Dear Friends,

It is my pleasure to share with you the 2012 Annual Report for the Alfred Lerner College of Business and Economics. This report highlights the accomplishments of our diverse community of 2,800 undergraduate students, 600 graduate students, 170 faculty and staff, and over 23,000 alumni.

When I arrived at the Lerner College last summer, I was fortunate to find in place a high standard for leadership and outreach, and supportive and engaged graduates and partners. With the college poised for prominence, I introduced the Way Forward in March. This vision document outlines the need to grow our graduate programs, raise our research profile, and build a unique “Lerner angle” that features experience-driven learning and evidence-based analytics.

Although we are just at the start, the Lerner College is already moving forward with important initiatives to help us accomplish this vision. Our partnership and programs through the JPMorgan Chase Innovation Center have resulted in executive training programs and new faculty research; the John L. Weinberg Center continues to be one of the nation’s leading corporate governance centers under the direction of Charles Elson, Edgar S. Woolard, Jr., Chair in Corporate Governance; and we have established a unique collaboration with Academic Partnerships, an innovative leader in distance learning, to offer an online MBA in 2013.

The 2012-2013 academic year promises to be full of high-profile initiatives. On October 17, Lance T. Shaner, chairman and CEO of the Shaner Companies, will present in our Chaplin Tyler Lecture Series. The Lerner College will also roll out its first-ever identity style guide to support our communications and marketing. In December, we will celebrate the 10th anniversary of the college’s naming dedication for Alfred Lerner, former chairman and chief executive officer of MBNA Corporation, and next spring, our Department of Hotel, Restaurant and Institutional Management will celebrate its first 25 years. Perhaps most exciting, Entrepreneurial Studies and the Venture Development Center at the Lerner College are poised to raise their level of activity, visibility, and impact with the launch of the Horn Program this fall, made possible through the generosity of Charlie Horn (AS’75).

We are also cognizant of the attention this election year is bringing to business growth, economic opportunities, and management in a global context, and we are driven to accomplish more and emphasize the educational contributions we make on these topics. I invite you to join with us in our activities as the Lerner College continues moving forward in pursuit of prominence.

Bruce Weber, Dean

www.lerner.udel.edu
**OUR VISION**

The Alfred Lerner College of Business and Economics will be a prominent business school known for successful undergraduate and graduate programs, research visibility and an authentic Lerner angle.

We will be known globally as a leader in programs that offer experience-driven learning and emphasize evidence-based analytics methods to enrich the experience for our undergraduate and graduate students.

Our faculty will be thought leaders who are productive scholars and command attention from influential business audiences, economists and policy makers.

We will develop innovative offerings and maintain flexibility in course delivery in order to remain adaptable to the shifting trends in business education.

**OUR MISSION**

The mission of the College is to foster scholarship and offer distinctive, innovative educational opportunities related to the successful management and leadership of organizations operating in an environment of scarce resources, rapid change, global competition, and advancements in technology.

To that end, the College is committed to the following goals:

- Attracting a diverse, talented, and intellectually curious student body.
- Developing distinctive educational opportunities that provide the knowledge and skills required for students to be successful in a highly competitive marketplace and to be involved, contributing members of society.
- Attracting and maintaining a talented and diverse faculty who are productive researchers, excellent teachers, prominent in their professions, highly regarded by leaders in the private and public sectors, committed to the success of their students, and supportive of advancing the economic vitality of Delaware and the nation.
- Providing a strong global perspective in all College programs.
- Becoming a leader in the integration of information technology into management practice.
- Partnering with organizations to promote economic development in the public and private sectors and to advance the goals of the College and the University.
Department Updates

ACCOUNTING AND MIS

- Through the continued generosity of Kenneth C. and Elizabeth K. Whitney, a $2.5 million gift will provide additional support for the Whitney Family Scholarship and the Whitney Family Endowed Chair. This position will be offered to a talented scholar in the field of accounting and help establish the department as a premier research department.
- Study conducted by Bob Paretta showed that on the CPA exam, Lerner College students outperform the national average and average results of the top Mid-Atlantic institutions.
- Department Advisory Board added five members: Barry Crozier (Belfint, Lyons & Shuman), Bob Dayton (Delaware Bio), Gerry Emery (Ernst & Young), Donna Glass (Deloitte), and Matt Schwartz (KPMG).

BUSINESS ADMINISTRATION

- The department hosted the second annual lecture of the W.L. Gore Lecture Series in Management Science. Sponsored by an endowment from the Gore family, the lecture features experts in the application of probability, statistics and experimental design to decision making, including applications in academia, business, government, engineering and medicine.
- Operations Management area was named Brandywine "APICS Organization of the Year."
- At an inaugural International Congress on Sports Economics and Management, held in October 2011 in Izmir, Turkey, Tim DeSchriver spoke to over 700 faculty and students on "The Global Recession and Its Effect on the Sport Industry."
- Renovations to DuPont Marketing and Administrative Sciences Laboratory were partially completed.

ECONOMICS

- Samuel Mathey, a doctoral candidate in the department, became the first Lerner College student to successfully defend his dissertation using Skype in June 2012. The department also awarded five new PhDs.
- After discovering the field in introductory classes, economics attracts many students changing majors—about 80 students add economics as a major every year, joining the 20 that begin in the department.
- Burton Abrams was named a Research Fellow of The Independent Institute, where he also writes a blog; he also gave invited lectures at Beijing Institute of Technology and the Inner Mongolia Finance and Economics University.

FINANCE

- Hosted the inaugural UD-ISCTE (Portugal) Microstructure Program for about 20 MS graduate students from Lisbon in January 2012.
- In Spring 2012, the department had 944 BS majors (including double-majors) making it the 3rd largest undergraduate major at UD (after Biology and Nursing).
- MS in Finance will double in size, with 52 new students with an average GMAT of 690 expected to arrive in Fall 2012.
- Lerner College signed an agreement with University of Paris 1 Pantheon-Sorbonne to establish a foundation for subsequent exchanges and joint degrees in May 2012.
- Continued to sponsor two trips to New York City’s financial districts in order to give students a hands-on educational experience with financial markets and the opportunity to meet with UD alumni in the business.

- One former graduate student co-authored the Middle-East version of a leading economics textbook, the research of another was cited by EPA in an important report, and another became a managing partner at Morgan Stanley.
- Eleanor Craig completed her 50th year of teaching at UD.
- Deficit reduction, tax cuts, energy efficiency, stimulus funds and the race to the top. These are just some of the many topics faculty in the Department of Economics voiced their opinions on over the last year and a half. In fact, economics professors have published a record 18 op-ed pieces since January 2010.
Faculty, Staff & Board Updates

NEW HIRES
Effective September 1, 2011
- Katalin Takacs-Haynes, Assistant Professor, Business Administration
- Ryan Lowe, Temporary Instructor, Business Administration
- Ji Kyung Park, Assistant Professor, Business Administration
- Adrienne Lucas, Assistant Professor, Economics
- Vince Mario, CNTT Instructor, Economics
- Gary Scott, Temporary Instructor, Economics
- Revansiddha “Jayesh” Khanapure, Assistant Professor, Finance
- John Stocker, CNTT Assistant Professor, Finance

Effective September 1, 2012
- Scott Somerville, CNTT Instructor, Accounting and MIS
- George Tsakumis, Assistant Professor, Accounting and MIS
- Edward Hartono, CNTT Assistant Professor, Accounting and MIS
- John D’Arcy, Assistant Professor, Accounting and MIS
- Bernadette M. Racicot, CNTT Assistant Professor, Business Administration
- Dustin J. Sleesman, Assistant Professor, Business Administration
- Joshua Winneker, Temporary Instructor, Business Administration
- Ellen Green, Temporary Visiting Assistant Professor, Economics
- Penard Thierry, Temporary Visiting Professor Economics
- Paul C. Hallmann, Temporary Instructor Economics
- Lan Xu, Assistant Professor, Finance

APPOINTMENTS
Effective September 1, 2011
- Rick Andrews, Deputy Dean (continuing), Lerner College
- Jack Baroudi, Associate Dean for Graduate and Executive Programs, Lerner College
- Bintong Chen, Associate Dean for Research, Lerner College
- Mark Serva, Program Director, Global Enterprise Technologies, Accounting and MIS
- Tom Becker, Chair, Business Administration

Effective September 1, 2012
- Scott Jones, Chair, Accounting and MIS
- Jim Butkiewicz, Chair, Economics
- Helen Bowers, Chair, Finance

PROMOTIONS
- Tom Vermeer, Associate Professor, received tenure, Accounting and MIS
- Harry Wang, Associate Professor with tenure, Accounting and MIS

• Consistently ranked among the top ten hospitality programs in the country
• Students committed a total of almost 10,000 hours of community service in 2011-2012 with organizations like the Downtown Newark Partnership, Emmaus House, Delaware Food Bank, Ronald McDonald House, various food drives, and Habitat for Humanity.
• Students played a lead role in executing the 2011 Taste of Newark food festival, which raised more than $57,000 for various charitable causes and provided funds to enable students to participate in scholarly and industry events.
• The department announced Michael Waite, former on-air radio personality at WJBR, as its 2011 Renaissance Award winner for exemplifying community service in the city of Newark.
• The Courtyard Newark-University of Delaware continued its winning streak with a sixth Marriott Platinum Award for Service, presented in a global teleconference in March.
• Professor Paul E. Wise Executive Speakers Series brought an impressive line-up of hospitality innovators to campus throughout the fall semester including: Dick Cattani, CEO, Premier Catering Division, Compass Group; Bob Gilbert, President and CEO, Hospitality Sales and Marketing Association International; Burton “Skip” Sack, former Chairman of the Board, National Restaurant Association; John Dawksins, President and CEO, Jo-Dan Enterprises; John Timmerman, Vice President, Global Guest Experience & Rooms Operations, Marriott International; Sam Calagione, President and Founder, Dogfish Head; Edwin Fuller, President and Managing Director International Lodging, Marriott International.
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Robert Gilbert, a participant of the Professor Paul E. Wise Speaker Series, with HRIM students
**STAFF**

- Roger Coffin, appointed Associate Director Corporate Outreach, September 2011
- Kimberly Ragan, Administrative Assistant III, GEP, October 2011
- Denise Heldorfer, Business Administrator I, Business Administration, December 2011
- Barbara Cullis, Sponsored Programs Coordinator Lerner College, December 2011
- Stephanie Breuer, Academic Support Coordinator Lerner College, January 2012
- Ann Mule, Associate Director WCCG, March 2012
- Heather Harwood, Graphic Designer Lerner College, July 2012
- Laura Marino, Administrative Assistant II Business Administration, August 2012
- Kathi Callahan, Administrative Assistant II HRIM, August 2012

**RETIREMENTS**

- Richard Agnello, Economics
  Retired August 31, 2012, 42 years
- Bob McNutt, Business Administration
- Howard Garland, Business Administration
  Retired February 28, 2012, 22 years
- E. Kent St. Pierre
  Retired August 31, 2012, 18 years
- Bob McNutt, Business Administration
- Howard Garland, Business Administration
  Retired February 28, 2012, 22 years
- E. Kent St. Pierre
  Retired August 31, 2012, 18 years

**LERNER COLLEGE BOARDS**

A special thank you to Scott Somerville, outgoing Advisory Board Chair, and Ken Jones, outgoing Alumni Board Chair, for their leadership and service to the Lerner College. The college also welcomes incoming board chairs:

- Robert Seigfried, Advisory Board
  August 2012
- Richard Corcoran, Alumni Board
  August 2012
Faculty Intellectual Contributions

As an institution accredited by the Association to Advance Collegiate Schools of Business International (AACSB), the Lerner College takes pride in the intellectual contributions of its faculty. The AACSB defines intellectual contributions as:

- Peer reviewed journal articles: learning and pedagogical research, contributions to practice, and/or discipline-based scholarship
- Peer reviewed proceedings: from teaching/pedagogical meetings, professional/practice meetings, and/or scholarly meetings
- Books: textbooks, professional/practice/trade, and/or scholarly
- Chapters in books: textbooks, professional/practice/trade, and/or scholarly
- Peer reviewed paper presentations: at teaching/pedagogical meetings, professional/practical meetings, and/or academic meetings
- Non-peer reviewed journals: learning and pedagogical, contributions to practice, and/or discipline-based scholarship.
- Faculty research seminars: teaching/pedagogical, practice oriented, and/or discipline-based research seminar
- Research Monographs: teaching/pedagogical, practice/applied and/or discipline-based research
- Others: May include peer reviewed cases with instructional materials, instructional software, publicly available material describing the design and implementation of new curricula or courses, technical reports related to funded projects, publicly available research working papers, etc.

In 2011-2012, Lerner College faculty produced 247 intellectual contributions*:  

**90 peer reviewed journals**  
**13 peer reviewed proceedings**  
**6 books**  
**7 chapters**  
**68 peer reviewed presentations**  
**3 non-peer reviewed journals**  
**10 faculty workshops**  
**1 research monograph**  
**49 others**

88 service on editorial/professional boards

44 recipients/nominations for awards and honors for research, teaching, and service

79 presentations at conferences/other venues

26 grants totaling over $1 million from external organizations including:

- JPMorgan Chase
- United States Soccer Federation
- U.S. Olympic Committee
- Dow Electronic Materials
- Hewitt Foundation

*As recognized by the AACSB
Undergraduate Programs Update

The Lerner College’s undergraduate programs are a clear strength with support provided by the Office of Undergraduate Advising and Academic Services (UAAS). The UAAS ensures that students are making appropriate course selections and satisfactory progress toward their degrees.

According to the Bloomberg BusinessWeek rankings published December 15, 2011, the Lerner College undergraduate program is ranked 15th in the Mid-Atlantic region and 26th nationally among public colleges, and 62nd overall. In addition, alumni support undergraduates generously through scholarships, mentoring, internships and placement, while the UDREAM program continues to provide effective academic support and financial assistance to students in need.

In 2011-2012, Lerner College enrollment remained steady with over 4,800 applications for admission to the Fall 2011 freshmen class. Of the 586 admitted, the average SAT score was 1231, up from 1188 in 2007. The student body maintained diversity with 26 percent identified as members of diverse groups and the Asian population showing the greatest growth rate.

Student participation in Discovery Learning Experiences (DLE) increased: 335 students participated in “in practice” courses, while 581 students completed a project and service learning course. A total of 916 DLE completions across all departments were completed in 2011-2012.
2011-12 UD STUDY ABROAD PROGRAMS

306
Total Student Participation

174
Lerner Programs

132
University-Wide Programs

235
UD Study Abroad Regular Semester

71
Special Session

Lerner College Study Abroad

1. Costa Rica
2. Argentina
3. Dublin, Ireland
4. London, UK
5. Paris, Lyon, and Sorbonne, France
6. Geneva, Switzerland
7. Portugal
8. Granada, Spain
9. Rome, Italy
10. South Africa
11. India
12. Hong Kong
13. Australia
**UNDERGRADUATE CURRICULAR CHANGES & NEW PROGRAM OFFERINGS**

- The International Business Studies (IBS) major attained permanent status.
- ECON255, Microeconomics for Public Policy, was approved. This course is intended to serve students in the new Public Policy major; the hope is that many of these students will become economics minors.
- Marketing area faculty began the process of revamping the undergraduate curriculum.
- Management area faculty are preparing to review the Management and IBS majors, as well as the business core and all other requirements and categories of courses included in our majors.
- Sport Management area modified its curriculum to include more electives and so students can enroll for internships as seniors. The area will also now offer some courses during both semesters based on student demand.
- Two new minors included: Restaurant Management and Global Enterprise Technology (GET).

The Lerner College's Executive Mentor Scholars program establishes mentor-student relationships by matching executives and their professional backgrounds with students and their career objectives.
The Lerner College became the first college at UD to establish a satellite Career Services Center (Lerner CSC) in 2009 as a partnership with the Division of Student Life. The mission of the Lerner CSC is to assist Lerner College undergraduate and graduate students as well as alumni in all aspects of their career development processes.

Various support services are available through the Lerner CSC, including: individual career consultation appointments, resume reviews and mock interviews, job and internship postings, career and networking events, classroom presentations, partnerships with Lerner College student organizations, employer relations and outreach, and the Executive Mentor Scholars Program. Students may also access international opportunities via Going Global, a career and employment resource that includes worldwide job openings, internship listings, industry profiles, and country-specific career information.

Top employers offering Corporate Associate positions to Lerner College students:
- AstraZeneca
- DuPont
- SBTDC
- AAA Mid-Atlantic
- Ashland
- Endo Pharmaceuticals
- Siegfried Group
- Artisan’s Bank

2011-12 Career Activity

- Undergraduate students: 1,467 business students with resume posted/active in Blue Hen Careers database
- Graduate students: 139 business students with resume posted/active in Blue Hen Careers database
- Corporate associate positions, spring 2011: 8
- Corporate associate positions, fall 2011: 13
Graduate Programs Update

Throughout the year, the Graduate and Executive Programs (GEP) office in the Lerner College hosts a variety of programs and activities for graduate students. In 2011-2012, GEP held 24 information sessions for prospective students at both Lerner Hall on UD’s Newark campus and Arsh Hall on UD’s Wilmington campus. On-site recruitment sessions were held at UD’s job fairs, grad fair and women’s expo; AstraZeneca; the Delaware State Chamber Table Top Mixer; Gamma Sigma virtual fair; the AAUW grad fair; and the National Conference on Higher Education. The GEP office also does a fair amount of international recruitment, and this year made two visits to China, as well as stops in Turkey and Iraq.

300 Degrees Awarded in 2012

- Accounting MS: 3%
- Economics MA & MS: 17%
- Economics PhD: 49%
- Economics & Entrepreneurship for Educators MA: 11%
- Finance MS: 1%
- Hospitality Information Management MS: 1%
- Information Systems & Technology Management MS: 9%
- Masters in Business Administration: 5%
- Organizational Effectiveness, Development & Change in MS: 4%
Perhaps the largest venue the GEP offers for current graduate students to collaborate and compete is the Carol A. Ammon Case Competition. Held annually since 2000, the competition is endowed by Endo Pharmaceuticals and named in honor of the company’s founder and CEO. This year, 55 MBA and graduate students from all Lerner College graduate programs competed on 14 teams to prepare strategic recommendations for Dogfish Head Craft Brewery of Milton, Delaware. Students toured the brewery, analyzed raw survey results and attended a roundtable featuring Lerner faculty and industry representatives before making final presentations live before a panel of judges, which included Dogfish Head owner Sam Calagione.

GRADUATE CURRICULAR CHANGES & NEW PROGRAM OFFERINGS
- Business Administration department faculty proposed five new graduate programs that are now under consideration.
- ECON850, Pre-Dissertation Seminar, was offered for the first time to meet the goal of aiding students in moving from coursework to dissertation.
- The MS in Hospitality Information Management was revised and received approval beginning Fall 2012 as the MS in Hospitality Business Management. The new curriculum is geared towards analytical careers in the hospitality industry, offering an innovative program that integrates emerging information, focusing on the analysis and evaluation of problems and opportunities using relevant and cross-functional decision making tools. The MS-HBM is offered in an accelerated format and has 30 credits offered over 12 months.
Over 2,500 students accessed the ETC through classes alone this academic year. The classes spanned various disciplines from courses in Finance and Economics to Hotel Restaurant Management and Marketing. Student usage included in-class exercises, specialized coursework, independent project work, Bloomberg Software training, and research.

Additional ETC events included visits from local high schools and grade schools, graduate programs from Portugal and France, the Delaware Governor’s School and the CFA Case Competition, among others.

The Blue Hen Investment Club, a 30-member student-run equity portfolio, continued to use the ETC daily for research and presentations. Various guest speakers from industry, most of them alumni, took time to speak to our students: Munish Pahwa, Richard Fagan, Mark Bonapace, Chris Potavin, Saul Grossel, Marc Dinacci, Matt Riley, Marissa Stipa and Ed Fortunato.

For more information visit: http://www.lerner.udel.edu/centers/etc.

EXELON TRADING CENTER

VENTURE DEVELOPMENT CENTER

Let’s Start It Up! The Entrepreneurial Studies Program launched major curricular and co-curricular initiatives during the 2011-12 academic year. Curriculum for the program’s undergraduate minor was reoriented around experiential learning and positioned at the leading edge of entrepreneurial education through the incorporation of lean startup methodology. The business plan competition was repurposed as a startup funding competition and branded as Hen Hatch. A record total of more than $40,000 in cash and in-kind services (legal, accounting, incorporation) was awarded via Hen Hatch’s two competitive tracks: (1) the student track, which attracted 25 entries, and (2) the alumni, faculty and staff-affiliated track (new for 2011-12), which attracted 11 entries. The academic year also saw the launch of an entrepreneurial internship program, the development of UDseed, an innovative crowd engagement portal (in collaboration with USEED), and the inaugural idea pitch competition.

Entrepreneurial Studies Program stats:
The annual President’s Forum on Innovation and Entrepreneurship gave students and startups the chance to exhibit their work through connections with the Entrepreneurial Studies program.

Through collaboration and partnerships with community organizations, the Entrepreneurial Studies Program was also able to provide record levels of funding (via competitions and UDseed), in-kind support, and networking introductions for University-related startups. Student startups associated with the program also succeeded in accomplishing several firsts for the University, including the first student startup to be selected to compete at the Rice Business Plan Competition (Voltaic Coatings), and receive an investment offer from an angel investor (effYbee).

JOHN L. WEINBERG CENTER FOR CORPORATE GOVERNANCE

During 2011-2012, the Weinberg Center for Corporate Governance continued to build on its reputation as a nationally recognized academic center in the corporate governance field. Selected accomplishments included:

- An IRRC grant awarded to the Edgar S. Woolard, Jr. Fellow to study and report on CEO compensation.
- A grant from the Rockefeller Foundation (along with the Columbia School of Business) to study how boards of directors and startups the chance to exhibit their work through connections with the Entrepreneurial Studies program.

During 2011-2012, the center’s Director, Charles Elson, continued to be a speaker, commentator, moderator, panelist or lecturer at over 40 national and international conferences and seminars, including the International Corporate Governance Network, National Association of Corporate Directors, the Society of Corporate Secretaries & Governance Professionals, American Chamber of Commerce in the Czech Republic, and numerous law and business schools. Professor Elson continued to be quoted in over ninety newspapers around the country and appeared on a number of national television programs on various governance topics.

In March of 2012, the Weinberg Center hired a new associate director, Ann Mulé, who is working with Elson to increase the center’s impact in the field of corporate governance.

- Conference on the “Bridging Board Gaps” report, Fall 2011.
- Production with financial services industry leaders of “Report of Roundtable on Proxy Governance: Recommendations for Providing End-to-End Vote Confirmation,” which outlines a series of achievable steps to improve shareholder voting.
- Panel on “ISS and The Future of Corporate Governance,” Fall 2011.

CENTER FOR ECONOMIC EDUCATION & ENTREPRENEURSHIP

The Center for Economic Education and Entrepreneurship (CEE) offers in-service and pre-service programs, graduate courses and consulting services that focus on economic, personal finance and entrepreneurship content knowledge and lessons for K-12 teachers and school districts.

During the 2011-2012 academic year:

145 programs, workshops, and courses conducted by CEEE

1,559 in-service and pre-service teachers in public, charter, parochial, and independent schools participated

6 special programs CEEE conducted for K-12 students including:

Stock Market Game, Meaningful Economics Competition, Money Rules Summit, Teach Children to Save Day, Personal Finance Challenge, Chasing the Dream Summer Camp

The CEE staff continued to work closely with the Delaware Department of Education. The program coordinator and a graduate of the CEEE Master’s program wrote items for the high school personal finance test. Student scores on this test will be used as part of teacher evaluations. The staff also continued to partner with teachers to write economic units for the Delaware Recommended Curriculum and facilitate teacher professional development in partnership with the Social Studies Coalition of Delaware.

With support from the Financial Literacy Education Fund, five student-artists from Cab Calloway School of the Arts created a poster series to support the center’s “Keys to Financial Success” high school course. They invented comic characters to help students learn about goals and decision-making, budgeting, saving and investing, credit and risk protection. Posters with support materials were distributed to schools that offer the Keys program. Over the last ten years, the high school personal finance course has grown from 40 students in one Delaware high school to 3,500 students in 22 high schools.

In partnership with the Delaware Financial Literacy Institute with support from United Way of Delaware, the center expanded its Bank At School program. Eight Delaware banks partner with 60 Delaware elementary and middle schools. Students have the opportunity to open free savings accounts, make weekly deposits, and serve as junior tellers.

In July 2011, 24 teachers representing 11 states began the first year of the center’s two-year program, a Master of Arts degree in Economics and Entrepreneurship for Educators. This is the 16th teacher cohort to enter the program.

8 programs CEEE held for parents and their children
CABER
The Center for Applied Business and Economic Research (CABER) was formed in the Lerner College in 2009 under the direction of William Latham, an economics professor, and Kenneth Lewis, an economics professor and Chaplin Tyler Professor of Business.

CABER provides timely responses to business and community needs for economic and policy analysis regarding a wide range of economic policy issues using state-of-the-art methods and tools.

CABER’s economic analysis expertise can be used to guide decision-making by business and community leaders, government agencies and policy makers:

- **Custom Forecasting and Scenario Analysis** - Long- and short-range forecasts for businesses agencies and communities including design, production and renewal of custom periodic economic outlook presentations on national, state and local economies.
- **Custom Economic Growth and Development Analysis** - Research and analysis of issues related to local, state and regional economic growth and strategic development.
- **Custom Tax, Budgeting and Financial Analysis** - Research and analysis of taxes, budgeting and finance issues facing businesses, agencies and communities.
- **Custom Economic Impact Analysis** - Impact analysis in terms of jobs, incomes and taxes to local and state governments for existing and proposed economic activities in all parts of the economy from arts, entertainment and sports venues to manufacturing plants and infrastructure facilities such as ports and electrical distribution systems.

2011-2012 Research Projects:
- UD Office of Undergraduate Research and Service Learning – Economic Impact Analysis
- US Soccer Federation – Player Survey and Data Analysis
- Kent County Economic Development – Sports Complex Economic Impact Analysis
- Colonial Athletic Association – Athletics Data Analysis Services
- UD Executive VP Office – UD Impact Analysis
- NBWA – Wholesale Distribution Economic Impact Analysis
- UD President’s Office – UD Impact Analysis
- UD Institute for Global Studies – Maps and Data Analysis
- Mississippi Economic Council – Data and Analysis
- UD Sea Grant Program – Economic Contribution of the Coast

Information technology has always been a priority at the Lerner College, and we endeavor to support faculty, students and staff with strong and flexible IT support to enhance the educational experience. Lerner College IT Services provides support for desktops, mobile devices, computing labs, and computing classrooms. Major projects included:

- Completion of migration to UD centralized Microsoft Exchange Server, completed late 2011
- Lerner College/Small Business and Technological Development Center migration from Exchange 2007 to Exchange 2010, completed July 1, 2012
- Input to Central IT regarding optimal migration processes
- Retirement of http://www.mba.udel.edu
- Assistance with development of new graduate website on UD WordPress server: http://sites.udel.edu/gradbiz

Documents Trouble Tickets Fiscal Year 2011-12

- **2 directed research projects**
- **2 book chapters**
- **2 reviewed journal papers**
- **10 directed research projects**
- **15 servers for file, print, email, database, web, disaster recovery**
- **657 cases of logged help requests**
- **600+ systems and softwared packages managed for the benefit of faculty, staff and students**

**Tickets**

**Exchange 2010 Migration**

10

**30**

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**31**
The Lerner College had total operating expenses of over $60 million in fiscal year (FY) 2012. Direct college expenses – including salaries, benefits, research support, technology and supplies – accounted for 54 percent of the $58 million budget. Central administrative support allocations made up 39 percent of the total budget, while scholarship and tuition waivers amounted to seven percent. For the budget portion representing direct college expenses, 91 percent went toward faculty salaries, administrative support, graduate student stipends and associated fringe benefits. A retirement incentive program offered by UD led to an unusual eight retirement payouts in FY 2012 for retirements over the next three years, the payouts of which are funded from college reserves. In FY 2012, five tenure-track positions, two full-time continuing non-tenure track (CNTT) hires with doctoral degrees, two part-time CNTT and two visiting or part-time doctoral instructors were hired to join the faculty effective with the start of the 2012 fall semester. In addition, a graphic designer and a sponsored research coordinator joined the college staff to assist with our strategic goals of raising the research profile and branding of the Lerner College.

Undergraduate tuition continues to be the largest source of funding for the Lerner College. In FY 2012, undergraduate tuition provided 73 percent of the annual budget, followed by graduate tuition revenue with 19 percent, gifts and endowment income of five percent and state funding of three percent. To drive its growth, the Lerner College will focus on graduate programs, online MBA and executive education opportunities as future sources of additional revenue.
Strategic Funding Priorities

The Lerner College has set strategic funding priorities to align with the milestones outlined in the University of Delaware’s Path to Prominence™.

1. Strategic Priority 1: A Diverse and Stimulating Undergraduate Academic Experience
- Enhance student quality and recruitment - renewable student scholarships
- Increased support for expanded Executive Mentors Scholars Program
- Information technology renewal for computer labs and Exelon Trading Center;
- Hire five continuing non-tenure track faculty with doctoral degrees to help in undergraduate course offerings including a senior level endowed chair and center director.

2. Strategic Priorities 2: A Premier Research and Graduate University
- Support 20% of a program manager with the Office of Professional and Continuing Studies to expand executive education programs and collaboration with industry partners
- Develop and implement Lerner Brand including marketing materials and advertising campaign

3. Strategic Priority 3: Excellence in Professional Education
- Establish On-line MBA option to diversify educational offerings
- Hire two tenure track faculty to support growth in professional and research programs

4. Strategic Priority 4: The Initiative for the Planet
- Course offerings in Energy Economics, Environmental Economics, Sustainability

5. Strategic Priority 5: The Global Initiative
- Support for Study Abroad Programs
- Partnership agreements with international companies for outsourcing validation and verification of student records, qualifications, and recruitment; travel support for enhanced international partnerships

6. Strategic Priority 6: The Engaged University
- Relocate the Venture Development Center to a larger space and provide addition staff to support the expansion of E-studies program provided by the Horn gift.
- Develop plan for expansion of Purnell Hall or new building
- Support for Global Enterprise Technology Program in partnership with JPMC