

**SAM G. BERRY, DBA
VITAE
August, 2014**

ADDRESS: 1104 Harbor View Road
Charleston, SC 29412

E-MAIL: berry1104@comcast.net

EDUCATION: Doctorate of Business Administration, 1976
Florida State University
Major : Finance, Minor: Management
Dissertation Topic: "An Economic/Environmental
Industry Selection Process"
MBA, Finance, Florida State University, 1968
B.S., Business Pre-Law, FSU, 1967

MILITARY: Completed USAF Navigator Training and Commissioned
February 16, 1961. Served as Navigator, air refueling
tankers until August, 1965. Final rank, Captain

FINANCE COURSES TAUGHT:

GRADUATE

Cases in Finance, MBA Core Course
Real Estate Finance and Investments
Financial Management, MBA Foundation Course
Developed and Taught Corporate Finance Topic Modules in the
VCU Executive MBA Program
Financial Institutions

TELEPHONE, CELL AND FAX:
843.762.7880, 843.425.6452, FAX 843.762.9022

PERSONAL DATA:

born June 11, 1940
US citizen, good health, no disabilities

EMPLOYMENT HISTORY:

August, 1971 to July, 1996:
School of Business
Virginia Commonwealth University
1996/1997: Consulting, Corporate Training
1997/1998: Visiting Professor of Finance,
Bentley College, Waltham, MA
1998 to 2001: Visiting Professor of Finance
University of Richmond
2001 to 2005: Visiting Professor of Finance
College of Charleston
2005 to present:: Visiting Professor of Finance
The Citadel

UNDERGRADUATE

Financial Management
Advanced Financial Management
Finance Seminar/Cases
Principles of Real Estate
Investments
Venture Capital

INTERNATIONAL TEACHING: with the Tulane University International Executive MBA Program

Universidad del Carmen February and March, 1998
Ciudad del Carmen, Campeche, Mexico

Advanced Finance
Lecture and Cases in Finance

Fudan University August, 1998
Shanghai, China

Advanced Finance
Lecture and Cases in Finance

TEACHING AWARDS:

Department of Finance Distinguished Teaching Awards, 1992/93, 1994/95
Graduate Business Association Award for Teaching Excellence, 1984/85
Delta Sigma Pi Professor of the Year Award, 1978/79
Continue to receive high student evaluations

SPECIAL TEACHING SITUATIONS:

Developed new course, "Real Estate Finance and Investments" for The Citadel MBA Program
VCU Executive MBA Program; curriculum design and teaching the majority of the Corporate Finance Modules
On-Site MBA at Philip Morris, USA; teaching the MBA Finance Courses
Distance Learning; developing and teaching the first Distance Learning MBA course offered by VCU School of Business

PUBLICATIONS: *see attached Publications List*

10 peer-reviewed articles, proceedings
1 chapter in text
3 published testimonies from government regulatory agency hearings
3 published consulting research reports
42 articles in trade journals

PAPERS PRESENTED AT ACADEMIC CONFERENCES: *see attached Presentations List*

16, from 1972 to 2013

CONSULTING AND EXECUTIVE DEVELOPMENT TRAINING: selected examples

Academic Coordinator and Trainer in the Edison Electric Institute and American Gas Association's Introduction to Public Utility Accounting Course, 1979 - 1998.

Teaching Utility Finance Seminars to senior executives and middle managers of US privately owned electric utility companies, 1980 - 2001. Duties have included program design, developing course materials and delivering training at numerous company sites in the US.

Teaching Utility Finance Seminars to Indonesian government officials, under a US AID grant. The seminars were taught in Richmond, Virginia, USA.

Testified 3 times as expert witness in regulated electric utility rate hearings before the Virginia Corporation Commission: testimonies dealt with (1) the electric utility's cost of capital or (2) the economic need for ultra high voltage transmission lines.

Formerly affiliated with the Strategic Management Group, Inc., of Philadelphia, to conduct Utility Finance seminars utilizing computerized management simulations in the training process. The simulations integrated financial management and operations issues and included decisions dealing with privatization and deregulation.

Member of a faculty team that developed and taught fast-track bank management training programs for 6 years with NationsBank in Virginia (now BankAmerica) and individually taught an "Accounting for Bankers" course, same client.

Taught Small Business Finance seminars, wrote articles and conducted and published research studies for trade associations made up of small business entrepreneurs. The programs continued for 15 years, mainly for the Professional Picture Framing Association, Richmond, VA, and the National Wooden Pallet Manufacturing Association.

Testified as expert witness in litigations dealing with business valuations. The legal proceedings involved anti-trust, lost future earnings, business dissolutions and other matters.

Serving as consultant in valuing businesses for sale and advising in sales negotiations.

REFERENCES: *Provided Upon Request.*

ATTACHMENT

Sam G. Berry, DBA PUBLICATIONS AND PAPERS PRESENTED

PEER-REVIEWED PUBLICATIONS

Sam G. Berry, Carl. E. Betterton and Iordanis Karagiannis: Understanding Weighted Average Cost of Capital: A Pedagogical Application" Journal of Financial Education, Spring/Summer 2014, pp 115 - 136.

Sam G. Berry and William C. Sharbrough, "Finance Training and Team Building: An Example of Finance Training Leading to Team Building" Journal of Executive Education, Vol10, Issue 1, 2011, pp 75 - 98.

Sam Berry and Jeffrey Yost, "The Effect of Optimal Committed Capacity Levels on Operating Leverage" Journal of Theoretical Accounting Research Volume 2, Issue 1) Fall, 2006. pp 76-91.

Sam G. Berry and Calvin C. Blackwell, "The Employment Beta: A New Criterion for Targeting Industries." Economic Development Journal, Vol 4, No 3, (Summer, 2005), pp. 48 - 53.

Sam G. Berry and Kenneth N. Daniels, "An Empirical Analysis of the Employment Beta." Papers and Proceedings, MidSouth Academy of Economics and Finance, 1994.

Sam G. Berry, D. Robley Wood and William B. Harrison, "Management Education in the Financial Services Industry: A Strategy for Developing Fast-Track Managers." Journal of Retail Banking, Vol 7, No 3 (Fall, 1985), pp. 35 - 42.

Sam G. Berry, "The Living Case Study: The Classroom and Marketplace Join Together for Mutual Benefit," United States Banker, May, 1981.

Sam G. Berry, E. Brindley, C. Brunner, M. White. "Economics of a Small-Scale Pallet Manufacturing Plant Using Low-Grade Southern Hardwood," Utilization of Low-Grade Southern Hardwoods - Feasibility of 36 Enterprises, edited by Peter Koch, Ph.D., USDA Forest Service, 1981.

Sam G. Berry, "Florida Tourism and the Business Cycle," Business and Economic Dimensions, January-February 1973, pp. 27 - 29.

BOOKS

Sam G. Berry, and Jerry T. Ferguson. Real Estate Investment Guidebook, Addison Wesley, 1982.

CHAPTER IN TEXT, "Capital Structure and New Financing." in Introduction to Public Utility Accounting, 3rd. ed., American Gas Association, 1992.

ARTICLES in TRADE PUBLICATIONS

Sam G. Berry, "Buy-Sell Agreements," Pallet Enterprise, April, 1994.

Sam G. Berry, "How They Will Value Your Business," Pallet Enterprise, March, 1, 1990

Sam G. Berry, "Doing Business in the Nineties," Pallet Enterprise, January/February, 1990.

Sam G. Berry, "Owning Your Own Building," The Framers, March, 1989.

Sam G. Berry, "Dealing With Suppliers," The Framers, February, 1989.

Sam G. Berry, "The Economic Outlook for 1989," The Framer, January, 1989.

Sam G. Berry, "Effective Bank Relationships," Pallet Enterprise, May/June, 1989.

Sam G. Berry, E. Brindley, B.S. Hodges, III, Financial Ratio Study, 1988: National Wooden Pallet and Container Association, Washington, D.C., 1988.

Sam G. Berry, "Developing a Business Plan," The Framer, November/December, 1985.

Sam G. Berry, "Working With a Consultant," The Framer, September, 1985.

Sam G. Berry, "Are You an Entrepreneur?," The Framer, July, 1985.

Sam G. Berry, "Some Pointers on Business Leases," The Framer, June, 1985.

Sam G. Berry, "Evaluating Equipment Expenditures," The Framer, May, 1985.

Sam G. Berry, "Using Your 1984 Industry Profile," The Framer, April, 1985.

Sam G. Berry, "Motivation in the Frameshop," The Framer, March, 1985.

Sam G. Berry, "Getting the Most Out of Your Operating Ratio Study: Part II," The Framer, February 1985.

Sam G. Berry, "Getting the Most Out of Your Operating Ratio Study: Part I," The Framer, January, 1985.

Sam G. Berry, "A Time To Sell, Part II," The Framer, March, 1984.

Sam G. Berry, "A Time To Sell," The Framer, February, 1984.

Sam G. Berry, "Trouble at Sandywood Frames," The Framer, January , 1984.

Sam G. Berry, "More Managing Accounts Receivable," Pallet Enterprise, March/ April, 1983.

Sam G. Berry, "Managing Accounts Receivable," Pallet Enterprise, January/February, 1983.

Sam G. Berry, "Discount Coupons and Framing," The Framer, November/December, 1983.

Sam G. Berry, "Retail Framing Success (Or Failure) Factors," The Framer, October, 1983.

Sam G. Berry, "Your Business Sign," The Framer, April, 1983.

Sam G. Berry, "My Picks For Best Business Books," The Framer, March, 1983.

Sam G. Berry, "Manage Your Debt," The Framer, September, 1983.

Sam G. Berry, "You May Want To Form An S-Corporation," The Framer, July, 1983.

Sam G. Berry, "Setting Business Goals and Personal Goals That Work Together," The Framer, May/June, 1983.

Sam G. Berry, "Recovery in Store For 1983," The Framer, February, 1983.

Sam G. Berry, "Placing a Value on Your Business," Pallet Enterprise, September/October, 1982.

Sam G. Berry, "ROI: A Framework for Managing Profits, Part III: Putting It All Together," Pallet Enterprise, March/April, 1982.

Sam G. Berry, "ROI: A Framework for Managing Profits, Part II," Pallet Enterprise, January/February, 1982.

Sam G. Berry, "ROI: A Framework for Managing Profits," Pallet Enterprise, November/December, 1982.

Sam G. Berry, "Doing Business in a Cyclical Economy," Pallet Enterprise, November/December, 1981.

Sam G. Berry and Jerry T. Ferguson, "Markets," Chapter in the Economic Profile of the Richmond Metropolitan Area, Richmond Chamber of Commerce, 1978.

Testimony of Sam G. Berry: Case #19725, Application of Delmarva Power and Light Company of Virginia For An Increase in Retail Electric Rates. (Virginia State Corporation Commission, 1976.)

Sam G. Berry, "A Financial Overview of the Framing Industry: Part III," Art Dealer and Framer, May, 1975.

Sam G. Berry, "A Financial Overview of the Framing Industry: Part II," Art Dealer and Framer, April, 1975.

Sam G. Berry and R. Mills, Jr., Ph.D., "Measurement of Industry's Environmental Impact," Collected Papers of the American Accounting Association. (Southeast Regional Group 27th Annual Meeting, April, 1975.)

Sam G. Berry, "A Financial Overview of the Framing Industry: Part I," Art Dealer and Framer, March, 1975.

Sam G. Berry, "Financial Management: Recession-Style," Art Dealer and Framer, February, 1975.

Testimony of Sam G. Berry: Case #10848-A, Application of Appalachian Power Company. (Virginia State Corporation Commission, 1974.)

Testimony of Sam G. Berry: Case #10848, Application of Appalachian Power Company. (Virginia State Corporation Commission, 1973.)

Sam G. Berry, "Comments: Decision-making in Multi-varied Disputes: Are Improvements Possible?," in Management Theory, Research and Practice - The Search For Unity. (Southern Management Association, 1972.)

Sam G. Berry, "Flexible Budgeting: An Aid to Better Planning," Administrative Management, December, 1972.

Sam G. Berry and James J. Lawson, Jr., Florida Economic Resources. (Florida Department of Commerce, 1971.)

Sam G. Berry and James T. Lawson, Jr., Florida in the Seventies. (Florida Department of Commerce, 1971.)

ACADEMIC PRESENTATIONS

Sam G. Berry, Wesley M. Jones, Jr., and Anthony Berkos. "The Impact of the Recession of 2008 on the Hospitality and Tourism Sector: An Analysis Using the Employment Beta" Southeastern Decision Science Institute Conference, February 22-22, 2013, Charleston, SC.

Sam G. Berry, William Sharbrough, Bob Riggle and Daniel Ginn: "Team Effectiveness: An Analysis of Team Characteristics Literature" Southeastern Decision Science Institute Conference, February 21, 2013, Charleston, SC.

Sam G. Berry, Carl E. Betterton and Iordanis Karagiannidis: "Understanding Uncertainty in Weighted Average Cost of Capital" Financial Education Association and Academy of Business Education Conference, September 15, 2012, Charleston, SC.

Sam G. Berry and Carl E. Betterton: "Quantifying Uncertainty in Weighted Average Cost of Capital – A Student Exercise Using Monte Carlo Simulation" Southeastern Decision Science Institute Conference, February, 2012, Columbia, SC.

Sam G. Berry and Calvin C. Blackwell: "The Employment Beta: Targeted Recruiting for Sustainable Communities" South Carolina Economic Developers Association 41st Annual Conference, May, 2006, Charleston, SC.

Sam G. Berry and Kenneth N. Daniels: "An Empirical Analysis of the Employment Beta," 1994 Mid-South Economics and Finance Annual Meetings, Nashville, 1994.

Sam G. Berry and Michael House: "The Development and Testing of the Employment Beta," Virginia Association of Economists Annual Meeting, Richmond, VA, March, 1984.

Sam G. Berry and E. Brindley: "ROI: A Pallet Manufacturing Application," Forest Products Research Association Annual Meeting, Williamsburg, VA, 1983.

Sam G. Berry, Foster M. McGeary, and Michael House: "Optimizing Local Area Employment Stability: Utilizing the Employment Beta," Annual Meeting of the Southern Economics Association, New Orleans, LA, 1981.

Sam G. Berry and Thomas W. Thompson: "Utilizing the Living Case Study: Providing Practical Management Applications in the Classroom," National Meeting of the Society for Advancement of Management, Williamsburg, VA, April, 1981.

Sam G. Berry: "Utilizing the Employment Beta to Measure Industry Employment Volatility," Atlantic Economic Society Meeting, Boston, MA, 1980.

Edward C. Brindley and Sam G. Berry: "Financial Overview of Wooden Pallet Manufacturing: Problems and Strategies," National Meeting of the Forest Products Research Society, Boston, MA, July, 1980.

Sam G. Berry: "An Economic/Environmental Industry Selections Process: Evaluating the Petroleum Refining Industry," Virginia Social Science Program, April, 1979.

Sam G. Berry and Richard D. Mills: "Measurement of Industry's Environmental Impact," South East Region, American Accounting Association, 1975.

Sam G. Berry: "A Survey of the Literature in Industrial Pollution Control Research," Atlantic Economic Association, 1974.

Sam G. Berry: "Economic Outlook for Industrial Development," Florida Industrial Development Council, 1972.