Total Moore School Endowment
$138,770,809

Student Study Abroad Support
$285,250

Scholarship and Fellowship Support
$1,261,452

Faculty Support
$433,752

Fellowship Recipients
215

Scholarship Recipients
262
Dear Friends:

Thanks to donors and volunteers like you, the past academic year was an amazing time of excitement and accomplishment with the Darla Moore School of Business continuing to excel in several ways:

• Asked to complete more rigorous and demanding courses in accounting, economics and statistics, the 2016 freshman class completed the first year of the new four-year undergraduate curriculum with flying colors. We asked students to step up, and they have.

• Strategic engagement with alumni has increased noticeably. During the past year, more than 2,500 alumni responded to opportunities to engage with each other at more than 30 events throughout the country and internationally. In addition, 1,500 graduates around the globe are leveraging the power of MooreConnect, the exclusive networking platform for Moore School alumni. Join at mooreconnect.com.

• The number of industry executives on center advisory boards has grown to more than 150. These thought-leaders share insights to strengthen academic programs that not only meet the needs of today’s employers but position the Moore School to anticipate the demands of the future.

• The financial investment from nearly 2,000 alumni and friends for a wide range of initiatives through current and/or endowment funding provides much needed support to the school.

Whatever your involvement with the Moore School is, please accept my personal gratitude for your investment. All who value a degree from the Moore School appreciate the strength of your advocacy, the wisdom of your advice and the treasure you so willingly share.

Best,

Peter Brews
Dean
Growing the sales track

Catherine (B.S. ’74) and Cliff Brune (B.S. ’74) know that to transform a budding initiative into a blooming program that produces successful graduates, it takes talented individuals and time. They also know that funding matters.

That is why the pair have committed $300,000 to the Moore School to provide funding for the Center for Sales Success, sales faculty and scholarships for sales students, including a scholarship endowment. This investment will be used in several ways, including covering the cost of the Professional Sales Certification for sales capstone students and enabling the launch of a sales competition club.

These developments, Cliff Brune says, align with their vision for sales at the Moore School.

“We hope to continue to raise the level of awareness of quality education at the Moore School because we want it to be No. 1 in everything,” he says. “That way, graduates of the Moore School can be successful enough to give back too.”

A donor partnership to jump-start the new sales program is exciting to both the Brunes and faculty members involved with the initiative.

“We are incredibly grateful to the Brune family for the gift made to the Moore School’s Center for Sales Success,” says Beth Renninger, director of the newly founded center. “The Brune Family Endowment ensures the long-term availability of sales education opportunities that position graduates for successful careers.”

The Brunes hope that their contribution will not only benefit sales students and faculty, but will also encourage others to donate as well.

“If you have the means, you should invest, but you have to decide what’s meaningful,” Catherine Brune says. “It feels good to give to the Moore School because you’re not just helping one person. You’re helping students for life.”

“It feels good to give to the Moore School because you’re not just helping one person. You’re helping students for life.”

- Catherine Brune
Corporate partnerships provide valuable outcomes for Moore School students, faculty and corporate partners. The Dixon Hughes Goodman LLP (DHG) and Moore School relationship demonstrates the benefits of a corporate and academic alliance.

As one of the School of Accounting’s longest and most involved partners, DHG and its employees’ investments in the school enhance student opportunities and their educational experiences through guest lectures, internships and full-time employment, and funding for research, teaching, and Master of Accountancy fellowships.

“DHG provides significant financial support to the department, students and faculty,” says Scott Vandervelde, Moore School associate professor of accounting and Dixon Hughes Goodman Faculty Fellow. “DHG’s Faculty Fellowship allows me to be more engaged in my teaching and research on a national level through a greater involvement in conferences and working with my colleagues on research at other institutions.”

Beyond the company’s $30,000 annual investment, employees also make significant personal gifts, leveraging DHG’s generous matching gift program. Since 2012, the firm and its employees have invested more than $250,000 and countless hours of volunteer support in the Moore School, all of which strengthen the students of today and its colleagues of tomorrow.

DHG collaborates with the School of Accounting on both the undergraduate and graduate levels, giving the company direct access to “world-class students,” says Trey Ackerman (B.S. ’97, MACC ’98), a market managing partner at DHG.

“As we continue to grow here at DHG, we want to build world-class teams, and we’ve had tremendous success with the students that have come out of the University of South Carolina,” Ackerman says. “They’re clearly the type of extraordinary talent that DHG seeks as we build a powerful future together.”

In fact, DHG has hired more alumni from USC than any other partner school. Each year on average, the firm hires between 12 and 15 USC graduates, and currently employs 111 USC alumni across its many locations.

“We have tremendous respect for Moore School undergraduate and graduate accounting students,” says Courtney Thomas, director of campus recruiting strategies at DHG. “We find the students are very well prepared for their first years of public accounting. They have strong communication skills, a strong fundamental knowledge of accounting, and they are generally very successful with the CPA exam — they’re just very well-rounded to begin their careers.”

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We’ve had tremendous success with the students that have come out of the University of South Carolina.

- Trey Ackerman

Ken Hughes, chairman emeritus; Matt Snow, chairman and CEO; Peter Brews, dean; Tricia Wilson, Carolinas region managing partner; Kent Satterfield, chairman emeritus
The path to success

There must be a better way to do this. Many business ventures start with this idea. Such was the thought process of Aaron (USC B.S. ‘02, USC MPA ‘03) and Candice Hark (USC B.S. ’03) as they were milling through school records and filling out triplicate forms in what is now the Office of Student Conduct and Academic Integrity.

“My bachelor’s is in computer science, and Candi is a self-taught programmer, so we just started looking for ways to make those processes more efficient,” Aaron says.

Little did they know the software they would create as a side project would garner more than 800 clients and enable them to quit their day jobs. Today, that software powers Maxient, a centralized student conduct reporting and recordkeeping company used by colleges and universities worldwide.

This success has enabled them, in turn, to inspire the success of others through their involvement with the Faber Entrepreneurship Center and Proving Ground, a startup competition at the Moore School.

“We’ve certainly tried to be generous with our money, but being generous with your time is just as, if not more, important,” Candice says.

This mentality often brings them to the Moore School to talk to classes, serve on panels and act as judges for the Proving Ground. They also sponsor the Maxient Innovation Prize for the competition, which awards $17,500 to the most innovative business concept focused on an existing need or problem.

“We’ve really tried to make ourselves available to the school because, frankly, the school has made itself available to us,” Aaron says.

When their company was just starting, they reached out to USC professors for advice. One such professor, Faber Entrepreneurship Center Director Dean Kress, has been an informal mentor to them ever since.

“I don’t think of it as mentoring,” Kress says. “I promise you I learn more from them than they do from me.”

Kress says hundreds of students have been affected by this connection, and the Harks don’t plan on slowing down any time soon.

“We learned so much from our time at USC that it seems second-nature to pay it forward for future generations of students,” Aaron says.

“We’ve certainly tried to be generous with our money, but being generous with your time is just as, if not more, important.
- Candice Hark
Lloyd (B.S. ’80, MACC ’81) and Juanita Johnson have included in their estate plans an endowed scholarship fund to support educational diversity at the Moore School with particular attention to underrepresented student populations with financial need.

Lloyd’s time spent at the Moore School and the faculty and staff who helped him while he was there motivated him to make this future investment.

“I had many excellent advisers and professors at the business school, and the culture was really focused on the students,” says Lloyd, a retired Accenture global managing partner who currently serves on the AARP Board of Directors and the Apogee Enterprises Board. “People at the school were very helpful in identifying grants, loans and work-study opportunities for me and that assistance enabled my academic success.”

Preference in awarding the scholarship will be given to students who have completed the Moore School’s Business at Moore (BAM) program, a week-long summer business camp for underrepresented high school rising seniors. Scholarships like the Johnsons’ make all the difference in BAM students’ college success. Moore School management senior Matthew Mujica has been “welcomed into a loving, nurturing and inspiring community” thanks to his BAM scholarship.

“I always wanted to attend the University of South Carolina since both my parents are alumni, but I knew school was expensive and I would have to work a lot on top of my course work to keep my head above water financially,” Mujica says. “My BAM scholarship has allowed me to attend USC and not worry about whether I can pay tuition. I have been more motivated to consistently give my very best each semester because there is a lot more on the line for me than just my GPA.”

Since leaving the business school, Lloyd has spent 35 years leading finance, accounting, and mergers and acquisitions organizations. He credits the Moore School for enabling his career and decided to pay his opportunities forward by creating this future scholarship endowment.

“I know there are many other students with financial need, so I give back to help them in the way I was helped,” he says. “Education has always been a major focus for Juanita and me. I hope the fund will give performance-driven individuals the opportunities to get a really good business education and have successful careers.”
A way to remember

Following the untimely passing of Melayne McInnes, professor of economics, in April, her colleagues in the economics department established the Melayne McInnes Memorial Fund to honor her and the many contributions she made to furthering economics education at the Moore School. The fund will support awards for superior scholarship to candidates pursuing a doctoral degree in economics.

Orgul Ozturk, associate professor of economics, was a close friend of McInnes and hopes to one day make an impact such as the one McInnes made on her colleagues and students.

“When I talked about this award, people were interested in donating—from Portugal to China—many of her former students,” Ozturk says. “As an academician, being honored in this way is very rewarding.”

McInnes joined the Moore School in 1997, and during her tenure, in addition to teaching and conducting research, she served as the graduate coordinator for economics, overseeing the master’s and doctoral economics programs. She was also a two-time recipient of the University of South Carolina’s Mortar Board Teaching Award.

“Melayne was a wonderful colleague and great teacher,” says John McDermott, past chair for the department. “Her passing left a major void in this department.”

The fund is largely made up of contributions from McInnes’ former students, colleagues and close friends. Ozturk says the fund has already raised more than she imagined. But at the end of the day it’s more about carrying on McInnes’ kind spirit than anything.

“Academics is all about apprenticeship and caring for the next generation,” Ozturk says. “That’s what she did, and hopefully this will ensure that others can do the same.”

“Academics is all about apprenticeship and caring for the next generation. That’s what she did, and hopefully this will ensure that others can do the same.

- Orgul Ozturk
Learning through experience

Annual gifts from alumni and friends to the Moore School fund opportunities of all sizes from faculty positions to study abroad trips. One of the Moore School’s own professors, Sung Hee “Sunny” Park (MIBS ’02, Ph.D. ’07) gives to the Moore School’s study abroad fund because he believes learning abroad is “the best experience a student can have.”

“There are great classes, and students can learn a lot in the classroom,” he says, “but you can’t learn the experience. You have to go to other countries and see how other people live. Then you have an experience no one can learn from a textbook.”

The management science professor began annually donating to the university in 2006 in his wife’s name as a special birthday present for her.

“We graduated from the university, so we want to see it continue to become a better place over time,” he says of their decision to continue giving. “It’s a ‘pay it forward’ kind of thing. When we were students, we received scholarships from someone else’s donations, so I think it’s our obligation to give back to today’s students.”

From the BPF

Dear Friends:

Thank you for being part of a significant year in the life of the Darla Moore School of Business and the USC-Business Partnership Foundation (BPF). We are grateful for your continued and generous investment. The BPF is rapidly changing to better meet the evolving needs of the Moore School and its diverse set of stakeholders — students, alumni, donors and the business community. Since 2016, we’ve restructured our board, refined our mission and hired a president. We now stand ready to more fully support the vision of Dean Brews.

This year was particularly significant with the BPF receiving a large trust gift that boosted the total endowment to more than $87 million. Whether the financial support you provide is for an endowment or current needs, or you are involved as a volunteer who invests your time in making the Moore School stronger, please accept our gratitude for your partnership.

F. A. “Andy” Lowrey, Chairman
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USC - BPF Founding Member
1969-2017

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The Darla Moore School of Business represents something deeply personal to me: an opportunity to show the rest of the country, and indeed the world, the quality of practical and meaningful business education and professionals that we are developing in South Carolina.

— Chris Campbell (B.S. ’12, USC J.D. ’15)

PLANNED GIVING DONORS
The University of South Carolina’s Carolina Guardian Society honors alumni and friends who have remembered the university or one of its affiliated foundations in their estate plans. The following individuals have generously designated the Darla Moore School of Business to benefit from their planned gift. Planned gifts create an important legacy of support for the future.

Richard A. Ackerman and Rory A. Ackerman (B.S. ’97, MTAX ’98) and Shannan Ackerman
Jimmy E. Addison (B.S. ’82, MAcc ’83) and Pete H. Addison (B.S. ’82)
Heyward C. Addy (B.S. ’70) and Christie C. Addy (USC B.A. ’68, USC M.Ed. ’69)
Anonymous
Jessica Lee Arwood (B.S. ’14, MAcc ’15)
Bernard Banks (B.S. ’70) and Bonnie Banks
Leslie Bennett and Mac Bennett (B.S. ’80)
Beverly H. Bergeron (B.S. ’81, MTAX ’91)
J. Scott Blackmon (B.S. ’73) and Karen G. Blackmon
Mike and Julie Brem
Dan S. Brown (B.S. ’69, MBA ’73) and Lorna R. Brown
James R. Bunting (B.S. ’62) and Peggy H. Bunting
Lisa Williams Burgess (B.S. ’99, MBA ’01)
Kathryn G. Carter (USC B.A. ’72, USC M.Ed. ’76, USC M.Ed. ’78 Ph.D. ’95) and Harry C. Carter, Jr. (USC B.A. ’77)
James A. Cathcart III (B.S. ’60) and Charlen Cathcart
David J. Comeau (MIBS ’85)
Gale K. Cushing and William P. Cushing
Helen W. DuBose and Charles H. DuBose, Jr. (B.S. ’70)
Karen S. Faber (B.S. ’83) and Timothy B. Faber (USC B.S. ’83)
Thomas G. Faulds (MBA ’73) and Gloria J. Faulds
A. C. “Bubba” Fennell III (B.S. ’72)
The best part about volunteering on the YAB is every student is provided the same opportunity. — Gabe Cossio (B.S. ‘11)

NEW ENDOWMENTS, FUNDS AND NAMINGS

Scott and Stephanie Benbenek Business Endowed Scholarship
John Eric Jeffery Memorial Endowed Scholarship
Boeing Master of Human Resources (MHR) Fellowship
Brune Family Endowment Fund to Support Sales Education
Continental Tire the Americas Endowed Chair Fund
Charles and Grace Fram Endowed Scholarship
Graduate Women in Business Fund
Hildy Teegen and David Adoff Endowment
The MIBS Fund

RECOGNIZING DARLA MOORE SCHOOL OF BUSINESS VOLUNTEERS

The following alumni, parents and friends provided extraordinary commitment by donating their time and talents through service on formal volunteer committees or boards during the 2016-2017 fiscal year. 

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Steve Beckham (B.S. ’78)
Moe Brown (B.S. ’10)
Samantha Wood Zecopoulos (B.S. ’10)

Washington, DC Alumni Event Host Committee
Steve Beckham (B.S. ’78)
Moe Brown (B.S. ’10)
Samantha Wood Zecopoulos (B.S. ’10)

Greenville Alumni Event Host Committee
Tony Callander (B.S. ’71, MACC ’72)
Lindsey Myers Cannon (B.S. ’05, USC MPA ’08)
Danny Carter (B.S. ’74)
Lauren Davis (B.S. ’12)

I had an incredible undergraduate experience at the Moore School, and it is my hope to ensure the same passion for the Moore School.

— Gabe Cossio (B.S. ’11)

Dean’s Circle, Young Alumni Board, Moore School mentor and Shuck & Shag host committee

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L. Kent Satterfield (B.S. ’77, MACC ’78) and Linda W. Satterfield (USC B.S. ’82)
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Katherine Zolman (MIBS ’00)

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I had an incredible undergraduate experience at the Moore School, and it is my hope to ensure the same passion for the Moore School.

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