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August 26, 2014

Nashville couple gives \$30 million to TCU's Neeley School of Business – Robert Miller

Salesman Spencer Hays of Nashville, Tenn., and his wife, Marlene, have given \$30 million to be used toward a \$100 million expansion of the Neeley School of Business at Texas Christian University in Fort Worth. It's the biggest gift the Neeley School has ever received.

A TCU trustee emeritus, Hays is involved in businesses in several fields, including publishing, clothing, insurance, financial planning, school fundraising and real estate. They include the Tom James Co., the world's largest manufacturer and direct seller of custom clothing. He is executive chairman of the Southwestern Co., where he began a lifetime profession selling books door to door for the company as a TCU student.

Hays graduated from TCU with a bachelor's degree in commerce in 1959. He attributes his success to the lessons learned during those four summers he sold books while he was a TCU student.

"I learned to set high goals, to use good self-talk and to hold myself accountable," Hays said. "Like tens of thousands of other Southwestern alums, I began to deal with the fear of failure and fear of rejection by knocking on all those doors.

"Marlene and I are very excited that we can help build the future at TCU. We are investing in a space where business, innovation and the principles that drive all our businesses will come together to inspire future generations of students."

The couple previously made the naming gift for TCU's Marlene and Spencer Hays Theater.

"We are grateful to Spencer and Marlene Hays for this historic gift and their generosity and support of our university," said Chancellor Victor J. Boschini Jr. "This monumental foundational gift will pave the way for our Neeley School of Business to continue on its upward trajectory by building both facilities and programs comparable to the very best national schools."

The expanded facilities, which will be called the Marlene and Spencer Hays Business Commons, will include new east and south wings, a central atrium, an office complex, an auditorium and innovative classrooms. All new buildings will be integrated with existing Neeley facilities, which will be fully renovated, and will be set off by a landscaped business quad.

The Economist has ranked Neeley's MBA faculty first in the world and its Executive MBA 21st in the world. The undergraduate program has also garnered a number of distinctions and is ranked 27th in the nation by Bloomberg Businessweek.

"This is the most significant gift the Neeley School has received to date," said Dr. O. Homer Erikson, the John V. Roach dean of the Neeley School. "It will help us build and renovate facilities and enable us to recruit top performers — world-class faculty, staff and students who can further strengthen Neeley's profile among peer institutions.

"Spencer Hays represents the best of what we hope our students become — successful business leaders with a commitment to high moral values and to impacting the lives of others in significant positive ways."

August 26, 2014

TCU's Neeley School receives \$30M donation as part of planned expansion – Betty Dillard

A \$30 million foundation gift to Texas Christian University will help guide a \$100 million facility expansion for the Neeley School of Business.

The donation from Spencer Hays, an emeritus TCU trustee and 1959 graduate, and his wife Marlene, of Nashville, Tenn., is the most significant gift to date for the Neeley School.

The couple previously made the naming gift for TCU's Marlene and Spencer Hays Theatre.

The new expanded facilities, which will be called the Marlene and Spencer Hays Business Commons, will include new east and south wings, a central atrium, an office complex, an auditorium and innovative classroom design. All new buildings will be integrated with existing Neeley facilities, which will be fully renovated, and will be set off by a landscaped business quad. The Neeley facilities will anchor the Intellectual Commons now under construction.

Dr. O. Homer Erekson, the John V. Roach Dean of the Neeley School of Business at TCU, said the gift "will help us build and renovate facilities and enable us to recruit top performers – world-class faculty, staff and students who can further strengthen Neeley's profile among peer institutions. We are thankful for Spencer and Marlene's generosity and for the spark it will provide to elevate our programs and facilities, thereby continuing to position Neeley as a top business school."

Recently, The Economist ranked Neeley's MBA faculty first in the world and the Executive MBA 21st worldwide. The undergraduate program also has garnered numerous distinctions, including a 27th national ranking in Bloomberg Businessweek.

"Recognitions like these are elevating the university's overall academic profile and reputation," said Chancellor Victor J. Boschini Jr.

Hays is involved in businesses in several fields, including publishing, clothing, insurance, financial planning, school fundraising and real estate. They include the Tom James Co., the world's largest manufacturer and direct seller of custom clothing. He is executive chairman of the Southwestern Co., where he began a lifetime profession of direct selling as a TCU student selling books door to door for the company.

Hays attributes his success to the lessons learned during the four summers he sold books while he was a TCU student.

"Marlene and I are very excited that we can help build the future at TCU. We are investing in a space where business, innovation and the principles that drive all our businesses will come together to inspire future generations of students," he said

August 26, 2014

TCU gets \$30M donation for \$100M Neeley School of Business expansion, renovation – *Bill Hethcock*

Texas Christian University in Fort Worth will receive a \$30 million donation from Nashville businessman Spencer Hays to go toward a \$100 million facility expansion of the Neeley School of Business.

“This monumental foundational gift will pave the way for our Neeley School of Business to continue on its upward trajectory by building both facilities and programs comparable to the very best national schools,” Chancellor Victor Boschini said in a statement.

Hays, a 1959 graduate of TCU, is executive chairman of Southwestern Company, a seller of educational books and software. Spencer and his wife, Marlene, previously gave a major donation to for TCU’s Marlene and Spencer Hays Theatre.

The expanded business facilities, which will be called the Marlene and Spencer Hays Business Commons, will include new east and south wings, a central atrium, an office complex, an auditorium and classrooms. All new buildings will be integrated with existing Neeley facilities, which will be fully renovated, and will be set off by a landscaped business quad.

The facilities will solidify Neeley’s position as a top global business school, school officials said. The Economist has ranked Neeley’s MBA faculty first in the world and the Executive MBA 21st in the world. The undergraduate program also has garnered numerous distinctions including a 27th national ranking in Bloomberg Businessweek.

The Neeley facilities will anchor the Intellectual Commons — the academic core of campus — now under construction.

This is the largest gift the Neeley School has received to date, said Dr. O. Homer Erekson, the John V. Roach dean of the Neeley School of Business at TCU.

“It will help us build and renovate facilities and enable us to recruit top performers — world-class faculty, staff and students who can further strengthen Neeley’s profile among peer institutions,” Erekson said in a statement. “We are thankful for Spencer and Marlene’s generosity and for the spark it will provide to elevate our programs and facilities, thereby continuing to position Neeley as a top business school.”

Hays is involved in several business fields, including publishing, clothing, insurance, financial planning, school fundraising and real estate. One is the Tom James Co., a major manufacturer and direct seller of custom clothing. He is executive chairman of the Southwestern Co., where he began a lifetime profession of direct selling as a TCU student peddling books door to door for the company. He attributes his success to the lessons learned during the four summers he sold books while he was a TCU student.

“I learned to set high goals, to use good self-talk and to hold myself accountable,” Hays said. “Like tens of thousands of other Southwestern alums, I began to deal with the fear of failure and fear of rejection by knocking on all those doors.

“Marlene and I are very excited that we can help build the future at TCU,” he continued. “We are investing in a space where business, innovation and the principles that drive all our businesses will come together to inspire future generations of students.”



August 26, 2014

Hays gives millions to TCU: Tom James founder helping expand business school

Local businessman Spencer Hays has gifted \$30 million to Texas Christian University, his alma mater, to help fund a \$100 million expansion of that institution's Neeley School of Business.

Hays launched custom clothier Tom James and is executive chairman of Southwestern Company — where he started working as a TCU student — and also is majority owner of Athlon Sports Communications. He is an Emeritus TCU Trustee and he and his wife have previously donated to fund the university's main theater.

"We are grateful to Spencer and Marlene Hays for this historic gift, and their generosity and support of our University," said TCU Chancellor Victor Boschini Jr. "This monumental foundational gift will pave the way for our Neeley School of Business to continue on its upward trajectory by building both facilities and programs comparable to the very best national schools."

Hays' gift will fund the Marlene and Spencer Hays Business Commons, which will feature two new wings as well as an atrium, office complex, auditorium and classrooms. TCU's Neeley School recently has been ranked nationally and globally by *Bloomberg Businessweek* and *The Economist*.

"Spencer Hays represents the best of what we hope our students become — successful business leaders with a commitment to high moral values and to impacting the lives of others in significant positive ways," said Dr. O. Homer Erekson, the John V. Roach Dean of the Neeley School of Business at TCU.



August 26, 2014

Spencer Hays donates \$30M to Texas Christian University – by Lance Williams

Nashville businessman Spencer Hays, the executive chairman of Southwestern Company, is donating \$30 million to Texas Christian University.

The gift is a foundational gift for a \$100 million facility expansion for the Neeley School of Business.

"This monumental foundational gift will pave the way for our Neeley School of Business to continue on its upward trajectory by building both facilities and programs comparable to the very best national schools," Chancellor Victor Boschini said in a statement.

Hays, a 1959 graduate of TCU, is executive chairman of Southwestern Company, a seller of educational books and software. Spencer and his wife, Marlene, previously gave a major donation to for TCU's Marlene and Spencer Hays Theatre.

The expanded business facilities, which will be called the Marlene and Spencer Hays Business Commons, will include new east and south wings, a central atrium, an office complex, an auditorium and classrooms. All new buildings will be integrated with existing Neeley facilities, which will be fully renovated, and will be set off by a landscaped business quad.

The Neeley facilities will anchor the Intellectual Commons — the academic core of campus — now under construction. Like the Neeley facilities, the entire Intellectual Commons has been designed to stir innovation and spur the creation of new ideas through collaborative and inventive teaching, learning and research, officials said.

“This is the most significant gift the Neeley School has received to date. It will help us build and renovate facilities and enable us to recruit top performers — world-class faculty, staff and students who can further strengthen Neeley’s profile among peer institutions,” said Homer Erektion, dean of TCU’s business school.

Hays is involved in businesses in several fields, including publishing, clothing, insurance, and real estate. They include the Tom James Company, the world’s largest manufacturer and direct seller of custom clothing. He is also executive chairman of the Southwestern Company, where he began a lifetime profession of direct selling as a TCU student selling books door to door for the company.

He attributes his success to the lessons learned during the four summers he sold books while he was a TCU student. Hays said, “I learned to set high goals, to use good self-talk and to hold myself accountable. Like tens of thousands of other Southwestern alums, I began to deal with the fear of failure and fear of rejection by knocking on all those doors.”

KNOXVILLE TIMES

August 26, 2014

Nashville businessman gives \$30M to Texas alma mater

Texas Christian University in Fort Worth will receive a \$30 million donation from Nashville businessman Spencer Hays to go toward a \$100 million facility expansion of the Neeley School of Business.

“This monumental foundational gift will pave the way for our Neeley School of Business to continue on its upward trajectory by building both facilities and programs comparable to the very best national schools,” Chancellor Victor Boschini said in a statement.

Hays, a 1959 graduate of TCU, is executive chairman of Southwestern Company, a seller of educational books and software. Spencer and his wife, Marlene, previously gave a major donation to for TCU’s Marlene and Spencer Hays Theatre.

The expanded business facilities, which will be called the Marlene and Spencer Hays Business Commons, will include new east and south wings, a central atrium, an office complex, an auditorium and classrooms. All new buildings will be integrated with existing Neeley facilities, which will be fully renovated, and will be set off by a landscaped business quad.

The facilities will solidify Neeley’s position as a top global business school, school officials said. The Economist has ranked Neeley’s MBA faculty first in the world and the Executive MBA 21st in the world. The undergraduate program also has garnered numerous distinctions including a 27th national ranking in Bloomberg Businessweek.

The Neeley facilities will anchor the Intellectual Commons — the academic core of campus — now under construction.

This is the largest gift the Neeley School has received to date, said Dr. O. Homer Erektion, the John V. Roach dean of the Neeley School of Business at TCU.

“It will help us build and renovate facilities and enable us to recruit top performers — world-class faculty, staff and students who can further strengthen Neeley’s profile among peer institutions,” Erekson said in a statement. “We are thankful for Spencer and Marlene’s generosity and for the spark it will provide to elevate our programs and facilities, thereby continuing to position Neeley as a top business school.”

Hays is involved in several business fields, including publishing, clothing, insurance, financial planning, school fundraising and real estate. One is the Tom James Co., a major manufacturer and direct seller of custom clothing. He is executive chairman of the Southwestern Co., where he began a lifetime profession of direct selling as a TCU student peddling books door to door for the company.

He attributes his success to the lessons learned during the four summers he sold books while he was a TCU student.

“I learned to set high goals, to use good self-talk and to hold myself accountable,” Hays said. “Like tens of thousands of other Southwestern alums, I began to deal with the fear of failure and fear of rejection by knocking on all those doors.

“Marlene and I are very excited that we can help build the future at TCU,” he continued. “We are investing in a space where business, innovation and the principles that drive all our businesses will come together to inspire future generations of students.”



August 26, 2014

TCU Alumnus Donates \$30M for Business School Expansion

Nashville businessman and Texas Christian University alumnus Spencer Hays and his wife, Marlene recently made a \$30 million gift to be used toward the construction of a \$100 million facility expansion for the Neeley School of Business at TCU, according to an announcement by the university.

“We are grateful to Spencer and Marlene Hays for this historic gift, and their generosity and support of our University,” said Chancellor Victor J. Boschini, Jr. “This monumental foundational gift will pave the way for our Neeley School of Business to continue on its upward trajectory by building both facilities and programs comparable to the very best national schools.”

According to Dr. O. Homer Erekson, the John V. Roach Dean of the Neeley School of Business at TCU, the Hays’ gift will help the university recruit “world-class faculty, staff and students who can further strengthen Neeley’s profile among peer institutions.”

The new facilities, to be called the Marlene and Spencer Hays Business Commons, will include new east and south wings, a central atrium, an office complex, and an auditorium. The new buildings will be set off by a landscaped business quad and integrated with existing Neeley facilities, which will be fully renovated.

The Neeley facilities will anchor the Intellectual Commons — the academic core of campus — now under construction.



August 26, 2014

Neeley School receives \$30 million gift – by Abbie Maynard

The Neeley School of Business is looking to expand and renovate with support from the largest gift the school has ever received.

Chancellor Victor Boschini announced in an email on Tuesday that Emeritus Trustee Spencer Hays '59 and his wife, Marlene, gave \$30 million to “help build the future of TCU,” according to the press release.

This donation is a foundational gift in a \$100 million facility expansion to enhance the Intellectual Commons on TCU’s east campus.

The new facilities will be called the Marlene and Spencer Hays Business Commons and will include new east and south wings, a central atrium, an office complex, an auditorium and innovative classroom design.

“This monumental foundational gift will pave the way for our Neeley School of Business to continue on its upward trajectory by building both facilities and programs comparable to the very best national schools,” Boschini said in the press release.

Hays graduated from TCU with a B.S. in Commerce in 1959. The couple previously gave a naming gift for the Marlene and Spencer Hays Theater as well. Hays is involved with the Tom James Company, the world’s largest manufacturer and direct seller of custom clothing, and is the Executive Chairman of the Southwestern Company, where he began a lifetime profession of direct selling as a TCU student selling books door to door for the company.

“Marlene and I are very excited,” Hays said in the press release. “We are investing in a space where business, innovation and the principles that drive all our businesses will come together to inspire future generations of students.”

The chancellor said in the press release that he is grateful for this historic gift and the Hays’ generosity and support of TCU.

Dr. O. Homer Erikson, the John V. Roach Dean of the Neeley School of Business at TCU said in the press release that he is thankful for “the spark it will provide to elevate our programs and facilities, thereby continuing to position Neeley as a top business school.”

According to the press release, Dean Erikson said “Spencer Hays represents the best of what we hope our students become – successful business leaders with a commitment to high moral values and to impacting the lives of others in significant positive ways.”

Star-Telegram

August 27, 2014

TCU gets \$30 million gift or business school expansion – Diane Smith

A \$30 million gift to Texas Christian University is the first big step toward a \$100 million expansion of the Neeley School of Business, TCU officials announced Tuesday.

The gift is from Spencer Hays of Nashville and his wife, Marlene Hays. He is an emeritus TCU trustee and a businessman who graduated from TCU in 1959.

“It’s a transformational gift for Texas Christian University,” said Chancellor Victor Boschini Jr. “It will allow us to dream even bigger dreams.” The expansion will be called the Marlene and Spencer Hays Business Commons.

The Hays donation is the first for an ambitious fundraising effort, said O. Homer Erekson, the John V. Roach dean of the Neeley School of Business.

“It will help us build and renovate facilities and enable us to recruit top performers -world-class faculty, staff and students who can further strengthen Neeley’s profile among peer institutions,” Erekson said.

The project’s timeline depends on how quickly TCU can reach its \$100 million goal, he said. The project, on the east side of South University Drive, calls for integrating new buildings with the existing Neeley buildings at 2900 Lubbock Ave. The result will be a U-shaped complex in which the base of the “U” faces Lubbock Avenue while the “arms” open onto the campus. Boschini said.

The complex will serve as an entry point for the eastern side of the campus. It will include the commons, an office complex, auditorium and classrooms that promote collaborative learning.

“We will have the very best technology in all the rooms,” Erekson said, explaining that the buildings will have traditional lecture rooms along with “dynamic learning environments” with moveable tables that can be configured in different ways to promote teamwork.

“Good things happen when people gather for ideas,” he said.

Some of the classroom walls will be made of a material that can be written on, he said.

The complex will also be part of TCU’s Intellectual Commons, a separate project that includes renovation of the library and other buildings. Boschini said the gift is a “big shot for our confidence.”

The school’s vision for business education promotes teamwork, an area of expertise for Hays, Boschini said.

Hays is involved in several business fields including publishing, clothing, insurance, financial planning, school fundraising and real estate. His businesses include the Tom James Co., the world’s largest manufacturer and direct seller of custom clothing. Hays is also executive chairman of the Southwestern Co., for whom he sold books door-to-door as a TCU student.

“Marlene and I are very excited that we can help build the future at TCU,” Hays said in a news release. “We are investing in a space where business, innovation and the principles that drive all our businesses will come together to inspire future generations of students.”



August 27, 2014

TCU Receives \$30 Million Toward Business School

Texas Christian University received a \$30 million gift toward a \$100 million expansion of its business school. TCU officials announced the gift from Spencer and Marlene Hays of Nashville, Tenn., Tuesday. Spencer Hays is an emeritus TCU trustee and a businessman who graduated from TCU in 1959.

The expansion will be called the Marlene and Spencer Hays Business Commons.

O. Homer Erekson, the dean of the Neeley School of Business, told the *Fort Worth Star-Telegram* that the donation will help them build and renovate facilities and recruit top faculty, staff and students. The project calls for integrating new buildings with existing ones, resulting in a U-shaped complex.

Erekson says the project's timeline depends how quickly TCU can reach its \$100 million goal.



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The project's timeline depends on how quickly TCU can reach its \$100 million goal, he said.

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THE CHRONICLE OF PHILANTHROPY

August 27, 2014

Texas Christian Alumnus Gives \$30-Million for Business School

Nashville businessman Spencer Hays and his wife, Marlene, donated \$30-million Tuesday toward an expansion of Texas Christian University's Neeley School of Business, the *Star-Telegram* of Fort Worth reports.

The gift is the first in a \$100-million drive by the university to finance the project.

The Neeley expansion calls for integrating new buildings with existing facilities to create a U-shaped complex incorporating offices, an auditorium, classrooms designed to facilitate collaborative learning, and a commons to be named after the donors.

Mr. Hays, who graduated from Texas Christian in 1959 and is a former university trustee, heads menswear maker Tom James and other companies.

August 28, 2014

Texas Christian University Receives \$30 Million

Texas Christian University in Fort Worth has announced a \$30 million gift from alumnus Spencer Hays ('59) and his wife, Marlene, to help fund a facilities expansion at its Neeley School of Business.

The gift, the largest ever received by the business school, will help fund construction of new east and south wings, a central atrium, an office complex, and an auditorium. Existing facilities also will be renovated as part of the \$100 million project. To be named the Marlene and Spencer Hays Business Commons in recognition of the gift, the new facilities, when completed, are expected to help in the recruitment of faculty, staff, and students, reinforcing Neeley's reputation as a top business school.

The couple previously gave a naming gift in support of TCU's Marlene and Spencer Hays Theatre. An emeritus TCU trustee, Spencer Hays is executive chairman of the Southwestern Company, where he began his career as a TCU student selling books door-to-door. He also founded the Tom James Company, the world's largest manufacturer and direct seller of custom clothing, and is involved in publishing, insurance, fundraising, and real estate.

Hays attributed his success to the lessons he learned while selling books over summer vacation. "I learned to set high goals, to use good self-talk, and to hold myself accountable," he said. "Like tens of thousands of other Southwestern alums, I began to deal with the fear of failure and fear of rejection by knocking on all those doors."