

Dr. William B. McKinney
Associate Professor of Real Estate

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I. EDUCATIONAL BACKGROUND

<u>Degree</u>	<u>Institution</u>	<u>Date</u>	<u>Major Field of Study</u>
Ph.D.	Texas A&M University	1998	Urban and Regional Science
M.AGR.	Texas A&M University	1977	Land Economics Real Estate
BA	Angelo State University	1975	History

PROFESSIONAL CERTIFICATIONS

Include professional designations here: Texas Real Estate Brokers License

II. FULL TIME EXPERIENCE

April 1999 to Present: Tenured Associate Professor of Real Estate, Angelo State University, Member Texas Tech University System, responsible for teaching all undergraduate real estate courses, advising real estate majors, and coordinating all real estate program activities.

2005 to 2010: Full-time academic advisor for Center For Academic Excellence.

September 1991 to April 1999: Instructor of Finance, Angelo State University, Real Estate Coordinator.

January 1990 to August 1991: Doctoral student, Texas A&M University.

September 1984 to December 1990: Instructor of Finance, Angelo State University, Real Estate Coordinator.

July 1983 to January 1990: Real Estate Investor/Independent Petroleum Landman, McKinney Land Company

October 1982 to June 1983: Partner/Landman, McHill & Associates Oil and Gas Properties, Inc.

January 1981 to September 1982: Landman, Jones & Lyons Oil & Gas Properties, Inc.

January 1979 to December 1980: Real Estate Instructor, Angelo State University, Real Estate Coordinator.

September 1978 to December 1978: Landman, Shell Oil Company, Houston, Texas.

August 1977 to August 1978: Instructor of Finance, Angelo State University, Estate Coordinator.

January 1976 to July 1976: Texas Governor's Office On Education Resources, Austin, Texas.

MILITARY

March 1966 - February 1970: U.S. Marine Corps. Honorably discharged with rank of Sergeant. Served two tours of combat duty, Republic of Vietnam, amphibious landing craft and infantry, November 1966 -August 1968.

III. TEACHING INTERESTS

Indicate teaching areas, using both titles of classes taught here and elsewhere, as well as other areas in which you may be interested or qualified.

**Real Estate Core Courses
Urban Planning
Agricultural Economics**

IV. RESEARCH INTERESTS

Indicate general areas of research activity and interest. Note that specific publications are reported elsewhere.

**Tourism and Travel
Cooperative Advertising
Real Estate
Finance
Urban Planning**

V. GRANTS AND AWARDS

A. Research Grants Received:

Faculty Development and Enrichment Program and Project Grant for developing the first Real estate online course, Finance 3371 (now REAL 3350) Real Estate Principles 1 – Fundamentals.

VI. PUBLICATIONS

A. Works in Progress

Draft “*Should Real Estate Sales Prices Be Disclosed?*”

B. Refereed Journal Articles

“*An Analysis of the Effects of Cooperative Advertising on Tourism*”. The Journal of Tourism Analysis, Volume 14, Number 5, 2009.

C. Proceedings Articles

“*Critical Success Factors and Problem Business Areas*”: An Exploratory Study, Page 27. Published in proceedings of the Pan-Pacific Conference XXII, Shanghai, China, May 25-27, 2005.

“*Critical Success Factors and Problem Business Areas: A Comparison of Family Owned and Incorporated Small Business*,” page 186. Published in proceedings of Marketing Management Meetings of the 2004 Midwest Business Administration Association (MBAA) conference held March 17-19 in Chicago, IL

D. Other Professional Publications

This includes trade press, working paper and all other published work.

“*Tourism & Cooperative Advertising: Do They Mix?*” The Journal of Professional Services Marketing, Vol. 19, Number 1, 1999.

E. Refereed Papers Presented

Received Faculty Development (VPAA) Travel Funds for juried paper presentation (entitled: *An Empirical Investigation of Cooperative Advertising Effects on Tourism*) at Association of Marketing theory and Practice (AMTP) Meeting at Hilton Head, SC, March 30-April 1, 2000.

VII. PROFESSIONAL ACTIVITIES

A. Professional Service

Field reviewed textbook entitled, *Modern Real Estate Practice In Texas*. Cheryl Peat Nance, Eleventh Edition Update, Dearborn Real Estate Education, December 2004.

Faculty Sponsor of Finance Real Estate Organization (FREO) and Phi Gamma Nu Business Sorority; Faculty Member of Delta Sigma Pi Business Fraternity.

Angelo State University/Universitat Luneburg, 2003 International Studies Program – Luneburg, Germany – July 13–August 11. Taught classes on *Comparative Study of Regional and Urban Planning in the United States and Germany.*

B. Membership and Professional Associations

**Licensed Real Estate Broker, State of Texas
Texas Association of College Teachers
Society of Texas A&M Real Estate Professionals
Texas A&M Century Club member
Angelo State University Alumni Association
Life Member Veterans of Foreign Wars (VFW)
Life Member Vietnam Veterans of America (VVA)
Member The American Legion**

C. University Service

**CITR Distance education committee (2011)
Border Security Faculty Search Committee Political Science Department
(June 2010)
Institutional Animal Care and Use Committee (IACUC) (2009-2012)
Symposium Committee (1998-2010)
Student Service Fee Advisory Committee (2005-2010)
College Curriculum Committee, Member (2009-2012)
Accounting, Economics and Finance Department Finance Search Committee
(2009)
Chair College Curriculum Committee 1999-2009
Student Participant Committee 2008-2010
Learning Outcomes Committee 2008-2009
Selection of Endowed Chairs & Professorships Committee 2008-2009
University PAA Review and Fairness Committee 2008-2011
AEF Department Scholarship Committee Spring 2008-2009
Chair University Faculty Innovative Grant Committee (Nov.2007)
University Distance Education Task Force (2006-2007)
University Salary Promotion Task Force (2006-2007)
Faculty Senate (2003-2006)
Chair Faculty Senate University Affairs Committee charged with Faculty
Recruitment and Retention Information Gathering
Health Services Committee (1999-2003)
Academic Excellence Committee (1995-2000)**

D. Professional Development Activities

Attended Roddy Foreclosure Institute Workshop, October 4, 2003, Round Rock, Texas.

Attended Creative Real Estate Investor's convention, April 11 – 13, 2003, Houston, Texas

Attended Creative Real Estate Success convention, January 3 – 5, 2003, San Diego, California

Attended 22nd Annual Lilly Conference on College Teaching, November 21 – 24, 2002, Miami University, Oxford, Ohio.

Midwest Business Administration Association (MBAA) Meeting, Chicago IL, March 17-20, 2004.

- **Presented paper entitled, *Critical Success Factors and Problem Business Areas: A Comparison of Family Owned and Incorporated Small Business*. Published in conference proceeding, page 186.**

Southeastern Chapter of the Institute for Operations Research and the Management Sciences (InForms) conference, Myrtle Beach, SC, October 3-October 5, 2001;

- **Presented paper entitled, *Cooperative Advertising And It's Effect on The Propensity To Visit An Area*.**
- **Discussant of paper entitled, *Controllable Attributes Affecting Commercial Web Site Effectiveness*.**
- **Received Faculty Development (VPAA) Travel Funds for juried paper presentation.**

Attended the American Real Estate Society (ARES) annual meeting on April 18-21, 2001, Coeur d'Alene, Idaho.

Attended Southwest Federation of Administrative Disciplines (SFAD) Conference in San Antonio, Texas, March 17-18, 2000.

Received Faculty Development (VPAA) Travel Funds for juried paper presentation (entitled: *An Empirical Investigation of Cooperative Advertising Effects on Tourism*) at Association of Marketing theory and Practice (AMTP) Meeting at Hilton Head, SC, March 30-April 1, 2000.

Midwest Business Administration Association Meeting, Chicago, IL, March 17-20, 1999.

- Presented paper entitled, *The Effects of Cooperative Advertising on Visiting Choice*.
- Reviewer of paper presented at this conference.

Midwest Business Administration Association Meeting, Chicago, IL, March 17-19, 1998.

- Presented paper entitled, *Benefits of Cooperative Advertising: A National Study on the Use of Cooperative Advertising by Small Town U.S.A.* Midwest Business Administration Association Meeting, March, 1998. Published in the conference proceeding, 26-28.

Southeastern Chapter of the Institute for Operations Research and the Management Sciences (InForms) conference, Myrtle Beach, SC, September 30-October 3, 1998;

- Session chair, Southeastern Chapter of the Institute for Operations Research and the Management Sciences (InForms) Conference, October 1998.
- Discussant of paper entitled, *Assisting Infrastructure Reduction with Operations Management*; Southeastern Chapter of the Institute for Operations Research and the Management Sciences (InForms) Conference, October 1998.
- Discussant of paper entitled, *Real Estate Consumer's Agency and Disclosure Act: The Effect on Real Estate Transactions*. Southeastern Chapter of the Institute for Operations Research and the Management Sciences (InForms) Conference, October 1998.
- Presented paper entitled, *Cooperative Advertising Benefits Everyone: Myth or Reality*. Southeastern Chapter of the Institute for Operations Research and the Management Sciences (InForms) Conference, October 1998. Published in conference proceedings.

E. Community Service

1978 - Present: Member Tom Green County Appraisal Review Board, January 1, 2004-06; Treasurer, San Angelo Symphony Society (Symphony committees: Finance, Executive, and Endowment) 2000-2003; proctor for real estate correspondence exams administered to local real estate sales and appraisal licensees; member Sierra Vista United Methodist Church, San Angelo, Texas; Treasurer, local, district, and conference level committees, Sunday School teacher, Christoval United Methodist Church; Trustee, Vice-President, President, Christoval Independent School District Board of Trustees; Secretary/Treasurer, fire fighter, Christoval Volunteer Fire Department; President, Secretary, Trustee, Tom Green County Fresh Water Supply District No. 2 Board of Directors; Cub Scout, Webelos and Boy Scout Leader; Christoval Community Drug Awareness Committee; Treasurer Christoval Pave Paws Committee.

Pro Bono record check for Christoval Independent School District (CISD) to determine which property they currently own within CISD school district boundaries, September-October, 2003.

F. University Awards

Selected College of Business Teacher of The Year April 2008

Nominated for Faculty Senate Teaching Excellence Award Spring 2008

Nominated ASU Student Senate Teacher of The Year Spring 2004

Selected as Teacher of The Week, March 6-10, 2000 by Delta Zeta Sorority, a Greek Social Organization

Nominated for University Teacher of The Year 1984, 1986 and 1987

Selected Department Teacher of The Year by Delta Sigma Pi Business Fraternity 1985.