On October 25, 2007, BEACON and the Tri-County Council for the Lower Eastern Shore co-hosted a roundtable discussion in the Worcester Room of the University Commons about the regional business, economic, and workforce development implications of Maryland’s Structural Deficit.

Interim Dean Dick Hoffman opened the meeting by welcoming the participants to the campus of Salisbury University, and discussing the Franklin P. Perdue School’s commitment to working with the community in business and economic development.

Delegate Norm Conway, the Chair of the powerful Appropriations Committee of the Maryland House of Delegates was the keynote speaker. He discussed the historical background of the deficit and the various reasons behind it. He also summarized Governor Martin O’Malley’s proposal for dealing with structural deficit, and some of the possible outcomes of the special session of the Maryland General Assembly starting today (October 29, 2007) in Annapolis. He closed his comments by emphasizing that nothing is etched in stone yet, and that it is hard to predict what actually will happen. He also praised BEACON and the Tri-County Council for being proactive on business, economic, and workforce development issues on the Lower Shore.

Calvin Edghill, from the Philadelphia Office of the Economic Development Administration of the U.S. Department of Commerce made a brief presentation on the unique role of EDA in assisting localities rather than states with issues such as the potential impact of the structural deficit on the local economy.

Dr. Danny Ervin, Director of ShoreENERGY™ gave a preview of the upcoming Renewable Energy Conference. That conference, organized by ShoreENERGY™ and sponsored by BEACON, will be held on November 29, in the Worcester Room of the University Commons.

Mike Pennington, Executive Director of the Tri-County Council discussed the ongoing collaboration between BEACON and the Tri-County Council in updating and upgrading the Comprehensive Economic Development Strategy Plan (CEDS) for our region.

Derek Bland, the Board Chairman of the Lower Shore Workforce Alliance and President of CMG Studios, presented a preview of the online Dashboard System for Regional Business, Economic, Workforce, and Community Development Indicators he is designing jointly with BEACON.

Dr. Memo Diriker, Director of BEACON, gave an updated ShoreTrends™ presentation, concentrating mainly on demonstrating how various business, economic, and workforce development trends for the Eastern Shore differ drastically from the same trends for the State of Maryland.

Following Dr. Diriker’s presentation, there was a vigorous and fruitful roundtable discussion of the differences between the trends here versus the rest of Maryland by the participants of the event.

The participants, business and government leaders from Somerset, Wicomico, and Worcester Counties, remained behind for an hour beyond the end of the roundtable discussion to continue a number of ad-hoc discussions.

It was decided that the process started on Thursday will continue with at least two more meetings: One in November to discuss the local economic expectations form the 2007 Holiday Season, and the last one in January 17, 2008, immediately following the Annual Economic Forecast meeting at SU to develop a regional response to the State’s plan for dealing with the structural deficit.

Supporting Faculty Member, Kim Nechay

Kim R. Nechay received her bachelor’s degree in Marketing from Wheeling Jesuit University, Wheeling, WV and her Masters of Business Administration from Salisbury University, Salisbury, MD. She currently serves as the Director of Development for Salisbury University and the Assistant Director of the Salisbury University Foundation, Inc., dedicated to raising funds to enhance the educational experience at SU. Kim also serves SU as an adjunct faculty member in the Management and Marketing Department. Kim and her husband, Frank, reside in Hebron, MD with their three daughters, Hanna, Abbigal and Madilyn.
SU Makes Goodman Accounting Challenge Finals

Four SU accounting majors will represent SU at the finals of the 6th Annual Goodman and Company Accounting Challenge. The Goodman Accounting Challenge is an interactive and educational competition in which teams of four students research and present written solutions to a test that simulates real-life accounting situations.

Christopher Harper, Vincent Grey, Andrew Kehl and Ashley Stern competed in the six hour preliminary challenge on Saturday, October 13th. On October 23rd they received notification that based on their performance in the preliminary challenge, they made it to the Final Four Challenge in Norfolk on November 2nd. This year 24 teams competed in the preliminary challenge including teams from University of Virginia, Old Dominion, James Madison University, Virginia Tech, University of Richmond, Norfolk State, Longwood College, and American University, among others. Only the top four scoring teams were invited to the finals! This year we will be competing against James Madison University, Virginia Tech and University of Virginia in the six hour Final Four Challenge - Good Luck SU team members!

SHRM Etiquette Dinner

The Etiquette Dinner will be held Nov. 15, 2007 in the Worcester Room and hosted by the Perdue Business School club, SHRM (Society for Human Resource Management) in alliance with Career Services. Sign up to attend on e-recruiting, it is only $10 at the door which includes a four course meal, networking opportunities, and a speaker, "Professional" Grace Murdock. Professional attire is required and students can obtain one professional development point for attending.

Dunk Your Professor

Help The Joseph House feed the less fortunate! On Friday, November 2nd from 1:00pm-3:00 pm in Red Square.

One non-perishable item or $1.00 is good for one chance to dunk a teacher! If you can’t make this event and still want a chance to help those in need, please feel free to donate your goods at the following locations: Blackwell Library, The Commons, Holloway Hall, or any residence hall!

Non-perishable items include: Canned goods and paper products such as diapers!

*For more information please contact Katie Hartwig at 07916@students.salisbury.edu

Meet SBL Deanna Orwig

Deanna Orwig is originally from Caroline County, MD and an alumna of North Caroline High School and is working toward a dual degree in Accounting and Finance. She is currently a junior and will be graduating December 2009 with her bachelors degree. Along with her SBL position, she is also Vice President of the American Marketing Association and a member of Beta Alpha Psi. This is her first semester as a student business leader. Deanna is thankful to have this opportunity to meet and work with students as well as working with faculty and staff. Everyday she is learning more about Perdue policies, which is challenging and exciting. Deanna really enjoys helping students navigate their career and is proud of the numerous opportunities that the Perdue School has to offer.

Visit us at www.salisbury.edu/perdue
2008 Summer Term in Scandinavia

with the University of Tartu in Estonia, offers business students the opportunity to experience first-hand two of the most dynamic economies in Eastern Europe. Estonia and Finland provide a unique location to study international business in dynamic XXI century Europe.

Both undergraduate and graduate business students can apply for the program and will take BUAD 396/696: Business Study Abroad: An examination of Eastern Europe and the Baltic States in the post-Soviet era, earning 3 credits.

For more information:

Dr. Hong Yao, Global Programs Coordinator
Perdue School of Business
Phone: 410-543-6327 Email: hxyao@salisbury.edu

2008 Summer Term in Scandinavia: Estonia and Finland

Interest Meeting: November 6, 3:30pm at HH114 (please announce to your sophomore and junior classes)

The Perdue School of Business, in collaboration with the University of Tartu in Estonia, offers business students the opportunity to experience first-hand two of the most dynamic economies in Eastern Europe. Estonia and Finland provide a unique location to study international business in dynamic XXI century Europe.

Both undergraduate and graduate business students can apply for the program and will take BUAD 396/696: Business Study Abroad: An examination of Eastern Europe and the Baltic States in the post-Soviet era, earning 3 credits.

As I type this I am flying from Dalian to Shanghai. We are over Bohai Bay – Beijing is across the water to the East; Seoul, South Korea is due West. Our colleagues at DUFE send their best wishes. They are excited about the opportunities to work with us in the "1 plus 2 plus 1" program. I learned from them that we currently host our first DUFE student at the Perdue School. I encourage our faculty to seek her out and give her the support, hospitality, and friendship that is always provided to SU visitors at DUFE. This is a difficult standard to meet, but knowing my colleagues, you have probably already done so.

It is an exciting time in Dalian and at DUFE. Dalian is one of the centers of knowledge based outsourcing in China. Intel is building a major chip factory scheduled to employ 8,000 employees when fully staffed. Numerous international conferences are held here; Dalian has a world famous annual fashion trade show and many other international trade shows. The Dalian Commodity Exchange is the second largest commodity exchange, behind the Chicago Commodity Exchange. The Dalian exchange was just permitted to trade palm oil futures. DUFE is establishing a futures trading institute to take advantage of their location. While we have had complex financial instruments and commodity trading methods for years, this is all new for the Chinese - hedging and future trading are being introduced carefully.

It seems as though everyone is buying (or trying to buy) a home in Dalian. Home real estate prices have doubled in the last year and this past year was coming off of another major annual rise in housing. Without doubt the middle class are being driven out of the market in Dalian, Shanghai, and other Eastern Chinese cities. This is an interesting social problem which appears to be getting worse.

I delivered two Fulbright lectures. One was to students in a Masters of Public Administration program. I discussed the general topic of business and society with focus on the role of government in the enforcement/development of the social contract. I pressed the students on whether there was a social contract in China, what was the role of the government vis-à-vis the nascent private sector in China and related issues. I explained the many challenges in the West during the development of a mature capitalist model and queried the students as to whether they thought the Western experiences, from the late 1800’s to the present, were valuable lessons for the development of the Chinese model. It was interesting that half of the class thought that China was unique and could not benefit from an understanding of the development of the Western models.

The MPA lecture contained government officials. One stood up and questioned whether the ruling party officials had the foresight to recognize the challenges in China’s development. He and many others in various settings have expressed to me a concern with the government “monopoly” that presently exists. Another student discussed the problem of corruption in the present system. In such discussions my role is not to criticize the Chinese system but rather to discuss the issues we have experienced in our history and currently face in the West, and how we have addressed them. Thus, I ask more questions than I answer; I find it leaves the students pondering the business, government and society relationship and the concept of the social contract, if any, in China.

My other lecture was to an undergraduate School of International Business class. This is our sister school. I discussed the regulatory environment for U.S. business and how it extended to doing business in China, with particular emphasis on the Foreign Corrupt Practices Act and Sarbanes-Oxley Act. The audience was similar to any undergraduate class with a few students who were very interested and others appearing less interested. To ensure that they all were entertained I discussed how much money various professions earned in the U.S.; this is always a good topic to entertain Chinese students.

My family and I were also provided a tour of Dalian by my friend Lu Hong, Human Resources Director for Pfizer China. I met Lu during my first visit with Dick Hoffman and Jim Quan. Lu co-taught a HRM case study in a full day class I taught with Dr. Yao at DUFE. In preparing and co-teaching with me, Lu and I developed great respect for each other’s HRM experience.

Lu has a 10 year old daughter so we decided that our daughters must meet and have a play date. After a wonderful tour of Dalian, we returned to Lu’s house and shared tea as our kids played at the community playground. In business and cultural readings on China they say that one should not expect to be invited into a Chinese home; many talk of how they have known colleagues for years and never been invited to their home. Thus, my family and I were honored by Lu’s invitation.

The family also made it to a Chinese bathhouse (a truly Chinese experience recommended for those who enjoy walking around naked) and watched the Chinese version of a polar bear club take its daily morning swim.

When I advised my hosts of Ying Wu’s prestigious teaching award I was pleased to learn that word had already gotten back to DUFE, more evidence that the world is flat. I am pleased to report that Tylor Claggett is fondly remembered for his excellent teaching over the past summer at DUFE.