

Dr. Joey Smith, CFA

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ACADEMIC APPOINTMENTS

- 2023 – Present **WASHINGTON & LEE UNIVERSITY, WILLIAMS SCHOOL**
Assistant Professor of Finance
- 2021 – 2023 **COLLEGE OF WILLIAM & MARY, MASON SCHOOL OF BUSINESS** Williamsburg, VA
Clinical Assistant Professor of Finance & Executive Director of the Boehly Center
- Teach finance and economics courses at undergraduate and graduate level to include Investments, Advanced Investments, and Managerial Economics
 - Lead organization with 3 full-time staff, 5 student workers, and 3 fellows in our mission of equipping students for success in finance through advising, academic courses, technical training, and extracurricular enrichment
 - Manage more than \$10M endowment with budget responsibility and engage regularly with key alumni and donors
- 2019 – 2021 **MISSOURI SOUTHERN STATE UNIVERSITY** Joplin, MO
Assistant Professor of Finance and Business Law
- Taught finance and business law courses to include Financial Management, Financial Strategy, and Employment Law
 - Chair of the Insurance Committee
- 2018 – 2019 **AQUINAS COLLEGE** Grand Rapids, MI
Assistant Professor of Finance (and Business Law)
- Taught mostly finance courses including Financial Management, Investments, Personal Finance, and Negotiations
- 2018 - 2021 **UNIVERSITY OF ARKANSAS SCHOOL OF LAW** Fayetteville, AR
Adjunct Professor of Law
- Taught upper division courses in Corporate Finance and Economics and the Law
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EDUCATION

- 2022 **DBA (FINANCE), UNIVERSITY OF FLORIDA (WARRINGTON COLLEGE OF BUSINESS)**
- Coursework in Statistical Methods, Managerial Economics, Research Methods, Advance Quantitative Methods, Corporate Finance, International Finance, Latent Variable Methods, and Advance Data and Regression
 - Dissertation: Put Your Name on it? The Company Characteristics and Financial Performance of Sports Stadium Sponsorship
- 2017 **LLM in Securities and Financial Regulation, GEORGETOWN UNIVERSITY LAW CENTER (exec program)**
- Coursework in derivatives, securities, mergers and acquisitions, Dodd-Frank legislation, white collar crime, fraud, and taxation
 - Research Papers:
 - An Examination of Event Contracts through Prediction Markets in the United States
 - The History, Legality, and Usefulness of the Volcker Rule
- 2015 **MBA, DARTMOUTH COLLEGE (TUCK SCHOOL OF BUSINESS)**
- Focus: Finance, Strategy, and Economics
 - Statistics Tutor and Marketing Tutor
 - Active as a Tuck Admissions Associate and with the Armed Forces Alumni Association
- 2009 **JD, WILLIAM & MARY SCHOOL OF LAW**
- Top 1/3 of class
 - Coursework in law and economics, business law, contract law, criminal law, taxation, etc.

- Research Paper: Examining the Legality and Economics of Youth Soccer Contracts
- Student Legal Services, Catholic Campus Ministry Fellowship Chair

2006 **BS, HAMPDEN-SYDNEY COLLEGE**

- Major: Mathematical Economics, Summa Cum Laude, Phi Beta Kappa, #3 of 195
- President's Award for Best Student in Social Sciences
- Honors in Economics, Thesis: A Taste for Discrimination in University Female Faculty Hiring
- Ethics Bowl Team, Varsity Golf Team, Mathematics Tutor, Writing Center Tutor, Speaking Center Tutor

PEER REVIEWED PUBLICATIONS

Fitwi, A., & Smith J. (Forthcoming). What does Tobin's Q Measure? Evidence from Researchers Use of Q. *Empirical Economic Letters*.

Nichols, B., & Smith, J. (2022). For the Money or the Thrill of the Game: The Financial Performance of National Basketball Association Arena Sponsors. *Journal of Accounting, Business and Management (JABM)*, 29(2), 77-91.

Baig, A., Butt, H. A., Fitwi, A., & Smith, J. (2021). Does Innovation Explain the Skewness of Stock Returns?. *American Business Review*, 24(2), 2.

REFEREE

North American Journal of Finance and Economics
 Applied Economics Letters
 International Journal of Managerial Finance

CONFERENCE PRESENTATIONS

2021 Southern Economics Association 91st Annual Conference, Houston, TX
 "Does Innovation Explain the Skewness of Stock Returns"

NON-ACADEMIC WORK EXPERIENCE

2015 – 2018 **WALMART INC.** Bentonville, AR

(2017 – 2018) **Investor Relations**

- Managed our communication with both retail and institutional investors by explaining our short and long-term strategy, discussing recent financial results, and addressing the competitive landscape
- Conducted investor store tours throughout U.S. with investment analysts and large institutional shareholders, explaining recent initiatives, technology implementation, and their impact on financial performance
- Researched legal issues with regard to disclosure and dissemination requirements around our SEC filings
- ESG liaison and partnered to better understand ESG metrics, Walmart's specific performance, and avenues to improve

(2016 – 2017) **Global Treasury and Capital Markets**

- Strategically managed commercial paper program to ensure adequate liquidity and lowest costs through detailed and ongoing study of financial markets, regulatory environment, and macroeconomic events
- Executed our share repurchase program and mark to market our collateral transactions
- Provided legal analysis of banking contracts and developed negotiation strategy
- Supervised and trained personnel on best practices for ensuring lowest costs while meeting liquidity needs
- Managed bank relationships to propel both overnight investments and collateral transactions

(2015 – 2016) **Sam's Club Operation's Strategy and Finance**

- Led cross-functional effort to estimate costs of offering the lower price between time of purchase and time of pickup for omnichannel sales, collaborating with merchandising, pricing, innovations, and operations teams
- Managed budgeting process in numerous line items for our annual operating plan for \$60B+ business
- Analyzed labor scheduling differences in produce category across 475 clubs and recommended changes to bottom performing clubs that were championed by Chief Operating Officer
- Created financial framework for evaluating costs and benefits of expanding Scan & Go from 2 to 655 clubs to include additional shrink and potential labor savings
- Evaluated ROI of capital and operating expense proposals for expansion of drive-thrus in Club Pickup business

2014 (Summer) **THE VANGUARD GROUP**

- Built financial model to evaluate merits of adding a consultant relations function to the Education Savings Group, analyzed different strategic models to incorporate, and made recommendations for implementation
- Led 4-person team to revamp existing internal website for the Education Savings Group
- Developed onboarding plan for new compliance personnel to ensure successful start

2009-2017 **UNITED STATES AIR FORCE JAG CORPS (CAPTAIN WITH 4 YEARS ACTIVE DUTY, 4 YEARS ACTIVE RESERVE)**

CHIEF OF CONTRACTS, CLAIMS, LABOR, AND MEDICAL LAW

- Represented United States Air Force in 2 labor hearings involving alleged racial discrimination and age discrimination, with disciplinary actions being upheld in both cases
- Reviewed and validated 147 contracts totaling >\$93M, ensuring taxpayer funds were accurately obligated, and won JAG of the month for efforts in awarding emergency contracts at end of the fiscal year
- Recruited aspiring judge advocates from 4 law schools, 2 ROTC detachments, and numerous direct accessions

CHIEF OF LEGAL ASSISTANCE AND PREVENTIVE LAW

- Provided legal assistance services to over 500 Airmen, Soldiers, Sailors, and Marines, and won Company Grade Officer Award for efforts assisting widow of deceased group commander
- Drafted over 1,000 Wills for deploying servicemembers, their spouses, and local retirees
- Prosecuted numerous courts-martials for crimes including government theft, drug distribution, and sexual assault
- Led team of 2 paralegals and 6 attorneys in drafting wills, leveraging new technology, and better utilizing paralegals to create more efficient service, reducing client wait time by approximately 25%.

CHIEF OF MILITARY JUSTICE AND ADVERSE ACTIONS

- Led team of 3 paralegals and 4 attorneys to win Silver Award for Air Mobility Command as ranking 2 of 12 in meeting higher headquarter metrics for disciplinary actions
- Prosecuted numerous courts-martial for crimes including drug distribution, theft, and sexual assault, and earned high praise from judges and regarded as top litigator in the office by the Staff Judge Advocate
- Jump-started dormant sports program by organizing football/basketball teams with law enforcement partners

OFFICER TRAINING SCHOOL AND JUDGE ADVOCATE TRAINING COURSE

- Scored perfect 100/100 on physical fitness test, achieved by just 5 of 110 trainees

PERSONAL

- High School Sports Official (basketball and soccer)
- Passed all 3 CFA exams on first attempt, now pursuing ESG Investing certificate
- Proficient in Spanish
- Chess and Poker Strategist
- Admitted to the Virginia State Bar, Air Force Court of Appeals, and the Court of Appeals for Armed Forces