A distinguished group of organizations who are directly supporting career development and employment assistance programs at Florida State University.

INTERVIEW SUITE SPONSOR

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ROOM SPONSORS

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A-LIGN
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Danfoss
PropLogix
Southwestern Advantage
VR Systems

Our valued partners and all employers recruiting at Florida State University give assurance that they are equal opportunity employers.
# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>PAGE</th>
<th>TOPIC</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>Letter from the Director</td>
</tr>
<tr>
<td>5</td>
<td>Why Recruit at FSU</td>
</tr>
<tr>
<td>6</td>
<td>Career Center Contacts</td>
</tr>
<tr>
<td>8</td>
<td>On-Campus Recruiting</td>
</tr>
<tr>
<td>8</td>
<td>NoleNetwork</td>
</tr>
<tr>
<td>9</td>
<td>Career Center Services</td>
</tr>
<tr>
<td>10</td>
<td>Career Events</td>
</tr>
<tr>
<td>11</td>
<td>Recruitment Calendar</td>
</tr>
<tr>
<td>12</td>
<td>Recruiting and Event Tips</td>
</tr>
<tr>
<td>13</td>
<td>Employer Internship Guide</td>
</tr>
<tr>
<td>18</td>
<td>Career Center Liaisons</td>
</tr>
<tr>
<td>19</td>
<td>University Contacts</td>
</tr>
<tr>
<td>21</td>
<td>Student Organizations</td>
</tr>
<tr>
<td>22</td>
<td>Career Center Executive Summary</td>
</tr>
<tr>
<td>23</td>
<td>Partner with Florida State</td>
</tr>
<tr>
<td>24</td>
<td>Sponsorship Opportunities</td>
</tr>
<tr>
<td>26</td>
<td>FSU Graduating Senior Survey</td>
</tr>
<tr>
<td>28</td>
<td>Degrees Awarded</td>
</tr>
<tr>
<td>29</td>
<td>Internship Salary Data</td>
</tr>
<tr>
<td>30</td>
<td>Salary &amp; Hiring Data</td>
</tr>
<tr>
<td>31</td>
<td>Industry Reference of Employers</td>
</tr>
</tbody>
</table>

The FSU Career Center  
Dunlap Success Center  
100 South Woodward Avenue  
Tallahassee, FL 32306-4162

Office Hours  
Monday – Friday, 8 a.m. - 5 p.m.

@fsucareercenter

#HireANole

career.fsu.edu/hireanole
HireANole@fsu.edu

Reader’s Note

This Handbook is filled with clickable links to Career Center resources as well as other resources across FSU’s campus and beyond. If a word is underlined and in garnet ([link]), there is a link that will take you to a resource.
Dear Recruiters,

We are pleased to provide this handbook to ensure the effectiveness of your organization’s recruiting efforts at Florida State University. For over 50 years, the FSU Career Center has been committed to providing linkages between employers and students, and we are confident our students at FSU are some of the best in the country.

We hoped to hold our Fall STEM Fair and Seminole Futures events in person, but to ensure our students and your health and safety, we will host our events virtually again. We have held firm to our mission throughout the pandemic, and we do not foresee any of this changing. One thing the pandemic has strengthened is our resiliency and the capability to prepare for the unexpected.

I want to take this opportunity to thank Career Center sponsors and members of the Employer Partner Program who have made this publication possible. We appreciate your involvement with our Career Center team in developing a cooperative and productive relationship with FSU. Whether you are looking to fill a part- or full-time position and/or internship, our Employer Relations and Experiential Learning teams stand ready to source your talent via concierge services.

FSU is determined to stay a Top 20 Public University, and as we prepare students for success, your partnership is more important than ever. You, as organizational leaders, have the vision, the knowledge, the means, and the experience to help our students meet their professional goals. You are indeed one of our most significant assets today and tomorrow, and we could not accomplish what we do without your support and partnership.

The FSU Career Center is located in our state-of-the-art, 47,000 square-foot building, the Dunlap Student Success Center. We are asking that our employer partners consider sponsoring a room in The Career Center. This is an excellent opportunity to enhance your brand and show students your commitment to their success. Employer room sponsors will receive extensive campus-wide acknowledgment and visibility in support of their recruiting efforts at FSU.

The FSU Career Center uses NoleNetwork, a Symplicity platform, to support all of our recruiting programs. This platform offers FSU students opportunities to engage with employers across the globe and provides you the opportunity to post career opportunities with multiple schools through one system. Please use NoleNetwork for all your talent needs.

The quality of our students is high, and we believe that FSU is one of the more dynamic, energetic, and growing universities nationally. Once again, on behalf of The Career Center staff, thank you for your interest in our office and students. I am confident that we will further strengthen the professional partnership between your organization, FSU, and The Career Center. We look forward to working with you!

Sincerely,

Myrna P. Hoover
Director, The Career Center
Florida State University
mhoover@fsu.edu
850.644.6089
OUR UNIVERSITY
18 Academic Colleges
plus The Graduate School: Applied Studies (FSU Panama City); Arts & Sciences; Business; Communication & Information; Criminology & Criminal Justice; Hospitality; Education; Engineering; Entrepreneurship; Fine Arts; Health and Human Sciences; Law; Medicine; Motion Picture Arts; Music; Nursing; Social Sciences & Public Policy; Social Work.

Florida State University retained its place in the Top 20 among national public universities in the 2020 U.S. News & World Report rankings. The university improved on 11 of 15 key factors used to compile the most recent ranking scores.

FSU has been designated as a preeminent research university by the Florida Legislature as a result of having met a set of rigorous benchmarks.

Florida State was selected for the top award in international education and study abroad programming by the Association for Public and Land Grant Universities.

The Princeton Review named FSU the No. 11 Best Value College for 2021. The university was also ranked No. 11 for Making an Impact, No. 14 for Best Schools for Internships, and No. 15 on the Best Alumni Networks list.

For the fifth consecutive year, FSU was recognized as a Diversity Champion by INSIGHT Into Diversity magazine. Fifteen total colleges and universities nationwide earned the honor in 2020.

Military Times ranked Florida State No. 30 in the “Best Colleges for Vets” 2020 rankings.

FSU Panama City offers competitive degree programs (18 undergraduate and nine graduate programs) with small class sizes and personalized attention.

OUR STUDENTS
Total enrollment for 2020: 43,953
- 32,520 Undergraduates
- 9,508 Graduates
- 57% Female; 42% Male

Minority enrollment: 42.3%
- American Indian or Alaska Native: 0.2%
- Asian: 2.9%
- Black or African American: 9.3%
- Hispanic: 19.9%
- Native Hawaiian or other Pacific Islander: 0.1%
- Nonresident alien: 4.6%
- Two or more races: 4.0%
- Race/ethnicity unknown: 1.3%

OUR CAREER CENTER
- Recognized as one of the leading career services providers both nationally and internationally. The Career Center was ranked as one of the Top 20 Best University Career Services in the nation by Princeton Review in 2020.
- Hands-on Career Advising and Counseling team to help prepare your future employees for life post-graduation.
- Committed Experiential Learning team to assist you with recruiting interns and part-time employees. Career liaisons are your direct connection to a targeted student population on our campus.
- Skillful Employer Relations team to manage your full-time hiring, help your on-campus recruiting needs, and build your organization’s visibility at FSU.
- Talented Tech Center team assists practitioners with scholarly research and instruction.
EMPLOYER RELATIONS TEAM

List full-time jobs, interview on campus, participate in career fairs, and more!

Shereada Harrell
Program Director
shereada.harrell@fsu.edu
850.644.9771

Christy Mantzanas
Senior Assistant Director
cmantzanas@fsu.edu
850.644.1902

Heather Scarboro
Senior Assistant Director
hscarboro@fsu.edu
850.644.6493

Jennifer Carter
Assistant Director; Events
jjcarter@fsu.edu
850.644.9773

Abbey Hale
Assistant Director; Career Liaison, College of Arts & Sciences: Science, Technology and Mathematics
amhale@fsu.edu
850.645.0442

Cameron Hatcher
Assistant Director; Career Liaison, College of Business
clhatcher@fsu.edu
850.644.9776

Rebecca Lovett
Assistant Director; Career Liaison, College of Business and Jim Moran College of Entrepreneurship
r.lovet@fsu.edu
850.644.2529

Jean Shortley
Assistant Director; Career Liaison, College of Engineering
jshortley@fsu.edu
850.645.0446

Sherica Holston
Program Assistant
sholston@fsu.edu
850.644.4023

The Employer Relations Team

The Employer Relations team is committed to providing employers a seamless recruiting experience. Whether you are new to FSU or one of our long-standing partners, the Employer Relations team will connect you with services and programs and to faculty, staff, and administrators in order to help you identify talent. We know FSU students are some of the best in the country.

Florida State University (FSU) is a member of the National Association of Colleges and Employers (NACE), the national professional association for career planning and recruitment. As a member of this association, FSU adheres to the Principles for Professional Conduct for career professionals, employers, and students. The principles support three basic precepts:

1. An open and free selection of employment opportunities.
2. A recruitment process that is fair and equitable to candidates and employing organizations.
3. Informed and responsible decision-making by candidates.

For more information, visit naceweb.org.
CAREER CENTER CONTACTS

EXPERIENTIAL LEARNING TEAM

List internships, part-time or seasonal jobs, register as a ProfessioNole Mentor, host a student for job shadowing, connect to major-related student organizations, participate in career panels, host workshops, and more!

Tracey Lord
Program Director
tracey.lord@fsu.edu
850.644.9774

Li Pon
Senior Assistant Director
lpon@fsu.edu
850.644.2442

Kyle Roark
Senior Assistant Director
kroark@fsu.edu
850.644.9772

Michon Ashmore
Assistant Director; Career Liaison, College of Health and Human Sciences and College of Medicine
mlashmore@fsu.edu
850.645.0443

TBD
Senior Assistant Director
850.645.0445

CAREER CENTER CONTACTS

Anissa Ford
Assistant Director; Career Liaison, College of Fine Arts and College of Music
asf08@fsu.edu
850.644.1817

Alexis Fraites
Assistant Director; Career Liaison, College of Arts & Sciences (Biological Science, Neuroscience, & Psychology)
a.fraites@fsu.edu
850.645.0440

Kevin Pierce
Assistant Director; Career Liaison, College of Criminology & Criminal Justice
krpierce@fsu.edu
850.644.2148

Christine Brown
Assistant Director; Career Liaison, College of Communication & Information and College of Motion Picture Arts
cbrown24@fsu.edu
850.644.2149

Tyrone “TJ” Jonhson
Assistant Director; Career Liaison, College of Social Science & Public Policy
tdjohnson@fsu.edu
850.645.0441

Brittany Armstrong
Program Associate
bmarmstrong@fsu.edu
850.644.9775

Embedded Career Liaisons

Embedded in various academic units, Career Liaisons work to increase student engagement in experiential learning opportunities, deliver employability skills workshops, and coordinate networking events and career panels. In addition, they collaborate closely with academic faculty, academic advisors, and student organizations.

TBD
Assistant Director; Career Liaison, College of Arts & Sciences: English, History, Humanities, Modern Languages, Philosophy, and Religion
850.644.1796

The FSU Career Center | career.fsu.edu
Recruit FSU students for full-time, co-op, part-time or seasonal, or internship positions in the Dunlap Student Success Center (DSC), third floor, and fill your hiring needs. Interviews are held Monday through Friday between 8:30 a.m. and 4:30 p.m. On-campus recruiting is encouraged in the fall (end of September through November) and spring (February through April).

**PLANNING & SCHEDULING VISITS**

Florida State University uses NoleNetwork to coordinate all on-campus recruiting (OCR) schedules. Reservations and interview details are made, scheduled, and finalized online.

For 2021-2022, we also offer employers the ability to schedule in-person interviews through NoleNetwork. Staff will be in contact to coordinate your scheduling.

**SCHEDULING OPTIONS**

1. **Preselection** – Choose students that you would like to interview. The Career Center will give you access to the résumés of interested students through NoleNetwork. You may also include students you meet at Seminole Futures or the STEM Career & Internship Fair in your preselection list as long as the students are registered in NoleNetwork.

   The names of preselected students and alternates must be chosen using NoleNetwork two weeks prior to the scheduled recruiting date.

2. **Open Sign-Up** – Create a schedule through NoleNetwork. Any student who is interested in the position and meets your requirements (major, degree, graduation date, GPA, and work authorization) is welcome to sign up for an interview automatically.

3. **Rooms Only** – Reserve a space for interviews and you can create your own schedule from students you connected with at an event, from a job posting or some other means. You will need to provide the schedule to staff when you arrive on campus.

**REGISTER AS A NEW EMPLOYER**

- Visit [career.fsu.edu/nolenetwork](http://career.fsu.edu/nolenetwork)
- Click “Employer Login.”
- Go to the “Sign Up” tab to create a new account.

**Request a Schedule**

- Visit [career.fsu.edu/nolenetwork](http://career.fsu.edu/nolenetwork)
- Click “Employer Login.”
- Log in with your username (email address) and password (sent at initial registration).

**Change or Cancel Schedules**

Changes and/or cancellations to scheduled date(s) or recruiting requirements will be accommodated if they are made at least three weeks prior to your recruiting date(s). Cancellations during this period are still accepted and no further action is necessary.

**Note:** Changes made less than three weeks prior to your recruiting date(s) will not give adequate time for publicity and may result in a less effective recruiting visit. Call the Senior Assistant Director for Employer Relations at 850.644.6493.

Once appointments are scheduled two weeks prior to your recruiting date, we feel that the commitment to
INFORMATION SESSIONS/TABLING

Promote your organization and meet potential candidates by hosting an information session either in person or virtually. Please make requests at least one month in advance to help ensure space availability.

Reservations for on-campus information sessions should be made through NoleNetwork.  
- Visit career.fsu.edu/nolenetwork  
- Click Employer Login and log into NoleNetwork with your username (email address) and password.  
- Within NoleNetwork, click on “Events” in the left-side menu, then “Information Sessions & Engagement Events.”  
- Fill out all required fields for the request and submit for review.  
  - The information in the form will help us determine location, marketing, and other aspects to better prepare for your event.  
- Once your event is confirmed, you will receive a confirmation email with location and/or other important information.

Should your organization have materials that must be shipped, please clearly label the boxes with your organization name and send to the appropriate address.

Information Sessions in the Student Services Building (SSB) or anywhere on main campus can be shipped to:

Florida State University Career Center  
Attention: Heather Scarboro  
100 South Woodward Avenue  
Tallahassee, FL 32306

Be sure to note that the materials are for an information session and also ensure that your organization name is clearly labeled. You may pick up your materials on the third floor of the Dunlap Success Center before 5 p.m.

Information Sessions in the FAMU-FSU College of Engineering should be shipped to:

The College of Engineering Career Services  
Attention: Information Session – Organization Name  
FAMU-FSU COE Career Liaison  
2525 Pottsdamer Street  
Tallahassee, FL 32310-6046

Audio/visual equipment will NOT always be available. Please bring a laptop to present with as rooms do NOT come with computers.
CAREER EVENTS

Many career events are scheduled throughout the year to meet your recruiting needs.

Fall 2021 Career Fairs will be virtual and in-person.

PART-TIME JOB FAIR
Looking for part-time or seasonal help? Recruit FSU students through enhanced job postings in NoleNetwork highlighted through social media and direct advertising to those students actively seeking part-time jobs! Post your part-time jobs early to be a part of the Fall 2021 semester kick-off activities.
The Part-Time Job Fair is typically held in the fall and spring semester.

STEM CAREER & INTERNSHIP FAIR
Connect with students seeking full-time, internship, and co-op opportunities in engineering, computer science, and other STEM-related industries. The STEM Career & Internship Fair is held in September and January at the FAMU-FSU College of Engineering.

SEMINOLE FUTURES ALL MAJORS CAREER & INTERNSHIP FAIR
Our largest career fair, Seminole Futures brings more than 3,000 students from all disciplines and backgrounds to the Donald L. Tucker Civic Center. Employers from all industries are invited to attend this event, held in September and January.

GRADUATE SCHOOL FAIR AND LAW SCHOOL FAIR
Represent your graduate program or law/professional program and share information with students about the application process, program requirements, and why the institution is the right fit for them.

GOVERNMENT & SOCIAL SERVICES CAREER FAIR
Connect with students interested in working for government, social services, and non-profit agencies.

EDUCATION & LIBRARY CAREER FAIR
Provide industry insight and share full-time and internship opportunities with students interested in these fields.

HEALTH PROFESSIONS CAREER FAIR
Recruit students majoring in nursing and other health-related areas interested in the healthcare industry.

RÉSUMÉ CAFÉ & STEM RÉSUMÉ CAFÉ
Meet one-on-one with students prior to Career Fair week by providing résumé critiques in the Dunlap Success Center, the FAMU-FSU College of Engineering, and FSU Panama City.

STATEWIDE JOB FAIR
Meet with more than 1,000 students and alumni from Florida’s 10 state universities in one event. This fair is held each May at the University of Central Florida’s arena.

SEC & ACC VIRTUAL CAREER FAIR
Reach students from not only Florida State University but also the 28 other institutions in the SEC and ACC in this virtual fair.

Participating in Career Center events provides employers the opportunity to directly connect with qualified students.

Contact the Employer Relations team at 850.644.0796 or HireANole@fsu.edu.
# RECRUITMENT CALENDAR

## FALL 2021

<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>August 23</td>
<td>Classes begin</td>
</tr>
<tr>
<td>August 26</td>
<td>Part-Time Job Fair (virtual)</td>
</tr>
<tr>
<td>September 6</td>
<td>Labor Day</td>
</tr>
<tr>
<td>September 13</td>
<td>STEM Résumé Café (virtual)</td>
</tr>
<tr>
<td>September 15</td>
<td>All Majors Résumé Café (virtual)</td>
</tr>
<tr>
<td>September 21</td>
<td>STEM Career &amp; Internship Fair (virtual)</td>
</tr>
<tr>
<td>September 23</td>
<td>Seminole Futures All Majors Career &amp; Internship Fair (virtual)</td>
</tr>
<tr>
<td>October 18</td>
<td>Law School Fair (in-person)*</td>
</tr>
<tr>
<td>October 19</td>
<td>Graduate &amp; Professional School Fair (in-person)*</td>
</tr>
<tr>
<td>October 20</td>
<td>Graduate, Professional &amp; Law School Fair (virtual)</td>
</tr>
<tr>
<td>October 21</td>
<td>FSU Departments Graduate &amp; Professional School Fair (in-person)*</td>
</tr>
<tr>
<td>October 22</td>
<td>Homecoming Weekend begins</td>
</tr>
<tr>
<td>TBD</td>
<td>Government &amp; Social Services Career Fair*</td>
</tr>
<tr>
<td>November 11</td>
<td>Veteran’s Day</td>
</tr>
<tr>
<td>November 25-26</td>
<td>Thanksgiving</td>
</tr>
<tr>
<td>December 3</td>
<td>Last Day of classes</td>
</tr>
<tr>
<td>December 10</td>
<td>Commencement</td>
</tr>
<tr>
<td>December 14-16</td>
<td>FSUshadow</td>
</tr>
</tbody>
</table>

*As of August 2021, it is our goal to host in-person events in October. We will let participants know by early September if these events pivot to virtual. If they are switched to virtual, events will remain on the same day as originally scheduled.

## SPRING 2022

<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 5</td>
<td>Classes begin</td>
</tr>
<tr>
<td>January 6</td>
<td>Part-Time Job Fair (in-person)</td>
</tr>
<tr>
<td>January 17</td>
<td>Martin Luther King, Jr. Day</td>
</tr>
<tr>
<td>January 18</td>
<td>STEM Résumé Café (in-person)</td>
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<td>January 19</td>
<td>All Majors Résumé Café (in-person)</td>
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<tr>
<td>January 20</td>
<td>All Majors Résumé Café (virtual)</td>
</tr>
<tr>
<td>January 25</td>
<td>STEM Career &amp; Internship Fair (in-person)</td>
</tr>
<tr>
<td>January 26</td>
<td>STEM Career &amp; Internship Fair (virtual)</td>
</tr>
<tr>
<td>January 27</td>
<td>Seminole Futures All Majors Career &amp; Internship Fair (in-person)</td>
</tr>
<tr>
<td>January 28</td>
<td>Seminole Futures All Majors Career &amp; Internship Fair (virtual)</td>
</tr>
<tr>
<td>February 24</td>
<td>Health Professions Career Fair (in-person)</td>
</tr>
<tr>
<td>March 14-18</td>
<td>Spring Break</td>
</tr>
<tr>
<td>March 14-16</td>
<td>FSUshadow</td>
</tr>
<tr>
<td>TBD</td>
<td>Government &amp; Social Services Career Fair (in-person)</td>
</tr>
<tr>
<td>April - Date TBD</td>
<td>SEC &amp; ACC Virtual Career Fair</td>
</tr>
<tr>
<td>April - Date TBD</td>
<td>Education &amp; Library Career Fair (in-person)</td>
</tr>
<tr>
<td>April 22</td>
<td>On-campus interviews end</td>
</tr>
<tr>
<td>April 29</td>
<td>Last day of classes</td>
</tr>
<tr>
<td>April 30</td>
<td>Commencement</td>
</tr>
</tbody>
</table>
TIPS FOR SUCCESSFUL ON-CAMPUS RECRUITING

PRESELECT STUDENTS
Be sure that you have identified all preselected students in NoleNetwork two weeks prior to your visit.

PROVIDE RECRUITERS WITH NECESSARY INFORMATION
Often, those making arrangements for on-campus interviews and receiving our information are not the ones visiting campus to recruit. Please be sure that those coming to campus and conducting the interviews are provided all scheduling, location, procedure, and contact information.

TIPS FOR A SUCCESSFUL CAREER FAIR*

KNOW YOUR AUDIENCE
Knowing FSU’s student demographics and population characteristics is important. To learn more about our students, visit career.fsu.edu/stats or ir.fsu.edu.

SEND YOUR FSU ALUMNI TO CAMPUS
FSU alumni are proud of their institution and love to return to their alma mater. Alumni can serve as great advertisements for your organization, especially when they are sharing your organization’s brand and message with students.

REFLECT ORGANIZATIONAL DIVERSITY
Diversity, equity and inclusion are a top priority for FSU students. Showcasing your organization’s commitment by bringing representatives to campus from diverse backgrounds is an ideal way to attract strong applicants. For more details on the FSU Career Center’s diversity and inclusion promise, visit career.fsu.edu/about-us/diversity-and-inclusion.

STAFF YOUR BOOTH APPROPRIATELY - PREPARE FOR PEAKS & VALLEYS
Our peak hours are 10:30 a.m. to noon and 1 to 4 p.m. at Seminole Futures. If possible, arrange to have more than one recruiter at your booth during those times.

INTEGRATE TECHNOLOGY
Multimedia displays and impressive technology will attract students to your booth; however, remember to complement the display with knowledgeable team members. Check with Career Center staff regarding your technology needs.

GIVEAWAYS ATTRACT JOB PROSPECTS
Name recognition and recall go a long way. Identify promotional materials that will arouse interest and link to your recruiting message. Always have enough to make it through the day.

BE CAREFUL ABOUT SHIPPING MATERIALS & HAVE A BACK-UP PLAN
We provide shipping instructions in your career fair confirmation; however, you should always have a Plan B in case your materials don’t arrive. Your fellow recruiters recommend carrying at least 50 copies of materials with you, just in case.

PURSUE SEVERAL GOALS AT THE CAREER FAIR
Make your time in Tallahassee as productive as possible. In addition to attending the fair, schedule opportunities to meet with key people on campus. Faculty members, Career Center staff, and relevant student organizations may be valuable resources in your recruiting efforts.

FOLLOW UP
Once you have attracted a quality group of prospective employees, do not miss the opportunity to keep them interested. Determine your follow-up strategy prior to the fair.

*Condensed with permission from the National Association of Colleges & Employers (NACE).
INTERNERS PROVIDE

• Fresh ideas on problems facing the organization
• Assistance with projects/tasks that need completing
• Insight on new approaches and business solutions
• Feedback on your products and services from young consumers
• Opportunities to screen and work with potential entry-level employees prior to making a full-time employment commitment

INTERNSHIP OVERVIEW

Historically, full-time, entry-level hires converted from an employer’s own internship program are more likely to persist with the employing organization than their counterparts who have no experience or who gained experience through another organization’s program.

Internships are hands-on work or service experiences:

• Related to the student intern’s major or career goal
• Paid or unpaid
• Student may or may not receive academic credit
• Involves work in a professional setting
• Supervision provided by practicing professionals in the field
• Guided by predetermined learning outcomes, which the intern engages in and reflects upon throughout the duration of the experience

INTERNSHIP OUTCOMES

• Increased brand visibility and product knowledge for your organization at FSU
• A training program and talent pipeline for future full-time professionals within your organization
• Management experience and leadership skills growth for your entry-level employees
• Showcase long-term career opportunities within both your organization and your industry

A benefit of converting interns into full-time hires is stronger employee retention rates.

After one year of full-time employment:

67.7% of internal interns were retained.
51.7% of external interns were retained.
35.7% of employees with no internship experience were retained.

INTERNSHIP TYPES

• Apprenticeship
• Clinical
• Cooperative Education (Co-Op)
• Fellowship
• Field Work
• Practicum
• Research Assistant
• Service Learning
• Student Teaching
• Volunteer

INTERNSHIP LENGTHS

Typically, internships last 10-12 weeks and run on the same timeline as academic semesters:

• Fall (Late August - Early December)
• Spring (Early January - Late April)
• Summer (Mid-May - Early August)

Internship employers typically recognize University Holidays, breaks, and closures, allowing student interns to put studies first.
INTERNSHIP COMPENSATION

Interests are typically paid more than minimum wage in your state.

Internship positions fall under the U.S. Department of Labor’s Fair Labor Standards Act (FLSA).

For an unpaid internship position with a for-profit employer, interns must be gaining experience directly correlated with their major or academic coursework and receiving ongoing professional development and mentorship.

$20.76
Current average hourly wage for interns at bachelor’s degree level.
National Association of Colleges and Employers (NACE, 2021)

US DEPARTMENT OF LABOR FACT SHEET #71

The Federal Labor Standards Act requires “for-profit” employers to pay employees for their work. Interns and students, however, may not be “employees” under the FLSA—in which case, compensation for their work is not required.

For more information, visit bit.ly/DoLFactSheet71

For-profit organizations that choose to host unpaid interns typically provide alternative forms of compensation, such as:

• A monthly, semester, or project-based stipend
• Housing or a housing allowance
• Meal provision or reimbursement
• Parking/transportation reimbursement
• Sponsored membership to a professional development organization
• Attendance at local, regional, or national professional development trainings or conferences
• Academic scholarships

INTERNSHIPS & ACADEMIC CREDIT

Enrolling in an academic course during an internship means the student will be paying tuition.

For 2021-2022, the in-state charge per credit hour is $215.55 + fees. A typical three-credit course is $646.65 + fees.

Florida State University Registrar

Students do not have to be receiving academic credit from FSU in order to engage in an internship.

Stipulations and guidelines impacting financial compensation and preventing students from being paid for their work if they are receiving college credit are discriminatory.

At FSU, academic credit is always at the discretion of the academic department/program (e.g. Political Science Department or Professional Sales Program) or the college/school (e.g. College of Business or Dedman College of Hospitality).

Not all FSU majors offer an academic internship course. If they do:

• Eligibility requirements for academic internship courses can vary depending on year in school, degree level and major.
• Most for-credit academic internship courses are limited to upper-level students.

After a student secures an internship, the responsibility lies with the student, not the employer, to explore the potential to earn academic course credit.

Organizations hiring interns should design their internship program around their own needs, not academic course requirements.

When recruiting for your internship program, you can emphasize your organization’s willingness to complete any needed forms to facilitate a student earning academic credit, such as including a statement in your internship position description:

Can I use this internship/co-op for academic course credit at FSU?
Contact your major’s internship coordinator to get the appropriate paperwork. If our internship fits your academic program’s requirements, we’re happy to work with you to fulfill requirements and complete paperwork, when possible.

As Universities grant academic credit, an internship employer cannot guarantee that their internship will qualify for academic course credit. However, students always appreciate employers willing to work with their university in order for them to earn academic course credit.
ALTERNATIVES TO ACADEMIC CREDIT

While the FSU Career Center does not grant academic credit for internships, we do offer a program for FSU students to earn recognition from FSU for completing an internship.

Experience Recognition Program (ERP)

The ERP program facilitates students’ professional development and growth through goal-setting, reflection, and self-evaluation. Students can earn recognition in one of two ways:

1. Certificate
   • Receive a certificate of completion
   • Upload certificate to LinkedIn or Career Portfolio

2. Transcript Notation
   • Participate in zero (0) credit hour virtual course
   • Graded on S/U scale

Visit career.fsu.edu/erp to learn more.

LAUNCHING AN INTERNSHIP PROGRAM

Converting students who have taken part in your internship program into full-time employees is often a primary goal for most organizations.

As you think about hosting an intern, it is important to make sure your organization is ready.

Hosting a successful intern requires:

• **Time** – someone to train, supervise, and mentor
• **Physical/financial resources** – work space, computer/internet access, telephone/voicemail, etc.

The best-laid plans actually do make for the best internships – and create the most value for both the employer and the intern. So, it is worth the extra work in the beginning to assess your organizational need and readiness.

ASSESS ORGANIZATIONAL NEED:

• Are there back-burner projects that you would like to see completed?
• Is there a big project or peak season when your organization needs extra help?
• Do you have a specific employee that would benefit from extra short-term assistance?
• Do you have any existing resources or programs that need an update?
• Do you have a great idea that your organization needs help launching?

ASSESS ORGANIZATIONAL READINESS:

• Does your organization have both the time and resources to develop and mentor an intern throughout the entire experience?
• Is there a physical space for the intern to complete work equipped with the necessary technology?
• Can you develop a clear plan of how the intern can effectively contribute to your goals?
• Do you have a supervisor with some degree of expertise in the area in which the intern will be working?
• Who will be responsible for planning and executing your intern’s onboarding and offboarding process?
• Does your organization have the supervision structure to ensure the intern is meeting organization standards?

DEVELOPING A COMPELLING POSITION DESCRIPTION

Your internship position description is often the first impression a student has of your organization! Well-developed internship position descriptions always garner the most interest and applications from student candidates.

When crafting your position description, we recommend including the following:

1. **Why should a student choose your internship opportunity?**

   **Incorporate a compelling (short) description of your organization.**

   FSU students may not be familiar with your organization, so adding details builds interest about your mission and community impact.

   **Example:** “Our solutions allow our clients to increase productivity and profits. We’re no strangers to the IT industry; we’ve been in business for 30+ years.”

   **Lead with a concise overall statement describing the internship opportunity.**

   **Example:** “The Event Management Intern will work directly with the Event Planner to plan and execute a flawless annual conference welcoming 5,000 professionals for a week-long continuing education program.”

   **Use adjectives that accurately describe the work environment and culture (team-oriented, fast-paced, etc.).**

   **Example:** “We’re a big company that feels like family, with offices across the U.S. and the globe. When you become our colleague, you join a family of innovators dedicated to making big things happen every day.”
Typically, employers begin recruiting interns **eight months** before their start date.

2. **What will the intern gain from choosing your opportunity?**

*Provide a description of what the intern will learn from this opportunity.*

**Example:** “Experience will be gained in event planning, volunteer management, B2C communications, community grassroots marketing, and vendor management.”

**Brag on the supervisor – students want to know who will mentor them!**

**Example:** “The intern will work under a supervisor, with the opportunity for mentorship, that has 20+ years of experience running multimodal communication strategies for Fortune 500, large non-profits, and lobbying organizations.”

*Provide a description of any professional development opportunities available to students.*

**Example:** “Perks of working with our office include networking with a world-class team, attending meetings with high-level leadership, your own office, and an occasional ice cream or coffee outing (maybe even lunch!). And, we have an on-site fitness center.”

3. **What skills are needed for an intern to succeed in your internship program?**

*Articulate the specific qualifications and skills. Avoid being vague.*

**Example:** “Excellent quantitative problem-solving and analytic skills. Ability to communicate financial and economic concepts in verbal and written forms. Capable of managing multiple projects and meeting deadlines. Experience doing empirical research with large data sets.”

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**SETTING YOUR INTERN UP FOR SUCCESS**

**ORIENTATION**

Intern orientation should be held on or before the first day of work.

In preparation for their arrival, you can make them feel valued by pre-ordering any nametags, branded shirts, door plaques, business cards, etc.

Before they arrive, set up their assigned work area including a telephone, computer, internet, voicemail, etc. and stock with office supplies.

And remember, this may be your intern’s first professional experience, so you may need to have a more detailed orientation than with a full-time hire. Consider including the following:

**Describe the organization’s history**

- Where did it begin?
- How has the organization changed? What triggered those changes?
- What are the organization’s future goals?

**Explain the organizational structure**

- Provide a copy of your organizational chart. Explain how the team/departamental groupings were created.
- Take time to explain the specific reporting structure for the team the intern works on.
- Provide the intern with personnel resources – who can and should answer future questions on the organization structure?

**Outline organizational rules, policies, decorum, and expectations**

- Is there special company or industry jargon the intern needs to know?
- Reiterate specific work standards and procedures including dress code and office norms.
- Detail any policies around using technology, printing, or using work phones for personal business.
- Explain any security or confidentiality policies.
- Explain protocol and use of break rooms (including refrigerators, microwave, communal coffee pots, etc.).
- Provide initial (and ongoing) training on mail, telephone, email, and other systems that will be utilized for work.
- What local, state and/or federal guidelines or law apply to the intern’s work?
- What safety regulations must the intern abide?
- How should they order or request office supplies?
SUPERVISION

DEVELOPING LEARNING GOALS

Develop learning goals with your intern to identify outcomes and desired experiences. Learning goals should be SMART (Specific, Measurable, Attainable, Realistic, and Time-bound). To ensure time is spent productively, collaborate with your intern to create these goals. Learning goals may relate to:

Job Skills ("Hard Skills")
- Concrete skills the intern hopes to obtain or build, such as learning to follow or perform appropriate procedures, utilize special equipment/technology, and execute specific methods or job-related tasks.

Personal/Professional Skills ("Soft Skills")
- Less tangible skills and competencies the intern hopes to cultivate such as self-confidence, working effectively with others, professional etiquette, networking, time management, organization, and decision making.

Career Field/Industry Knowledge
- New information regarding the company, industry, occupation, or job duties.

DETAIL YOUR SUPERVISION STYLE & EXPECTATIONS

- How much access to you does the intern have?
- What is your preferred communication style?
- Is there a procedure you want to follow for reviewing completed work?
- What periodic forms or reports do you want the intern to complete?
- What tasks can be completed without your approval?

PROVIDE ONGOING FEEDBACK

Interns will look to their supervisors for guidance in navigating their transition to the professional world. Meet with your intern regularly.

Make sure to reinforce positive attitudes and encourage your intern to keep a portfolio of work throughout the experience.

This will help your intern reflect when the internship has been completed and will provide a sense of accomplishment and professional growth.

EVALUATING YOUR INTERN

When evaluating your intern, be sure to include feedback on the their timeliness and ability to take and follow direction. Mention areas that need growth and development, as well as areas in which the intern excelled.

Internships are experiential learning opportunities designed to enhance academic coursework. It is recommended that intern evaluations mimic the rhythm of an academic semester:

The first evaluation
- When: One to three weeks after orientation, onboarding, and training are complete
- Goal: Ensure everyone’s initial expectations are being met

The second evaluation
- When: Mid-point of the internship
- Goal: Assess progress made towards agreed-upon learning goals and determine if additional resources are necessary to complete assignments. Provide constructive feedback on areas of professional growth.

The final evaluation
- When: Last week of the internship
- Goal: Both supervisor and intern can reflect on the experience, celebrate successes, assess professional growth, and constructively discuss areas of improvement for both the intern and the internship program.

PROVIDE PROFESSIONAL DEVELOPMENT

- When possible, allow your intern to shadow you and other organizational leaders during meetings, presentations, conference calls, sales pitches, etc.
- Take your intern to any local professional development sessions/trainings or trade shows.
- Set up intra-organizational job shadow opportunities to provide a full picture into your organizations.
- Schedule informational interviews with your peers and mentors to provide a deeper look into career paths and advancement opportunities in your career field or industry.

Questions? Contact:
HireANole@fsu.edu
<table>
<thead>
<tr>
<th>Department</th>
<th>Contact Person</th>
<th>Phone Number</th>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alumni Association</td>
<td>Christy Mantzanas</td>
<td>850.644.1902</td>
<td><a href="mailto:cmantzanas@fsu.edu">cmantzanas@fsu.edu</a></td>
</tr>
<tr>
<td>Applied Studies/Panama City Campus</td>
<td>TBD</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Arts &amp; Sciences</td>
<td>Alexis Fraites</td>
<td>850.645.0440</td>
<td><a href="mailto:a.fraites@fsu.edu">a.fraites@fsu.edu</a></td>
</tr>
<tr>
<td>Humanities</td>
<td>Abbey Hale</td>
<td>850.645.0442</td>
<td><a href="mailto:amhale@fsu.edu">amhale@fsu.edu</a></td>
</tr>
<tr>
<td>Physical Sciences, Technology &amp; Mathematics</td>
<td>Abbey Hale</td>
<td>850.645.0442</td>
<td><a href="mailto:amhale@fsu.edu">amhale@fsu.edu</a></td>
</tr>
<tr>
<td>Athletics Department</td>
<td>Leslie Mille</td>
<td>850.644.6433</td>
<td><a href="mailto:lmille@fsu.edu">lmille@fsu.edu</a></td>
</tr>
<tr>
<td>Business</td>
<td>Rebecca Lovett</td>
<td>850.644.2529</td>
<td><a href="mailto:r.lovett@fsu.edu">r.lovett@fsu.edu</a></td>
</tr>
<tr>
<td>Case Management/SDRC (Dean of Students)</td>
<td>Emily Kennelly</td>
<td>850.644.8685</td>
<td><a href="mailto:ekennelly@fsu.edu">ekennelly@fsu.edu</a></td>
</tr>
<tr>
<td>Center for Academic Retention &amp; Enhancement (CARE) / First Generation Students</td>
<td>Kyra Duffey</td>
<td>850.644.9778</td>
<td><a href="mailto:kduffey@fsu.edu">kduffey@fsu.edu</a></td>
</tr>
<tr>
<td>Center for Global Engagement</td>
<td>Li Pon</td>
<td>850.644.2442</td>
<td><a href="mailto:lp@fsu.edu">lp@fsu.edu</a></td>
</tr>
<tr>
<td>Center for the Advancement of Teaching</td>
<td>Casey Dozier</td>
<td>850.644.8315</td>
<td><a href="mailto:casey.dozier@fsu.edu">casey.dozier@fsu.edu</a></td>
</tr>
<tr>
<td>Communication &amp; Information</td>
<td>Christine Brown</td>
<td>850.655.2149</td>
<td><a href="mailto:cbrown24@fsu.edu">cbrown24@fsu.edu</a></td>
</tr>
<tr>
<td>Criminology &amp; Criminal Justice</td>
<td>Kevin Pierce</td>
<td>850.644.2148</td>
<td><a href="mailto:kipierce@fsu.edu">kipierce@fsu.edu</a></td>
</tr>
<tr>
<td>Education</td>
<td>Kyle Roark</td>
<td>850.644.9772</td>
<td><a href="mailto:kroark@fsu.edu">kroark@fsu.edu</a></td>
</tr>
<tr>
<td>Engineering</td>
<td>Jean Shortley</td>
<td>850.645.0446</td>
<td><a href="mailto:jshortley@fsu.edu">jshortley@fsu.edu</a></td>
</tr>
<tr>
<td>Entrepreneurship</td>
<td>Shereada Harrell</td>
<td>850.644.9771</td>
<td><a href="mailto:sharr@fsu.edu">sharr@fsu.edu</a></td>
</tr>
<tr>
<td>FIGs and LLCs</td>
<td>TBD</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fine Arts</td>
<td>Anissa Ford</td>
<td>850.644.1817</td>
<td><a href="mailto:asf08@fsu.edu">asf08@fsu.edu</a></td>
</tr>
<tr>
<td>Fraternity &amp; Sorority Life / SGA</td>
<td>Dylan Bateman-Schieler</td>
<td>850.644.8625</td>
<td><a href="mailto:dbateman@fsu.edu">dbateman@fsu.edu</a></td>
</tr>
<tr>
<td>Graduate School</td>
<td>Megan Crowe</td>
<td>850.644.8139</td>
<td><a href="mailto:m.crowe@fsu.edu">m.crowe@fsu.edu</a></td>
</tr>
<tr>
<td>Health &amp; Human Sciences</td>
<td>Michon Ashmore</td>
<td>850.645.0443</td>
<td><a href="mailto:mlashmore@fsu.edu">mlashmore@fsu.edu</a></td>
</tr>
<tr>
<td>Honors, Scholars &amp; Fellows</td>
<td>Tracey Lord</td>
<td>850.644.9774</td>
<td><a href="mailto:tracey.lord@fsu.edu">tracey.lord@fsu.edu</a></td>
</tr>
<tr>
<td>Hospitality</td>
<td>Heather Scarboro</td>
<td>850.644.6493</td>
<td><a href="mailto:hscarboro@fsu.edu">hscarboro@fsu.edu</a></td>
</tr>
<tr>
<td>Institutional Research</td>
<td>Tory Dellafiora</td>
<td>850.644.2152</td>
<td><a href="mailto:t.dellafiora@fsu.edu">t.dellafiora@fsu.edu</a></td>
</tr>
<tr>
<td>International Programs</td>
<td>Li Pon</td>
<td>850.644.2442</td>
<td><a href="mailto:lp@fsu.edu">lp@fsu.edu</a></td>
</tr>
<tr>
<td>Law &amp; Pre-law Advising</td>
<td>Megan Crowe</td>
<td>850.644.8139</td>
<td><a href="mailto:m.crowe@fsu.edu">m.crowe@fsu.edu</a></td>
</tr>
<tr>
<td>Libraries/Information Studies</td>
<td>Sarah Pearson</td>
<td>850.644.9779</td>
<td><a href="mailto:s.pearson@fsu.edu">s.pearson@fsu.edu</a></td>
</tr>
<tr>
<td>Medicine</td>
<td>Michon Ashmore</td>
<td>850.645.0443</td>
<td><a href="mailto:mlashmore@fsu.edu">mlashmore@fsu.edu</a></td>
</tr>
<tr>
<td>Motion Picture Arts</td>
<td>Christine Brown</td>
<td>850.644.2149</td>
<td><a href="mailto:cbrown24@fsu.edu">cbrown24@fsu.edu</a></td>
</tr>
<tr>
<td>Music</td>
<td>Anissa Ford</td>
<td>850.644.1817</td>
<td><a href="mailto:asf08@fsu.edu">asf08@fsu.edu</a></td>
</tr>
<tr>
<td>Nursing</td>
<td>Casey Dozier</td>
<td>850.644.8315</td>
<td><a href="mailto:casey.dozier@fsu.edu">casey.dozier@fsu.edu</a></td>
</tr>
<tr>
<td>Office of Accessibility Services (OAS)</td>
<td>Emily Kennelly</td>
<td>850.644.8685</td>
<td><a href="mailto:ekennelly@fsu.edu">ekennelly@fsu.edu</a></td>
</tr>
<tr>
<td>Office of the Provost</td>
<td>Myrna Hoover</td>
<td>850.644.6089</td>
<td><a href="mailto:mhoover@fsu.edu">mhoover@fsu.edu</a></td>
</tr>
<tr>
<td>Orientation</td>
<td>Myrna Hoover</td>
<td>850.644.6089</td>
<td><a href="mailto:mhoover@fsu.edu">mhoover@fsu.edu</a></td>
</tr>
<tr>
<td>Panama City (FL) FSU Campus</td>
<td>Heather Scarboro</td>
<td>850.644.6493</td>
<td><a href="mailto:hscarboro@fsu.edu">hscarboro@fsu.edu</a></td>
</tr>
<tr>
<td>Social Science &amp; Public Policy</td>
<td>Tyrone “TJ” Johnson</td>
<td>850.645.0441</td>
<td><a href="mailto:tjjohnson@fsu.edu">tjjohnson@fsu.edu</a></td>
</tr>
<tr>
<td>Social Work</td>
<td>Emily Kennelly</td>
<td>850.644.8685</td>
<td><a href="mailto:ekennelly@fsu.edu">ekennelly@fsu.edu</a></td>
</tr>
<tr>
<td>Undergraduate Studies/Advising First/Transfer Students</td>
<td>Erica Stallings</td>
<td>850.645.1320</td>
<td><a href="mailto:estallings@fsu.edu">estallings@fsu.edu</a></td>
</tr>
<tr>
<td>Veterans</td>
<td>Kevin Pierce</td>
<td>850.644.2148</td>
<td><a href="mailto:kipierce@fsu.edu">kipierce@fsu.edu</a></td>
</tr>
<tr>
<td></td>
<td>Tracey Lord</td>
<td>850.644.9774</td>
<td><a href="mailto:tracey.lord@fsu.edu">tracey.lord@fsu.edu</a></td>
</tr>
</tbody>
</table>
# UNIVERSITY CONTACTS

**UNIVERSITY OFFICERS**

- President: Richard McCullough
- Provost and Executive Vice President for Academic Affairs: Sally McRorie
- Vice President for Faculty Development and Advancement: Janet Kistner
- Vice President for Finance and Administration: Kyle Clark
- Vice President for Student Affairs: Amy Hecht
- Vice President for Research: Laurel Fulkerson (interim)
- Vice President for University Advancement: Andy Jhanji (interim)
- Chief of Staff and Associate Vice President for University Relations: Elizabeth Hirst
- Assistant Vice President for University Communications: Dennis Schnittker (interim)

## DEANS/DIRECTORS & CONTACTS

### FSU Panama City & Applied Studies
- Dean, Randy Hanna: 850.770.2102
- Director, Academic Services - College of Applied Studies, Jim Allen: 850.770.2160

### Arts and Sciences
- Dean, Sam Huckaba: 850.644.4404
- Sheryl Grossman: 850.644.4404

### Business
- Dean, Michael Hartline: 850.644.4405
- Andrea White: 850.644.5095

### Communication & Information
- Interim Dean, Stephen McDowell: 850.645.2306
- Elaine Howard: 850.644.8741

### Criminology & Criminal Justice
- Dean, Thomas Blomberg: 850.644.7365
- Dana Behnke: 850.644.7365

### Education
- Dean, Damon Andrew: 850.644.6885
- Rachel Jeter: 850.644.0371

### Engineering
- Dean, J. Murray Gibson: 850.410.6636
- Monica Brown: 850.410.6636

### Jim Moran College of Entrepreneurship
- Dean Susan S. Fiorito: 850.644.7856
- Kirsten Frandsen: 850.644.7893

### Fine Arts
- Dean, James Frazier: 850.644.5244
- Shelby Heitmuller: 850.645.2192

### Dedman College of Hospitality
- Director, Don Farr: 850.228.6389
- Jonathan Brown: 850.645.9995

### Health & Human Sciences
- Dean, Michael Delp: 850.644.1281
- Marian Sumner: 850.644.5468

### Law
- Dean, Erin O’Hara O'Connor: 850.644.3071
- Catherine Miller: 850.644.3301

### Medicine
- Dean, John P. Fogarty, M.D: 850.644.1346
- Renata McCann: 850.644.1346

### Motion Picture Arts
- Dean, Reb Braddock: 850.644.0453
- Lana Leigh: 850.644.8747

### Music
- Todd Queen: 850.644.4361
- Erica Francis: 850.644.4361

### Nursing
- Dean, Jing Wang: 850.644.5100
- Jackie Sessions: 850.644.5100

### Social Sciences & Public Policy
- Dean, Tim Chapin: 850.644.5488
- Tonja Guilford: 850.644.5488

### Social Work
- Dean, James J. Clark: 850.644.4752
- Cathy Nipper: 850.644.4752
## UNIVERSITY FACULTY & STAFF CONTACTS

<table>
<thead>
<tr>
<th>Field</th>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>Dr. Richard Morton</td>
<td>850.644.9932</td>
</tr>
<tr>
<td>Biological Science</td>
<td>Dr. Thomas A. Houpt</td>
<td>850.644.4907</td>
</tr>
<tr>
<td>Business Analytics, Information Systems &amp; Supply Chain</td>
<td>Dr. Ashley Bush</td>
<td>850.644.1898</td>
</tr>
<tr>
<td>Chemical/Biomedical Engineering</td>
<td>Dr. Bruce Locke</td>
<td>850.410.6149</td>
</tr>
<tr>
<td>Chemistry/Biochemistry</td>
<td>Dr. Timothy Logan</td>
<td>850.644.0806</td>
</tr>
<tr>
<td>Civil/Environmental Engineering</td>
<td>Dr. Lisa Spanhour</td>
<td>850.410.6123</td>
</tr>
<tr>
<td>Communication</td>
<td>Dr. Jennifer Proffitt</td>
<td>850.644.8748</td>
</tr>
<tr>
<td>Communication Science &amp; Disorders</td>
<td>Dr. Hugh Catts</td>
<td>850.645.6566</td>
</tr>
<tr>
<td>Computer Science</td>
<td>Dr. Xiwen Liu</td>
<td>850.644.0050</td>
</tr>
<tr>
<td>Criminology &amp; Criminal Justice</td>
<td>Dr. Bill Bales</td>
<td>850.644.7113</td>
</tr>
<tr>
<td>Earth, Ocean, &amp; Atmospheric Sciences</td>
<td>Dr. James Tull</td>
<td>850.644.1448</td>
</tr>
<tr>
<td>Economics</td>
<td>Dr. R. Mark Isaac</td>
<td>850.644.7081</td>
</tr>
<tr>
<td>Education</td>
<td>Dr. Amy Guerette</td>
<td>850.644.6885</td>
</tr>
<tr>
<td>Electrical/Computer Engineering</td>
<td>Dr. Sastry Pamidi</td>
<td>850.410.6283</td>
</tr>
<tr>
<td>English</td>
<td>Dr. Gary Taylor</td>
<td>850.645.0000</td>
</tr>
<tr>
<td>Jim Moran College of Entrepreneurship</td>
<td>Ann Langston</td>
<td>850.644.3236</td>
</tr>
<tr>
<td>Jim McLaughlin</td>
<td></td>
<td>850.644.7126</td>
</tr>
<tr>
<td>Finance</td>
<td>Dr. William Christiansen</td>
<td>850.644.8202</td>
</tr>
<tr>
<td>Geography</td>
<td>Dr. Victor Mesev</td>
<td>850.644.1706</td>
</tr>
<tr>
<td>History</td>
<td>Dr. Edward Gray</td>
<td>850.644.5888</td>
</tr>
<tr>
<td>Hospitality (Dedman College)</td>
<td>Dr. Alishia Piotrowski</td>
<td>850.644.8245</td>
</tr>
<tr>
<td>Humanities</td>
<td>Dr. Lisa Wakamiya</td>
<td>850.644.8391</td>
</tr>
<tr>
<td></td>
<td>Dr. Martin Kavka</td>
<td>850.559.4412</td>
</tr>
<tr>
<td>Industrial &amp; Manufacturing Engineering</td>
<td>Dr. Okenwa Okoli</td>
<td>850.410.6352</td>
</tr>
<tr>
<td>Information Technology</td>
<td>Dr. Kathleen Burnett</td>
<td>850.644.5776</td>
</tr>
<tr>
<td>Interior Design</td>
<td>Dr. Jill Pable</td>
<td>850.645.6831</td>
</tr>
<tr>
<td>International Affairs</td>
<td>Dr. Whitney Bendeck</td>
<td>850.644.4418</td>
</tr>
<tr>
<td>Management</td>
<td>Dr. David R. King</td>
<td>850.644.1467</td>
</tr>
<tr>
<td>Marketing</td>
<td>Dr. Michael K. Brady</td>
<td>850.644.7853</td>
</tr>
<tr>
<td>Master's of Business Administration</td>
<td>Dr. William Christiansen</td>
<td>850.644.8202</td>
</tr>
<tr>
<td>Mathematics</td>
<td>Dr. Washington Christiansen</td>
<td>850.644.2202</td>
</tr>
<tr>
<td>Mechanical Engineering</td>
<td>Dr. Eric Hellstrom</td>
<td>850.645.7489</td>
</tr>
<tr>
<td>Modern Languages &amp; Linguistics</td>
<td>Dr. Mark Pietralunga</td>
<td>850.644.3727</td>
</tr>
<tr>
<td>Motion Picture Arts</td>
<td>Brenda Mills</td>
<td>850.645.4840</td>
</tr>
<tr>
<td>Philosophy</td>
<td>Dr. J. Fiers Rawling</td>
<td>850.644.0222</td>
</tr>
<tr>
<td>Physics</td>
<td>Dr. Mark Riley</td>
<td>850.644.2867</td>
</tr>
<tr>
<td>Political Science</td>
<td>Dr. Christopher Reenock</td>
<td>850.644.4542</td>
</tr>
<tr>
<td>Professional Communication (Panama City Campus)</td>
<td>Dr. Laurie Lawrence</td>
<td>850.770.2249</td>
</tr>
<tr>
<td>Psychology</td>
<td>Dr. Frank Johnson</td>
<td>850.644.2040</td>
</tr>
<tr>
<td>Public Administration &amp; Policy</td>
<td>Dr. James S. Bowman</td>
<td>850.644.3525</td>
</tr>
<tr>
<td>Public Health</td>
<td>Dr. William G. Weissert</td>
<td>850.644.5727</td>
</tr>
<tr>
<td>Public Safety and Security (Panama City Campus)</td>
<td>Dr. Tom Kelley</td>
<td>850.770.2202</td>
</tr>
<tr>
<td>Recreation, Tourism, and Events (Panama City Campus)</td>
<td>Irvin Clark</td>
<td>850.770.2100</td>
</tr>
<tr>
<td>Religion</td>
<td>Dr. Aline Kalbian</td>
<td>850.644.1020</td>
</tr>
<tr>
<td>Retail Merchandising &amp; Product Development</td>
<td>Ann Langston</td>
<td>850.644.3236</td>
</tr>
<tr>
<td>Risk Management/Insurance, Real Estate, &amp; Legal Studies</td>
<td>Dr. Cassandra Cole</td>
<td>850.644.9283</td>
</tr>
<tr>
<td>Scientific Computing</td>
<td>Dr. Max Gunzburger</td>
<td>850.644.7060</td>
</tr>
<tr>
<td>Social Work</td>
<td>Dr. Pam Graham MacDill</td>
<td>850.644.5713</td>
</tr>
<tr>
<td>Sociology</td>
<td>Dr. Kathi Tillman</td>
<td>850.644.1669</td>
</tr>
<tr>
<td>Statistics</td>
<td>Dr. Xufeng Niu</td>
<td>850.644.4008</td>
</tr>
<tr>
<td>Urban &amp; Regional Planning</td>
<td>Dr. Jeff Brown</td>
<td>850.644.8519</td>
</tr>
</tbody>
</table>
STUDENT ORGANIZATIONS

Florida State University has more than 750 Recognized Student Organizations (RSOs) on campus.

ENGAGE WITH RECOGNIZED STUDENT ORGANIZATIONS

Promote your visit by engaging with recognized student organizations. Meeting with relevant multicultural, academic, honorary, and pre-professional student organizations can maximize visibility during your visit to FSU and help build connections with students when recruiting on campus.

Registered student organizations are always seeking guest speakers, workshops or other presentations to enhance the professional development of their members.

EXAMPLES OF RECOGNIZED STUDENT ORGANIZATIONS

- American Marketing Association
- Collegiate Veterans Association
- Cybersecurity Club
- Economics Club
- Engineers Without Borders
- Health Occupations Students of America
- STARS (Students & Technology in Academia, Research & Service) Alliance
- Student Association of Social Workers
- Women in Accounting

FIND AN ORGANIZATION

Through Nole Central, you can search recognized student organizations that align with your organization’s target recruiting profile. For a complete listing of FSU student organizations, visit nolecentral.dsa.fsu.edu.

Once you identify one or more RSOs, click on the RSO name to open the contact card. From there you can reach out to the RSO leadership and/or the faculty/staff advisor.

For FAMU-FSU College of Engineering student organizations, visit eng.famu.fsu.edu/student-organizations.

If you would like to strategize which RSOs best align with your campus recruiting strategy, simply reach out to a member of the Career Center team.
# Career Center Executive Summary 2020-2021

<table>
<thead>
<tr>
<th>Program</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Career Advising/Counseling/Library</strong></td>
<td>15,370 contacts</td>
</tr>
<tr>
<td><strong>Career Outreach Programs</strong></td>
<td>543 programs; 27,135 participants</td>
</tr>
<tr>
<td><strong>Career Planning Class, SDS 3340</strong></td>
<td>12 sections; 381 students</td>
</tr>
<tr>
<td><strong>Career Fairs</strong></td>
<td>15 fairs; 1,019 employers; 3,686 students</td>
</tr>
<tr>
<td><strong>Cooperative Education, Internships &amp; Part-Time Jobs</strong></td>
<td>14,937 academic internships; 5,823 experiential learning opportunities; 978 student employment positions</td>
</tr>
<tr>
<td><strong>Mock Interviews</strong></td>
<td>382 interviews conducted</td>
</tr>
<tr>
<td><strong>Garnet &amp; Gold Scholar Society</strong></td>
<td>294 inductees</td>
</tr>
<tr>
<td><strong>Employer Engagement</strong></td>
<td>717 employer interviews and info sessions; 356 student participants</td>
</tr>
<tr>
<td><strong>Digital Recognition Programs</strong></td>
<td>2,969 new Career Portfolio and Folio users</td>
</tr>
<tr>
<td><strong>Job Listings &amp; Resume Referrals</strong></td>
<td>6,475 job listings advertised through our career management system, NoleNetwork</td>
</tr>
</tbody>
</table>
PARTNER WITH FLORIDA STATE

To be the best Career Center possible, we need help from friends of Florida State University who share our commitment to the career growth of FSU students and the development of knowledge in this field. Join us by investing in the lives of future generations, and help us prepare students for the workplace.

ROOM SPONSOR

The Career Center is located in the state-of-the-art Dunlap Student Success Center in the heart of FSU’s campus. The building, which comprises approximately 47,000 square feet of space, houses classrooms, resource centers, meeting rooms, and offices.

Room sponsors benefit from increased visibility on campus and will receive the following benefits:

- A plaque naming their room.
- Logo placement on flat screen televisions, on The Career Center website, and in several annual publications targeting students, faculty, and other FSU recruiters.

Rooms available for sponsorship include:

- State-of-the-art interview rooms at $30,000.
- Six-room interview suites at $50,000.
- Large, public Career Center rooms at $100,000.

GOLD PARTNER: $5,000

Membership includes:

- Registration fee waived for up to five career events during the academic year.
- Additional incidental fees for each career fair waived, including up to eight additional participant fees, an extra table at your booth, and electrical access.
- Priority placement at in-person and virtual career fairs.
- Corporate logo displayed on the Seminole Futures entrance display and your career fair booth signage.
- Full-page ad in the Career Guide, distributed to FSU students throughout the academic year, and special recognition on the Seminole Futures student fair guide.
- Corporate logo displayed on The Career Center website at career.fsu.edu/Current-Partners and in NoleNetwork.
- Corporate logo displayed on flat-screen TVs throughout the Dunlap Success Center.
- Organizational spotlight in our student newsletter and via social media outlets.
- Access to Résumé Books (an online database of résumés).
- Preferred participation in speaker panels/forums, workshops, classes, and mock interviews.
- Membership in the Employer-in-Residence Program.

GARNET PARTNER: $3,000

Membership includes:

- Registration fee waived for up to three career events during the academic year.
- Up to six additional participant fees for each career fair waived.
- Priority placement at in-person and virtual career fairs.
- Company name displayed on the Seminole Futures entrance display.
- Twenty-five percent discount on advertisement in the Career Guide, distributed to FSU students throughout the academic year, and special recognition on the Seminole Futures student fair guide.
- Company name listed on The Career Center website at career.fsu.edu/Current-Partners.
- Organizational spotlight in our student newsletter and via social media outlets.
- Access to Résumé Books (an online database of résumés).
- Preferred participation in speaker panels/forums, workshops, classes, and mock interviews.
- Membership in the Employer-in-Residence Program.

Contact Employer Relations Program Director at 850.644.9771

EMPLOYER-IN-RESIDENCE PROGRAM

The Employer-in-Residence program provides an opportunity for employers to meet with students and provide professional advice and feedback. Garnet and Gold Partners get automatic membership in this program.

Participate in:

- Résumé critiques
- Career advice sessions
- Mock interviews
- Professional networking

During your visit, you can have your own office at The Career Center that you may call your “home base” or be placed in The Career Center Library for high student traffic.

Contact Employer Relations Senior Assistant Director at 850.644.6493
<table>
<thead>
<tr>
<th>SPONSORSHIP OPPORTUNITIES</th>
<th>ANNUAL</th>
<th>ANNUAL</th>
<th>LIFETIME</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Garnet Partner $3000</td>
<td>Gold Partner $5,000</td>
<td>Room Sponsor $30,000</td>
</tr>
<tr>
<td>Career Events Registration Fees Waived (Per Year)</td>
<td>3</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>Extra Fair Participants</td>
<td>6</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>Extra Table at Fair</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Priority Placement at In-Person and Virtual Fairs</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Special Recognition on Student Fair Guide &amp; Career Guide</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Full-Page Ad in Career Guide</td>
<td>25% Discount</td>
<td>Free</td>
<td></td>
</tr>
<tr>
<td>Corporate name or Logo (with hyperlink to employer website)</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Corporate Logo in NoleNetwork</td>
<td></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Corporate Logo on Flat Screen TVs</td>
<td></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Organization Spotlight in Student Newsletter and Facebook</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Access to Online Résumé Books</td>
<td>✓</td>
<td>✓</td>
<td></td>
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<tr>
<td>Preferred Participation in Speaker Panels/Forums, Workshops, &amp; Classes</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Use of Dunlap Success Center for Information Sessions, Receptions, Etc.</td>
<td></td>
<td>2 Events</td>
<td></td>
</tr>
<tr>
<td>Naming Opportunity</td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Membership in Employer-in-Residence</td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>
OTHER SPONSORSHIP OPTIONS

Support events and programs hosted by The Career Center including networking nights, the Internship Fund, the Student Ambassador Program, the ProfessioNole Clothing Closet, and more! These funds allow us to continue providing high-quality student career development and employment programs.

FRIENDS OF THE CAREER CENTER FUND
Unlimited amount with base contribution of $100
Former students and friends of FSU can give back to services that benefitted their career success or a family member’s career success.
Contact Leslie Mille, Associate Director
850.644.6433 • lmille@fsu.edu

CAREER ADVISOR SCHOLARSHIP PROGRAM
$100
Support graduate students preparing for professional positions in career counseling and human resources. Those contributing will receive name recognition on a plaque located in The Career Center.
Contact Robert Reardon, Ph.D., Professor Emeritus
850.644.9777 • rreardon@fsu.edu

CAREER ADVISOR ENDOWMENT SPONSOR
$25,000
A gift of this amount or more provides for the naming of a permanent endowment fund for a Career Advisor Scholarship.
Contact Robert Reardon, Ph.D., Professor Emeritus
850.644.9777 • rreardon@fsu.edu

INTERNSHIP FUND
Unlimited amount
By eliminating financial barriers, this fund supports students in the pursuit of paid or unpaid experiential opportunities to explore their career interests.
Contact Li Pon, Senior Assistant Director, Experiential Learning
850.644.2442 • lpon@fsu.edu

PROFESSIONOLE CLOTHING CLOSET
Unlimited amount
The ProfessioNole Clothing Closet provides students access to professional, interview-appropriate attire, alleviating an obstacle that could potentially stand in the way of their success.
Contact Leslie Mille, Associate Director
850.644.6433 • lmille@fsu.edu

STUDENT AMBASSADOR PROGRAM
$1,500
Work directly with our Student Ambassadors, who strengthen The Career Center’s engagement with the FSU community on a peer-to-peer level.
Contact Tory Dellafloria, Senior Assistant Director, Outreach & Assessment
850.644.2152 • tdellafloria@fsu.edu

STUDENT EMPLOYEE OF THE YEAR AWARD CEREMONY
$1,500
This ceremony recognizes FSU student employees for their diligence, contributions, and hard work in support of FSU Colleges and Departments.
Contact Li Pon, Senior Assistant Director, Experiential Learning
850.644.2442 • lpon@fsu.edu
GRADUATING SENIOR SURVEY

General information for all colleges

Graduating seniors were asked to complete an online survey regarding their post-graduate plans. A total of 7,973 graduating seniors from summer 2019, fall 2019, and spring 2020 completed the survey, which represents 92.1% of all graduates. Also included in these findings are the results of a six-month follow-up survey.

FSU Experiences

<table>
<thead>
<tr>
<th>Activity</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Participated in a campus activity</td>
<td>92.7%</td>
</tr>
<tr>
<td>Employed part-time off campus</td>
<td>50.4%</td>
</tr>
<tr>
<td>Participated in community service</td>
<td>69%</td>
</tr>
<tr>
<td>Completed an internship, practicum, field experience, or clinical assignment</td>
<td>68.2%</td>
</tr>
<tr>
<td>Participated in intramural sports</td>
<td>30.5%</td>
</tr>
</tbody>
</table>

Top Graduate or Professional Schools

1. Florida State University
2. University of Florida
3. University of South Florida
4. Nova Southeastern University
5. University of Miami

Employment Status

<table>
<thead>
<tr>
<th>Status</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seeking employment</td>
<td>62%</td>
</tr>
<tr>
<td>Have one or more job offers</td>
<td>73%</td>
</tr>
</tbody>
</table>

Graduate School Status

<table>
<thead>
<tr>
<th>Status</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pursuing further education</td>
<td>31%</td>
</tr>
<tr>
<td>Have one or more admission offers</td>
<td>74%</td>
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</tbody>
</table>

Degrees Pursuing

- Master's: 1,100+
- Law: 200+
- Medicine: 100+
- Doctoral: 100+
- Certificate: <100
- Additional Bachelor's: <100
- Divinity: <100

Classification of Employed Students

Full-time employment: 85.4%
Employment related directly to major: 75.1%
Employment requiring college degree: 70.4%
Employed in Florida: 79.5%
Employed outside of Florida: 20.5%
Self-employed: 2.6%

Primary Plans after Graduation

- Employment: 4,934 (61.9%)
- Education: 2,606 (32.7%)
- Other: 433 (5.4%)

Respondents who indicated “other” primary plan:

- Taking time off: 54.4%
- Military: 33.3%
- Volunteering: 8.1%
- Starting/raising family: 4.6%
How Seniors Found Employment Opportunities

<table>
<thead>
<tr>
<th>Source</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Career Center services</td>
<td>44%</td>
</tr>
<tr>
<td>Family/Friends</td>
<td>27%</td>
</tr>
<tr>
<td>Internship</td>
<td>15%</td>
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<tr>
<td>Internet</td>
<td>15%</td>
</tr>
<tr>
<td>Professional Contacts</td>
<td>10%</td>
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<tr>
<td>Previous Work</td>
<td>7%</td>
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</tbody>
</table>

Top Five Employment Industries

- Technology
- Health
- Financial
- Marketing
- Hospitality

Graduate Employment and Education by State

Florida State graduates work and study all over the world, and the latest Noles are following suit. While more than 6,300 of FSU’s graduates are staying in Florida, members of the class will be living in 37 different countries and 48 states, as well as the District of Columbia.
## DEGREES AWARDED, 2020-2021*

### UNDERGRADUATE: 9,816

<table>
<thead>
<tr>
<th>College</th>
<th>Degrees Awarded</th>
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<tbody>
<tr>
<td>College of Applied Studies</td>
<td>79</td>
</tr>
<tr>
<td>College of Arts and Sciences</td>
<td>2,707</td>
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<tr>
<td>Biological Sciences</td>
<td>368</td>
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<tr>
<td>Chemistry</td>
<td>25</td>
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<tr>
<td>Computer Science</td>
<td>208</td>
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<tr>
<td>Environmental Science and Policy</td>
<td>39</td>
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<tr>
<td>Editing, Writing &amp; Media</td>
<td>237</td>
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<tr>
<td>Humanities</td>
<td>104</td>
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<tr>
<td>History</td>
<td>101</td>
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<tr>
<td>Mathematics</td>
<td>16</td>
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<tr>
<td>Psychology</td>
<td>824</td>
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<tr>
<td>Statistics</td>
<td>50</td>
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<tr>
<td><strong>College of Business</strong></td>
<td>1,870</td>
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<tr>
<td>Accounting</td>
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<tr>
<td>Business Administration</td>
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<tr>
<td>Finance</td>
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<tr>
<td>Management</td>
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<tr>
<td>Marketing</td>
<td>382</td>
</tr>
<tr>
<td>Risk Management &amp; Insurance</td>
<td>126</td>
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<tr>
<td><strong>College of Communication &amp; Information</strong></td>
<td>585</td>
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<tr>
<td>Media/Communication Studies</td>
<td>184</td>
</tr>
<tr>
<td>Communication Science and Disorders</td>
<td>87</td>
</tr>
<tr>
<td>Information Communication &amp; Technology</td>
<td>119</td>
</tr>
<tr>
<td><strong>College of Criminology &amp; Criminal Justice</strong></td>
<td>532</td>
</tr>
<tr>
<td><strong>College of Education</strong></td>
<td>295</td>
</tr>
<tr>
<td>Sport Management</td>
<td>146</td>
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<tr>
<td>Elementary Education</td>
<td>60</td>
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<tr>
<td><strong>College of Engineering</strong></td>
<td>377</td>
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<tr>
<td>Chemical &amp; Biomedical Engineering</td>
<td>62</td>
</tr>
<tr>
<td>Civil &amp; Environmental Engineering</td>
<td>94</td>
</tr>
<tr>
<td>Electrical &amp; Computer Engineering</td>
<td>90</td>
</tr>
<tr>
<td>Industrial Engineering</td>
<td>39</td>
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<tr>
<td>Mechanical Engineering</td>
<td>92</td>
</tr>
<tr>
<td><strong>College of Fine Arts</strong></td>
<td>248</td>
</tr>
<tr>
<td>Interior Design</td>
<td>37</td>
</tr>
<tr>
<td><strong>College of Health &amp; Human Sciences</strong></td>
<td>563</td>
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<tr>
<td>Family &amp; Child Sciences</td>
<td>309</td>
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<tr>
<td>Exercise Sciences</td>
<td>160</td>
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<tr>
<td><strong>College of Medicine</strong></td>
<td>81</td>
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<tr>
<td><strong>College of Motion Picture Arts</strong></td>
<td>30</td>
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<tr>
<td><strong>College of Music</strong></td>
<td>142</td>
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<tr>
<td><strong>College of Nursing</strong></td>
<td>104</td>
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<tr>
<td><strong>College of Social Sciences &amp; Public Policy</strong></td>
<td>1,612</td>
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<tr>
<td>Economics</td>
<td>279</td>
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<tr>
<td>Geography</td>
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<tr>
<td>International Affairs</td>
<td>361</td>
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<tr>
<td>Interdisciplinary Social Sciences</td>
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<tr>
<td>Political Science</td>
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<tr>
<td>Sociology</td>
<td>161</td>
</tr>
<tr>
<td><strong>College of Social Work</strong></td>
<td>104</td>
</tr>
<tr>
<td>Dedman College of Hospitality</td>
<td>229</td>
</tr>
<tr>
<td>Jim Moran College of Entrepreneurship</td>
<td>258</td>
</tr>
</tbody>
</table>

### GRADUATE: 2,258

<table>
<thead>
<tr>
<th>College</th>
<th>Degrees Awarded</th>
</tr>
</thead>
<tbody>
<tr>
<td>College of Applied Studies</td>
<td>29</td>
</tr>
<tr>
<td>College of Arts and Sciences</td>
<td>341</td>
</tr>
<tr>
<td>Biological Sciences</td>
<td>11</td>
</tr>
<tr>
<td>Chemistry</td>
<td>44</td>
</tr>
<tr>
<td>Computer Science</td>
<td>29</td>
</tr>
<tr>
<td>Mathematics</td>
<td>26</td>
</tr>
<tr>
<td>Physics</td>
<td>22</td>
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<tr>
<td><strong>College of Business</strong></td>
<td>356</td>
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<tr>
<td>Accounting</td>
<td>102</td>
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<tr>
<td>Business Administration</td>
<td>166</td>
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<tr>
<td>Finance</td>
<td>34</td>
</tr>
<tr>
<td><strong>College of Communication &amp; Information</strong></td>
<td>255</td>
</tr>
<tr>
<td><strong>College of Criminology &amp; Criminal Justice</strong></td>
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</tr>
<tr>
<td><strong>College of Education</strong></td>
<td>334</td>
</tr>
<tr>
<td><strong>College of Engineering</strong></td>
<td>71</td>
</tr>
<tr>
<td><strong>College of Fine Arts</strong></td>
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<tr>
<td>Interior Design</td>
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<tr>
<td><strong>College of Health &amp; Human Sciences</strong></td>
<td>20</td>
</tr>
<tr>
<td><strong>College of Law</strong></td>
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</tr>
<tr>
<td><strong>College of Medicine</strong></td>
<td>48</td>
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<tr>
<td><strong>College of Motion Picture Arts</strong></td>
<td>31</td>
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<tr>
<td><strong>College of Music</strong></td>
<td>111</td>
</tr>
<tr>
<td><strong>College of Social Sciences &amp; Public Policy</strong></td>
<td>238</td>
</tr>
<tr>
<td>Economics</td>
<td>30</td>
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<tr>
<td>Geography</td>
<td>26</td>
</tr>
<tr>
<td>International Affairs</td>
<td>36</td>
</tr>
<tr>
<td>Political Science</td>
<td>24</td>
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<tr>
<td>Sociology</td>
<td>8</td>
</tr>
<tr>
<td><strong>College of Social Work</strong></td>
<td>251</td>
</tr>
</tbody>
</table>

*This list contains selected programs. For complete and up-to-date information on degrees awarded for all degree programs, please visit [ir.fsu.edu](http://ir.fsu.edu).
<table>
<thead>
<tr>
<th>JOB FUNCTION</th>
<th># OF POSTINGS</th>
<th>% PAID</th>
<th>AVG. HOURLY WAGE</th>
<th>MONTHLY STIPEND</th>
<th>PAID, WAGE NOT REPORTED</th>
<th>% UNPAID</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>941</td>
<td>82%</td>
<td>$14.95 (229)</td>
<td>$2,694 (44)</td>
<td>503</td>
<td>18% (164)</td>
</tr>
<tr>
<td>Actuary</td>
<td>145</td>
<td>81%</td>
<td>$19.42 (19)</td>
<td>$1,020 (7)</td>
<td>92</td>
<td>19% (27)</td>
</tr>
<tr>
<td>Administration</td>
<td>1,710</td>
<td>50%</td>
<td>$13.17 (315)</td>
<td>$1,289 (156)</td>
<td>381</td>
<td>50% (858)</td>
</tr>
<tr>
<td>Advertising, Media &amp; PR</td>
<td>2,373</td>
<td>48%</td>
<td>$12.68 (468)</td>
<td>$1,362 (179)</td>
<td>493</td>
<td>52% (1,233)</td>
</tr>
<tr>
<td>Architecture &amp; Planning</td>
<td>318</td>
<td>66%</td>
<td>$14.47 (62)</td>
<td>$1,360 (18)</td>
<td>131</td>
<td>34% (107)</td>
</tr>
<tr>
<td>Business Development</td>
<td>2,071</td>
<td>67%</td>
<td>$14.31 (347)</td>
<td>$2,073 (151)</td>
<td>881</td>
<td>33% (692)</td>
</tr>
<tr>
<td>Community &amp; Social Services</td>
<td>1,106</td>
<td>46%</td>
<td>$12.51 (143)</td>
<td>$1,938 (169)</td>
<td>202</td>
<td>54% (592)</td>
</tr>
<tr>
<td>Construction/Contracting</td>
<td>371</td>
<td>78%</td>
<td>$14.76 (100)</td>
<td>$1,770 (28)</td>
<td>160</td>
<td>22% (83)</td>
</tr>
<tr>
<td>Consulting</td>
<td>763</td>
<td>67%</td>
<td>$14.41 (126)</td>
<td>$2,512 (52)</td>
<td>337</td>
<td>33% (248)</td>
</tr>
<tr>
<td>Counseling</td>
<td>239</td>
<td>67%</td>
<td>$11.34 (26)</td>
<td>$1,174 (48)</td>
<td>87</td>
<td>33% (78)</td>
</tr>
<tr>
<td>Customer/Technical Support</td>
<td>595</td>
<td>70%</td>
<td>$13.75 (159)</td>
<td>$1,540 (27)</td>
<td>231</td>
<td>30% (178)</td>
</tr>
<tr>
<td>Data &amp; Analytics</td>
<td>1,888</td>
<td>72%</td>
<td>$15.44 (387)</td>
<td>$2,364 (135)</td>
<td>830</td>
<td>28% (536)</td>
</tr>
<tr>
<td>Design/Art</td>
<td>1,325</td>
<td>52%</td>
<td>$12.89 (195)</td>
<td>$887 (130)</td>
<td>360</td>
<td>48% (640)</td>
</tr>
<tr>
<td>Education/Teaching/Training</td>
<td>1,003</td>
<td>60%</td>
<td>$12.04 (123)</td>
<td>$1,240 (26)</td>
<td>236</td>
<td>40% (398)</td>
</tr>
<tr>
<td>Engineering - Civil/Mechanical</td>
<td>1,260</td>
<td>93%</td>
<td>$17.50 (354)</td>
<td>$2,142 (64)</td>
<td>754</td>
<td>7% (88)</td>
</tr>
<tr>
<td>Engineering - Web/Software</td>
<td>1,330</td>
<td>80%</td>
<td>$19.79 (180)</td>
<td>$2,108 (68)</td>
<td>818</td>
<td>20% (264)</td>
</tr>
<tr>
<td>Entrepreneurship</td>
<td>831</td>
<td>44%</td>
<td>$13.28 (120)</td>
<td>$1,509 (80)</td>
<td>163</td>
<td>56% (468)</td>
</tr>
<tr>
<td>Environmental/Sustainability</td>
<td>1,010</td>
<td>64%</td>
<td>$13.74 (177)</td>
<td>$1,277 (76)</td>
<td>296</td>
<td>36% (361)</td>
</tr>
<tr>
<td>Finance</td>
<td>1,455</td>
<td>84%</td>
<td>$16.50 (279)</td>
<td>$1,117 (57)</td>
<td>888</td>
<td>16% (231)</td>
</tr>
<tr>
<td>Fundraising &amp; Event Management</td>
<td>1,046</td>
<td>48%</td>
<td>$12.67 (169)</td>
<td>$900 (94)</td>
<td>235</td>
<td>52% (545)</td>
</tr>
<tr>
<td>General Management</td>
<td>980</td>
<td>66%</td>
<td>$14.18 (218)</td>
<td>$1,376 (74)</td>
<td>352</td>
<td>34% (336)</td>
</tr>
<tr>
<td>Healthcare Services</td>
<td>442</td>
<td>67%</td>
<td>$15.28 (59)</td>
<td>$1,380 (30)</td>
<td>205</td>
<td>33% (348)</td>
</tr>
<tr>
<td>Hotel/Restaurant/Hospitality</td>
<td>472</td>
<td>75%</td>
<td>$11.53 (159)</td>
<td>$1,296 (37)</td>
<td>157</td>
<td>25% (119)</td>
</tr>
<tr>
<td>Human Resources</td>
<td>742</td>
<td>69%</td>
<td>$14.58 (161)</td>
<td>$1,895 (39)</td>
<td>312</td>
<td>31% (230)</td>
</tr>
<tr>
<td>Information Technology</td>
<td>1,451</td>
<td>81%</td>
<td>$15.83 (370)</td>
<td>$1,985 (41)</td>
<td>768</td>
<td>19% (272)</td>
</tr>
<tr>
<td>Lab Work/Science</td>
<td>355</td>
<td>76%</td>
<td>$14.33 (61)</td>
<td>$1,870 (23)</td>
<td>185</td>
<td>24% (86)</td>
</tr>
<tr>
<td>Legal</td>
<td>434</td>
<td>57%</td>
<td>$15.23 (93)</td>
<td>$2,742 (24)</td>
<td>127</td>
<td>43% (188)</td>
</tr>
<tr>
<td>Library Science</td>
<td>198</td>
<td>65%</td>
<td>$12.72 (50)</td>
<td>$1,160 (5)</td>
<td>73</td>
<td>35% (70)</td>
</tr>
<tr>
<td>Logistics &amp; Supply Chain</td>
<td>516</td>
<td>83%</td>
<td>$15.53 (113)</td>
<td>$1,213 (20)</td>
<td>297</td>
<td>17% (86)</td>
</tr>
<tr>
<td>Maintenance/Skilled Laborer</td>
<td>206</td>
<td>70%</td>
<td>$12.95 (37)</td>
<td>$1,527 (25)</td>
<td>83</td>
<td>30% (61)</td>
</tr>
<tr>
<td>Marketing - Brand Management</td>
<td>1,558</td>
<td>52%</td>
<td>$14.64 (97)</td>
<td>$1,428 (73)</td>
<td>402</td>
<td>48% (746)</td>
</tr>
<tr>
<td>Marketing - General</td>
<td>2,375</td>
<td>58%</td>
<td>$14.76 (556)</td>
<td>$1,366 (143)</td>
<td>689</td>
<td>42% (987)</td>
</tr>
<tr>
<td>Military &amp; Protective Services</td>
<td>107</td>
<td>65%</td>
<td>$12.21 (12)</td>
<td>$3,008 (6)</td>
<td>52</td>
<td>35% (37)</td>
</tr>
<tr>
<td>Operations/Production</td>
<td>970</td>
<td>71%</td>
<td>$13.85 (233)</td>
<td>$1,372 (47)</td>
<td>408</td>
<td>29% (281)</td>
</tr>
<tr>
<td>Other</td>
<td>2,060</td>
<td>70%</td>
<td>$24.10 (100)</td>
<td>$1,702 (75)</td>
<td>819</td>
<td>30% (609)</td>
</tr>
<tr>
<td>Political Organizing/Lobbying</td>
<td>541</td>
<td>51%</td>
<td>$13.09 (199)</td>
<td>$1,279 (40)</td>
<td>135</td>
<td>49% (267)</td>
</tr>
<tr>
<td>Product/Project Management</td>
<td>825</td>
<td>70%</td>
<td>$14.54 (170)</td>
<td>$1,435 (43)</td>
<td>365</td>
<td>30% (247)</td>
</tr>
<tr>
<td>Purchasing</td>
<td>225</td>
<td>78%</td>
<td>$16.87 (61)</td>
<td>$1,625 (5)</td>
<td>109</td>
<td>22% (50)</td>
</tr>
<tr>
<td>Quality Assurance</td>
<td>275</td>
<td>80%</td>
<td>$15.46 (72)</td>
<td>$1,700 (4)</td>
<td>145</td>
<td>20% (54)</td>
</tr>
<tr>
<td>Real Estate</td>
<td>341</td>
<td>72%</td>
<td>$13.68 (59)</td>
<td>$1,463 (8)</td>
<td>177</td>
<td>28% (97)</td>
</tr>
<tr>
<td>Recreation/Fitness</td>
<td>359</td>
<td>72%</td>
<td>$11.93 (83)</td>
<td>$1,216 (53)</td>
<td>121</td>
<td>28% (102)</td>
</tr>
<tr>
<td>Research</td>
<td>1,866</td>
<td>55%</td>
<td>$21.09 (368)</td>
<td>$4,029 (93)</td>
<td>568</td>
<td>45% (837)</td>
</tr>
<tr>
<td>Sales</td>
<td>1,223</td>
<td>77%</td>
<td>$14.94 (345)</td>
<td>$3,209 (55)</td>
<td>547</td>
<td>13% (276)</td>
</tr>
<tr>
<td>Transportation/Parking</td>
<td>125</td>
<td>79%</td>
<td>$16.25 (29)</td>
<td>$1,724 (6)</td>
<td>64</td>
<td>21% (26)</td>
</tr>
<tr>
<td>Veterinary/Animal Care</td>
<td>268</td>
<td>28%</td>
<td>$13.13 (12)</td>
<td>$819 (12)</td>
<td>51</td>
<td>72% (193)</td>
</tr>
<tr>
<td>Writing/Editing</td>
<td>1,769</td>
<td>42%</td>
<td>$14.46 (337)</td>
<td>$1,066 (108)</td>
<td>299</td>
<td>58% (1,025)</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>42,463</strong></td>
<td><strong>66%</strong></td>
<td><strong>$14.72</strong></td>
<td><strong>$1,675</strong></td>
<td><strong>15,558</strong></td>
<td><strong>34% (15,221)</strong></td>
</tr>
</tbody>
</table>
The Career Center collects data from organizations that recruit on campus in order to provide feedback about interviewing activity and hiring data. This data, while reflective of on-campus recruiting activity during the past academic year, does not reflect all employment services at Florida State University. Each May, we will remind you to complete the hire survey so your organization will be represented in the results.

**TOP EMPLOYERS BY INTERVIEWS: 2019 - 2020**

1. Insight Global  
2. A-LIGN  
3. RSM US LLP  
4. L3Harris Technologies  
5. Techtronic Industries (TTi)  
6. BDO USA  
7. Protiviti  
8. ALDI, Inc.  
9. Central Intelligence Agency (CIA)  
10. Abercrombie & Fitch  
11. Deloitte  
12. Gravity IT Resources  
13. Citi  
14. Southern Glazer’s Wine & Spirits (SGWS)  
15. Next Era Energy  
16. Gallagher  
17. Kohl’s Corporation  
18. Teacher for America  
19. Aetna & CVS Health  

**TOP EMPLOYERS BY HIRES: 2019-2020**

1. Florida State University  
2. Ernst & Young LLP  
3. Walt Disney Company  
4. Deloitte; Marriott  
5. Tallahassee Memorial Healthcare  
6. Enterprise Rent A Car  
7. Leon County Schools  
8. Lockheed Martin  
9. PwC LLP; Tom James Company  
10. A-LIGN; Insight Global; NextEra Energy Inc.; Teach for America  
11. IBM  
12. Florida Department of Law Enforcement  
13. Apple; Harris Corporation; Kimley, Horn & Associates Inc.; Macy’s Inc.; Protiviti; Publix

**STARTING SALARY PROJECTIONS: CLASS OF 2021**

The following chart lists starting salary projections for the class of 2021, collected and distributed by the National Association of Colleges and Employers (NACE) for graduates with a bachelor’s degree.

<table>
<thead>
<tr>
<th>BROAD CATEGORY</th>
<th>2021 SALARY PROJECTION</th>
<th>2020 SALARY PROJECTION</th>
<th>% CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Computer Sciences</td>
<td>$72,173</td>
<td>$67,411</td>
<td>7.1%</td>
</tr>
<tr>
<td>Engineering</td>
<td>$71,088</td>
<td>$69,961</td>
<td>1.6%</td>
</tr>
<tr>
<td>Math &amp; Sciences</td>
<td>$63,316</td>
<td>$62,488</td>
<td>1.3%</td>
</tr>
<tr>
<td>Social Sciences</td>
<td>$59,919</td>
<td>$57,425</td>
<td>4.3%</td>
</tr>
<tr>
<td>Humanities</td>
<td>$59,500</td>
<td>$53,617</td>
<td>11.0%</td>
</tr>
<tr>
<td>Business</td>
<td>$58,869</td>
<td>$57,939</td>
<td>1.6%</td>
</tr>
<tr>
<td>Communications</td>
<td>$58,174</td>
<td>$56,484</td>
<td>3.0%</td>
</tr>
<tr>
<td>Agriculture &amp; Natural Resources</td>
<td>$54,857</td>
<td>$53,504</td>
<td>2.5%</td>
</tr>
</tbody>
</table>
# INDUSTRY REFERENCE OF EMPLOYERS

These employers, indexed by industry type, have participated in Employer Relations at the Florida State University Career Center. The 2021 - 2022 Gold Partners are listed in bold. Garnet Partners are listed in italics. Room sponsors have a *star next to their names.

## Accounting
- A-LIGN
- Andersen
- Carr Riggs & Ingram, LLC
- Deloitte
- Dixon Hughes Goodman LLP
- Ernst & Young
- Florida Auditor General
- Grant Thornton
- KPMG
- Johnson Lambert, LLP
- Lanigan & Associates, PC
- Morrison, Brown, Argiz, & Farra, LLP
- PWC, LLP
- RSM US LLP
  - Spicer Jeffries LLP
  - Thomas Howell Ferguson P.A.
  - Vestal & Wiler, CPA
  - WTAS LLC

## Aerospace/Defense
- Air Armament Center
- Air Force Personnel Center
- Raytheon

## Agricultural/Chemical
- Archer Daniels Midland
- The Mosaic Company

## Communications
- Clear Channel Radio
- Sprint
- PATLive

## Computers
- Apple, Inc.
- Cerner Corporation
- Computer Aid, Inc.
- Convergys
- General Motors
- Green Hills Software
- Hewlett Packard
- IBM, Global Business Services
- Microsoft
- National Security Agency
- Software Architects, Inc.
- Software Earnings, Inc.
- Sogeti U.S.A.
- VR Systems, Inc.

## Consulting
- CGI
- DXC Technology
- Hewitt Associates
- Media Plus Consulting Ltd.
- Navigant Consulting
- Protiviti, Inc.
- Signature Consultants
- Summit Consulting
- Technology Solutions Company
- True Partners Consulting, LLC

## Education
- Inroads/Birmingham, Inc.
- Strayer University
- Teach for America

## Engineering
- The Aerospace Corporation
- Apex Systems, Inc.
- Caterpillar, Inc.
- Chevron
- Cummins, Inc.
- Danfoss
- Dynetics, Inc.
- Eaton Corporation
- Florida Power & Light (FP&L)
- General Electric (GE)
- *L3 Harris
- Hercules, Inc.
- HDR Engineering
- Humana
- Ingersoll Rand Company
- Johnson & Johnson
- The Haskell Company
- Honda Manufacturing of Alabama
- Honda R & D Americas, Inc.
- Kimley-Horn Associates, Inc.
- Lane Construction Corporation
- Lockheed Martin Corporation
- Miller Coors
- Naval Information Warfare Center
- Nissan North America
- Norfolk Naval Shipyard
- *Northrop Grumman Corporation
- Norfolk Southern Corporation
- Parker Hannifin Corporation
- Pepsico
- Progress Energy
- Rohm and Haas Company
- Schlumberger
- Shaw Industries
- Shell Oil Company
- Siemens
- Sonoco
- thyssenkrupp
- Toyota Motor Engineering & Manufacturing
- United McGill Corporation
- Walt Disney Company
- Washington Savannah River Company

## Financial
- Ameriprise Financial
- Ameriquest Mortgage Company
- AmSouth
- Bank of America
- BB&T
- Deutsche Bank
- Exxon Mobil Corporation
- Fidelity Investments
- First Command Financial Services Inc.
- Foresters Financial Services
- *FSU Credit Union
- GMAC Commercial Mortgage
- Hancock Bank
- ISNetworld
- John Hancock Financial Services
- Mass Mutual
- Morgan Stanley
- Mutual of Omaha
- NCCI Holdings, Inc.
- North Florida Financial Corporation
- Northwestern Mutual Financial Network
- PNC
- Regions
- Raymond James Financial
- Robinhood
- SunTrust Bank
- The Prudential Company
- Tyndall Federal Credit Union
- Wells Fargo Company

## Food/Consumer Goods/Manufacturing
- *Aldi, Inc.
  - Carrier Corp
  - Cargill
  - E&J Gallo Winery
  - Eli Lilly & Company
  - Ferguson Enterprises, Inc.
  - Frito Lay
  - Heatcraft Refrigeration
  - Maytag Corporation
  - Procter & Gamble
  - Waffle House

## Government
- Alabama Department of Transportation
- Florida Department of Elder Affairs
- Florida Department of Environmental Protection
Florida Department of Juvenile Justice
Florida Office of Insurance Regulation
Florida Governor’s Office of Film & Entertainment
Georgia Department of Audits and Accounts
Inspector General, Department of Defense
Jacksonville Army Recruiting Battalion
Palm Beach County Sheriff’s Dept.
Space & Naval Warfare Center
U.S. Air Force
U.S. Army
U.S. Census Bureau
U.S. Marine Corps
U.S. Navy
U.S. Patent and Trademark Office
U.S. A.F - Contracting Career Program
Warner Robins Air Logistics Center

Hospitality
Marriott International, Inc.
The Ritz-Carlton Resorts of Naples
The Steak ‘n Shake Company
Walt Disney World Resort & College Program
Westgate Resorts

Insurance
AmeriSure
Ameri Mutual Insurance Company
Assurance America
Auto-Owners Insurance
Bankers Life & Casualty
Bass Underwriters
Berkshire Hathaway Homestate Companies
Boyd Insurance & Investment Services, Inc.
Buchard Insurance
Burns & Wilcox
Brown & Brown, Inc.
Cigna
Citizens Property Insurance
Federated Insurance
Florida Farm Bureau
Greg Thomas Insurance Agency
Gresham & Associates
Hanover Insurance
Harden & Associates
Humana MarketPoint
Jack Rice Insurance
*Liberty Mutual
Mercury Insurance Group
MetLife
NCCI Holdings, Inc.
Progressive Insurance
Reliance Standard Life Insurance Company
Rogers, Gunter, Vaughn Insurance, Inc.
Silver Insurance Consultants
State Farm Insurance Company
Summit
The Hartford Traveler’s Insurance
Unum
USAA Insurance

Marketing/Sales/Promotional
Applied Concepts
Aramark
Ashley Furniture
Black & Decker/DeWALT Power Tools
Bluegreen Vacations
Boston Beer Company
Cast-Crete Corporation
Cintas
Embarq
*Enterprise Holdings
Gartner, Inc.
Granger
Graybar Electric Co., Inc.
Hertz Corporation
Hope Lumber & Supply
Jeld-wen, Inc.
LANIER Worldwide (A Ricoh Company)
Legendary Marketing
MECLABS
Newell Rubbermaid
Otis Elevator Company
Proctor & Gamble
Service Master
Sherwin-Williams Company
Sodexo

*Southwestern Advantage
Techtronic NA (TTi)

Trademark Metals Recycling
Wolseley North America
University Directories
The Zimmerman Agency

Media
Consolidated Graphics
ESPN

Medical
Davita
GlaxoSmithKline
Maxim Healthcare Services
PSS World Medical

Non-Profit
The Ounce of Prevention Fund of Florida
State Public Interest Research Group

Real Estate/Construction
CEMEX, Inc.
PRG Real Estate Management, Inc.
PropLogix
Pulte Homes
RealNet USA, Inc.

Thompson Reuters
Titan America
Whiting-Turner Contracting Company

Retail
Abercrombie & Fitch
American Eagle Outfitters, Inc.
Belk Department Stores
Chico’s FAS
City Furniture
Dale Earnhardt Jr. Chevrolet
Dillard’s Department Store
Finish Line
Fossil
HSN - Home Shopping Network
JCPenney
Kohl’s Department Stores
Macy’s, Inc.
Office Depot
Ross Stores, Inc.
Save-A-Lot Food Stores, Ltd.
Sears Holdings Corporation
Staples, Inc.
Stein Mart, Inc.
Target Corporation
Toys “R” Us, Inc.
Virginia’s Secret
Wal-Mart Stores, Inc.
Walgreens

Staffing
Aerotek
American Traveler
Insight Global, Inc.
ReliaQuest, LLC
U.S. Staffing

Transportation/Shipping
Burlington Northern Santa Fe Railway
CH Robinson Worldwide
CSX Corporation
PLS Logistics Service
Total Quality Logistics