

Special Report

Is Michael Wittmann Earning More Than \$100,000?

An Investigative Series on CoB Faculty Salaries

This Special Report re-visits the 2006-07 starting salaries data obtained by usmpride.com through an open records act request. The data obtained from USM's Human Resource Department is presented below:

NAME	DEPT	SALARY	FRINGE AMOUNT	TITLE
Canterbery, Ray	Economics, Finance, and International Business	\$80,000	\$19,808	Scholar in Residence
Dakhliia, Sami	Economics, Finance, and International Business	\$71,000	\$18,105	Assistant Professor
Davis, Lizhu	Management, Marketing, and Fashion Merchandising	\$55,000	\$14,850	Visiting Asst. Professor
Green, Evelyn	Tourism Management	\$46,000	\$12,880	Visiting Instructor
Haggard, Dana	Management, Marketing, and Fashion Merchandising	\$78,000	\$18,720	Assistant Professor
Haggard, K. Stephen	Economics, Finance, and International Business	\$97,500	\$23,400	Assistant Professor
Hood, Matthew	Economics, Finance, and International Business	\$97,500	\$23,400	Assistant Professor
Lambert, John	Economics, Finance, and International Business	\$65,000	\$16,900	Visiting Asst. Professor
Marvasti, Akbar	Economics, Finance, and International Business	\$80,000	\$19,808	Associate Professor
Shi, Weihua	Economics, Finance, and International Business	\$69,884	\$17,471	Visiting Asst. Professor
Wittman Jr, C. Michael	Management, Marketing, and Fashion Merchandising	\$85,000	\$20,400	Assistant Professor

As the table above points out, newly hired assistant professor of marketing C. Michael Wittmann, Jr., received a starting salary of \$85,000 for the 2006-07 academic year. A recent report at usmpride.com indicated that Wittmann was also named the Max Draughn Distinguished Professor of Pharmaceutical Sales. An excerpt from that report is inserted below:

The CoB's Named Professorships, 2006-07

A Look at the Record

CoB Named Professors & Their Research Records					
	EBSCOhost 2003-2005				2006
	A-Level	B-Level	C-Level	Other	RR
Draughn Professor					
Wittmann, Mike	0	0	0	2	[-]

Note: The number in brackets on the right are each person's position in the 2006 Raise Ranking (RR). Zaher Hallab (BAC Professor) and Brigitte Burress (Partnership Society Professor) are not included in the table above because their disciplines (TM and FM, respectively) are new to the CoB and no journal rankings for either are contained in *Enhancing Faculty Productivity*.

Wittmann's selection to receive the Draughn Professorship raises the question: How much is Wittmann being compensated in 2006-07 as an assistant professor of marketing?

If Jim Crockett's compensation as the (former) Morgan Professor of Accounting is an indication, Wittmann may be receiving a salary supplement approximately equal to the full-time summer pay for assistant professors. That indication comes from a separate report at usmpride.com entitled "A Year in the Life of the Morgan Professorship," wherein it was reported that Crockett received about \$11,200 in salary support, and an additional \$6,700 (approx) in research support from the Morgan Professorship. These numbers date back almost 10 years as the insert below, taken from that separate report, shows.

A Year in the Life of the Morgan Professorship

A Look at Jim Crockett's Expenditures, 1998-1999

<u>Date</u>	<u>Description</u>	<u>Expense</u>
13-Jul	MSCPA dues	\$ 70.00
Aug-98	Operation Pretense	\$ 391.82
Aug-98	Notecards	\$ 111.08
Aug-98	AICPA dues	\$ 95.00
Aug-98	IIA Dues	\$ 45.00
Aug-98	Wall Street Jrnl	\$ 299.00
Sept-98	AAA Reimbursement	\$ 400.50
Sept-98	labels for mailout	\$ 80.00
24-Sep	envelopes	\$ 29.10
1-Oct-98	Operation Pretense	\$ 84.74
Dec-98	Operation Pretense	\$ 123.91
Dec-98	Journal of Accounting Ed	\$ 90.00
Feb-99	Operation Pretense	\$ 380.25
Mar-99	Operation Pretense	\$ 130.37
Mar-99	SWFAD	\$ 776.18
Apr-99	SEAAA	\$ 776.21
Apr-99	MSCPA Annual Mtg	\$ 275.00
May-99	Operation Pretense	\$ 323.00
Jul-99	MSCPA Convention	\$ 1,031.10
Jul-99	Salary	\$11,210.00
Jun-99	Operation Pretense	\$ 260.70
Jun-99	British Studies	\$ 900.00
Jul-99	MSCPA dues	<u>\$ 70.00</u>
		\$17,952.96

<u>Dues</u>	<u>Conventions</u>	<u>Operation Pretense</u>	<u>Salary</u>	<u>British Studies</u>
\$280	\$3,258.99	\$1,694.79	\$11,210	\$900

The full-time summer teaching pay rate for assistant professors is \$9,250. Thus, Wittmann's salary may be \$94,250. Investigators at usmpride.com consider this the low end of what Wittmann's 2006-07 (starting) salary might be, given a few additional considerations:

- The Morgan Professorship data pertaining to Crockett are somewhat dated, going back to the 1998-99 academic year.

- The size of the Draughn endowment would likely support a much larger level of research and salary supplements than any of the CoB's other professorships, which includes the Morgan Professorship.

Given these considerations, it is possible that at least another \$5,750 is in the salary supplement for the Draughn Professorship, creating a total supplement that is at least \$15,000. In that case, Wittmann's 2006-07 (starting) salary would be at least \$100,000. If so, Wittmann's starting salary would be the highest for an assistant professor in the history of the College.