In 2003, the Willard and Pat Walker Charitable Foundation pledged $8 million to the Sam M. Walton College of Business to construct a new building to house the Graduate School of Business and several Walton College outreach centers. The building is named Willard J. Walker Hall in honor of the late Willard Walker, a leader in the development of Walmart.

Walker was the first manager of Sam Walton’s Five and Dime on the Fayetteville Square. Based on Sam Walton’s promise that he would receive a share of the store’s profits, Walker moved from Tulsa to Fayetteville. To ensure the store’s success, he worked half days for free and slept on a cot in the storeroom until the store opened.

His investment of time and effort paid off; sales the first year were $90,000. When Walmart went public in 1970, Walker bought as much stock as he could by getting loans from local banks. In his autobiography, Sam Walton wrote: “Willard was the most skillful at getting money. He would cultivate the guys who ran the banks, and they’d let him have what he wanted. Consequently, he realized fabulous returns on it. He had more ownership than any of the managers.”

Without the vision and risks of managers and investors like Willard J. Walker, who retired in 1972, it has been said Walmart would not be the world’s largest company today.

Willard and Pat Walker, leaders in many northwest Arkansas civic and professional organizations, are known and appreciated throughout the State of Arkansas for their generosity.
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Willard J. Walker Hall
Building Facts

- Began planning in 2000
- Began construction in fall 2005
- Topping Out ceremony on April 21, 2006
- Completed in summer 2007
- Four-building business campus (Business Building, Donald W. Reynolds Center for Enterprise Development, Willard J. Walker Hall, and J.B. Hunt Transport Services, Inc. Center for Academic Excellence) joined by Linda Sue Shollmier Plaza
- Contractor: CDI Contractors LLC, Little Rock, Ark.
- Building size: 77,760 square feet
- Building cost: $22 million
- Building height: 87'-0" from the basement floor to the top of the parapet
- 28,000 square feet of burnished block for the building exterior
- 9,000 square feet of aluminum composite panels on building exterior
- 14,400 square feet of glass
- 645 tons of steel
- 2,050 cubic yards of concrete
- 19 miles of audio/visual cabling
- Accommodates the Graduate School of Business, Career Development Center, Center for Business and Economic Research, Center for Retailing Excellence, Supply Chain Management Research Center, John H. Tyson Center for Faith and Spirituality in the Workplace, and Global Financial Markets Trading Center

- Named Spaces—
  § First Security Bank Auditorium
  § H.L. Hembree III Room
  § Wal-Mart Executive Boardroom
  § George W. Edwards Jr. Career Center Suite
  § Walter B. Cole Café
  § Edward M. Penick Sr. and Evelyn W. Penick Trading Studio
  § Larry Crain Family Trading Studio
  § Kenny Landgraf Business Strategy Room
  § The Gregory W. and Hannah F. Lee Classroom
  § The Mark and Dayna Sutton Classroom
  § AT&T Graduate Student Case Study Classroom
  § MAcc Program Meeting Rooms (The Roy and Christine Sturgis Charitable and Educational Trust)
  § Sunthorn Arunanondchai Room
  § David C. McDonald, Mark L. Townsend, Jane Rich McDonald, D. Kirk McDonald Graduate Student Study Room
Facility Usage

Willard J. Walker Hall provides an environment of state-of-the-art technology and exceptional facilities to support the delivery of programs that enhance the education of business students while serving the business community. Walker Hall, a choice venue for Walton College, University of Arkansas, and community activities, houses the Career Development Center, Center for Business and Economic Research, Center for Retailing Excellence, Global Financial Markets Trading Center, Graduate School of Business, Supply Chain Management Research Center, John H. Tyson Center for Faith and Spirituality in the Workplace, First Security Bank Auditorium, Walter B. Cole Café, and multiple meeting spaces and graduate and undergraduate classrooms.

Walker Hall is utilized for classes, training events, guest speakers, educational and research activities, panel discussions, receptions, lunches, and meetings. The facility has been managed by the Center for Management and Executive Education since November 2009. Walton College and University of Arkansas departments and units, the business community, and civic and industry organizations took advantage of the facility’s amenities.

<table>
<thead>
<tr>
<th>Usage</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>November 1, 2009-June 30, 2010</td>
<td></td>
</tr>
<tr>
<td>Walton College – 1,267.75 hours</td>
<td></td>
</tr>
<tr>
<td>University of Arkansas Community – 310 hours</td>
<td></td>
</tr>
<tr>
<td>Business Community – 11.5 hours</td>
<td></td>
</tr>
<tr>
<td>Total Usage – 1,589.25 hours</td>
<td></td>
</tr>
<tr>
<td>Revenue – $19,461.75</td>
<td></td>
</tr>
</tbody>
</table>

Significant activities hosted in Walker Hall included:

- New Student Orientation
- Allied Healthcare Programs’ summit for U.S. colleges
- University Advancement board meetings
- Speaker events and banquets
- University of Arkansas Facilities Management training sessions

Between November 2009 and July 2010, over 400 events were hosted. Clients included Beta Alpha Psi, Center for Business and Economic Research, Center for Retailing Excellence, Diversity Programs, Garrison Financial Institute, Supply Chain Management Research Center, University of Advancement, Facilities Management, Mathematical Sciences, and Walton College academic departments and External Relations.
Career Development Center

The George W. Edwards Jr. Career Center Suite, housed on the second floor, contains a reception area, conference room, interview/meeting rooms, lounge, and staff offices. The Center provides business students with career advising, career fairs, employer/student networking events, workshops and seminars, and job shadowing, as well as professional development opportunities. While serving undergraduate and graduate business students, the Center also provides recruiting and job posting opportunities to employers.

Placement Highlights

Undergraduate Placement, Fall 2009–Spring 2010
• Seventy-seven percent of job-seeking graduates were employed at graduation.
• Seventy-six percent were employed in the south (including 73 percent in Arkansas), 18 percent in the southwest, three percent in the midwest, two percent in the west, and one percent in the northeast.
• Thirty percent will pursue advanced degrees.
• Average salary was $46,332 for undergraduate business majors.
• Eighty-four percent of students employed or continuing education utilized a Center service.

Full-time MBA Graduate Placement, Spring 2010
• Eighty-three percent of job-seeking graduates were employed at graduation.
• Seventy-six percent were employed in Arkansas.
• Average salary of those employed at graduation was $64,604.
• High salary was $77,000; low was $37,440; median was $70,000.
• Compared to salaries upon entry, average salary increase was $30,154—a 87.529 percent average increase.
• Ten percent of graduates continued their education.
MBA Internships, Summer 2010

- Internships or study abroad experiences are components of the MBA degree program.
- Eighty-nine percent participated in a summer internship.
- Average internship salary was $17 per hour—$6,800 for the 10-week internship.

Leadership Walton

This program develops skills in career, professional, and leadership arenas, while providing an understanding of challenging work environments. In its fourth year, 507 students (of which, 211 began in fall 2010) participate in the program. To date, 53 students have completed the program; 50 more will finish in May.

Career Closet

Realizing the financial burden for students with limited financial resources to acquire business attire for interviews and jobs, the Career Closet was created through donations from faculty, staff and business associates. Over 1,200 business and business casual clothing items have been donated.

Business students can receive up to four individual apparel items (ties, shirts, blouses, skirts, and/or shoes) per semester or one suit during an academic year. Since its opening in fall 2010, over 220 students have received 179 items with an estimated resale value of $4,000.
Global Financial Markets Trading Center

The state-of-the-art Trading Center provides a vital link between the classroom and the boardroom. Equipped with 60 professional computer workstations, an electronic ticker displaying live stock prices, trading simulation software, and Bloomberg terminals with real-time and historical financial data, students use the latest software and market data to learn finance. With this year’s purchase of one additional Bloomberg terminal, a two-year donation of 12 terminals—valued at $228,960 per year and $457,920 over the two-year period—was secured. Additionally, a two-day Bloomberg certification course provided system expertise and year-long support to students, giving them an advantage in today’s job market.

The Trading Center allows students access to the technological frontier of business education. Tapping into global markets in this sophisticated multimedia complex with advanced video presentations and broadcast capability gives students access to the dynamic world of trading and risk management. This exposure significantly enhances the financial education of students and benefits the business community.

Students manage five funds—Rebsamen Fund, an undergraduate hybrid fund of $1,009,000; the $230,000 Shollmier Fund, a hybrid fund managed by MBA students; the Arvest Fixed Income Fund of $5 million of Arvest Bank capital; and two other accounts of $5 million and over $221,000. These funds total almost $10 million.¹

With the advantages achieved through “hands-on” experiences such as student-managed funds, Bloomberg certification, and Chartered Financial Analyst certification, undergraduate finance majors earn $49,765 in average starting salary, compared to $46,332 for all business majors.

¹ Represents approximate value as of June 30, 2010.
Graduate School of Business

In 2007, the Graduate School of Business (GSB) and many graduate business courses moved into the newly-opened Walker Hall. Architects designed the contemporary building with cutting-edge technologies, sustainable building techniques, and ample meeting spaces for graduate programs. Staff offices are located on the third floor, with graduate classrooms, team rooms, project rooms, break room, and lounge on the fourth floor. Accessible to graduate students 24 hours a day, Walker Hall provides an unparalleled learning environment for students serious about business.

In 2006, the GSB redesigned its MBA programs to give students an applied understanding of the retail and consumer packaged-goods industry. Career tracks in retail marketing, entrepreneurship and innovation, supply chain management and financial management are offered.

Paralleling the rankings of Walton College undergraduate programs, MBA programs are now ranked among the nation’s best public graduate business programs. *U.S. News & World Report*’s 2011 edition of “America’s Best Graduate Schools” ranked both the full-time and part-time managerial programs in 25th place among public graduate business schools and 50th and 51st respectively among both public and private business schools. The program was previously recognized in 2005, when it was ranked 45th among public business schools. This ranking is a bonus for business students, many of whom are taking time in this economy to return to school and increase their skills and knowledge.

Partners in the business community provide support and internships to enrich both MBA programs. Noteworthy is a diversity initiative with the George Washington Carver Project, which provided Carver Project students an internship with the City of Fayetteville. Undergraduate students participating in the project were placed on a team with MBA students who mentored them as they worked on assigned areas. The ultimate goal is to encourage minority application and enrollment in the MBA program.

### Masters and Ph.D. Graduates – Five Year Trend

<table>
<thead>
<tr>
<th>Program</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
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<tbody>
<tr>
<td>Master of Accountancy</td>
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<td>28</td>
<td>18</td>
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<td>12</td>
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<tr>
<td>Master of Information Systems</td>
<td>9</td>
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<tr>
<td>Master of Transportation Logistics</td>
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<td>Professional Master of Information Systems</td>
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<td>Ph.D.</td>
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<td>Total</td>
<td>167</td>
<td>158</td>
<td>124</td>
<td>143</td>
<td>168</td>
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Outreach Centers

The Walton College’s 11 outreach centers provide a vital link to the business world and are a resource for students interested in learning more about a specific industry. Centers located on the fifth floor of Walker Hall include the Center for Business and Economic Research, Center for Retailing Excellence, Supply Chain Management Research Center, and John H. Tyson Center for Faith and Spirituality in the Workplace.

The **Center for Business and Economic Research** provides applied economic and business research to federal, state, and local governments, as well as to businesses operating in the state. For example, the “Skyline Report,” sponsored by Arvest Bank, provides data on northwest Arkansas residential, multifamily, and commercial real estate markets. In 2010, Center researchers gave live and teleconference presentations about the Arkansas economy to over 4,755 people. The presentations were held in Northwest Arkansas, Little Rock, and the River Valley, and from Russellville to Heber Springs.

Noteworthy projects included:
- Business Forecast Luncheon, which features internationally-acclaimed economists, annually attracts approximately 1,000 area business and community leaders.
- Quarterly Business Analysis breakfasts focus on recent data and trends and provide timely insights into the local, state, and national economies.
- Arkansas Economic Issues breakfast series, which relied on video conference technology to address economic issues common to all regions, was presented in conjunction with the University of Arkansas Little Rock, University of Arkansas Fort Smith, University of Arkansas Pine Bluff, University of Arkansas Monticello, Southern Arkansas University, and Arkansas State University.

Kathy Deck, director, was profiled in March 2010 by *Arkansas Business* as one of 20 “Arkansas Women of Influence.” Deck also served on a Northwest Arkansas Council steering committee to develop the Northwest Arkansas Economic Development Strategic Plan.

The **Center for Retailing Excellence** promotes student awareness of opportunities in retailing and increases student viability in the workforce. Through the support of its Board, $98,500 in study abroad, freshman diversity, and discretionary scholarships were funded, as well as $10,000 to student organizations, SIFE and SAKE. Board support also provided $25,000 in faculty research grants; an independent study program in Australia; and an Arkansas World Trade Center intern, who accompanied the director of Latin American Trade Development and Arkansas Farm Bureau “Young Ranchers and Farming Leaders” on a trade promotion trip to Washington, D.C.
Claudia Mobley, director, was appointed president of the American Collegiate Retailing Association and was named to the National Retail Federation Foundation executive board. She also represented Walton College as a Vital Voices corporate ambassador at the Association of Algerian Managers and Entrepreneurs Conference in Algeria.

The Supply Chain Management Research Center serves as a link between private sector and University resources. Over 50 companies were represented at the annual conference, “Best in Market Supply Chains Trump World-Class Everytime,” to learn from industry leaders and Walton faculty. Proceeds from the conference were used to award $2,400 in student scholarships.

A Walton College undergraduate case team placed second out of 15 teams in the Operation Stimulus case competition in Denver, Colo. Four undergraduate students also competed in the University of Florida Logistics Competition.

The Walton College undergraduate transportation and logistics program ranked 10th, and the graduate program ranked 15th, among public universities in the U.S. News & World Report’s annual rankings of supply chain programs.

This was the start-up and formation year for the John H. Tyson Center for Faith and Spirituality in the Workplace. A new area of study and practice in management, a few universities have academic centers that focus on faith and spirituality in the workplace, but this is the first in a public university. An MBA course, “Careers, Vocation, and Calling,” was designed and taught, and the “Leadership, Faith and Spirituality” certificate program for managers, coaches, consultants, and workplace chaplains began in fall 2010.

Judith Neal, director, spoke at an international spiritual conference in Lisbon, Portugal, and presented research papers at the Western Academy of Management, Eastern Academy of Management, National Academy of Management, and Organizational Behavior Teaching Conference. Additionally, she had several chapters published in forthcoming books and received a book contract with Gower Publishing in the United Kingdom to co-author The Spiritual Side of Project Management.

The Centers regularly utilize the First Security Bank Auditorium, H. L. Hembree III Room, Wal-Mart Executive Boardroom, and other Walker Hall facilities for guest speakers and networking events to connect students with business leaders.
**Walter B. Cole Café**

Walter B. Cole Café, funded by a gift from Byron and Carol Cole Eiseman, provides a place for students, faculty, and community members to meet, socialize, or enjoy a snack or meal. It is central to the building and extends an image of warmth, vitality, and enjoyment.

One of the first four faculty members, Walter B. Cole joined the School of Business Administration (now Walton College) in 1926. As the first accounting professor and chair of the department for 10 years (1947-1957), he served the College for 43 years. Leaving a legacy of high academic standards and innovation, in 1953, Cole pioneered the use of computers as a teaching tool. The Walter B. Cole Chair in Accounting was established in his honor in 1976.

**Linda Sue Shollmier Plaza**

Linda Sue Shollmier Plaza, funded by a 2001 Christmas gift from Ken Shollmier and family to Linda Sue, connects a four-building complex supporting multi-disciplinary collaboration and networking. Shollmier Plaza connects the J. B. Hunt Transport Services, Inc. Center for Academic Excellence; Business Building; Donald W. Reynolds Center for Enterprise Development; and Willard J. Walker Hall.

It is the ideal setting for the annual Walton College Block Party, welcoming students and faculty back to campus, and celebrations such as the College’s ranking of 24th place among the nation’s top public undergraduate business schools by *U.S. News & World Report*.

The inviting, beautifully landscaped area, with its green space and soothing sounds of the fountain, is enjoyed by students, faculty, and staff while studying, socializing, or relaxing between classes.
**Naming Opportunities**

Walker Hall is designed to encourage the exchange of ideas and provide opportunities for interaction among the business community, students, and faculty, while providing vibrant gathering spaces and community areas. State-of-the-art facilities are an integral part of providing a nationally-competitive business education. Facilities help attract and recruit top faculty and students, and they contribute significantly to the overall academic experience. The quality of facilities is also a metric in many global and national business school rankings.

We are immensely grateful to our alumni and friends who have provided financial contributions for the construction and maintenance of Willard J. Walker Hall and Linda Sue Shollmier Plaza. These gifts have significantly impacted—and will for years to come—business education at the University of Arkansas.

Several naming opportunities are still available in this exceptional facility. A "naming" gift for Walker Hall will leave a legacy that enhances educational opportunities and experiences of business students.

- Student Forum $3 Million
- Global Financial Markets Trading Center $2 Million
- Center for Retailing Excellence Suite $500,000
- Center for Business and Economic Research Suite $500,000
- Graduate Student Study/Library $500,000
- Graduate School of Business Office Suite $500,000
- 150-Seat Undergraduate Classroom $500,000
- 75-Seat Undergraduate Classroom (2) $250,000
- Graduate Student Case Study Classroom $250,000
- Undergraduate Lounge and Study $250,000
- Eastern Terrace Gathering Area $100,000
- Industry Project Partnering Rooms (4) $100,000
- Business Strategy Meeting Room $ 75,000
- Team Meeting Rooms $ 50,000

A valuable addition to the Walton College’s facilities, Willard J. Walker Hall will accommodate anticipated growth as the College achieves a leadership position among the nation’s top public business programs. Those who provide naming gifts will forever be associated with a college and facility that are dedicated to educating the next generation of business leaders, whose economic and cultural influence will be felt at the state, national, and global levels.

For information, contact Katy Nelson, Director of Development, in the Sam M. Walton College of Business Office of External Relations at (479) 575-6146 or knelson@walton.uark.edu.
U.S. News & World Report’s “America’s Best Colleges” ranked the Walton College 24th among public business schools. Since the 2005 rankings, Walton College has been in the top 25 public business schools, as well as in the top 45 public and private.

The undergraduate Supply Chain program was ranked 10th, and the graduate program was ranked 15th.

U.S. News & World Report’s “America’s Best Graduate Schools” for 2011 ranked both the full-time MBA and Managerial (part-time) MBA programs 25th among the nation’s public graduate business schools.

Business Week ranked the Managerial MBA program 26th among public MBA programs. The Walton College program ranked 1st among Southeastern Conference schools.

The Aspen Institute Center for Business Education listed the Master of Business Administration program in the top 100 programs in 24 countries worldwide.