In this issue

Message from the Dean
This is What We’re Made of

Entrepreneurship
Leading with Entrepreneurship, Innovation and Enthusiasm
KCSOURCELink Expands Its Reach
Henry Bloch Gives the Gift of Opportunity
EOY: Two Decades of Excellence in Entrepreneurship

Financial Services
When Egos Run with Economics
Greenspan Accepts Inaugural Truman Medal
Accounting for the Future
Bloch Endowment Board of Directors

Leadership
Doing Good Works
Internship Guides Students to Skills and Discoveries
Research Leader, Community Resource

EMBA
Bloch EMBA Shapes Tomorrow’s Leaders Today
Bloch Advisory Council

Undergraduate Business
A Room of Their Own: The Undergraduate Experience
Bloch School Faculty and Administration

Alumni
Class Notes
Kathryn Houston Joins Bloch Team
Bloch Alumni Association Board Members
Letter from Your Alumni Association President

Around the Bloch
Donor Honor Roll
Danny Baker Joins Bloch Team
New Faculty and Staff
Faculty Contributions

UMKC Mission, Values and Goals
Mission
Lead in the Life and Health Sciences
Deepen and Expand Strength in the Visual and Performing Arts
Develop a Professional Workforce; Collaborate in Urban Issues and Education
Create a Vibrant Learning and Campus Life Experience

Values
Education First
Discovery and Innovation
Integrity and Accountability
Diversity, Inclusiveness and Respect
Energized Collaborative Communities

Goals
We attract, nurture and develop responsible community leaders.
We are a leader in scholarship and creative activity.
We are an essential community partner and resource.
We are a workplace of choice.
We have the resources to achieve our strategic goals.
Responsive curricula, innovative research, comprehensive courses – certainly the Bloch School is made of these. But these are just the materials, the building blocks. They don't account for the energy, leadership, dedication and excellence that truly characterize the Henry W. Bloch School of Business and Public Administration at the University of Missouri-Kansas City. They are the product of good people who do good work.

The Bloch School's foundation and reputation is built from people. Exceptional faculty, attentive staff, eager students and a business and civic community committed to seeing the Bloch School grow to excellence – these are the people who drive and guide our school to national prominence. And our mission is given clarity and reality by the generosity, insight and guidance of Henry Bloch, Kansas City's own international business pioneer.

We enter this next year with a renewed commitment to be among the best opportunities for business and public administration education and research in the country. We call this our Top Tier Initiative and like the Bloch School, it's entrusted to our faculty, staff, students and community partners to achieve it. As you'll read in the stories that follow, we're already making great strides to attract and retain the best Kansas City and the community have to offer. And through the relationships we continue to cultivate and nurture within and beyond our community, we will stay a valuable local resource as we lead the nation in entrepreneurship, financial services, undergraduate education, executive education and leadership education.

Warmest regards,

O. Homer Erekson

This is what we’re made of...
Leading with Entrepreneurship, Innovation and Enthusiasm
Drop the word “entrepreneurship” into a conversation with Michael Song, Ph.D., and you’ll quickly find yourself on the edge of your seat. His passion for entrepreneurial research is palpable and persuasive. But this professor at the Henry W. Bloch School of Business and Public Administration does more than emit infectious enthusiasm. He has a plan that will redefine and reinvigorate entrepreneurship in Kansas City.

The plan is the Institute for Entrepreneurship and Innovation. The goal is to turn out more than 100 students each year with a roadmap for success and concrete entrepreneurial experience. The vision is to make the Bloch School, UMKC and Kansas City a renowned international hub for entrepreneurial research and education.

Finding a Mission out of a Missing Link

When he joined the Bloch School in the fall of 2004 as the Charles N. Kimball, MRI/Missouri Endowed Chair in Management of Technology and Innovation, Song saw a city ripe with entrepreneurial opportunity.

“There is a lot of entrepreneurial activity here, everywhere you go, more so than anywhere else,” says Song.

In fact, within just a four-mile radius of UMKC are five resources, ready to turn ideas into action. To the northwest and northeast sit a trifecta of life science initiatives – the Midwest Research Institute, the Stowers Institute for Medical Research and the Kansas City Area Life Sciences Institute – each eager for entrepreneurial ideas to help translate research into viable products and services. Not far from the Stowers Institute at 4747 Troost Ave. are UMKC’s Business Acceleration Services, comprising seven organizations that serve Kansas City’s small businesses and entrepreneurial firms. With 10 other private organizations, the building is a one-stop shop for entrepreneurs. Directly north of UMKC lies the Ewing Marion Kauffman Foundation, the world’s most prestigious and influential entrepreneurship foundation.

“Something was missing,” Song adds. “There wasn’t a world-class research and education institute here to create new knowledge in entrepreneurship and to train future generations of innovators for Kansas City. With Kauffman Foundation at our front door, this is the best place to create such an institute.”

With help from the Kauffman Foundation and business leaders in Kansas City, Song launched the Institute for Entrepreneurship and Innovation.

Song believes “the best way to create a top institute is to surround yourself with the best people. I love working with the people at the Kauffman Foundation.” Song credits his success to Bob Litan, Judith Cone and others at the foundation for helping him develop strategies for creating the institute. Song continues, “They are truly the best out there. Not only do they have great passion, but they also have the knowledge and vision.”

A Think-and-Do Tank

A laboratory. A leading-edge research team. A degree program with a ready-made resume. The Institute for Entrepreneurship and Innovation is a think-and-do tank that pulls together traditional students, emerging and existing business owners and managers, and corporate employees who want to learn – and practice – what it takes to create and manage high-growth businesses.

“It’s a new paradigm for entrepreneurship research and education,” says Song, one he believes is built on rethinking what entrepreneurship means in Kansas City and in the classroom.

“But it’s not just about going out and starting a company,” says Song. “It’s about creating values, helping people realize their own visions of success. Do you want to create a nonprofit organization to help others? Do you want to create a new company? Do you want to create a new product or service? That’s entrepreneurship to us. Our definition of entrepreneurship includes the traditional start up and corporate venturing.”

Working under that market-driven definition, Song envisions the institute as “a one-stop shop that integrates research, education and business services.”

“If you have an idea,” he says, “you can come here and learn how to set up a business, run it, manage a growing company, hire people, raise capital and grow.”

The LEAD Model

“Entrepreneurship education and research has not been a mainstream field in higher education,” says Song. “Universities offer courses, some do research, but it has not been a major discipline area.”

If Song has his way, that won’t be true for much longer.

Guided by the acronym LEAD (Learning, Empowering, Accelerating and Delivering), Song’s integrated, curricular model shapes students into entrepreneurs by helping them develop and deliver the best ideas using the best research and resources.

Learning. From the Entrepreneurship and Innovation Boot Camp to an M.B.A. emphasis in entrepreneurship and innovation, students from any discipline and at every stage of their college careers will leave the institute with what Song calls, “theoretical frameworks, a toolkit of entrepreneurial skills, roadmaps for how to build a multimillion dollar company and an experience of creating and managing new enterprises while they are at UMKC.”

Experiential learning, role models and social and professional networks allow students to walk that map before they graduate: “Our goal is to produce confident entrepreneurs who can say they know how to start a business because they’ve already done it.”
Empowering. Those students, ideas and roadmaps to entrepreneurial success are empowered through the best research. And the institute aims to dominate the field in knowledge creation. With Song and the

“Already, the Institute for Entrepreneurship and Innovation is gaining national recognition, cited in the Nov. 6, 2005, edition of the New York Times alongside other notable M.B.A. offerings from such top-tier schools as Babson College, Stanford University and M.I.T.”

2005 addition of Mark Parry, the Ewing Marion Kauffman/Missouri Endowed Chair in Entrepreneurial Leadership, the Bloch School is well on its way to cornering the market on entrepreneurial research and education. Song plans to recruit three more world-class faculty for a total of five chairs in entrepreneurship and innovation, a move that will instantly put the institute on the map to attract even more top-notch faculty.

The Institute Fellows Program will further enhance research opportunities and access for students, researchers and companies by inviting top international researchers from academia, business and government to teach, mentor and research.

In addition, the Bloch School offers a Ph.D. program in entrepreneurship, which makes UMKC one of only six universities in the United States with a doctoral program in entrepreneurship.

Accelerating. Song believes that the way to accelerate new enterprise creation is to create an infrastructure for experiential learning: “Research drives education, and education drives new enterprise creation.”

One outgrowth of that conviction is the institute’s Enterprise Development Laboratory. Along with the nationally renowned KCSourceLink, this real-world lab accelerates experiential, concrete learning by providing students with the networks, resources, space and people they need to actually create and run their businesses. Students can translate existing research from the Midwest Research Institute (MRI) into products and services and create business models to attract investors.

Delivering. Ideas can't thrive in isolation. They need nurturing, support and practical guidance through the noise of the real world. The business services at 4747 Troost Ave. help entrepreneurs put their plans into action, connecting emerging and existing entrepreneurs to a rich network of business-building services. These programs give entrepreneurs access to education, technical assistance, new markets and capital. The proof of delivery is in the results. Last year, these outreach groups served more than 5,800 entrepreneurs and helped create more than 1,000 new jobs.

The Institute for Entrepreneurship and Innovation provides exactly the kind of learning, empowerment, acceleration, delivery of ideas, and business and economic growth that leaders like Jim Spigarelli, president and CEO of MRI, are looking for in an institute and a university.

“The business plans and research that come out of the institute will help us guide how we invest in technology, how we develop ideas in the lab and how we’ll introduce those ideas to the marketplace,” says Spigarelli. “The institute will bring recognition to the University and Kansas City, and make UMKC one of the top entrepreneurial education centers in the country.”

Already, the Institute for Entrepreneurship and Innovation

---

IEI Works the Angles

The Institute for Entrepreneurship and Innovation takes learning out of the classroom and puts it to the test. Here, real-world problems meet innovative solutions.

The Entrepreneurship and Innovation Boot Camp tests the entrepreneurial acumen and stamina of undergraduate students from any discipline. Students work in teams over four intensive weekend sessions to develop their business plans. Boot camp culminates with an idea competition and a $1,000 prize for the winning team.

The Enterprise Development Laboratory, or ED Lab, integrates research and entrepreneurship education. It’s the place where high-growth business concepts are born through hands-on learning. Experts-in-Residence, part of the ED Lab, is a network of local, national and international expertise. Successful entrepreneurs, patent officers, venture capitalists and financing and legal specialists will guide students and potential entrepreneurs through their new business efforts.

The restructured Kauffman Entrepreneur Internship Program, KEIP, offers internship opportunities with Kansas City entrepreneurial companies to qualified seniors and graduate students.

The Meet Entrepreneurs at the Table brings small student groups together for a monthly, informal luncheon with the Experts-in-Residence who share their interests.

Entrepreneurship Speakers Program, held periodically throughout the year, welcomes the region’s most innovative business leaders to the university and the Kansas City community. The series highlights hard-earned lessons and challenges faced by today’s entrepreneurs.
is gaining national recognition, cited in the Nov. 6, 2005, edition of the New York Times alongside other notable M.B.A. offerings from such top-tier schools as Babson College, Stanford University and M.I.T.

The Origin Story of Song and Parry: Entrepreneurship’s Dynamic Duo

Song also brought another valuable resource to the Institute: Mark Parry.

Song and Parry met in 1988, the same year the Bloch School of Business and Public Administration was endowed by Henry Bloch, H&R Block co-founder and now honorary chairman of the board. Song was Parry’s doctoral student at the Darden School of Business at the University of Virginia.

Three short years later, in 1991, they wrote their first article, with Susan Holak, for the Journal of Product Innovation Management on the relationship of research and development to a firm’s performance. Over their 17-year partnership, they’ve authored 12 more papers together on innovation and new product development and success in Japan, China and the United States, sometimes collaborating across 3,000 miles.

“The opportunity to work with Song again and helping him launch the institute, only one of a handful of programs that offers a true and solid foundation in entrepreneurship and the only one to ground that education in experiential learning.”

“In my mind, Mark is one of the very few best out there,” says Song about Parry’s reputation in innovation and new product development.

He’s presented at major national conferences, published more than 30 journal articles, more than 100 cases and three books.

“I knew he’d had a lot of offers and I knew he had never even thought about leaving the Darden School. He had a great package. He had tenure. I knew it was a very, very long shot. But I’m very persistent, and I only wanted to go for the best,” says Song with a smile.

Working with Song

“I think the initial attraction was the opportunity to work with Michael again,” says Parry.

One of the top entrepreneurship and innovation scholars in the world, Song has been recognized as one of the most prolific researchers in management of technology. Parry’s research interests include new venture strategies and evaluation, new product development, risk assessment and management, technology entrepreneurship, and marketing strategies.

“As I learned more about the institute, the unique resources here, the relationships Michael had cultivated, Henry Bloch’s contribution to the Bloch School, the Kauffman Foundation’s support, the groundwork that had been laid and Michael’s visions for the institute - well, that started to get very exciting.

“There are lots of places that aspire to be the top five,” continues Parry, “and you can see that most of them will never make it. They just don’t have the resources. But the Bloch School is very different. We have the resources, the plan, the vision and the research potential. With that, we’ll be able to put UMKC’s Institute for Entrepreneurship and Innovation on the map.”

In the fall of 2006

Entrepreneurial Residential Living and Learning Community in UMKC’s new Oak Street Hall will offer students multidisciplinary, multicultural and in-depth interactions beyond the classroom.

The Institute Fellows will address critical issues in high-growth entrepreneurship as they serve as a rich resource to institute students, researchers, visiting scholars and ED Lab companies. Renowned experts in areas such as econometric modeling, marketing, business strategy, regional economic development, technology transfer and commercialization, chaos theory, creative and innovative management, alliance building and globally networked entrepreneurship, the 2006 fellows will support the institute through a broad range of activities as they teach, mentor, research and collaborate.
KCSourceLink Expands Its Reach

The KCSourceLink team, from left: Jeremy Hegel, Cary Clark, Nikita Moye, Joey Medellin, Maria Meyers, Rosa Shockey, Heidi Pitts, Paul Clay and Larry Lee
Who would have thought that the key to successful entrepreneurship in Wisconsin lies in a virtual network developed out of the Bloch School’s offices at 4747 Troost Ave.? With five keystrokes of a zip code and two to three clicks of a mouse, entrepreneurs are connected to a statewide network of nonprofit organizations that will help launch, develop and grow their businesses.

Somewhere in Wisconsin, more than 600 miles away from the bustle of Kansas City, a budding entrepreneur is typing a URL into her Web browser. Maybe she needs to write a marketing plan for her organic ice cream business. Maybe she’s looking to franchise, expand to the Internet or pay her taxes.

Regardless, tapping keys doesn’t sound like much of an adventure. No falling entrepreneurial rocks to dodge. No allegorical wolves hidden in grandma’s closet.

Navigating Wisconsin
The URL is www.wenportal.org, the Wisconsin Entrepreneurs Network (WEN), which connects entrepreneurs with resources statewide through the Resource Navigator, KCSourceLink’s online customized search engine. Since July 2005, WEN has matched more than 1,000 Wisconsin entrepreneurs, from rural reaches to city centers, with the help of 50 nonprofit and educational organizations.

“Entrepreneurs everywhere wonder how they can find the right organization to help them grow their businesses,” says Erica Kauten, director of the Wisconsin Small Business Development Center at the University of Wisconsin. “To me the problem is universal. You can Google the private sector and find an attorney or a financial institution, but the public sector has always been harder to find.

“The Resource Navigator changes that,” Kauten continues. “It’s an integral tool that helps us establish an entrepreneurial climate and culture that we’ve not had before.”

Making Connections for Kansas
Kansas agrees. In March, the Kansas Center for Entrepreneurship, developed from the Kansas Economic Growth Act of 2004, formally launched NetWork Kansas. This statewide initiative pulls from the KCSourceLink model to link business-building resources and entrepreneurs.

“We want to support Kansas businesses – to help them grow and be successful,” says Steve Radley, director of the Kansas Center for Entrepreneurship. “The SourceLink model is helping us put small businesses in touch with the right resources.”

The SourceLink System
“Entrepreneurship has become recognized as the lifeblood of the American economy, something that can help states and our country grow jobs,” says Maria Meyers, network builder, managing director of the Institute for Entrepreneurship and Innovation and the pied piper for all this entrepreneurial excitement. “There’s a strong need in the marketplace for organizing resources that support small businesses. U.S.SourceLink (the national and customizable version of KCSourceLink) is filling that need.”

In addition to a customized Resource Navigator, the U.S.SourceLink tool set includes a Web site template to improve resource visibility and Biz-Trakker, an online client management system that tracks results and economic effect across networks.

“With Biz-Trakker, we can create a report on entrepreneurship for the community and supply a portrait of emerging entrepreneurs and existing business owners,” says Meyers.

This tool set is complemented by five support guides that help small business development centers – like those in Wisconsin and Kansas – start, build, manage and promote their resource networks.

“The reaction has been overwhelmingly positive,” says Meyers, who hopes that by June, KCSourceLink will be looking into expansion. “We already have implementation. We are really ahead of schedule on all our hopes and dreams.”

Since its launch in December 2003, KCSourceLink has grown to be a network of more than 140 resource organizations and has been actively working to expand the SourceLink System. An agreement with the National Urban League expands U.S.SourceLink to Cleveland, Atlanta, Cincinnati and Jacksonville, Fla.

“I hope we’ve created something that other cities can use to help people start and grow their businesses, and that will in turn create jobs and make our nation stronger,” says Meyers. “That’s what we’re all about. Helping people and their businesses grow.”
Marla Howard worked at McDonald’s and attended a two-year college in Kansas City, Kan. She dreamed of earning her associate’s degree in accounting and someday landing a solid office job. But she wasn’t sure how she was going to fund her dreams.

“My family hasn’t had a lot of opportunities and isn’t as financially stable as most others,” she says. “So I was determined to take advantage of any opportunities that crossed my path.”

Then she won a Henry W. Bloch Scholarship that allowed her to finish her degree at Donnelly College and pursue her bachelor’s in business from the University of Missouri-Kansas City. Before she even completed her degree in the fall of 2005, the Social Security Administration had already hired her as a service representative.

“I look forward to putting that piece of paper on my wall,” she says. “I worked hard for that. My life is amazing. I’ve been blessed beyond belief. I’m grateful and thankful.”
The Henry W. Bloch Scholars Program, launched in 2000, offers students with high potential the opportunity to complete their college degrees. For Howard, tuition and fees were covered by the H&R Block Foundation and Donnelly College while she completed her associate’s. Then, through the program, she had the opportunity to transfer to UMKC to complete her bachelor’s when the University matched the Bloch Foundation’s contribution. Community colleges citywide also participate in the program. To date, the program has fully funded the education of 82 students at UMKC.

“Mr. Bloch is the sweetest man you’ll ever meet,” says Howard who had the chance to thank him in person at last year’s annual Bloch Party. “I will always be grateful to him.”

No Stranger to Opportunity

Bloch is no stranger to the gifts of opportunity—either giving or receiving them. A series of unlucky breaks that turned lucky helped him and his brother Richard grow a modest tax preparation business into the world’s largest tax services company.

In 1946, he and his brother Leon saw an entrepreneurial opportunity to help small businesses. They started a bookkeeping business, the United Business Company, with a $5,000 loan from his aunt. Lucky break. When the first year didn’t meet their expectations, Leon left the business. Unlucky break. But that was only the first of many opportunities in disguise. Henry ran a help wanted advertisement in the Kansas City Star. His mother answered and recommended he hire Richard. Together, they formed a propitious partnership that over the next 50 years would evolve into a business that has helped more than 22 million people worldwide build better financial futures.

“The best team doesn’t always win,” Bloch recently told the Bloch School’s Executive MBA class of 2007. “So often it’s those breaks that determine how things will turn out.”

H&R Block’s history repeatedly proves him right. Over the years, taxes got more complicated and more people turned to H&R Block for help. In 1955, they decided to expand and opened seven offices in New York City. But neither Henry nor Richard, each with families, wanted to live there. They decided to sell their New York operation. Two CPAs took the bait, but they didn’t have enough money to buy the business in New York. Henry and Richard, eager to get back to Kansas City, sold them the rights to sell tax preparation services under the Block name for $10,000 and royalties. The H&R Block franchise was born.

Lucky breaks in disguise continued to chase them. When they met difficulties taking their company public in 1961, they decided to sell part of their company. When IRS Commissioner Johnnie Walters suggested that tax preparers should be required to demonstrate credentials and sign the returns they prepared, H&R Block saw much of their competition wither as their business grew stronger.

So when asked how he views his success, Bloch quickly answers, “I think in my case it’s 90 percent luck.”

“We were born and raised in Kansas City,” he continues. “We have a debt to the community because we’ve been successful.”

“But I think I’m no different than a lot of business leaders in Kansas City. We want to help the community. It’s a big part of our lives. If you ‘can’t take it with you,’ you might as well do things that can help other people.”

And perhaps that’s the motivation behind his gifts to the Bloch School and the Kansas City community—the chance to open doors and opportunities and pay a little of that luck forward.
Two Decades of Excellence in Entrepreneurship
EOY Celebrates 20th Anniversary

The Bloch School celebrated the 20th annual Entrepreneur of the Year Dinner October 17, 2005, at the Kansas City Marriott Downtown. Henry Bloch, co-founder and honorary chairman of H&R Block, Inc., and Jim Ferrell, chairman and CEO of Ferrellgas, Inc., were selected as the International and Regional Entrepreneurs of the Year respectively. Barbara and Bill Nelson accepted the Marion and John Kreamer Award for Entrepreneurship in Volunteer Community Service, and MBA candidate Mike Wilson was awarded the Student Entrepreneur award.

This year’s dinner recognized not only the 20th anniversary of the awards dinner, but also the 50th anniversary of H&R Block, Inc., and the 50th year of UMKC’s business school.

Below are previous recipients of the International and Regional Entrepreneur of the Year awards and the Marion and John Kreamer Award for Entrepreneurship in Volunteer Community Service.

20 Years of International Entrepreneurs of the Year
2005  Henry W. Bloch
2004  Mark Goldston
2003  Lamar Hunt
2002  Wayne Huizenga
2001  William C. France
2000  Herb Kelleher
1999  Robert Ballard
1998  Allen Neuharth
1997  Abby M. O’Neil
1996  Ted Turner
1995  Debbie Fields
1994  Richard M. Schulze
1993  Dick and Kari Clark
1992  Jerome A. Chazen
1991  Geraldine Laybourne
1990  Ross Perot Jr.
1989  William E. Simon
1988  Richard M. Devos
1986  Malcolm Forbes
1985  J. Peter Grace

20 Years of Regional Entrepreneurs of the Year
2005  Jim Ferrell
2004  Hugh J. Zimmer
2003  William “Doc” Worley
2002  Thomas Sanders
2001  Thomas McDonnell
2000  Fred Merrill
1999  Stanley Durwood
1998  Kathleen W. Andrews and John P. McMeel
1997  Abe J. Gustin
1996  John T. Lockton III
1995  Rich Davis
1994  Clifford W. Illig and Neal L. Patterson
1993  Barnett C. Helzberg Jr.
1991  Richard C. Thompson
1990  James J. Kerwin
1989  Paul H. Henson
1988  Terry Van Der Tuuk
1986  Henry and Richard Bloch
1985  Ewing M. Kauffman

Marion and John Kreamer Award for Entrepreneurship in Volunteer Community Service
(The Bloch School began awarding this honor in 1994)
2005  Barbara and Bill Nelson
2004  Fred and Shirley Pryor
2003  Al Mauro
2002  Beth Smith
2001  Barnett and Shirley Helzberg
2000  Jeannette Nichols
1999  William Dunn, Sr.
1998  Steve Metzler
1997  Sharon and John Hoffman
1996  The Hall Family
1995  Mary Shaw Branton
1994  Bunni Copaken
When Egos Run with Economics

Take a racecar; for that matter take a whole stadium. Attach a corporate sponsorship to it. What happens? It’s not what Stephen Pruitt expected.

Ego or economics?
The cash put into corporate sponsorships of sports events and stadiums, upwards of $30 million a year, certainly buys managers influence and power, says Pruitt, Arvin Gottlieb/Missouri Endowed Chair of Business Economics and Finance at the Bloch School.

“And in the case of sports sponsorships – which is really hot stuff, let’s be honest – you can rub elbows with Tiger Woods, you can build your own NASCAR team, you get treated like a VIP at Chiefs’ games. But employees and stockholders don’t see any of those benefits, unless they fall to the bottom line.”

Certainly, corporate sponsorships generate perks for top management. But, Pruitt asks, do they deliver profits?

When finance met marketing
Pruitt began chasing the question of sponsorship valuations with colleague Bettina Cornwell of the University of Queensland in late 1999. Seeing an opportunity to apply finance’s “truly brilliant methodologies to marketing’s interesting questions,” Pruitt wondered if sponsors of winning Indy 500 teams reaped any economic rewards. At first look, they didn’t.

“Overall, winners generated absolutely no value to shareholders. Nothing happened,” he says.

Pruitt wasn’t surprised. But then he took a second look at his data, breaking the sponsoring companies into two groups.

“Companies that had direct ties to the automotive industry, like STP, an oil treatment company, saw great gains,” says Pruitt. “Stock prices rose dramatically. For STP it came out to an average of roughly 8 percent in one day. That’s huge. An 8 percent gain is almost like a merger.”

Pruitt had cracked the question and, with it, a new field of research, wide open.

Pruitt ran the question with NASCAR. After that, he tested official product sponsorships with the NBA, NFL, NHL, PGA and MLB. All delivered substantial economic value, especially for those sponsorships that had a clear-cut industry connection. In fact, NASCAR, with a price tag between $20 and $30 million a year, handed over returns that net an average $334 million on the day following the sponsorship announcement. IEG Sponsorship Report confirmed that “no other marketing, advertising or promotional campaign analyzed for its stock price effect has ever received such ringing approval from Wall Street.”

When John Deere provides the official golf course equipment to the PGA or Gatorade notches a deal to become the official sports drink of the NFL, stock prices tend to get equally frisky. Pruitt’s research proved that the best deals are found with basketball, hockey and golf and by smaller brands that don’t yet have wide exposure in the market.

Companies saw an average gain of $257 million in the first trading week after announcing major league sports sponsorship deals.

Such striking economic endorsements have caught national media attention and catapulted Pruitt’s research into the headlines of USA Today and CNN, NBC and CNBC, among others. And although he still suspects that sponsorship deals are informed as much, if not sometimes more, by ego than economics, his research gives sports teams another selling point, and one that’s backed by independent, objective research.
“I stand before you as a one-and-a-half-armed economist,” joked Alan Greenspan when he received the Truman Medal for Economic Policy at Kansas City’s Marriott Muehlebach Hotel Oct. 26, 2005. It was Greenspan’s first stop, reported Mark Davis in the Kansas City Star, on Greenspan’s farewell tour.

Greenspan’s rejoinder alluded to President Harry S. Truman’s now legendary complaint about economists. One day in 1947, Edwin Nourse, then chair of Truman’s Council of Economic Advisers described, “on the one hand,” the state of the economy and then, “on the other hand,” offered a string of contingencies and uncertainties. When Nourse left the room, Truman asked his assistant, “Do you think you could find me a one-armed economist?”

Greenspan continued: “But I couldn’t quite make it all the way because there’s always something you have to hedge.”

The Truman Medal for Economic Policy was established in 2005 in a collaborative effort by the Henry W. Bloch School of Business and Public Administration at UMKC, the Harry S. Truman Library Institute, the Missouri Council on Economic Education and the Economic Club of Kansas City. It commemorates Truman’s economic insight as it recognizes today’s exceptional contributions to economic policy.

Before a crowd of more than 800 of Kansas City’s business and civic leaders, Greenspan was honored as the medal’s first recipient, and, in turn, honored Truman’s creation of the Council of Economic Advisers (CEA) in 1946, of which Greenspan has been a member and the chairman.

The council, established by the Employment Act of 1946, was born out of the fear that the nation could slip into a second depression after World War II and the view that government has a role to play in our economic health.

“More broadly, however, the Truman CEA marked a transition from a relatively ad hoc style of economic policymaking to a more institutionalized and focused process,” said Greenspan. “The groundwork was laid for an agency that would make lasting contributions to economic policy making.”

Through the years and true to its mission, the council, comprised of just a chairman and two other members, has provided steady, objective and professional economic advice for presidents.

“Perhaps the most important role of the CEA,” said Greenspan, “has been to scuttle many of the more adventurous ideas that inevitably bubble up through the machinery of government.

“It’s really remarkable how many of these there are,” Greenspan ad-libbed, veering from his prepared remarks. “I suspect I contributed more to the welfare of the United States of America by derailing innumerable ideas which, had they come to fruition, were destined to do in the nation.”

From 1974 to 1977, Greenspan served as chairman of the CEA under President Gerald Ford, and from 1981 to 1983, as chairman of the National Commission on Social Security Reform. He was appointed by President Ronald Reagan as the chairman of the board of governors of the Federal Reserve System in 1987. Since then and through four presidencies, he’s been the one-and-half arm behind U.S. monetary policy and influenced global economic trends. He’s often cited as the leading authority and most influential economic figure of his time.

William Nelson, chairman of the Harry S. Truman Library Institute for National and International Affairs, cites Greenspan’s prestigious and lengthy career as the impetus behind this recognition. “He is the critical force leading the development of economic policy over the last 18 years.”

Greenspan finished his fifth and last term as chairman of the board of governors of the Federal Reserve System Jan. 31. He is succeeded by Princeton University economist Ben Bernanke, who previously held one of Greenspan’s former positions as chairman of the Council of Economic Advisers.
Accounting for the Future

Randy Gardner’s 101 Tax Saving Ideas, co-authored by Julie Welch and now in its seventh edition, gives “everyday people what they want—and need—to know about taxes.” But Gardner does more than decode tax mysteries. From casual readers to trained financial professionals, he coaches people to keep taxes in mind as they make decisions about their finances and their futures.

The Certificate of Financial Planning Program at the Bloch School is one example of how Gardner puts that tax-way of thinking into pedagogical practice. Each year from January through November, Gardner, CPA, CFP™, and professor of accountancy at the Bloch School, prepares students to sit for the Certified Financial Planner™ certification examination. With lectures, discussions, case studies and readings about retirement and estate planning, insurance, investments, and taxation, Gardner gives students a comprehensive look at financial planning.

Gardner knows this view. He serves as one of only two academics on the CFP™ Board of Standards, the global body comprised mostly of financial professionals that sets and approves the standards and writes the test for the CFP™ designation. Beyond distributing designations to qualified practitioners, the board ensures its 200-plus certificate programs help create competent, professional and ethical financial planners. That kind of oversight and direction has created an objective designation that has won consumer respect.

“CFP™ has emerged as the leading designation as far as recognition by consumers of what a good financial planner is,” says Gardner.

The Bloch Certified Financial Planner Program is the only such certificate program offered in this area. “Our program is directed at professionals, people who are actually in the field,” says Gardner. “We take a professional approach and help participants increase their knowledge on how to do their jobs and at the same time try to get them qualified for the CFP™ exam.”

Now in its sixth year, the Certified Financial Planner Program sees 60 percent of the students who sit for the exam earn their CFP™ designation, exceeding the national passing rate of 55 percent.

For more information about the Bloch Certified Financial Planner Program, visit http://bsbpa.umkc.edu/finplan/basic_info.htm.

University of Missouri-Kansas City
Henry W. Bloch School of Business & Public Administration
Bloch Endowment Board of Directors
2006 Membership

| Thomas Bloch  | Irvine O. Hockaday  | Elizabeth Solberg  |
| (Board Chairman) | Former President and COO | Former Regional President and Senior Partner |
| Co-Founder | Hallmark Cards, Inc. | Fleishman-Hillard, Inc. |
| University Academy | | |

| Henry W. Bloch  | Drue Jennings  | Morton Sosland  |
| Honorary Chairman | Senior Counsel | President |
| H&R Block, Inc. | Shughart Thomson & Kilroy P.C. | Sosland Family Foundation |

| Terrence Dunn  | Frank Salizzoni  | Robert Virgil  |
| CEO | Former Chairman and CEO | Partner |
| Dunn Construction | H&R Block, Inc. | Edward Jones |
Doing Good Works
Midwest Center for Nonprofit Leadership Helps People Come Together to Make a Difference

Originally founded as an interfaith partnership that leveraged religious economic power to encourage diversity in the workplace, Project Equality has spent the past 40 years advancing equality through diversity training and awareness.

Connie Brown, Project Equality director of external affairs, wanted to extend the good works with a seminar series to increase diversity on the boards of nonprofit and governmental organizations and help those organizations navigate a culturally diverse environment. In 2002, she began shopping for an expert in nonprofit management. Her search didn’t take her very long, or very far.

Less than three miles away, tucked in the L. P. Cookingham Institute of Public Affairs at the Henry W. Bloch School of Business and Public Administration, she found David Renz and the Midwest Center for Nonprofit Leadership. Each year, the center brings nonprofit education, research and support to more than 4,000 nonprofit leaders and managers in Kansas City and the Midwest. As part of its mission to build leadership in the nonprofit communities in Missouri, Arkansas, Oklahoma, Kansas, Nebraska and Iowa, the center has worked with more than 600 nonprofit boards in the past decade to help them lead and govern more effectively, be better stewards of the community resources entrusted to them or, in the case of Project Equality, enhance and support diversity.

To reach that goal, Project Equality engaged the Midwest Center for Nonprofit Leadership as it created the Sharing Power: Board Diversity Project to help match and train a diverse cadre of African-American, Latino and other community leaders.
Edward A. Smith Internship Guides Students to Skills and Discoveries

Internships aren’t just about the grit of the everyday work world. With the Edward A. Smith Urban Leadership Internship Program, eligible students sign up for much more.

In memory of her husband, a community leader and philanthropist, Beth K. Smith, adjunct professor in the L. P. Cookingim Institute of Public Affairs, endowed an annual program that places students in a 12-week, paid internship with a local nonprofit, community, or government organization.

The internship provides structured opportunities for self-reflection and leadership development. Throughout their internship, students work with a faculty mentor, reflecting on their own career goals, personal strengths and skills and the rewards of civic service. At the end of the semester, students write a paper and present insights from their work experiences.

“Beth Smith sparked to the notion that although students certainly learn a lot in the classroom, there is also the potential for further discovery outside the classroom,” Doranne Hudson says. Hudson, an executive in residence and visiting lecturer, oversees and provides faculty mentorship for the program.

“Working in a nonprofit setting allows students to develop concrete leadership experiences they can carry into further nonprofit work or into the corporate world,” Hudson adds.

April Lutes, this year’s recipient, worked with Support Kansas City, a nonprofit that helps nearly 50 Kansas nonprofit organizations with their operational, accounting, development, assessment and public relations needs. Lutes, a junior accounting major, will work with the two CPAs on staff to create management reports and a master database to help with fundraising initiatives for clients.

“Participating in this program supports our mission to be a nonprofit leader both by lending the flexibility to meet clients’ needs and offering career and leadership opportunities to students,” says Debra Box, executive director of Support Kansas City and an alumna of the Bloch School.
When City Manager Wayne Cauthen dissolved the housing and community development program in June 2004, he faced the daunting task of creating a new housing plan that would direct the spending of federal housing dollars, upwards of $15 million. He charged a group of revitalization advocates—bankers, neighborhood leaders, community development corporation (CDC) directors, city council members and developers—with redesigning a dated and inefficient housing plan.

The hope was that this 32-member task force would deliberate, develop and submit to city council a comprehensive neighborhood strategy that would replace a 30-year-old scattershot approach toward low- and moderate-income housing.

But the larger question still loomed: how do you get a diverse and vested task force to come to a consensus on a new approach to Kansas City’s housing challenges? The answer: the L. P. Cookingham Institute of Public Affairs in the Henry W. Bloch School of Business and Public Administration.

It Starts with a Letter

In April 2004, Robyne Turner, director of the Cookingham Institute and Schutte/Missouri professor of urban affairs, attended a meeting called by the Kansas City Church Community Organization. Nearly 500 neighborhood people had congregated in a large church to voice their frustrations and ask Cauthen and Mayor Kay Barnes to clean up the housing process.

Cauthen and Barnes made a promise. Turner wrote a letter. Their efforts became more than just words. Three months later, the city manager’s office formed a partnership to put the promise into action. Cauthen created the Housing Task Force and asked the Cookingham Institute to guide the discussions. What Cauthen didn’t immediately realize was the level of expertise he had just invited to the table.

“When the city came to us, they thought the University would be a good, neutral facilitator,” Turner says, “because it carried the legitimacy and credibility necessary to guide the deliberations and wouldn’t be seen as a housing stakeholder. But they didn’t know us yet,” she continues. “They didn’t know what we could do. After we talked to them and they saw the expertise we had on the faculty, within the institute and on campus, that pretty much sold them on us taking on this project.”

A Universe of Knowledge

Between her M.A. in political science and her Ph.D. in urban affairs, both earned from the University of Florida, Turner spent five years with the nonprofit Community Action Agency. She wrote grants, supervised the planning and development divisions and learned to develop effective policy advocacy techniques.

In research and practice, in Florida and now Missouri, her work has focused on land use politics, which she describes as “deciding who gets what in land development decisions and how those decisions affect different parts of the city, particularly downtown and adjoining neighborhoods.”
Moreover, Turner brought ample forces from UMKC. For the past 15 years, the Midwest Center of Nonprofit Leadership (MCNL), the outreach arm of the Cookingham Institute, has helped nonprofits improve their service to the community through educational programs, applied research and board facilitation. The Center for Economic Information (CEI), established 12 years ago and led by Peter Eaton, employs state-of-the-art information technology to support academic research and help inform economic decisions in the public and private sectors. The Department of Architecture, Urban Planning and Design leads research and trains students on how urban planning and design determines a city’s character and function.

Through outreach, practice, research and perspective, the University’s resources changed the character of the request. The team of faculty, students and staff wouldn’t just guide the task force to consensus; they would form the discussion.

At eight task force sessions, held over 10 weeks from August through October 2004, the Cookingham Institute provided context, content and best practice examples from other cities as they facilitated the deliberations about how that research could work in Kansas City. MCNL supplied the ground rules and framework that guided those discussions. CEI and the Department of Architecture, Urban Planning and Design provided maps, demographics and their discipline-specific expertise. “We doused them in research,” Turner says.

The institute took the criteria the task force thought were important for a housing policy and made a matrix of examples that reflected their interests, locally and nationally. They provided data on demographics, housing conditions, public policy incentives and socioeconomic conditions, all mapped geographically, so the task force could see what neighborhoods were affected and how. The task force then had to combine that information, working within federal parameters and regulations.

“We took them through all the possibilities, practicalities, consequences and realities,” Turner explains. “It was an enormous amount of information and work.”

From Research to Results

Originally, the task force came up with 60 policy recommendations that were then culled, collapsed and combined into a neighborhood-based housing strategy that Cauthen presented to Mayor Barnes and the city council Nov. 30, 2004.

“We started with 32 different political, nonprofit and private-sector interests, each with a slightly different view of what a housing policy should be and how it should work,” says Turner. “Each had its own interests to protect, each represented different geographic areas and different sectors of housing and each had a different experience of the housing process.”

Previously, the housing program focused its federal dollars on the rehabilitation of individual houses, a scattered and sometimes overtly political approach that did little to improve neighborhoods or combine city resources. Using the models and research provided by the institute, the task force came up with a plan that would pool resources to strengthen neighborhoods instead of just rehab houses. It’s a strategy,” Turner says, “they really bought into it, too. They believed that this could and should work in Kansas City.

“This was no longer a housing program,” Turner continues. “Housing became a tool for neighborhood development and improvement.”

Last spring, the city council adopted the recommendations and has been working toward implementation. In February 2005, Stacia Johnson began her duties as the new housing administrator.

“This isn’t a report that sat on the shelf,” Turner says. “It’s become policy.”

“And this truly exemplifies what we are about,” she continues. “We’re an urban university and our mission is to have an impact on our urban environment. In that sense, this is a great affirmation from the city that we are a useful partner. This is a role that the University should play.”

Housing Recommendations

The Cookingham Institute provided the research that influenced these housing recommendations:

- establish a request-for-proposal process for allocating city funds
- set criteria for awarding public dollars to revitalization projects
- prioritize projects based on neighborhoods and need
- place greater emphasis on revitalization and preservation
- establishing performance measures in contracts
- support community organizations
- leverage federal funds for private investment
Executive MBA program students are, front row from left: Courtney Springer, U.S. General Services Administration; Stan Beatty, Federal Reserve Bank of Kansas City; Bloch Professor David Donnelly; Jan Kauk, Management Solutions at UMKC; Angelique Lower, NTSAA; back row from left: Jay Fine, U.S. General Services Administration; Willy Pegues, Electronic Data Systems; Donald Simmons, UMKC Police Department; Kelly Tuttle, Ameristar Casinos; Dev Malik, BNIM Architects; Michael Iannelli, BOC Gasses; Deanne Bronaugh, Hospital Corporation of America; David Schoenherr, Honeywell Federal Manufacturing & Technologies; Tricia Larson, TelAudit Corporation; Solomon Melese, Culinary Concepts, LLC; Mai Tseng, VAMC - Kansas City. Not pictured: Tammecca Maxwell, YRC.
Federal Reserve Bank, H&R Block, UMB, Great Plains Energy, Cerner. The roster reads like a “Who’s Who” of Kansas City businesses. And for the next 21 months, these companies and 30 others like them will enthusiastically hand over their emerging senior leaders to the Bloch Executive MBA Program.

The numbers tell a small part of the story. Karyl Leggio, director of the Executive MBA, associate professor of finance and chair of the Department of Finance, Information Management and Strategy at the Bloch School, explains that this year’s class is bigger and better than ever. In fact, the Bloch Executive MBA program has nearly doubled in both class size and course offerings since last year, with five classes, for example, that focus specifically on leadership.

Research tells the rest of the tale.

Research-driven
Bloch Executive MBA faculty partnered with a leader in career transition and organizational consulting to research the challenges faced by today’s and tomorrow’s leaders. Not surprisingly, their research shows that companies, local and national, want leaders who are business savvy, who think strategically, and who can collaborate, influence and communicate.

“The ability to persuade others is becoming increasingly important as a dimension of leadership,” says Doranne Hudson, executive-in-residence and visiting lecturer at the Bloch School and former senior executive at Hallmark. “Leaders are asked much more often to influence and sell their ideas across and up an organization than to tell people what to do down the organization.”

The revelation, however, came with what keeps leaders from being effective. Among the top career derailers was lack of self-awareness.

“Too many of today’s leaders,” continues Hudson, “don’t have a real sense of how they’re performing relative to others’ perceptions. Too often executives have a better image of themselves and their capabilities than others do — and that affects how successfully they lead.”

With research in hand, the Bloch faculty rebuilt the already successful Executive MBA experience. The result? A program that better responds to business needs and better prepares executives to lead in the 21st century.

Market-focused
Modeled after the country’s top 10 Executive MBA programs and given local relevancy with the insight of Kansas City’s business and civic leaders, the new curriculum blends business acumen with ample training in leadership, strategic thinking, innovation and entrepreneurship. Learning is steeped with live case studies; executive communications coaching; consulting opportunities; integrated teaching; expert guest speakers; lively dialogue and debate; and local, national and international residencies. With these opportunities to apply, extend and test their skills, students make connections and think strategically across business disciplines.

“The Bloch Executive MBA program trains its participants to ask the questions that will help them make the right decisions,” explains Leggio. “And that’s a different way of educating. In our program, we analyze cases, team teach, bring in real-world examples and tie theory into what’s really working in the business community. Our participants are professionals from diverse organizations and have incredible experiences and insights to share with their colleagues.”

Being open to each student’s unique perspective is what sets this program apart. Grounded in best practices, current business needs and experiential learning, the new curriculum certainly makes this program different. But the tailored attention and responsiveness to each student’s skills truly distinguishes the Bloch Executive MBA experience.

Student-centered
A critical element of the Bloch Executive MBA program is its student-centered approach to learning. Throughout their experience, students are challenged to examine and evaluate their personal growth to enhance their professional confidence through several targeted exercises.

When students enter the Executive MBA program, they also begin their two-year journey in self-reflection and development. The first steps toward self-awareness, actually 360 degrees of them, are guided by Right Management Consultants.

With the assessment of self, peers, superiors and subordinates, students receive a full and revealing view of their leadership and communication skills, based on 19 executive competencies. From this portrait in the round, students get a real sense of how to leverage their strengths, shape their leadership styles, bridge perceptual gaps and avoid the managerial pitfalls that can block career paths.

“This makes us unique in the region,” says Hudson about the Bloch School’s partnership with Right Management Consultants and the program’s penchant for self-assessment. “It allows students to try on new leadership styles and get non-threatening feedback that is politically a whole lot easier to take.”

Executive Coaching
A new feature of the Bloch Executive MBA is the addition of an executive coach, who works with each student to find personal relevancy and revelation. With the help of the coach, students turn the 360-degree survey into a developmental plan and begin to put their learning into practice. The coach meets individually with students to discuss issues they have in the workplace; provides students with pre- and post-assessments of their coursework and presentations; and leads discussions.
“Concepts stick when you have applied them. Our students take what they’ve learned in their marketing class, in their leadership seminar and in their residencies and apply it right away to their companies.”

on topics relevant to senior leaders, including effective management, crisis communications and performance evaluations.

From business expertise to personal insight, “the Bloch Executive MBA approaches executive development holistically,” says Leggio. “It equips each student with knowledge, tools and self-discoveries that will continue to shape their leadership well beyond graduation.”

Civic-minded

And with the Bloch School’s Executive MBA Program, leadership is shaped as much in the community as it is in the classroom.

“We have a huge advantage because we’re located in an urban environment, a kind of laboratory that offers opportunities for both concrete business application and civic engagement,” says Leggio. “We have the commitment of the Kansas City business community, and they make themselves readily available to us.”

Bloch Executive MBA students maximize – and make good on – that investment. Early in the program, students work with Kansas City’s Initiative for a Competitive Inner City (ICIC-KC), an affiliate of the national organization, pioneered and created by Professor Michael E. Porter of the Harvard Business School. In a four- to sixth-month consulting assignment, teams of students provide technical assistance to local entrepreneurial businesses and various civic organizations in such areas as finance, human resources and marketing.

Civic engagement and social leadership continue later into the first year, when students journey to Washington, D.C., for a residency in public policy. There, students track an issue that is relevant to Kansas City through the halls of government.

They meet with administrators, lobbyists, senators and congressmen to discuss and develop strategies that will help Kansas City deal with such issues as outsourcing, poverty and homelessness.

Throughout the program, students are encouraged to get involved with local nonprofit organizations to further solidify the partnership between executives and the communities in which they live and work.

With knowledge and understanding, confidence and commitment, students have opportunities to walk out of the Bloch School doors equipped to be strong leaders in their companies. With these civic connections, they begin to think beyond their organization and become strong leaders in the community.

And that, says Leggio, “is how the Bloch Executive MBA experience creates senior leadership.”

International Understanding

Mimi Nolan expected a lot of things from the Bloch Executive MBA program. She expected to be challenged by professors and colleagues. She expected to apply her education to her position in the IT department at H&R Block.

And then, in her final semester, there was China. Nolan didn’t quite expect this.

Last March, Nolan and the rest of the Bloch Executive MBA Class of 2005 made China their classroom. With visits to a large law firm, the Shanghai Stock Exchange, General Motors, a Chinese hospital and Chinese and U.S.-owned companies, students saw first-hand just how different business models can be across cultures.

In addition, students ventured out to explore how their business specialties translate overseas. Nolan visited the IT facilities at IBM Shanghai. There, she learned from senior executives how IBM outsources IT development and testing in China, an example that could change how her company handles its IT outsourcing.

Through the residences at home and abroad, Bloch Executive MBA students apply their learning in live cases, and often bring immediate solutions home to their organizations.

And with the Bloch School’s own Institute for Entrepreneurship and Innovation, students create virtual businesses by following very real business strategies: they develop business plans, conduct marketing research, design and reposition products and present their plans to potential investors.

“Concepts stick when you have applied them,” says Leggio. “Our students take what they’ve learned in their marketing class, in their leadership seminar, in their residencies and apply it right away to their companies.” The Bloch Executive MBA provides an immediate return on investment for students and the companies that sponsor them. For more information about the Bloch Executive MBA visit www.bloch.umkc.edu/mba.

Insights

Fast Facts – Bloch Executive MBA Class of 2007

Bloch Executive MBA students are successful professionals on an executive career path. National research indicates that 41 percent of students receiving an Executive MBA degree receive a promotion within one year of program completion (EMBAC Student Exit Survey 2005).

• Class size: 31 students
• Average age: 37
• Percentage of women: 53
• Percentage of minorities: 19
• Average years of professional experience: 14
• Average years of management experience: 10
University of Missouri-Kansas City
Henry W. Bloch School of Business & Public Administration

Bloch Advisory Council Members, 2006

Terry Bassham  
Executive Vice President, Finance & Strategic Development and CFO  
Great Plains Energy, Inc.

John Blakeney  
CIO, Senior Vice President  
Commerce Bank

Michael Bohning  
(Former) Managing Director  
RSM McGladrey

Barrett Brady  
Senior Vice President  
Highwoods Properties, Inc.

Steve Clifford  
Managing Partner  
Ernst and Young LLP

Mark Ciaramitaro  
Vice President  
H&R Block, Inc.

Jonathon Cohn  
Partner, COO and Vice President  
Yarco

Chuck Curtis  
Chairman  
Valentine Radford/Square One

Jed Dodd  
Vice President  
Training and Development  
Sprint

Frank Ellis  
Chairman and CEO  
Swope Community Enterprises

Randall Ferguson  
Senior Partner  
Business Development  
Tshibanda & Associates, LLC

Mark Funkhouser  
Auditor  
City of Kansas City

Shirley Gaufin  
Chief Human Resources Officer  
Black & Veatch

Mark Gilstrap  
Senior Vice President  
Human Resources  
American Century

Thomas Holcom  
President  
Pioneer Financial Services, Inc.

Robert Hughes  
President  
Universal Management

Kamran Jahanshahi  
Senior Vice President  
Chief Administrative Officer  
Truman Medical Centers

Denise Kruse  
Executive Vice President  
Organizational Consulting  
Right Management Consultants

Cathy Lewis  
Partner, Tax Accounting  
KPMG

Lisa McCarty  
Principal  
XRoads Solutions Group

Sue Mosby  
President and Thinking Partner  
Infinium

Kelly Scanlon  
Owner  
Kansas City Small Business Monthly

Larry Smith  
Executive Vice President and Chief Human Resources Officer  
UMB Bank

Allen Strain  
Managing Director  
State Street Corporation

Steve Taylor  
Senior Vice-President  
Client Services  
Brierley & Partners

Andi Udris  
President and CEO  
Union Station

Scott Ward  
CEO  
Russell Stovers Candy

Patricia “Candy” Yakimo  
Senior Vice President  
Argus Health Systems

Entrepreneurship | Financial Services | Leadership | EMBA | Undergraduate Business
The Bloch Undergraduate Experience
Finally, Some Room of Their Own

Hangin’ in the dorm: Bloch School undergrads Sarah Green (left) and Nora Passer (right) relax in their room at Oak Street Residence Hall, where they share a floor with other Bloch undergrads as part of the Bloch School Living/Learning Community.
From Ramen noodles to laundry droppings, Sarah Green and Nora Passer live with the most intimate details of each other’s lives. Not surprising considering these two freshmen share a space that more closely resembles a capacious closet than swanky dorm digs in both size and décor. No Gustav Klimt or Edouard Monet posters here. No tributes to Led Zeppelin. Instead, tucked in the available corners of their dorm room are fragments of outfits reconsidered, cans of Red Bull eager to serve, last week’s essay from BA100 and ideas that will transform their room and maybe even their lives.

As two of 15 dorm dwellers in the Bloch Living/Learning Community, housed on the second floor of Oak Street Hall, Green and Passer live the full Bloch experience. Just a knock away from fellow Bloch students and resident academic advisor Michael Foy, they have found a network of support and information.

“I knew I wanted to be in the Bloch Living/Learning Community,” says Green. “I moved here from Omaha, Neb. I didn’t have any family here, I didn’t have any friends here, I didn’t have anybody, so I at least wanted to know that I had people I could relate to and could relate to me.”

That sense of community extends beyond the dorm. In monthly Bloch luncheons, they’ve met the welcoming faces of Dean O. Homer Erekson, Assistant Dean Kami Thomas and Trisha Pitts, of the Institute for Entrepreneurship and Innovation. Every Friday, they watch business-themed movies. This semester, they plan to tour H&R Block’s world headquarters and polish their networking skills and golf games.

“We’re trying to get the freshmen here, in this building,” says Thomas, “so that it can start feeling like home.”

And already, Green and Passer recognize the opportunities that come with living on the Bloch.

“I really think this is going to help us later when it comes to internships and the job search,” says Passer.

“We’re already getting to know people in our freshman year and I think that is going to help us later when it comes to choosing classes or getting internships or knowing what jobs to look for. We’re actually putting in an effort now.”

And the dorm room décor? It will come around, Green promises, eventually. They have already started rigging a seemingly Martha Stewart-inspired system of string and clothespins to hang photographs of their budding collection of new friends and experiences.

### Opportunities for Undergraduates to Get on the Bloch

#### Freshmen Majors

Before the fall of 2003, students had to wait to apply for a major in the Bloch School. In its third year of admitting freshmen, Bloch’s undergraduate enrollment has grown by at least 8 percent every year. The reason? Community.

“It’s a great way for freshmen to get involved as early as possible with the Bloch School, with our programs, with our faculty, with our extracurricular activities,” says Christina Cutcliffe, director of recruitment. Freshmen students take an undergraduate experience course, BA100, offered in their residence hall, and can get involved with Bloch organizations like the Bloch Student Association or Delta Sigma Pi, which Sarah Green is pledging.

#### Business minor

Launched in the spring of 2002, the 27-credit hour business minor gives students from any school or department at UMKC a solid business background in finance, statistics, accounting, economics and marketing – and possibly a head start on a future M.B.A.

#### Foreign language business minor

Targeted to students interested in international business, this version of the business minor gives students a sound core of business skills as it opens up opportunities and makes their degrees more marketable.
Class Notes

Martin E. Davis, CPA, BBA ’56, published a book titled Managing a Small Business, Made Easy, which offers advice to people who are either trying to start or grow a business. Davis lives in Arizona.

Stephen L. Miller, BBA ’76, MBA ’84, was the field examiner for Gold Bank’s Corporate Lending Department. He has been named assistant vice president for Gold Bank.

Dr. John W. Nelson Jr., MPA ’78, DDS ’82, was inducted into the American College of Dentistry, and was elected President of the Greater Kansas City Dentistry School in September 2004. He is the founder of the Town Square Dental Center in Independence.

Elizabeth Kennery, MPA ’80, is the Managing Director for the Los Angeles Opera in California.

Susan R. Downing, MPA ’81, was elected to her first three-year term as school board director for the North Kansas City School district. She was one of seven chosen in April of 2003.

David A. Sapenaro, ’85, has been named first vice president and chief operating officer of the Federal Reserve Bank of St. Louis. Sapenaro joined the St. Louis Fed in October 1995, following 10 years of service with the Federal Reserve Bank of Kansas City. He is a senior vice president in charge of operations that provide cash management and other services to the U.S. Treasury and serve as a central point of contact for the Treasury on behalf of the entire Federal Reserve System.

Lynn Lonborg Loveland, BS, MPA ’87, was selected in the first class for the Wichita, Kan. Women in Business Award in 2003, and was honored in the Kansas City Business Journal. She is the Director for the KU Endowment Association.

Leigh Klein, MPA ’87 was awarded the Women Business Advocate of the Year 2005 Award from the Kansas Department of Commerce for work done as a staff member of the Kansas Women’s Business Center.

Carol Van Natta, MPA ’89, was named Women of Influence by the South Sound Business Examiner. She is the assistant chancellor at the University of Washington-Tacoma.

Laura Baker, BBA ’90, is the director for Star Direct of the Kansas City Star.

Dan Hoxworth, MPA ’91, is president of Neighborhood House in St. Paul, Minn. The location of Neighborhood House was selected as the site for the living memorial for Paul and Sheila Wellstone. Therefore, the organization’s new facility will be named the Paul and Sheila Wellstone Center for Community Building. This $25 million project was completed in late 2005.


Kathryn S. Houston

Kathryn Houston’s UMKC career began more than 10 years ago in the Department of Special Events in University Advancement. She then took on the role of manager of stewardship in University Development. Houston joined the Bloch School in July 2005. She supports Bloch School alumni programming and external relations, including the Bloch School Alumni Association and the Council for Entrepreneurship and Innovation. She also manages the annual Entrepreneur of the Year benefit dinner, the Bloch Executive Speaker Series in partnership with the Greater Kansas City Chamber of Commerce and many other events and programs throughout the year.

“The Bloch School Alumni Association is the place where Bloch Alumni come together for collegial support and friendship, community business leaders nurture future leaders and personal development and business growth are promoted,” Houston says. “It’s exciting to work with an alumni board that is so dedicated, not only to growing its membership base, but to the health and welfare of the school itself. We’re all looking forward to meeting more of our fellow alumni at the 2006 events.”

A UMKC graduate herself, Houston knows the value of participating in your alumni association. Networking, professional development and giving back to your alma mater are mutually beneficial experiences. For more information on the Alumni Association, contact Houston at houstonk@umkc.edu.
Association and hosted the October Alumni Awards Dinner.

Chris Rosson, BBA ’94, is an executive team leader in Assets Protection for the Target Corporation.

Brian Birdwell, MPA ’96, retired after 20 years of service in the United States Army. He is now the president of a nonprofit called Face the Fire Ministries, assisting burn survivors and wounded service men and women.

Louis G. Van Horn, Executive MBA ’97, was appointed chief financial officer of Store Financial Services, which offers prepaid cards specifically designed for multiple merchants with different register systems.

Amit Dhawan, MBA ’01, was profiled in STLToday.com talking about his company Synergy, a strategic marketing company based out of St. Louis.

Jeremy W. Hegle, BBA ’00, MBA ’03, is the resource navigator for KCSOURCELink.

Denise Rendina, MPA ’00, was profiled on the NASPAA Web site. She commented that she was “thrilled” with the Cookingham Institute’s MPA program and said that among the highlights were the fundraising and leadership courses and the outstanding professors.

Angie Salmon, BBA ’00, MBA ’01, is a vice president at EFL Associates.

Cynthia Austin, MPA ’02, was recently given the opportunity to mentor an undergraduate student in the Bloch School. “It’s been a rewarding and enriching experience. It’s a great way to stay in contact with UMKC.” She is the health insurance specialist and contractor manager for the Centers for Medicare and Medicaid Services.

Eric Slusser, MBA ’01, has been named to the newly created position of senior vice president of finance, chief accounting officer and controller of Cardinal Health, Inc. in Columbus, Ohio.

Matthew Chandler, MBA ’04, was promoted to director of life enrichment and wellness at the Landon Center on Aging at KU Medical Center.

Matthew Kaiser, MBA ’04, is the flagship product manager for Ceridian.

Jacob Dobsch, MBA ’04, works for the Applied Urban Research Institute.

Katie Houlehan, BBA ’05, played guard for the UMKC women’s basketball team and was named to the Mid-Continent All-Conference First Team.
The Alumni Association Makes a Difference at UMKC:

- $65,000 in support of three UMKC Alumni Association scholarships for students
- $2,000 in annual support to the Alumni Legacy Scholarship for children or grandchildren of UMKC alumni
- $2,500 in support of the John and Duana Dralus Graduate Assistance Fund through the UMKC Women's Council
- $10,000 annually in support of the Chancellor’s Fund

...And you get great opportunities, too:

- 20 percent off season tickets at the Kansas City Repertory Theatre
- FREE tickets to UMKC Department of Theatre performances
- 20 percent off coupon to the UMKC Bookstore
- 10 percent off at Minsky’s Pizza on Main Street *
- FREE check-out privileges at the UMKC Miller Nichols Library *
- Membership privileges at Swinney Recreation Center
- FREE subscription to UMKC alumni magazine Perspectives
- Access to UMKC online alumni directory at www.umkcalumni.com
- FREE (your_name)@umkcalumni.com e-mail account
- Group rates for auto, home, life, dental, health, renter’s and pet insurance; long-term care plans
- FREE 12-month UMKC color calendar

* some restrictions apply

Dear Fellow Alumni,

Going back to school at UMKC in the Bloch Executive MBA program at the same time my daughter entered college was “feeding my soul.” I will never forget the relationships and bonds with my classmates and the knowledge I gained. Being involved with the Alumni Board was one way I could stay connected.

Though your motivations and Bloch School experiences may be different, what is the same is that, as an alumna or alumnus, you are part of a network of terrific people. Talented, motivated, successful, giving – you pick the adjectives! There are many ways you can stay connected to the Bloch School: mentoring students, attending social events, the speaker series, cheering on the Roos, or joining the Alumni Association or its board.

To those of you who have already joined the Alumni Association, thank you! And to those of you who have not yet joined, please do. We look forward to greeting you.

Loyally,

Patricia “Candy” Yakimo
Executive MBA, Class of 1998
The following Donor Honor Roll is in appreciation and gratitude to our contributor partners and reflects gifts of $100 and above received between July 1, 2004, and Dec. 31, 2005. The names that follow are those of alumni, friends, faculty and staff, businesses, foundations and organizations. All have made a public commitment to the unique education offered by the Henry W. Bloch School of Business and Public Administration and through their action have enriched the lives of countless individuals. The Donor Honor Roll is based on cumulative gifts for the period.

**$100,000+**
- Henry W. & Marion H. Bloch and Affiliated Funds/Endowments
- Arvin Gottlieb Charitable Foundation
- Ewing Marion Kauffman Foundation

**$50,000+**
- William T. Kemper Foundation
- State Street

**$25,000+**
- H&R Block Foundation
- Hall Family Foundation
- Victor E. Speas Foundation
- The John Sublett Logan Foundation

**$10,000+**
- American Century Foundation
- J.E. Dunn Construction Co. Fund
- Mr. & Mrs. James E. Ferrell
- H&R Block, Inc.
- Mr. and Mrs. Barnett C. Helzberg, Jr.
- Hunt Midwest Enterprises, Inc.
- Muriel McBrien Kauffman Foundation
- Victor & Caroline Schuttle Foundation
- SFC Charitable Foundation, Inc.
- Whitbread Management, Inc.

**$5,000+**
- Americo Life, Inc.
- Anonymous
- Bernstein-Rein Advertising, Inc.
- Bloch Education Fund
- BNP Paribas North America Inc.
- Mr. Phillip J. Brummel
- Stephen and Joan Carter
- Citistates Report
- Commerce Bank
- Entertainment Properties Trust
- Ernst & Young LLP
- Jewish Heritage Foundation
- Kansas City Power & Light Company
- Laser Cycle/Ink Cycle, Inc.
- Mrs. Jeannette Nichols
- NovaStar Mortgage
- Pioneer Financial Services
- Polsinelli Shalton Welte Suelthaus PC
- Mr. Steven B. Rafferty
- Roberts Trading Company, LP
- Mr. Thomas D. Sanders
- Vincent V. Smith Charitable Lead Trust
- Edward & Beth Smith Education Fund
- The Sosland Foundation
- Stinson Morrison Hecker LLP
- The Zimmer Companies

**$1,000+**
- Aquila, Inc.
- Armstrong Teasdale LLP
- Baird, Kurtz & Dobson
- Baker University
- Bank of America
- Bank Midwest
- Mr. Alan D. Barnes
- Thomas and Janet Bash
- Benedictine College
- Robert & Phyllis Bernstein Family Foundation
- Blue Cross & Blue Shield of Kansas City
- Mr. and Mrs. Robert G. Brown
- Mr. and Mrs. Peter W. Brown
- Bryan Cave LLP
- Mr. and Mrs. Newton Campbell
- Centene Management Co. LLC
- Century Business Services, Inc.
- Cerner Corporation
- Mr. Kenneth S. Cherry
- Citigroup
- Mr. and Mrs. Thornton Cooke II
- Barry and Pat Daneman
- Dr. and Mrs. Richard E. Davis, Sr.
- DCM Construction Inc.
- Deloitte & Touche
- Mr. Bill W. Dickerson
- DST Systems, Inc. Advised Fund
- Economic Development Corp. of KC
- Enterprise Bank & Trust
- Dr. O. Homer Erskon
- FirstGuard Health Plan
- Gold Banc Corporation
- Greater Kansas City Community Foundation & Affiliated Trusts
- Hallmark Cards, Inc.
- Mr. Glen M. Harnden
- Highwoods Properties-JC Nichols
- Mr. Dave Hinck
- Mr. Irvine O. and Mrs. Ellen Hockaday
- Home Builders Association-Greater Kansas City
- Human Resource Management Association
- Inergy Propane LLC
- Integra Realty Resources
- Interconnect Devices Inc.
- J T & A, Inc.
- J.E. Dunn Construction Group, Inc.
- J.P. Morgan Chase
- Kansas City Business Journal
- Convention & Visitors Association
- Kansas City Equity Partners
- Kansas City Life Insurance Company
- KC Small Business Monthly
- K.C. Southern Industries Charitable Fund
- Kearney Commercial Bank
- Kingston Environmental Services, Inc.
- KPMG LLP
- LabOne
- Lathrop & Gage LC
- Catherine A. Lewis
- Lockton Companies, Inc.
- Steve and Catherine Lufkin
- Massman Construction Company
- Mayer, Brown, Rowe & Maw
- McGladrey & Pullen
- Mr. Robert McMullan
- MMC Corporation
<table>
<thead>
<tr>
<th>Donor Name</th>
<th>Foundation</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mrs. Mary A. Mullis</td>
<td></td>
<td></td>
</tr>
<tr>
<td>William and Barbara Nelson</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Edward J. Newberry</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Peterson Manufacturing Company</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bill Pfeiffer and Mary Kay McPhee</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pioneer Financial Services, Inc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fred H. &amp; Shirley J. Pryor Foundation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Fred H. Pryor</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Right Management Consultants</td>
<td></td>
<td></td>
</tr>
<tr>
<td>RSM McGladrey, Inc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Schifman, Remley &amp; Associates</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Barbara Schneider</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shughart Thomson &amp; Kilroy Charitable Foundation Tr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Eric Slusser</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sonnenschein Nath &amp; Rosenthal</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sprint Nextel Corp.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stinson Morrison Hecker Foundation Fund</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Ten Ten Foundation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Turner Construction Company</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Elizabeth &amp; Paul Uhlmann III Donor Fund</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. &amp; Mrs. Paul Uhlmann, III</td>
<td></td>
<td></td>
</tr>
<tr>
<td>UMKC Alumni Association</td>
<td></td>
<td></td>
</tr>
<tr>
<td>University of Kansas Hospital Authority</td>
<td></td>
<td></td>
</tr>
<tr>
<td>US Bank</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Valentine Radford Communications, Inc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Walton Construction</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Douglas and Julie Welch</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Frank and Helen Wewers Family Fund</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Frank Wewers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>William Jewell College</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mrs. Sally Kemper Wood</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. &amp; Mrs. Edgar L. Yee</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$500+</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Nathan Accardo</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Alan L. Atterbury</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Berkebile Nelson Immenschuh McDowell</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mrs. Jean E. Levitt Birnberg</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thomas M. and Mary S. Bloch Fund</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Thomas and Mrs. Mary Bloch Butler Manufacturing Company Foundation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CST Industries, Inc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Renee L. Donoho</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial Executive Institute</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Joe B. Freeman</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grant Thornton</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth Opportunity Connection Inc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donald and Adele Hall</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. James R. Hatfield</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Heartland Bank</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Helsberg Diamonds</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. &amp; Mrs. William K. Hoskins</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Human Resource Mgmt Assoc of Johnson County</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Russell S. Koca</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. &amp; Mrs. James N. Levitt</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. &amp; Mrs. Thomas W. Levitt</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Richard Loraine</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Michelle Marquette Martin</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Michael F. Morrissey</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Dawn Murphy</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Newcastle Partners, LLC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Price Waterhouse Coopers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Richard D. Sewell</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Steven Kent Shockey</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Frederick and Elizabeth Solberg</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Southfield Capital Advisors, LLC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tom and Jill Turner</td>
<td></td>
<td></td>
</tr>
<tr>
<td>University Associates</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Peter L. Woodsmall</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$250+</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Jim Alsup</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Andrews McMeel Universal Foundation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Daniel P. Baker</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Andy Berkley</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Blue Chip Group, Inc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The C&amp;L Agency, Inc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater Kansas City Chamber of Commerce</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Copaken Family Foundation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Karen L. Daniel</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Sandra Ferguson</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fleishman-Hillard, Inc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. &amp; Mrs. Gary Gradinger</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. George Holcomb</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dr. and Mrs. John D. Hankeler</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Marshall R. Jeffress, III</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Joseph Jezak</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KC Auto Carstar</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Cheryl Kipp</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Koch &amp; Koch, CPA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. William Henry Laws</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thomas J. Lee</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Salvatore J. Leggio, Jr. &amp; Ms. Karyl B. Leggio</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Gregory Joseph Maurer</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Randy Mc Kee</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Robert McMik, Jr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mechanical Contractors of Kansas City</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Missouri Incutech Foundation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. &amp; Mrs. Joseph Mutti</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Earl T. Newton, Jr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Ms. Roderick M. Olson</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Randall J. Opliger</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Todd Pleimann</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Billy Prim</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Bill L. Richards</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. James L. Saunders</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Julia Schaller</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Michael K. Schnitker</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SHRM Missouri State Council</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shughart, Thomson &amp; Kilroy, PC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Lanny M. Solomon</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. David Wayne Spellerberg</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Donald D. Stanley</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Charles J. Stimez</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Swope Community Enterprises</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Thomas W. VanDyke</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Charles Vittetoe</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Julie D. Welmer</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Michael and Mrs. Patricia Yakimo</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$100+</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Robert D. Adkins</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mrs. Dolores M. Angel</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Bret Douglas Aulgur</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Andrea Babbit</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. John R. Baker</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dr. and Mrs. Gary D. Baker</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. James Bartimus</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bayer CropScience</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bayer Healthcare, Animal Health Division</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. &amp; Mrs. Jerry Bell</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Irvin V. Belzer</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Murray Max Blackwelder</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Bret M. Boeger</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Bohemian Gallery</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mrs. Mary Shaw Branton</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Eugene D. Brown</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. David Joseph Brown</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dr. Kenneth Buchwach</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Wilbur Craig Buckheit</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Troy R. Butler</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Dale Cantrell</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Aaron Eugene Carriker</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Ronald C. Chamberlain</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mrs. Frankie Chandrasekhar</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Daniel J. Chojnacki Living Trust</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mrs. Courtney W. Christensen</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Barbara Jane Clark</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Major George E. Clarke</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Lynne Clawson-Day</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CMB Associates LLC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Coffman Group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Community America Credit Union</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. William Controy</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ms. Gertrude F. Coogan</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Paul and Bunni Copaken</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. James W. Copeland</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Hal Cross</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Kristopher Dabner</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. James H. Dailey</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chris and Cheryl Davis</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Michael Devine</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mrs. Anna L. Doll</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. David P. Donnelly</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. and Mrs. Richard E. Downey</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. John P. Drees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mr. Joel B. Ebberit</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
The Bloch School extends sincerest thanks to our many donors who help make dreams come true every day for the UMKC community.
Danny Baker joined the External Relations team of the Henry W. Bloch School of Business and Public Administration in August 2005. His role is multi-faceted: helping Dean O. Homer Erekson create strategic development plans for the School and its top-tier initiatives; forging closer relationships with constituents and identifying strategic partnerships for the School; and working closely with UMKC’s advancement office to guide the Bloch School’s Annual Fund activities, its major gifts efforts, and fostering planned giving.

“The Blue Ribbon Task Force Report that was recently published by the Greater Kansas City Community Foundation proclaimed that the Bloch is where ‘a concerted, ambitious philanthropic strategy would pay the largest dividends for Kansas City,’ and I agree wholeheartedly with them. As a school of business and public administration, we are able to be thought leaders, career builders, civic catalysts and business builders in a way that no other institution can duplicate. As a Bloch School graduate myself, I am honored to be a member of a team that strives to achieve the highest standards of scholarship and public service. I am looking forward to reconnecting with my friends and community leaders and sharing the news about the exciting programs that we are developing at the Bloch School.”

Many Kansas Citians know Danny from his work in our arts community for over 20 years. He is ideally suited for his work at the Bloch School because he holds degrees in business and in public administration, and he strongly believes that both have been extraordinarily valuable to him in his life and his career.

Bequests for the Bloch School

Many alumni and friends of the Bloch School of Business and Public Administration have found that a planned gift is a great way to leave a legacy for the next generation of students at UMKC. And, one of the most popular ways to create a planned gift is through a bequest.

Making a bequest is easy. A simple codicil or amendment to your current will or trust can be written. Your gift is not made until after your lifetime, and it can be changed by you at anytime. Our Planned Giving Office can provide you with sample language to use in your document if you wish.

A simple bequest through your will or living trust may establish an ongoing scholarship fund or support classroom resources, faculty development or other purposes that could impact future students. Your bequest can be “personalized” based upon your own wishes and financial situation, including a specific bequest for a set dollar amount or specific asset, a percentage bequest or perhaps a residual bequest to maximize the financial benefit to Your UMKC.

If you choose to set up your bequest today, you can enjoy membership in the Robert H. Flarsheim Society, which recognizes our alumni and friends who have included UMKC in their estate plans.

To learn more about leaving your legacy to Your UMKC, please contact Phil Watson, director of planned giving, at 816-235-5776 or Danny Baker, director of development, Bloch School, at 816-235-2316.
New Faculty and Staff

The Bloch School continues to attract talented faculty and staff. Below are new additions in 2005.

Daniel Baker
Director of Development

Kathryn Houston
Director of Alumni and Constituent Relations

Walt Rychlewski, Ph.D.
Visiting Professor of Entrepreneurship

Marylou DeWald
Director for the Small Business Development Center

Jin-Mo Kim, Ph.D.
Assistant Professor of Finance

Samantha Silveira
Administrative Assistant for the Cookingham Institute of Public Affairs

Joan Gallos, Ed.D.
Professor of Leadership in the Cookingham Institute of Public Affairs

Patricia Maxwell
Administrative Assistant for the Small Business Technology and Development Center

Beverly Stewart
Director of Marketing for Bloch Executive MBA

Jerry Hamilton
Student Services Coordinator

Mark Parry, Ph.D.
Ewing Marion Kauffman/Missouri Endowed chair in Entrepreneurial Leadership and Professor of Marketing

Abigail York, Ph.D.
Assistant Professor of the Cookingham Institute of Public Affairs
Faculty Contributions

This is a small sampling of some of the awards Bloch faculty received in 2005.

Qing Cao, Ph.D., Assistant Professor of Management Information Systems, received the 2005 UMKC Trustees Faculty Fellowship Award and was appointed to the editorial review board at the International Journal of Information Technology and Management.

Nancy Day, Ph.D., Associate Professor of Human Resources, received a STAR award for a major research project.

Joan Gallos, Ed.D., Professor of Leadership, was appointed president of the Organizational Behavior Teaching Society.

Randall Gardner, Ph.D., Professor of Accounting, was appointed to the CFP Board of Examiners.

Larry Garrison, Ph.D., Professor of Accounting, received the 2005 Pierson Teaching Award from UMKC.

Michael Song, Ph.D., Charles N. Kimball, MRI/Missouri Endowed Chair in Management of Technology and Innovation, and Mark Parry, Ph.D., Professor of Marketing and Ewing Marion Kauffman/Missouri Endowed Chair in Entrepreneurial Leadership, received the 2005 American Marketing Association's Excellence in Research Award for an article published in the Journal of Marketing.

Stephen Pruitt, Ph.D., the Arvin Gottlieb/Missouri Endowed Chair of Business Economics and Finance, published “The NASCAR Phenomenon: Auto Racing Sponsorships and Shareholder Wealth” in the Journal of Advertising Research. Its findings were covered in USA Today, IEG Sponsorship Report, the CNN/Money Web site, the Brisbane Courier-Mail (Australia), the Kansas City Business Journal, News Journal (Delaware), Auto Service World and the Desert Sun (Palm Springs, Calif). Pruitt also discussed his research on CNBC's “Bullseye” and on KCUR's Up to Date with Steve Kraske.

David Renz, Ph.D., Beth K. Smith/Missouri Chair in Nonprofit Leadership, Director of the Midwest Center for Nonprofit Leadership, received UMKC’s Excellence in Community Engagement Chancellor's Award.

Marilyn Taylor, Ph.D., Arvin Gottlieb/Missouri Professor of Strategic Management, received the Woman Who Means Business Award presented by the Business and Professional Woman of Missouri.

David Donnelly, Ph.D., Department Chair for Accountancy and Professor of Accounting, received the Best Paper Award at the Western Region American Accounting Association Meeting.

The Midwest Center for Nonprofit Leadership received the Pride and Excellence Award from Project Equality for its service to the Greater Kansas City community.
You studied hard. You worked the extra hours. You planned. And you graduated with a desirable degree from the Henry W. Bloch School of Business and Public Administration at UMKC.

Today's students possess the same drive and will to succeed. They also prefer to spend their energies in the classroom without worrying about how to pay for their education. Your generosity can help fuel their success.

Leave a legacy for next generation UMKC students with a planned gift. Planned gifts can be easy to set up, they have a lasting impact on the Bloch School, and they can provide you with tax and financial benefits as well as personal satisfaction for you and your family.

To learn more about leaving your legacy to Your UMKC, turn to page 30 inside, or contact Daniel Baker, director of development, at 816-235-2316 or Phil Watson, director of planned giving, at 816-235-5776.