More than 150 faculty, staff, students, parents, and alums attended the annual College of Business Honors Reception this year honoring Alumnus of the Year, Mr. Terry Headlee, Managing Editor of The Frederick News-Post.

At the May 8 ceremony in the ARMAH, Lane University Center, Dr. Cathy Ashley-Cotleur, MBA Coordinator, delivered a warm personal testament to the type of student, person, and journalist Terry was, is, and has become. Dr. Ashley-Cotleur commented on how Terry’s talent, ambition, and honesty are the basis for his success. Terry attributes much of his success to his wife, who inspired him to get his MBA at the Hagerstown campus. He also stated that he strongly believes his MBA helped him acquire the editor position at Hagerstown Herald and The Frederick News-Post. Both positions require a keen sense of the business world.

Terry has been the managing editor of The Frederick News-Post since September 2008. Prior to his employment in Frederick, Terry worked at The Herald-Mail Co. in Hagerstown, Maryland for nearly 23 years, including eight years as executive editor (2000-2008). He also served five years as city editor and 10 years as a reporter in which he won most of his 35 writing awards. He also serves on the Editorial Committee for the Maryland-Delaware-D.C. Press Association and chairs the MDDC’s student internship program. He worked for The Journal in Martinsburg, W.V. from 1982 to 1986 as a reporter.

A native of Dublin, Ohio, Terry is a graduate of Kent State University where he earned a Bachelor’s Degree in journalism. He later graduated from Frostburg State University in May, 2003 with an MBA.

As a student at FSU, he was one of the first original members of a newly formed Student Advisory Board. This was a result of the College receiving AACSB Accreditation. He served for two years as a student and upon graduation, was invited to become a member of the CoB Advisory Board, where he has diligently served for 10 years and continues to serve today.

In his spare time he enjoys reading, square dancing and line dancing, as well as teaching both square and line dancing. Terry also enjoys acting in community theater. He lives in Martinsburg, WV with his wife Loria. He will always be remembered for his famous quote:

“I don’t know how to respond to a request that stupid.”
Words from the Dean

I am proud to report that in Spring 2015, we welcomed Dr. Seonghee Han to our College of Business family as an Assistant Professor of Finance.

The College of Business Executive Council (CEC) voted for Mr. Terry Headlee, the Managing Editor of The Frederick Times, to be the 2015 College of Business Alumnus of the Year. Mr. Headlee is a long-time friend and advisory board member of our college, and we are truly proud to have him.

In the first half of 2015, our faculty members have had remarkable accomplishments, as Dr. Carol Gaumer was named the recipient of the President’s Distinguished Faculty Award. Dr. Yan Bao was the recipient of the Board of Regents award for teaching, Dr. Amit Shah was named the recipient of the FSU Outstanding Mentor Award, and Dr. Jeff McClellan received the College of Business Extra Mile Award.

Under the leadership of Dr. Tom Sigerstad, and with support from Dr. Monahan and our Management faculty, a new Hospitality Management Concentration has been established within the Business Administration major in the Department of Management. This new concentration will be ready for implementation in fall 2015. Students who select this concentration will have an opportunity for a six-week study abroad at Vanung University in Taiwan under the supervision of Dr. Sigerstad, Coordinator of the Hospitality Management program. This would be one more step forward in our CoB Global Experiential Learning (CoB-GEL) program.

Under the leadership of Dr. Yan Bao and the support of our Accounting faculty, along with Dr. John Bowman, colleagues from the Office of Admissions, and the Center for International Education, we are establishing a collaborative (2+2) program between the FSU College of Business and China University of Mining and Technology (CUMT). This program will allow Chinese students to go through two years of course-work at CUMT, attend two years at FSU’s College of Business, and upon completion, earn a bachelor degree in Accounting. If all works out, we should have the first cohort of Chinese students at FSU in fall 2016.

After China, Ecuador, and Peru, the next stop is Brazil. Our Global Experiential Learning program is in full swing, as Drs. Jeffrey McClellan, Carol Gaumer, and Michael Monahan plan to accompany a group of students to Brazil for a summer study abroad which will include academic projects as well as cultural and leadership experiences.

The AACSB Continuous Improvement Accreditation Review of our programs is scheduled for October 4-6 2015. With tremendous contribution by our faculty, staff, students, and advisory board, we have gone through a successful preparation process in high spirit of collaboration and teamwork. We will soon submit our Fifth Year Report to the Peer Review Team for review.

We are grateful to our President, Dr. Gibralter, our Provost, Dr. Childs, the FSU community, our alumni, and our Advisory Board members for their support and for providing us with resources we need to offer our students the best possible learning experiences and opportunities.

Please visit the web site of Frostburg State University to learn more about our College of Business.

Dr. Ahmad Tootoonchi,
Dean of the College of Business
Dean Tootoonchi’s visit to China

Dean Tootoonchi represented the College of Business and Frostburg State University during a four-week trip to Changsha, China; working with faculty and students at Hunan University of Commerce (HUC) and the Central South University of Forestry and Technology (CSUFT) on leadership development and enhancement of their research capabilities. He made 12 presentations and participated in several meetings. One of his meetings was with the Director of International Programs and business faculty at HUC about an agreement between Frostburg State University and HUC for development of a 3+1 undergraduate degree program in Economics. The plan was initiated earlier by Dr. Bowman in collaboration with our faculty in the ECON Department. Dr. Bowman followed up and the proposal is currently being reviewed by Chinese authorities. If approved, undergraduate students from HUC will enroll in a unique program that gives them an opportunity to study three years at HUC with Econ and Finance courses being taught by the faculty of our College of Business and then students will come to FSU the fourth year for completion of a bachelor degree in Economics from FSU with an emphasis on Finance. We are excited about this possibility and look forward to working this out with our Chinese partners in Changsha.

Pictured above is Dr. Tootoonchi giving a class presentation.

Pictured below at a visit to an elementary school.
Students Visit Fourmile Energy Wind Project

The students of the Resource and Energy Economics class together with the Chair of the Economics Department, Dr. David Kiriazis and Dr. Oleg Kucher visited Exelon Generation’s Fourmile Ridge Wind Energy Project on April 20, 2015.

This project became fully operational in the beginning of 2015. Exelon’s representatives, Mr. Robert Judge and Mr. Brad Rush, introduced students to the project, discussing the wind project’s performance, its operation, and the economics behind its construction and operation. This tour was arranged with the help of Exelon’s managers, Ms. Michele Dybel and Mr. Robert Judge. On this tour, students took an up-close look at the wind project, which is located near Frostburg in Garrett County. The project uses 16 wind turbines capable of generating 40 megawatts of clean renewable energy. As part of the tour, students learned about wind energy development in Maryland.

A Day in Annapolis

On March 23, 2015 a group of 27 students from the Colleges of Business and Liberal Arts and Sciences, accompanied by Dr. David M. Kiriazis, Chair of the Department of Economics, and Mr. Timothy Magrath, from the Department of Political Science, spent the day at the state Capitol in Annapolis, Maryland. The trip was organized by College of Business student, Nicholas Cathell, a senior majoring in accounting, economics and finance! The students sat in on sessions of the House and Senate, as well as several committee hearings. They witnessed deliberations on such timely and important topics as hydraulic fracturing for natural gas in western Maryland and funding for the University System of Maryland institutions, including Frostburg State. The highlight of the trip was a visit with the Governor, Mr. Larry Hogan, who posed for photographs with all of the students, including one with Nick Cathell, (pictured below) who presented him with a College of Business pen.
In November 2013, 15 club students and 2 faculty advisors, Dr. Lilly Ye and Ms. Carol Arnone, attended the 57th Advertising Career Conference at the Fashion Institute of Technology (FIT), in Manhattan, New York. The club students were able to interact with marketing professionals and students from all over the country and grasp new trends in the industry through multiple workshops at the conference. A highlight of the trip was to visit a top advertising agency, McGarry Bowen. Students had the rare chance to interact with experts from different marketing fields, see how advertising is created, and learn the different job opportunities in marketing. The visit inspired many students to seek a career in the creative business.

Both the Advertising Career Conference at NYC and AMA Baltimore Job Search Workshop were sponsored by PELEf funds from the President's Office at FSU. SGA and Department of Marketing and Finance sponsored the NYC trip. The club also ran several successful fundraisers to support these experiential learning activities.
Introducing the New ‘BGS 2.0’

Recently Beta Gamma Sigma launched a new program titled **BGS 2.0**. Frostburg State University was chosen as one of the test schools for this program. With 2.0, students are inducted into the Honor Society, creating an active organization with greater name recognition. Within the program a student and faculty executive board was formed. The five positions created on the student board are President, Vice President of Programming, Vice President of Membership and PR, Vice President of Alumni Relations, and Secretary. BGS 2.0 now allows sophomores to be inducted, which was not possible in the past. It was mainly restricted to juniors and seniors. Students can now be inducted if they are in the top 10 percent of their sophomore year allowing for greater interaction, experiences and exposure during their educational journey.

The Student Executive Board, presented in Ms. Wassell’s and Mr. Kentrus’s, Management 110, Professional Development course, regarding the new Beta Gamma Sigma 2.0. Conducting presentations in different classes is a way the Student Executive Board is attempting to raise awareness about Beta Gamma Sigma. By providing activities in the presentation, everyone was engaged. Prior to the presentation, students in the class submitted facts about themselves. On the day of the presentation students went around the room to find the person who wrote each fact and had them sign under the respective name. They had seven minutes to get as many signatures as possible. This activity illustrated the importance of networking and making connections. Another activity involved squirting toothpaste. Five students volunteered and were given what they thought to be gifts, but was really a tube of toothpaste. The students were told to squirt all of the toothpaste out of the tube as fast as they could. Once they did that, they were asked to put the toothpaste back in the tube. They quickly realized that they could not complete the task. The lesson behind this activity was that in the business world, the things that you say and do are not as easily taken back, so it is important to think before you act.
College of Business
Student Organizations
Offered to Students

Accounting Association
Beta Gamma Sigma
(Honor Society)
Delta Sigma Pi
(Professional Co-Ed Fraternity)
Economics Club
Entrepreneurship Club
Finance Club
Global Business Club
Marketing Association
Omicron Delta Epsilon
Society for the Advancement of Management (SAM)
Society for Human Resource Management (SHRM)
VITA Program

Society for the Advancement of Management (SAM)

The Society for the Advancement of Management International Business Conference (SAM) was held March 26-29, 2015 in Las Vegas, Nevada. Frostburg State University sent a team of four students to participate in the Student Case Competition. In the medium chapter division, our FSU SAM Chapter finished third in the Campus Chapter Performance Program. Students Thomas James and Mary Kehoe were recognized as Outstanding Regional Students. Mary was also recognized as an Outstanding National Student. Dr. Michael Monahan and Dr. Amit Shah were recognized as Outstanding Faculty Advisors.

Finance Club attends 2015 ENGAGE Symposium

Eight students: Steven Spitzer, Hajar Noreddine, Kyle Mitchell, Samantha Barger, Kurt Boyles, Brittany Reams, Nicholas Cathell, Hsin-Pei "Rose" Wu, and Dr. Allen Shin attended the 2015 ENGAGE Symposium, the largest student investment conference, in Detroit, MI on March 26 and 27.

SHRM Visits International SHRM Headquarters

On Friday, May 1st, the local chapter from FSU visited the International headquarters of SHRM located in Alexandria Virginia. The tour guide, employee Tammy Finnell, gave a brief look at the organization’s past 67 years. She shared useful career tools and tips and answered questions. Students visited the main buildings, an impressive library filled with information that deals with human resources and practices, and witnessed firsthand how things operate. As a special treat, SHRM’s Vice President, Bettina Deynes was introduced. She is the former Director of Human Resources for the Washington Nationals. This was a great opportunity to see what a day is like at the International headquarters of SHRM.

SHRM’s BIG EVENT

The Frostburg State University student chapter of the Society for Human Resource Management held its tenth annual Big Event on Wednesday, May 13, in the Cordt’s P.E. Center Hall of Fame Room. The Big Event is open to students campus-wide and offers students educational and networking opportunities with HR professionals. Professionals attending the event were: Tammy Fisher, Human Resources Director for Chapel Valley Landscape; Bill Hutchison, Professor of Management and Industrial Relations, WVU (formerly HR director for Dow Chemicals); and Casey Holt, Corporate Recruiter for Insight Global. The event started with a continental breakfast followed by two presentations by the professionals. After a buffet luncheon, the third speaker gave her presentation. Based on student feedback, the day was an excellent source of insights into the challenges and opportunities they will encounter as they enter the business world.
The Hunter Douglas facility at Mexico Farms, Cumberland, MD

Hunter Douglas and FSU Partner for Business Student Internships

Hunter Douglas, 2014 Allegany Chamber of Commerce Outstanding Business of the Year, is partnering with FSU to provide internships for Business students. This is a wonderful opportunity for students to learn and apply their skills at a world class manufacturing facility in our area. Hunter Douglas is the world's leading manufacturer of architectural products and window coverings. Hunter Douglas is proud to operate its largest window coverings fabrication plant in Cumberland, MD. Visit Hunter Douglas to learn more about its business.

For more information, please contact Dr. Michael Monahan and/or Dr. Kathy Shaffer.

New Faculty

Dr. Seonghee “Sammy” Han, Assistant Professor of Finance, earned her Ph.D. degree from State University of New York at Binghamton. Dr. Han also received her M.A. in Statistics from Yale University and M.B.A from Seoul National University. Areas of teaching interest include Corporate Finance, Investments, Financial Management, and Business Statistics. Her research interests include areas relating to Corporate Governance, Insider Trading, Executive compensation, M&As, and IPOs. Currently she teaches Financial Management and Corporate Finance.

AMA Baltimore Job Search Workshop

In April 2015, 13 club members and faculty advisor, Dr. Lilly Ye, participated in the 23rd AMA Baltimore Job Search Workshop in Baltimore. The workshop provided a unique opportunity for students to meet and impress over 20 marketing executives from big global companies including IBM, Under Armor, AOL, Procter & Gamble, Baltimore Ravens, and many others. Students were able to get direct responses from these executives regarding resumes, job applications, and how to prepare themselves better in the increasingly competitive marketplace. The workshop also announced internship and job opportunities. Several students are currently interviewing for employment.

We would also like to apologize for not giving credit to Rosemary Rosser, for providing photos for the Fall 2014 Newsletter that highlighted the Maji Shule event. Rosemary is a photographer for the Social Marketing Team. She is an active member of the Marketing Club and majoring in Marketing at FSU. Thank you for the wonderful pictures!

Annual Marketing Event

Besides learning from marketing professionals, club members also get hands-on experience by hosting a big annual event each year. The theme of the 2015 event was “Refresh Old School Marketing,” which featured two speakers from traditional media: Radio and Magazine. Students were engaged in the discussion about the future of traditional media, and how to use both traditional media and new media at the digital age. As part of the effort to help students with career development, the club invited the FSU Career Development Center to participate in

“Marketing Club has made a major impact on my life here at Frostburg, both socially and professionally. I have made lifelong friends through this club, and I have had the opportunity to network with and learn from professionals in the industry through world renowned conferences. I would not have enjoyed my college experience as much without this club, and I would not feel nearly as prepared as I do to enter the work force! “ Mary Kehoe, Senior Marketing Student.
Regents Faculty Award for Teaching

Dr. Yan Bao, an Associate Professor in the Frostburg State University Department of Accounting, has been awarded the Regents’ Faculty Award for Teaching, the highest honor that the University System of Maryland Board of Regents bestows to recognize exemplary faculty achievement. She recently re-designed the MBA Financial Accounting online class by incorporating various technologies to provide a quality learning environment similar to that in a face-to-face class. She uses an online homework system to enable students to receive instant feedback; an online conference room to help students ease their fears, ask questions and participate in discussions; and a project to challenge students to learn how to make financial statement analysis using annual reports of publicly traded companies, enabling them to apply the knowledge acquired to real-world settings. Bao has also been a board member for the Chinese Immersion program in West Side Elementary School in the Allegany County Public Schools. This noteworthy program has gained excellent results and accompanying publicity and is an outstanding example of the University’s PK-20 collaborative efforts.

President’s Distinguished Faculty Award

Dr. Carol Gaumer, Professor and Chair of the Marketing and Finance Department has been selected as the fourth recipient of the President’s Distinguished Faculty Award from FSU President Dr. Jonathan Gibralter. This is an award he established to recognize and encourage those faculty members who advance the University’s mission and goals and its strategic planning initiatives. Carol served as co-chair for the Experiential Learning Task Force, where she was instrumental in implementing initiatives that are now in place to provide experiential learning for all students. She is also actively involved in promoting global experiential learning within the College of Business, taking students to South America to study abroad in Peru (2013) and Brazil (2015).

Faculty’s Research Commended in Glamour Magazine

Dr. Rebecca Chory’s research on workplace romance and male-female workplace relationships received media attention recently. She was quoted in Glamour magazine’s May 2015 issue, in the article “How to Date (Responsibly) at Work,” and the April 4, 2015, BuzzFeed article entitled “Even If It’s Not Discrimination, You’re Still That Girl.” (buzzfeed.com).

Faculty Promotions & Tenures

Dr. Dwayne Dean - Promoted to Associate Professor
Dr. Suzanne McCoskey - Promoted to Associate Professor
Dr. Evan Offstein - Promoted to Professor
2015 Honor’s Reception Awards

FSU Business Honors
- College of Business Outstanding Student Leadership Award
  Nicholas Cathell  Colby McGill  Adelaide White
- PNC College of Business Presidential Merit Scholar Award:
  Alanna Hirshman
- Commencement Speakers:
  Miranda Allison (Fall)  Emily Mills (Spring)

FSU Business Scholarships
- Delta Sigma Pi Scholarship Key: Emily Mills
- Allegany County Chamber of Commerce George M. Wyckoff Memorial Scholarship:
  Corey Knipple
- Trident Health Resources Business Scholarship:
  Alanna Hirshman  India Lacey
- Hedrick Business Excellence Scholarships:
  Benjamin Allston  Ryan Keifer
  Alanna Hirshman  Nana OwusuAnsah
  Steven Spitzer
- John R. and Phyllis Sell MacVeigh Scholarship:
  Joseph Howser  Steven Spitzer
- Paula L. Vroman Scholarship:
  Sherrie Davis  Corey Knipple
- Student Pride College of Business Scholarship:
  India Lacey

MBA Program Scholarships & Honors
- Departmental Honors:
  Eugene Whitacre
- Allegany County Chamber of Commerce Outstanding Business Student Award:
  Jenny Morton
- Eugene Flinn Excellence Award in MBA:
  Alexander D’Amore

Recognition of Student Leaders in FSU Business Organizations
- Delta Sigma Pi, Omicron Chi Chapter:
  Lucas DaCosta e Silva
- Economics Club:
  Harley Wade
- Finance Club:
  Kurt Boyles  Nicholas Cathell
- Global Business Club:
  Synquis Hall  Deshawna Jones  James Kirk
- Marketing Club:
  Miranda Allison  Mary Kehoe
  Alexandria Diehl  Colby McGill
- Society for Advancement of Management (SAM):
  Thomas James
- Society for Human Resource Management (SHRM):
  Kayla Bradley  John Diehl
  Alanna Hirshman  Zachary Hollis
  Kasey Witt

Department of Accounting Scholarships/Honors
- Departmental Honors:
  Kiara Ream
- Allegany County Chamber of Commerce Outstanding Business Student Award:
  Ryan Keifer
- Accounting Department Scholarship:
  Brandon Glotfelty  Joseph Howser
- M&T Bank Scholarship:
  Steven Spitzer
- Pfluger Family Accounting Scholarship:
  Kristina Robertson
- Sarfino & Rhode Accounting Achievement Scholarship:
  Joseph Howser
- Turnbull, Hoover & Kahl Scholarships:
  Brandon Glotfelty  Joseph Howser
- Sharon L. Robinson Presidential Merit Scholarship:
  Joseph Howser
- MACPA Outstanding Accounting Student Award:
  Brandon Glotfelty

Department of Economics Scholarships/Honors
- Departmental Honors:
  Greg Bourne
- Allegany County Chamber of Commerce Outstanding Business Student Award:
  Nicholas Cathell
- Dr. Robert C. Burton Memorial Award:
  Greg Bourne

Department of Management Scholarships/Honors
- Departmental Honors:
  Rebeka Avery
- Allegany County Chamber of Commerce Outstanding Business Student Award:
  Kasey Witt
- A. Henry and Edith M. Gehauf Scholarship:
  Corey Knipple
- Cumberland Valley Society for Human Resource Management Scholarship:
  Alanna Hirshman
- Dr. Huma Shafik & Dr. Shafik M. Rahman Business Scholarship:
  Noicha Bryant

Department of Marketing & Finance Scholarships/Honors
- Departmental Honors:
  Samantha Barger
- Allegany County Chamber of Commerce Outstanding Business Student Award in Finance:
  Hajar Noreddine
- Allegany County Chamber of Commerce Outstanding Business Student Award in Marketing:
  Colby McGill
- Richard E. and Dorothy K. Pesta Business Scholarship:
  Tyler Major

Special Recognition
- Recognition of 26th Season VITA Program Volunteers
  Ifoluwa Awojinrin  Raymond Lambert  Connie Groer
  Cameron Crawford  Emily Mills  Joyce Middleton
  Emilee DiGennaro  Natalya Turner
  Jessica Moser
2015 Honor's Reception Photo Gallery
FSU Named One of Top Online MBA Programs

For the second year in a row, Affordable Colleges Online has named FSU one of the Best Online MBA Programs in the country. FSU is listed as number 12 in the ranking of the nation’s 50 Best Online MBA Programs for 2015-2016, placing it in the Top 15. ACO, an emerging expert on online learning and college affordability, ranked the online MBA programs with the best combinations of quality, cost and student support by collecting and analyzing data from the Association to Advance Collegiate Schools of Business and the schools themselves.

The foundation highlighted FSU’s efforts to allow working professionals to earn an advanced credential in a flexible learning environment. It also noted that FSU’s distance learning model offers opportunities to build connections and interact with professors. FSU’s graduate faculty also receive support to further their knowledge of online teaching techniques, and they regularly share this knowledge and ideas for improvement with one another. FSU’s online MBA program costs only a third of the national average, the foundation said, making FSU a leader in the movement to leverage online learning to create a more affordable education system. “One of the most important goals of our AACSB accredited College of Business has always been to offer our students an online Master of Business Administration degree that is one of the least expensive programs in the nation, without compromising our commitment to high-quality graduate education, and the academic support that our students need to succeed,” said Dean Tootoonchi.

The foundation’s selections for the top online MBA programs offer not only flexibility, but academic rigor, student support and cost structures that rival—and in some cases surpass their campus-based counterparts. The complete rankings can be found online at www.affordablecollegesonline.org/online-colleges/mba-programs

What is Teamwork?

Teamwork is two or more people working towards a common purpose and goal. A team must be able to support and trust one another. Also they must have the ability to work through conflict together. As a core value, we at the College of Business strive toward the prior statements. Be sure to focus on teamwork for the upcoming year. One cog will not make an engine work by itself. Only when several cogs are working together synergistically will an engine reach its full potential!