them about any worries, whether it be parking or that the university might be considerably more difficult than community college.



Just like he did when he was in the military, Yocum is tuned in to the dispositions of those around him. Simply saying “hi” to a student can lift that person out of a funk and get them talking, he says. “The job is to look out after your buddy, and your buddy is everybody here,” he says. Yocum also brought to the classroom his experiences, which he shared with others, says David Hyatt, supply chain management clinical assistant professor.

“He gets the idea of being a learner,” Hyatt says. “Obviously, he’s learned a lot in his life but brings it to the table in a subtle way—a way that is not intimidating to younger students.”

In fact, Yocum tries to help those students. Because of his experiences, and outgoing, amiable personality, Yocum has already developed contacts in the business community. Hyatt recalls one particular case where a classmate was not getting offers that he wanted, and Yocum helped him expand his network to get a better job.

Yocum’s first career began about a year after graduating from high school. Though he went to college for a year at Arkansas Tech University, the military seemed like a better option at the time, so he enlisted in the Air Force, where he spent 24 years and worked his way up to master sergeant (E-7). His main duty was serving as a heavy weapons specialist, overseeing the management of bombs and other munitions. Yocum was injured in Afghanistan, and after hospitalization at Landstuhl, Germany, he received an honorable discharge and returned to Arkansas with his wife and two sons.

What he had in the Air Force – the comradery among his fellow soldiers and military life – was now gone.

“I came back and basically pouted for a year, ate pizza and got fat,” he says.

That’s when he decided to give college another try with assistance from the Veterans Administration and Veterans Upward Bound. He enrolled at NorthWest Arkansas Community College where he took many of his required college classes. He soon learned he was skilled in math and analytics, enjoyed writing and was astute at Microsoft programs. He was also interested in solutions, which made supply chain management appealing as a major. While in the Air Force, he saw the application process of the supply chain but never the formalities, and his Walton classes made them more apparent, Yocum says. As a student at Walton, he also learned about the importance of sustainability and hopes to someday apply it to the supply chain.

“The professors here are amazing,” he says of Walton. Hyatt “pushes you to think,” Yocum says, adding that Carole Shook, supply chain instructor, “cares tremendously” while Assistant Professor Adriana Hofer provides a global perspective. “Each instructor is amazing on their own merit,” he says.

Though Yocum may have been nervous about his first day of class, Hinkson also recalls that Yocum told him how fortunate he was to attend the U of A.

“He was really appreciative of the opportunity,” Hinkson recalls. “I thought that was really neat.”

It showed in Yocum’s participation in team projects and his eagerness to learn, Hyatt says. “I wouldn’t be surprised to see him back in a master’s program,” he says, adding that he also wouldn’t be surprised to see Yocum rise quickly up the corporate ladder.

“We’ll hear more from him,” Hyatt says.

Yocum urges all veterans to give higher education a try. “All of those things that made you great in the military will make you great in college,” he says.





Camp Introduces Retail Careers to Incoming Freshmen

The Office of Diversity and Inclusion and the Center for Retailing Excellence at the Sam M. Walton College of Business hosted 17 incoming freshman students from Arkansas, Texas, Illinois and Peru during the Business Leadership Academy held June 5-10. The summer residential program creates an awareness of retail career choices and opportunities that exist for Walton College business majors.

The camp exposed students to business and cultural aspects of Northwest Arkansas. The week kicked off with a tour of a Walmart distribution center in Bentonville. Students also visited Crystal Bridges Museum and participated in a retail scavenger hunt at Pinnacle Promenade shopping center and the Northwest Arkansas Mall. In addition to the tours, students participated in training workshops on social and business etiquette, business presentation skills, the McMillon Family Retail Innovation and Technology Lab and the Jane Gearhart Food Pantry.

This year, the students were challenged to launch a pop-up store in the McMillon Innovation Lab, located on the University of Arkansas campus. Each student team had to create a business plan, a strategic marketing plan and a budget for launching a business. The three teams proposed ideas for a 24-hour school supply concierge, an after-hours food delivery service and a frozen yogurt bar and bakery to a panel of judges from Walmart, S.C. Johnson, Shopper Marketing and the Walton College.





Campers Learn Technology Opportunities at Walton

Twelve high school students from groups underrepresented in technology fields got the opportunity to learn about career opportunities open to them during the 17th Technology Awareness Program at the Walton College.

The Information Technology Research Institute, the Walton College Office of Diversity and Inclusion and the Department of Information Systems hosted the 12 students for a week-long residential camp June 19-24.

"It is vital that technology fields include minorities and women," said Eric Bradford, managing director of the institute. "Research shows that diversity helps drive innovation, which in turn shapes the future of technology."

Campers lived in a dorm, ate at Brough Commons dining hall, and met faculty and staff while on campus. Students participated in an information technology project, researched topics at Mullins Library and presented their findings as part of a closing ceremony. Walton College staff discussed with students the potential salaries of technology professionals and how the students can apply for admission to the University of Arkansas.

Campers also heard from professionals representing Dillard's, Acxiom, Walmart, J.B. Hunt Transport Services Inc. and Arvest Bank regarding how those companies use technology daily. Students toured Walmart's information systems department to see professionals in action.

"These young people came here ready to learn," said Barbara Lofton, director of Diversity Programs at Walton College. "Based on their research and final presentations, each student would be a welcome addition to any occupation in the field of technology and to the university." The camp culminated with three student teams presenting business cases, reflecting how technology could resolve common issues. The lessons learned were summed up by one camper's parent.

"It was one of the most incredible displays of coaching, mentoring and teaching that I have seen in a long time," said Denisho Coleman Sr., an alumnus of the University of Arkansas. "To see those students present subject matter in the order and depth in the short period of time afforded was very emotional to me — in particular the SWOT analysis, which is a mainstay for how we justify corporate capital expenditures as a routine part of how we do our jobs."

To attend the camp, participants must hold a 3.0 GPA, submit three essays and be a rising high school junior or senior. The camp was made possible by the Information Technology Research Institute board members: ArcBest Technologies, Arkansas Blue Cross Blue Shield, Arkansas Department of Information Systems, Arvest Bank Group, ConocoPhillips, Dillard's Inc., FedEx Services, Hewlett Packard, InContext Solutions, J.B. Hunt Transport Services, Movista, Phillips 66, Teradata, Tyson Foods and Walmart.



JOHN ERCK
DIRECTOR OF DEVELOPMENT

By now, all of you are aware that the University of Arkansas has launched Campaign Arkansas, an eight-year effort to raise \$1 billion – or more – for the university. The campaign has actually been going on for four years, and some might say the fact we've been in a campaign is the worst-kept secret in the state. Many also know that Walton College has the largest goal of any college or unit on campus, at \$235 million.

But what many might not know is why? Why have a campaign? Why now? Aren't we raising money all the time? Are campaigns even necessary anymore?

For the best answers to those questions, we need only look back to the university's Campaign for the 21st Century, which took place about 20 years ago. The impact of that campaign was truly transformational for the university, and perhaps nowhere on campus did it have a greater impact than on what is now known as the Sam M. Walton College of Business.

If we look back to 1996, it was not the Sam M. Walton College of Business. It was just the College of Business Administration. Enrollment in the college in the fall of 1996 was 2,624. The school was not even listed in the rankings among business schools. And, roughly 55 percent of business graduates had jobs at graduation.

Then the campaign occurred, which ushered in gifts from generous alumni and friends from around the country, including the Walton Family Charitable Support Fund's gift of \$50 million in 1998. That investment provided an incredible boost, and the Walton name lent enormous credibility. Those led to more scholarships to attract more

students and a number of endowed faculty chairs that still enable the college to attract the best and brightest faculty.

Fast-forward to today. The fall of 2016 ushered in 6,132 students to the Walton College. Walton is ranked 26th among public undergraduate business schools by *U.S. News & World Report*. And, an incredible 88 percent of Walton College students have jobs at graduation – among the top 20 in the nation. Nearly every success the college has enjoyed in the past two decades is directly traceable to the Campaign for the 21st Century and the investments that were made by those who participated.

So, to the original question: Why have another campaign? To continue the epic upward trajectory that the Walton College has been on and do even more to attract the best students, the most talented faculty and the business leaders of tomorrow for Arkansas and the world.

The campaign provides focus and a point of emphasis on growth and expansion of the college in meaningful ways – from entrepreneurship and the budding ecosystem in Northwest Arkansas, to executive education and increased offerings in Central Arkansas, to an increased effort to attract and retain the best Arkansas students from all backgrounds and corners of the state.

The Campaign for the 21st Century was transformative for the college and the university, setting up students for success into this new millennium. Campaign Arkansas will have the same effect, creating opportunities not just for the U of A and Walton College, but for the entire state of Arkansas.



WELCOME BECCA BRADLEY SHANKLIN

In September, Becca Bradley Shanklin joined the Walton College as assistant director of development. Shanklin came to the Walton College from the office of the vice chancellor for university advancement at the U of A.

"We are delighted to have Becca join the Walton College and the Walton development team," said John Erck, senior director of development and external relations. "Becca has the knowledge of university advancement and of the college's needs and goals that will allow her to make an immediate positive impact on the future of the Walton College."

Her knowledge, background and skills will prove invaluable throughout the public phase of Campaign Arkansas, Erck said. She joins Erck and Lizzie Johnson, associate director of development, on the Walton College development staff.

"I admire the spirit of innovation and entrepreneurship exhibited by the faculty, staff and students. I am excited to join the team of nationally recognized thought leaders at the Walton College," Shanklin said. "With the public launch

of Campaign Arkansas, I look forward to working hard and making an impact on this important capital campaign."

Shanklin served on the staff of Arkansas Sen. Mark Pryor for five years in Washington, D.C. Also in D.C., she worked as a development assistant at the national headquarters of National Public Radio. She also worked at Spanx Inc., in Atlanta, Georgia, as executive assistant to the company's chief executive officer and as director of global business development at Made in USA Works! LLC, an Arkansas company that helps businesses increase their manufacturing presence in the United States. "My experience and connections in the public and private sectors will transition naturally to Walton College," Shanklin said.

In 2008, Shanklin received a bachelor of arts in political science from the University of Arkansas, where she minored in marketing at the Walton College. She served as vice president of Associated Student Government while a student at Arkansas. Shanklin grew up in Russellville and is married to Jon Shanklin of Tennessee. She said that in their free time, the couple enjoys sampling the cultural offerings in Fayetteville and exploring the Razorback Greenway with their two dogs.



CAMPAIGN ARKANSAS BY THE NUMBERS 2016

The Walton College's Campaign Arkansas goal is **\$234.75 million**.
Halfway through the campaign, progress towards the goal is

\$123,772,870 (52.7%)

Annual Production Goal : \$31,194,600
Actual Annual Production : **\$35,348,936**

Annual Receipts Goal : \$28,428,350
Actual Annual Receipts : **\$33,481,271**

WHY I GIVE



Stephen Chaffin

President, Smith Capital
Walton College Graduate -1980

Stephen serves as president and managing principal of Smith Capital in Little Rock, Arkansas. He is a member of the Walton College Dean's Executive Advisory Board and earned his degree in banking and finance from the University of Arkansas in 1980. Chaffin began his investment career with Merrill Lynch & Co. where he worked as a retail account executive. In 1988 he was recruited to Dean Witter as an institutional broker. In 1990, Chaffin joined the Downtown Partnership as executive director. He joined Smith Capital Management in 1996 where he is on the investment committee and manages fixed income portfolios. Chaffin and three other businessmen purchased Smith Capital Management in 2000. He is now the largest shareholder.

What originally attracted you to attend Walton College?

This is the easiest question to answer. My father, who grew up in south Arkansas, attended the University of Arkansas and it changed the direction of his life. The knowledge and experiences he gained in Fayetteville opened up his world. I grew up hearing about the university and the Razorbacks and I knew I wanted to be a part of it and carry on his legacy. When choosing a major, Walton College was a natural fit for my strengths as a student and interest in finance.

What memories stand out from your time as a student?

The University of Arkansas is the best place in the state for making lifelong connections and friends. I have countless memories involving snow days, intramurals and the camaraderie that comes along with being a student in Fayetteville. You still find that same sense of community and friendship on campus today.

What was your first gift to Walton College and why?

My good friend Chuck Dudley of Hot Springs encouraged me to get involved when my oldest of three sons started school at the university. Two of my boys have now graduated from Walton College, and one of them stayed on to earn his Masters in Accounting. I was brought on by Eli Jones as a member of the Dean's Executive Advisory Board and have since developed a great respect for Dean Matt Waller. I know Matt has exceptional skills as a leader and academic, but what I really admire is his set of values and commitment to family. Those are the qualities that have kept me engaged and have kept my family coming back for three generations.

What events in your past have inspired your philanthropic giving?

My father's eyes were truly opened to a whole different world during his time as a student. He came from humble upbringings, but he worked hard and set goals for himself. He decided to go to college and of all the great schools in our state, he chose the University of Arkansas. He loved the Razorbacks and he loved the friends he made there. My father was passionate and that is something I have tried to pass along to my sons. When you experience something so transformative and achieve success due to your education, how can you not give back?

What have you seen from Walton College that motivates you to continue giving?

First off, my family heritage and desire for continued success of the school motivates me to give. Second, I believe in the vision of the dean and mission of the college. Dean Waller does not insert his personal agenda but focuses on student and faculty needs. Walton College is producing outstanding students who are proactive and career-focused. The college is preparing them to achieve their goals and propel them to success in their respective industries. I also continue to be impressed with their job placement statistics. Recently 88 percent of job-seeking Walton undergraduates were employed at graduation. This confirms what we already know, that Walton College is a great place to earn your education.

What is your advice for anyone considering making a gift?

It is a benefit of hard work to have the opportunity to give. Although it's ultimately a personal decision, I would encourage those who are in a capable position to find their passion and support it financially. It is fun to give and you will receive great satisfaction from seeing the fruits of your labor manifest through philanthropy.

MAJOR GIFTS AND PLEDGES 2016

- **Doug and Harriet Maclay** pledged \$25,000 for the Maclay Family International Award.
- **Dillard's Inc.** donated \$25,000 to the Walton College.
- An anonymous donor pledged \$50,000 to the Walton College.
- **The Boyer Family Foundation** donated \$38,500 to the Boyer Fellowships.
- **Kenneth and Elizabeth Allen** gave \$50,000 to add to The Ken and Liz Allen Scholarship Fund.
- **Lance and Judy McReynolds** pledged \$50,000 to the Judy and Lance McReynolds International Experience Scholarship.
- **George and Carolyn McLeod** gave a donation of \$100,000 to the George and Carolyn McLeod Endowed Scholarship.
- **The Bank of England** provided \$100,000 for the Fleischer Scholars program.
- **Larry and Janett Crain** donated \$125,000 to help further fund the Larry and Janett Crain Endowed Scholarship Fund.
- **Signature Bank** provided \$150,000 for the Fleischer Scholars program.
- **The Tolleson Family Foundation** provided \$175,000 to establish the Tolleson Family Endowed Scholarship.
- **Dillard's Inc.** donated \$250,000 to the Dillard's Chair in Corporate Finance.
- An anonymous donor contributed \$500,000 to an endowed scholarship in Walton College.
- **Frank and Judy Fletcher** donated \$600,000 to The Frank and Judy Fletcher SAKE Fund.
- **Rosemary Fairhead** gave \$651,000 to the Walton College.
- An anonymous donor supported the Walton College with a gift of \$932,253.
- **The Estate of Billy E. Lazenby** provided \$2,000,000 to the Billy E. and Bettye L. Lazenby Endowed Scholarship.
- **IBM's** gift to Enterprise Systems was valued at \$9,500,000.
- **SAP America's** donation to Enterprise Systems was valued at \$16,905,000.

Ways to Give – Stock Gifts

Donating securities, such as stock, is becoming an increasingly popular means of charitable giving. And since it's one of the most tax-efficient ways to give, it is easy to see why. There are two key advantages to this method of giving:

- Because the securities are donated rather than sold, capital gains taxes from selling the securities do not apply.
- A tax deduction may be taken for the full fair market value of securities, up to 30 percent of the donor's adjusted gross income, for any donated long-term appreciated securities with unrealized gains.

"For many years, we have written checks to the University. This year, we decided to make a gift of appreciated stock. Gifts such as stocks or property are a way to think differently about how to give to the university, and can be tied to long-term financial planning."
- A long-time Walton College donor

Consider leaving your legacy through a gift of stock to Walton College! Note: please contact the Walton College development office before making any gifts of securities at (479) 575-5425.



Immediate Impact

Gifts to the Dean's Philanthropy Circle can make a true difference in day-to-day operations. These funds are unrestricted and may be used to address immediate needs of the college, its faculty, staff and students. Consider a gift and make a positive change for urgent needs.

Name (please print) _____

Street _____

City, State, Zip Code _____

Phone (home, work or cell) _____

I would like to make a one-time contribution:

☐ \$25 ☐ \$50 ☐ \$100 ☐ \$250

☐ Other amount: \$ _____

OR

☐ I would like to make a pledge of \$ _____ for _____ year(s)
(5 year maximum)

☐ Yes, I am employed by a company that matches charitable donations. _____ Company name.

Payment by:

☐ Check enclosed
(payable to THE UNIVERSITY OF ARKANSAS FOUNDATION, INC)

Credit cards accepted over the phone.

☐ Please call me at: _____

☐ I'll call at my convenience: 479.575.3268

Mail to:
Elizabeth Johnson
1 University of Arkansas
RCED 221
Fayetteville, AR 72701

DEAN'S EXECUTIVE ADVISORY BOARD



The mission of the Dean's Executive Advisory Board is to utilize their experience and expertise to aid the Walton College in defining and realizing its goals, serving as consultants on strategies, programs and curriculum. Board members also help identify opportunities for partnerships between the Walton College and the business community.

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President/CEO
Con-Real Inc.

Karen Armstrong
Intern Program Manager
Arvest Bank Operations

James Barnett*
President
DaySpring Cards

Rochelle Bartholomew*
President
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Department of Accounting
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CSI Holsters

* Walton College Graduate

DEAN'S ALUMNI ADVISORY COUNCIL



The Dean's Alumni Advisory Council is comprised of a diverse group of Walton alumni, who function as ambassadors and use their experience and insight to develop and support the advancement of the college.

The Dean's Alumni Advisory Council has three main objectives: improve the Walton College brand and increase alumni involvement; bridge the gap between students and potential employers and foster the pipeline of prospective students to the college; and advance and support the college's goals and strategies.

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Dallas, Texas



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Wherever you are, Arkansas is everywhere. Become a proud member today!



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(up to two members per household)

LIFE MEMBERSHIP - \$1,000
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Life member payment plans available over a one year period. Check out our website for details!

Sign up online at www.arkansasalumni.org/MAG



WE ARE *ARKANSAS* EVERYWHERE
#ArkansasEverywhere



SAVE THE DATE

We're Going All In Again!

3.29.17

Don't forget to go "All In" for
the Walton College on March 29!





Sam M. Walton College of Business
217 Donald W. Reynolds Center for Enterprise Development
Fayetteville, AR 72701-1201

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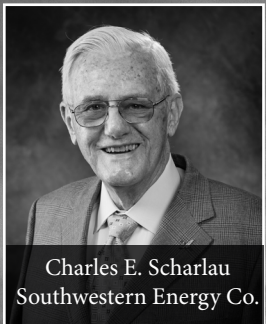
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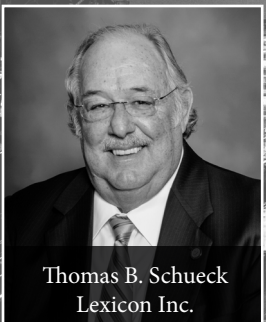


Congratulations

to the 2017 Arkansas Business Hall of Fame Inductees



Charles E. Scharlau
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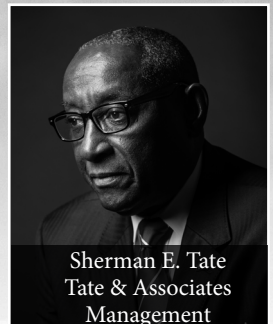
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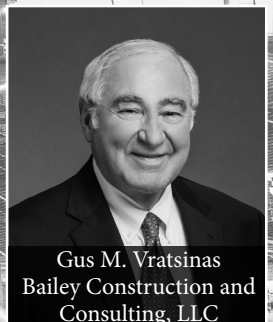
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Little Rock, Arkansas

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