

Money, Money, Money, Money *Consulting and Paid Service in USM's College of Business*

This report examines the *consulting* and *paid service* that faculty in the CoB are performing, at least according to their own SEDONA files (as of May 2007). As you will see below, some of the CoB's least research-active faculty are engaging in significant amounts of consulting and paid service, all of which enhances their (in some cases bloated) USM salaries. At the bottom of each consulting/paid service bio below, we provide salary data for 2006-07 along with a projected salary for 2007-08. Enjoy.

Marvin Albin

As you will see below, associate professor of accounting Marvin Albin seems to easily find the time for consulting work, even though he can't seem to manage to produce any refereed scholarship or maintain his CPA license.

Consulting

2005: East Mississippi Professional Development Association, The New Peer Review Standards
2005: Nicholson and Co., CPA's, Provided letter on sampling techniques and data bases for sampling in connection with court case.
2004: Nicholson & Co., CPA's, SAS 99
2004: East Mississippi Professional Development Association, SAS 99
2003: Nicholson & Co., CPA's, The Sarbanes-Oxley Act
2003: East Mississippi Professional Development Association, The Sarbanes-Oxley Act

Whether it's working for (Carl) Nicholson & Company or **driving to the CoB all the way from Navarre, FL**, Albin seems to find the time for anything *but* helping the SAIS retain its separate accounting accreditation. As indicated above, Albin maintained six (6) separate consulting entries on his SEDONA vita over the 3-year period 2003-05 alone.



Marvin Albin

Let's Talk Bank

2006-07 Salary
\$78,698 [9-mo.]

2007-08 Salary – Projected
\$82,633 [9-mo.]

Mary Anderson

As shown below, the relatively new, *untenured* assistant professor of accounting Mary Anderson isn't shy about doing consulting.

Consulting

2001-2006: SJMF Investments, Income Tax Consulting
2001-2006: Abatement Contractors of Mississippi, Inc., Accounting and Tax Consulting

One might have thought that she would shy away from such extra-curricular activity in the formative years of her academic year (at USM). Not so.



Mary Anderson

Let's Talk Bank

2006-07 Salary
\$91,206 [9-mo.]

2007-08 Salary – Projected
\$96,678 [9-mo.]

Cherylynn Becker

The insert below brings up the bad memory of the CoB's, and USM's, loss of the Charcoal Room – the restaurant laboratory for tourism management majors that once resided on campus.

Consulting

2006: Mississippi Tourism Association, Provided education and training for group of 20 managers in the Mississippi area to become certified as Tourism Professionals.

In fact, the meals offered by the Charcoal Room were such a good deal that local business leaders and philanthropists would hold “working lunches” there. In other cases, one might encounter locals simply having a nice, leisurely dining experience. Well, sources indicate that Becker came into town in April of 2005 and began an incessant bad-mouth campaign against the CR, which eventually closed its doors. From the entry above, it seems that she has plenty of time to earn a little bank on the side, though there was never time or interest for the Charcoal Room.



Cherylynn Becker

Let's Talk Bank

2006-07 Salary
\$89,216 [12-mo.]

2007-08 Salary – Projected
\$??,??? [9-mo.]

George Carter

The insert below reminds us of the CoB's most famous consultant, EFIB Chair George Carter:

Consulting

1994-2006: Mississippi Consulting Group, Inc., Forensic Economics Reports and Testimony:
Personal Injury, Wrongful Death, Hedonic Damages, and Statistics

A number of reports have been generated from information about Carter's affiliation with his own Mississippi Consulting Group, Inc., as well the Forensic Economics Corporation out of Louisiana. For more on those, visit Carter's link in the "Archives" section of www.usmnews.net.



George Carter

Let's Talk Bank

2006-07 Salary

\$125,969 [12-mo.]

2007-08 Salary – Projected

\$131,469 [12-mo.]

John Clark

Yet another *untenured* faculty member joins the consulting train. This time it's associate professor of finance, John Clark, who is the first to submit something in the somewhat oxymoronic category of "paid service."

Consulting

2005: Financial Planners, Investment advice for fee-only financial planners. Provided asset allocation advice for multiple clients.

2005: Becker/Convisor/Stalla CFA, Review course evaluator

2002: Pass Pro for the CFA, Named to the Board of Experts

1998: Air-O-Later, Inc., General Consulting

Paid Service

2004: Southeast Mississippi Rural Health Initiative, Presented a seminar on Current Issues in Personal Financial Planning

One can't help but wonder if the entries above help explain Clark's preferential teaching schedules throughout his time in the CoB.



John Clark

Let's Talk Bank

2006-07 Salary

\$103,239 [9-mo.]

2007-08 Salary – Projected

\$110,466 [9-mo.]

Donna Davis

Given her weak research record, the 2002-2004 lines below for MIS professor Donna Davis are disconcerting to say the least.

Paid Service

- 2007: Southwestern publishers, Reviewed selected chapter of a proposed new systems analysis textbook
- 2006: Prentice-Hall publishers, Reviewed all components of a new systems analysis text book
- 2004: D3 Software Developers, Vice President of a software consulting and development firm with annual billings of over \$150,000. Required development of statement of work, negotiation of contracts and client trouble-shooting. Clients were fortune 500 companies.
- 2003: D3 Software Developers, Vice President of a software consulting and development firm with annual billings of over \$150,000. Required development of statement of work, negotiation of contracts and client trouble-shooting. Clients were fortune 500 firms.
- 2002: D3 Software Developers, Vice President of a software consulting and development firm with annual billings of over \$150,000. Required development of statement of work, negotiation of contracts and client trouble-shooting. Clients were fortune 500 firms. Products were middle-ware componets of large distributed systems.

The newly-appointed AACSB Assurance of Learning Coordinator (AOLC), who can barely keep herself “Academically Qualified” (AQ), somehow finds the time to be VP for a software consulting firm that bills over \$150,000 per year.



Donna Davis

Let's Talk Bank

2006-07 Salary
\$92,173 [9-mo.]

2007-08 Salary – Projected
\$95,860 [9-mo.]

David Duhon

People that use a so-called “letter of agreement” to get a promotion, as did management professor David Duhon in 2005-06, have no business engaging in outside consulting. But, as the USMNEWS.NET report “Sin or Sinner?” pointed out, it’s nobody’s business what the CoB’s “chosen ones” are allowed to do.

Consulting
2005: Pine Belt Mental HealthCare Resources 2000-05, Consultant for Assessment and the Performance Appraisal System

One can’t help but wonder what Pine Belt Mental HealthCare Resources was charged for “Assessment and the Performance Appraisal System” that Duhon provided. As one source stated, they (PBMHR) should know that he had to “go around” the CoB’s own system – *Enhancing Faculty Productivity* – to get a favorable review.



David Duhon

Let's Talk Bank

2006-07 Salary
\$90,014 [9-mo.]

2007-08 Salary – Projected
\$94,515 [9-mo.]

James Henderson

Notoriously known around Hattiesburg as the CoB’s always-golfing professor, accounting professor James Henderson is somehow finding time to consult, as the insert below shows:

Consulting
2005: Alpha Gamma chapter of Delta Kappa Gamma, Analysis of cash flow for the years 1985 to 2003.
2005: Imperial Western Products

How is that? It’s hard to imagine, as it is hard to imagine why \$112,360 per year isn’t enough.



James Henderson

Let's Talk Bank

2006-07 Salary
\$112,360 [9-mo.]

2007-08 Salary – Projected
\$115,731 [9-mo.]

Tony Henthorne

Now that he is (at least nominally) “in charge” of somewhere between 20 and 30 CoB faculty, will marketing professor, and new Chair of Tourism Management **and** Management & Marketing, Tony Henthorne be able to continue the kind of consulting activity you see below?

Consulting

- 2006: Forrest General Hospital, Ongoing research pertaining various facets of customer satisfaction, 1997-present
- 2006: Sandals Resorts International, Management training, 1995-present. Seminars and program development focusing on enhancing customer service and customer satisfaction (Jamaica, Antigua, St. Lucia, Bahamas, Cuba)
- 2005: Cuban Hotel Association/Formatur, Management training seminars focusing on the enhancement of selling skills and customer service (Cuba), 1999-present

Maybe not the Forrest General Hospital stuff, but you can be he'll figure out a way to make time for Sandals Resorts International. Jamaica, Antigua, St. Lucia, Bahamas, Cuba – just another day in paradise.



Tony Henthorne

Let's Talk Bank

2006-07 Salary
\$89,216 [9-mo.]

2007-08 Salary – Projected
\$115,769 [12-mo.]

Stanley Lewis

His SAIS is in AACSB disarray, he's not academically qualified himself, yet nothing seems to stand in the way of MIS professor Stanley Lewis' pursuit of "bank" as the insert below shows:

Paid Service

- 2006: Entrepreneur, Have owned several small corporations for 20 years with e-business based applications.
- 2006: CPA Firm, Active CPA practice since 1977.
- 2006: Computer Consulting & Small Business Services, Since 1994 have operated as a computer and small business consultant through private corporation with clients in business classifications including clinical psychologists, retail, horse breeding, oil & gas, and utilities. Qualified as expert witness for court appearance involving litigation related to computer-based tax evasion and financial fraud.
- 2005: Small Business Development Center, From 1999 to 2005 served as a Certified Small Business Administration advisor through the USM Small Business Development Center. Received 2002 recognition as Accounting Advocate of the Year in the state of Mississippi from the SBA.

Sources tell USMNEWS.NET that a number of CoB faculty were told by former CoB Dean D. Harold Doty to close out their consulting efforts at the end of 2006-07 in order to build up their research programs. We can't help but wonder: Did Lewis get the message?



Stanley Lewis

Let's Talk Bank

2006-07 Salary
\$???,?? [12-mo.]

2007-08 Salary – Projected
\$???,?? [?-mo.]

Roderick Posey

Easily the most troubling case of the lot is accounting professor Roderick Posey. He doesn't have time to research, yet he claims to have "more than 100" publications, and he still finds time to engage in both consulting and paid service (see below).

Consulting

- 2006: University of Southern Mississippi, GASB 42 and Hurricane Katrina Losses
- 2006: I Care Ministries of Silver Creek, Advantages and Disadvantages for a Church establishing a separate Not-for-Profit Corporation
- 2004-2006: University of Southern Mississippi, Statement of Cash Flow
- 2003: University of Southern Mississippi, Statement of Cash Flows

Paid Service

- 2004-2005: RB Posey, CPA, Tax Preparation and Writeup work

Sources tell USMNEWS.NET that Posey is also a church pastor. This is all too interesting. With the SAIS' AACSB accreditation prospects in deep trouble, at least partly due to Posey's tenure as SAIS Director, we wonder what USM's new president will think of all this.



Roderick Posey

Let's Talk Bank

2006-07 Salary
\$???,?? [9-mo.]

2007-08 Salary – Projected
\$???,?? [9-mo.]

Robert Smith

Has anybody seen associate professor of accounting Robert Smith since the summer of 2006? No? Perhaps we should check with KPMG's Risk Advisory Services group and see if he's okay.

Paid Service

2004-2006: KPMG LLP, Risk Advisory Services

If you see Robert any time soon, please contact USMNEWS.NET and let us know.



Robert Smith

Let's Talk Bank

2006-07 Salary
\$94,639 [9-mo.]

2007-08 Salary – Projected
\$97,478 [9-mo.]