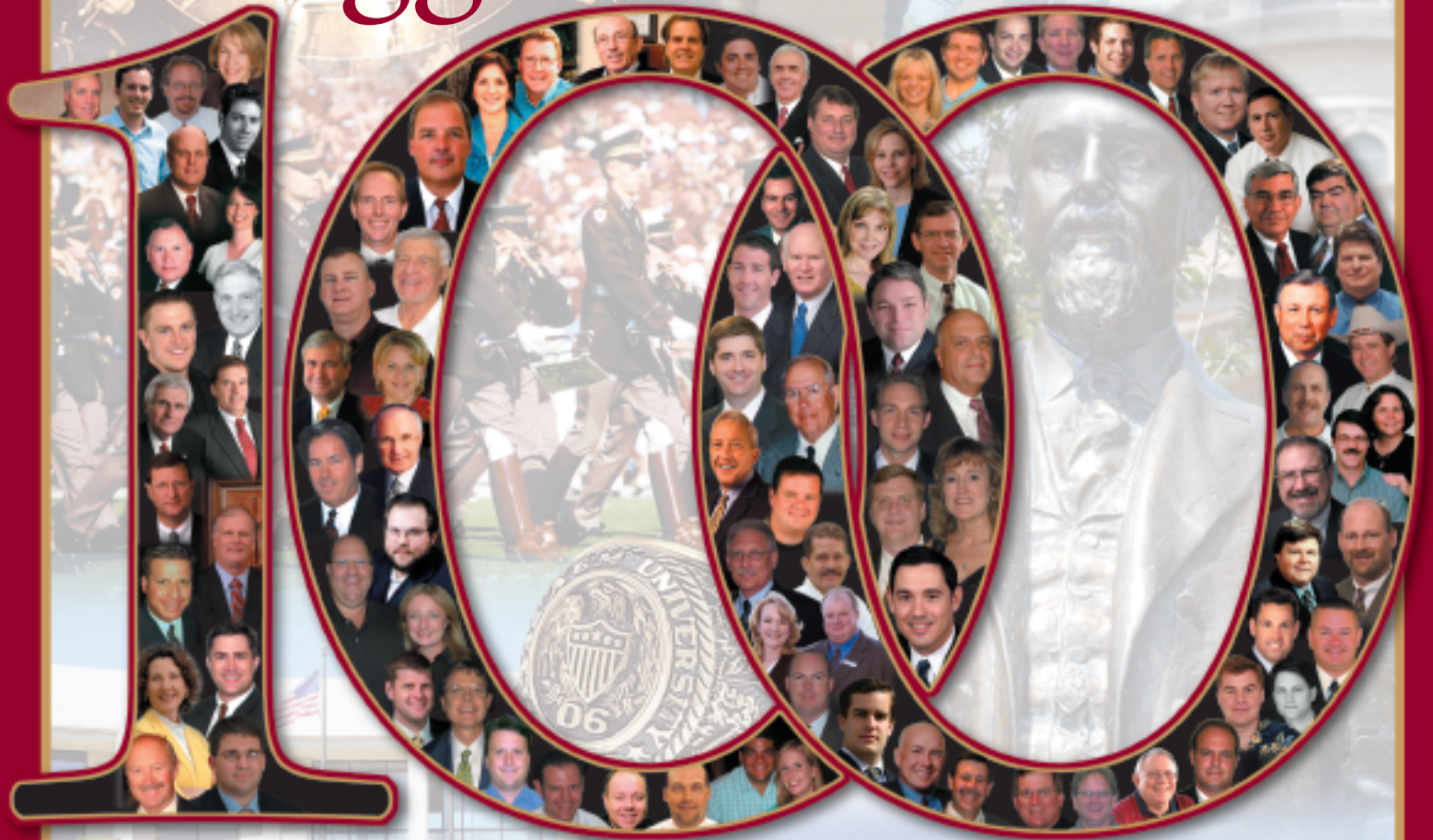


CENTER FOR NEW VENTURES &  
**ENTREPRENEURSHIP™**

MAYS BUSINESS SCHOOL ■ TEXAS A&M UNIVERSITY

Aggie



Celebrating  
the 2006  
Aggie 100 Awards





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## Our Mission

The mission of the Center for New Ventures and Entrepreneurship is to provide entrepreneurial encouragement, education, networking and assistance to students, faculty and Texas businesses.

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## The 2007 Aggie 100 Program

If you know of a former student whose company should be honored, let us know. Nominations will begin in February 2007.

To submit a nomination or for more information about the Aggie 100 program, visit [www.Aggie100.com](http://www.Aggie100.com).

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*The Aggie 100 program, one-of-a-kind at the college level, was created by Mays Business School's Center for New Ventures and Entrepreneurship. While there are many ways to define business success, the Aggie 100 focuses on growth as an indicator of job creation, product acceptance and entrepreneurial vision. The Aggie 100 program identifies, recognizes and celebrates the 100 fastest growing Aggie-owned or Aggie-led businesses in the world.*



# The 2006 AGGIE 100

## Aggies. Entrepreneurs. Dreamers.

The inaugural Aggie 100 surpassed our wildest expectations. Aggie entrepreneurs, A&M leadership and current students alike enthusiastically embraced the program. Their reaction told us that we were on to something special and that the Aggie 100 was on its way to becoming the newest Aggie tradition. The excitement continued this year as Mays Business School's Center for New Ventures and Entrepreneurship unveiled the 2006 Aggie 100.

The theme for this year's program – *Aggies. Entrepreneurs. Dreamers.* – was inspired by Dr. Gates' comments to the 2005 honorees. At the awards luncheon he remarked that successful entrepreneurs begin with big dreams and that Texas A&M University is a great place for dreams to begin. We couldn't agree more.

This year's program highlighted the dreams of fast growing Aggie-owned or -led companies from around the world. Hundreds of companies were nominated for the second annual Aggie 100. The 100 fastest growing companies were named to the 2006 Aggie 100 and honored at ceremonies on campus. In addition to the on-campus celebrations, many company representatives took time out of their schedules to speak to student organizations and classes. They shared their unique stories and passed lessons learned on to the next generation of leaders.

Like last year, the program attracted over 90 companies back to campus. Many company representatives were on campus for the first time in many years. Over 250 people joined in a reception on the evening of October 12 to welcome everyone back to campus. Hosted by the Association of Former Students, the reception was a chance for the Aggie 100 representatives to meet one another. Friday, October 13, began with breakfast meetings held across campus as deans and other leaders offered personal congratulations to their college's alumni. The festivities were capped off by the awards luncheon on

Friday. Once again, the event was held in the Zone Club at Kyle Field and was attended by over 620 people, including more than 100 current students.

The staff of the Center for New Ventures and Entrepreneurship is honored to have the privilege of recognizing successful Aggie entrepreneurs and providing them a platform to help educate today's students. In just two short years, the program is already paying dividends and weaving its way into the Aggie fabric. Like the success of the Aggie 100 honorees, the program's success is a team effort. The Center would like to

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thank the many people and organizations that have helped make it a reality. Our first supporter was the Baleous and Julie Miller family of San Antonio. They underwrote last year's program and Mr. Miller presented the trophy to the #1 company at this year's awards luncheon. The Association of Former Students, Hollinden Professional Services Marketing, Infinity Pro Sports, PKF Texas, The Research Valley Partnership, The Texas A&M Foundation, Gulfstream Graphics, and the Texas Business Journals all stepped forward and provided immeasurable support for this year's program. Many other companies and individuals purchased tables for the awards luncheon and helped underwrite the cost of student attendance at the awards luncheon. Student organizations,

such as the Texas A&M Singing Cadets and MSC Hospitality, helped entertain guests and make sure everyone was warmly welcomed to Aggieland. The support of all of these organizations is gratefully acknowledged and appreciated. The Aggie 100 would not be a reality without this type of support.

Finally, the Center must recognize its core team of volunteers. The Center is a self-supporting unit of Mays Business School and could not accomplish its mission without the unending support of the individuals and companies serving on its Executive Committee and Advisory Council. The members of this group are recognized later in this publication. The ideas, time and financial support provided by these volunteers truly enables the Center to continue making a difference for Texas A&M University.

The stories and pictures included in this booklet don't begin to tell the story of Aggie entrepreneurs and their dreams. There are many stories to celebrate. The Aggie 100 highlights 100 of the fastest growing stories. Congratulations to the 2006 honorees. You are making a difference. Your dreams are big and your stories inspiring. *We are proud to call you Aggies!*







## The Aggie 100. AGGIES. ENTREPRENEURS. DREAMERS.

# *What is your dream?*

To create a truly global business. To be the boss I would want to have. To control my own destiny. To become a premier company in the industry.

**Sound like big dreams? Impossible dreams? Big, maybe. Impossible, never.** These are the dreams of David Wesson '82, Danny Bowers '82, Carol Bowers '82, Kimberly Willmott '86 and many others. They are typical of the entrepreneurial dreams that your fellow Aggies are living today. They are just a few of the dreams that have set 100 Aggie-owned or -led companies on the path to the 2006 Aggie 100.

Students enter A&M with big dreams. Some dream of changing the world, leading nations or discovering breakthrough technologies. Some dreams are more down to earth and involve being the best architect, engineer or accountant possible. For some, the fact that they can be the first in the family to complete college is big enough. These dreams get them out of bed each day and drive them to complete their education. They help them persevere when professors are demanding and the tests are tough.

Entrepreneurs start businesses in much the same way. They dream of changing the world—globally or just their own small piece. They dream of improving peoples' lives. Many seek freedom and independence. Like a student, these dreams get them out of bed each morning and keep them going through product problems, financial challenges and satisfying the most demanding customer.

Aggies and successful entrepreneurs share many traits—integrity, loyalty, tenacity and a solid work ethic, just to name a few. They also share the trait of being a dreamer. They envision a better future; a goal accomplished in the right way and then set about making it a reality. Imagine what happens when you combine Aggie determination and entrepreneurship ... imagine the potential of people who dream big and who are used to making things happen. Imagine 100 of them and you have the Aggie 100 Class of 2006.

### The Aggie 100

Mays Business School's Center for New Ventures and Entrepreneurship created the Aggie 100 to identify, recognize and celebrate the success of the 100

fastest-growing Aggie-owned or -led businesses in the world. The Center also conceived of the program as a unique platform for today's entrepreneurs to share their lessons learned with today's students.

Each year, the Center seeks nominations for the fastest-growing Aggie businesses and invites each

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nominated company to apply for inclusion in the list. Applicants are ranked by compound annual revenue growth over a two-year period and the top 100 companies are named to the year's Aggie 100 list. In addition to revenue growth, each company must be Aggie-owned or -led, be at least five years old and have had revenues of at least \$100,000 in 2003. The companies must also operate in a manner consistent with the Aggie Code of Honor.

On Oct. 12, the 100 companies sent representatives to campus for ceremonies honoring their achievements. This year, 95 companies sent over 180 representatives to campus for the two-day Aggie 100 affair. Recipients were welcomed with a reception at the Clayton W. Williams, Jr. Alumni Building and then individually recognized at a luncheon on the second day. Over 600 people joined in the celebration at the Zone Club as trophies were presented to each company to commemorate their membership in the Aggie 100. The energy in the room was amazing as current students, members of the Board of Regents, the chancellor, the university president and other members of A&M's leadership team turned out to honor these successful former students.

### 2006 Aggie 100

This year, the energy and excitement stirred up by this new Aggie tradition continues. With the help of The Association of Former Students, the Texas A&M Foundation, numerous college deans and the Center's own team of volunteers, hundreds of companies were nominated from around the globe. In the end, only 100 could be honored and named members of the Aggie 100 Class of 2006.



The leaders of this year's Aggie 100 represent Class years from the last six decades, going back as far as 1951. They graduated with degrees ranging from agriculture to zoology and include people with bachelor's, master's and doctoral degrees from A&M. Twenty-nine of the companies on the 2006 list were also on the 2005 list.

The Aggie 100 focuses on the fastest-growing Aggie businesses and this year's list certainly includes some fast-growing companies. The No. 1 company is GEODynamics which grew at a two-year compound annual growth rate of over 530 percent. Founded by David Wesson '82, this rocket-ride of a company is bringing "game changing" technology to the oil field. Growing by five times each year indicates that he must have found a true market need. All of the 2006 companies are fast-growing. The threshold to make the list this year was a two-year compound annual growth rate of over 23 percent—a growth rate that would satisfy most business leaders. The average company on this year's list grew by more than 52 percent per year between 2003 and 2005. The complete list, along with profiles of the top 10 companies, is presented on the following pages.

## Making a Difference

Aggies are encouraged to make a difference. Take a look at the companies included on the list and you'll see that our former students are doing just that. Their companies are global. Three are headquartered outside of the United States and many serve customers around the world. Within the United States, 10 different states are represented on this year's list.

Virtually every industry you can imagine is included. Our former students have leveraged their A&M degrees to start energy companies and car dealerships. These Aggies are restaurateurs, manufacturers and home builders. They provide oil field, financial, marketing, medical and landscaping services, consulting on everything from energy to the environment and information technology. The companies sell software, lumber, cell phones and stair railings. Members of the Aggie 100 build houses, office buildings and shopping centers. In short, these Aggies touch nearly every facet of life.

In total, the Aggie 100 produced revenues in excess of \$5 billion in 2005. Truly, these Aggie-related companies are making a difference to customers, employees and their communities. They are also setting the bar for others. Bob Borsch '03, founder of House of Forgings in Houston, is just one example. Ask him if his dream is coming true and he'll tell you that they are meeting and surpassing financial goals. He'll also talk about the pride he has in his team and the fact



that they are able to give back to church and community organizations. Clearly, many Aggie companies are successful on multiple levels.

## Sharing Wisdom

While the Aggie entrepreneurs appreciate the honor, the most powerful part of the Aggie 100 is not the recognition. These companies don't need trophies, ceremonies and press to tell them that they are on the right track. The most powerful aspect of the program is gathering successful Aggies on campus and allowing them to share stories and lessons learned with today's students. One entrepreneur called it "closing the loop—returning to where [he] learned so many lessons and doing [his] part to influence tomorrow's leaders."

During their time on campus, many of the Aggie 100 representatives spoke to student clubs and classes. They interacted with students in organizations and colleges from business to engineering, agriculture and veterinary medicine. They also shared lessons with student groups from the MSC and Corps of Cadets. Think back to your days on campus. How often did you have the chance to meet and learn from peo-



ple living their dreams everyday—people willing to pass on difficult as well as uplifting lessons?

The honorees' lessons ranged from solid business advice to very personal messages. Many speakers emphasized the value of networking, especially within the Aggie Network. Every entrepreneur spoke from the heart and left the students with a lesson they wouldn't have to learn the hard way. These experienced leaders interacted with over 1,500 students during their time in Aggieland, and in the end, that is the real power of the Aggie 100 program.

## Aggie 100, A Team Effort

Like all of the companies included on this year's list, the Aggie 100 program's success is the result of a team effort. The Center would like to thank The Association of Former Students, Hollinden Professional Services Marketing, Infinity Pro Sports, PKF Texas, The Research Valley Partnership and the Texas Business Journals for their support. A&M's leadership team has embraced the program as well and supported at all levels. The Center is very grateful for the support. >>

## Congratulations to the 2006 Aggie 100!

# Aggie 100 Top 10

## 1. GEODynamics

According to **David Wesson '82**, CEO of GEODynamics Inc., "Going to A&M and working with other Aggies, taught me that I could do anything I put my mind to if I was willing to never give up." That lesson and attitude paid off as Wesson started a company in the highly competitive and capital-intensive oil field services industry.

GEODynamics was created in response to a convergence of broad trends and very specific needs. Changing energy regulations and the desire for U.S. energy independence after the tragic events of 9/11, combined with Shell's need for new solutions to well completion problems and technologies for increasing well production, opened the door for Wesson and his team. Taking advantage of this convergence, the GEODynamics founders created a technology development company with "distributed manufacturing" for well perforating systems and solutions. Their dream was to create a truly global company with "game-changing" technology.

Today, the company is well on the way to realizing that vision. Wesson will tell you that it has gone better than expected. He'll note that there are always challenges to overcome but, by staying focused on the goals of the company, they stay on track. "On track" means a two-year compound annual growth rate of 537 percent, earning the company the number one position on this year's Aggie 100.

Wesson attributes their success to many things, one of which is the Aggie Network. He says he has never asked anyone to help him just because he is an Aggie. That Aggie relationship, however, has opened a number of doors and allows him to win the business based on merit and not just an Aggie Ring. He has traveled the world building GEODynamics and says he is always amazed how Aggies will help other Aggies.

GEODynamics' founder is not ready to start chasing the next dream yet. He has plenty of growth planned for the company. Looking forward, Wesson's dreams are varied between starting another company, going back to school or teaching and sailing the Caribbean. It will be fun to see where his dreams take him. Congratulations to David and the entire GEODynamics team.



From left to right: Richard M. Scruggs '77; Balous Miller; David Wesson '82, CEO of GEODynamics Inc.; and Dr. Jerry Strawser '83.

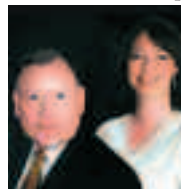
## 2. CapNet Securities



Ask **Bo Ritz '84** for his advice and he'll mention focus, milestones and mentors. A two-year compound growth rate of 180 percent shows that the CapNet Securities' team has taken Ritz's advice. This Houston-based NASD broker/dealer specializes in investment banking services and prides itself on developing mutually profitable, long-lasting client relationships. Ritz's entrepreneurial dream was "to live the day-to-day journey." He did not start CapNet with a unique business model, he chose instead, to create a unique journey. Today he'll tell you the dream is certainly coming true and he'll also admit that it has not been without challenges. Experience leads to his advice about focus, milestones and mentors. Even with the challenges, he enjoys the decision-making freedom that comes with being an entrepreneur. A visit to Ritz's office will give you a clue into what he'd be doing if he wasn't leading an investment banking firm — his interest in coaching is reflected in sports art and memorabilia, and as he says, he'd love to "coach anything, anywhere." Obviously, he has been a good coach to his CapNet team.

## 3. Cardan Enterprises Inc.

It is because of the Aggie Network that this year's number three company exists at all. **Danny Bower**



'82 met a fellow Aggie in his mining engineering program who was buying producing wells. Being native Texans, the idea of owning oil wells seemed natural to Bower and his wife, Carol, and Cardan

Enterprises, Inc. was born. Eighteen years later, the couple has lived the ups and downs of the oil and gas industry and Cardan is thriving with nearly a 170 percent compound growth rate over the last two years. Independence and controlling their own destiny were the primary motivators behind launching Cardan. Today, the Bowers will tell you that Danny's engineering background, coupled with Carol's planning, marketing and operations expertise, have paid off well and the dream is on its way to reality. They'll also tell you that, if given the chance, the Bowers would do it all over again. In their mind, the sense of accomplishment gained from running your own company overrules any and all challenges a small company faces along the way.

## 4. Marvin Tate Communications

**Marvin Tate '75** was a successful independent cell phone company representative and that was a problem. The more successful he became, the more management cut back his territory making contin-



ued success difficult. Tate figured out that, if he was going to prosper, he was going to have to make changes. So, armed with 10 years of experience and a gift for sales, he launched Marvin Tate Communications in 2000.

Today, the fast-growing communications company has offices in multiple cities and he has managed to make it a family business by bringing his daughter into the fold. Despite his realization that running your own business requires a huge time commitment, he will tell you that he wishes he had started



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his business sooner. As he has built his business, he has never forgotten his own experience. He makes taking care of employees his number one priority ensuring that they get what they deserve and in a timely fashion. Tate is living his entrepreneurial dream. His future dreams include his grandchildren attending A&M and possibly becoming Aggie 100 honorees in the future.

## 5. JB Knowledge

**James Benham '01** has a success story with JB Knowledge. The company is testament to the value of student leadership roles and the Aggie Network. During his time at A&M, James was the information management officer for the Corps of Cadets. In this role, he learned a lot about leadership and he met former students that needed help with their business' information systems. Benham parlayed his expertise, contacts and his problem-solving ability into one of this year's top 10 businesses. Today, the company is growing at a 93 percent compound annual growth rate and is serving clients in three countries. While creating a company directly from his Aggie experience is rewarding, one of most satisfactory aspects of JB Knowledge for Benham is that his partner in the venture is his father. Being an entrepreneur brings stress, responsibility and liability. Despite that, if you ask him if he'd do it all over again, he replies, "In a heartbeat!" The flexibility and freedom of running his own business win out in Benham's mind.



## 6. Vogel Financial Advisors, LLC.

Passion is important for an entrepreneur. It provides energy, focus and the ability to push through tough times. While working for a public accounting firm **Michael Busch '88** discovered that he had a passion for financial planning and investment management. He takes a lot of pride in building a business that acts as an independent advisor able to take a more comprehensive and holistic approach. Obviously, his passion and approach are paying off as evidenced by Vogel's No. 6 ranking on this year's Aggie 100. He admits to being somewhat of a perfectionist which means that his dream of building the best financial advisory firm may never be complete—there is always room for improvement. If pressed, however, he'll tell you, "If I retire, I would enjoy running



a small nursery." Nurturing investments or plants, either way, with Vogel's passion and approach, it is a safe bet that he'll be successful.

## 7. Miner Fleet Management Group

Businesses don't always develop in straight lines and Miner Fleet Management is a good example. **Phil Miner '80** started with a web-based, electronically-driven model for servicing and supporting their client's material handling equipment. While it was a well thought-out approach, it was ahead of its time. Miner and his team had to quickly reinvent the business and get in step with their clients. An 85 percent compound annual growth rate indicates that they made the change successfully. In fact, today, the clients are now catching up to Miner's original vision. Miner's story is also a good example of the Aggie Code of Honor in action. He relates the story about a customer with financial problems who owed his company money. The large sum was of concern to Miner but a promise and handshake from an Aggie within the troubled business was all it took to put Miner's concerns to rest and true to his word, the Aggie made sure Miner's company was paid in full. Aggie values and an innovative business model are paying off for Miner Fleet Management Group.



## 8. Pentecom

A big company's inability to competitively bid government projects opened the door to the dream of **Kimberly Willmott '86**. While the established company was winding down its activities in Willmott's area, she dreamed of hiring these people back, giving them great jobs, building a broad customer base and persevering to develop a self-sustaining company. Her dream is well on its way. Today she has hired several of her former co-workers, many in rural East Texas without satisfying job alternatives. Pentecom has a wide customer base and has grown by over 82 percent per year over the last two years. The company will celebrate its 10th anniversary in March of 2007 showing that they are here to stay. Willmott is happy watching her dream unfold and if given a chance, she'd gladly do it again. She loves the freedom to set company direction and challenges of bringing in new business and starting new projects. Looking ahead, she dreams of expanding the company's services and continued growth.



## 9. Arch-Con Corporation

The dream of **Michael Scheurich '92** was to start a company that could take on a life of its own and now he has certainly done so—creating the first company to be in the top 10 of the Aggie 100 both years. Arch-Con is well on its way to being a self-sustaining, diverse corporation that will complete construction projects across the globe this year. Scheurich attributes his company's success to the individuals that have come together as a team and accomplished more than any one person can alone. His advice to entrepreneurs is "when you dream ... dream big ... because it might just come true." He'll also tell them to nurture business relationships like friendships—both require give and take. This year's 82 percent growth rate continues to grow—up from last year's 71 percent rate. Clearly, big dreams, team work and solid business relationships are paying off.



## 10. MEI Technologies Inc.

Formerly Muniz Engineering, this year's number 10 company was also a member of the Aggie 100 Class of 2005. **Edelmiro Muniz '67** started the company in 1992 with the dream of contributing to the exploration of Mars and our solar system—not a small dream! Has it gone as expected? "No, our success has far exceeded my original expectations." His first surprise along the way was realizing how little he really knew about starting a business. His second surprise was that "common sense made up for a lot of business ignorance." Muniz attributes his ability to weather the difficulties to his time in the Corps of Cadets. "The Corps," he says, "gave me the confidence to try things I didn't know I could do and the discipline to complete everything I started." Today, MEI Technologies is contributing to space exploration. Muniz, however, is a patient man. He knows that if we don't get to Mars during his career, his children will finish the project. His dreams outside of MEI include watching his grandchildren embark on their own life adventure. We look forward to seeing them on the Aggie 100 in a few years.




RANK	% GROWTH RATE	COMPANY NAME	INDUSTRY	FOUNDED	MANAGEMENT	CITY
1	537.35	GEODynamics Inc.	Oil and Gas	2001	David Wesson '82, president, CEO	Millsap, Texas
2	180.53	CapNet Securities Corporation	Finance/Investments	1986	Daniel L. Ritz, Jr. '84, CEO	Houston, Texas
3	168.77	Cardan Enterprises Inc.	Energy	1988	Danny J. Bowers, Jr. '82, president, owner Carol L. Bowers '82, vice president, owner	Houston, Texas
4	117.73	Marvin Tate Communications	Cellular Communications	2000	Marvin P. Tate II '75, owner	Vernon, Texas
5	92.61	JB Knowledge Technologies Inc.	Technology Solutions Provider	2001	James M. Benham '01, president	College Station, Texas
6	92.55	Vogel Financial Advisors LLC	Registered Investment Advisor	2000	Mike Busch '88, president	Dallas, Texas
7	85.71	Miner Fleet Management Group	Industrial Services	2001	Philip T. Miner III '80, CEO	San Antonio, Texas
8	82.88	Pentecom	Electronic Information Services	1997	Kimberly Willmott '86, executive vice president, founder	Palestine, Texas
9	81.97	Arch-Con Corporation	Commercial Construction and Design Build	2000	Michael G. Scheurich '92, president, owner	Houston, Texas
10	76.45	MEI Technologies Inc.	Aerospace Engineering, Research and Development	1992	Edelmiro Muñoz '67, CEO, owner	Houston, Texas
11	76.33	Infinity Pro Sports	Web Solutions	1998	Uri Geva '98, CEO	College Station, Texas
12	75.81	Hayden Consultants Inc.	Professional Services	2000	Rachel R. Hayden '89, president	Dallas, Texas
13	68.78	MacResource Computers & Service	Computers	1994	Buckey Lee Turk, Jr. '83, general manager Carolyn Harwell Turk '84, owner	Bryan, Texas
14	67.67	Merrick Pet Care	Pet Care	1988	Tyler W. Merrick '00, president	Amarillo, Texas
15	67.32	Clay Development & Construction Inc.	Real Estate Development	1998	Albert W. Clay '65, president, owner Robert H. Clay '89, vice president, owner	Houston, Texas
16	65.35	House of Forgings Inc.	International Distribution	2001	Robert M. Borsh, Jr. '03, president	Houston, Texas
17	63.46	Paragon Innovations	Engineering Product Development	1990	Michael R. Wilkinson '86, CEO, owner Sandra D. Wilkinson '86, CFO, owner H. Michael Willey '78, CTO, owner Kris K. Stafford '89, vice president, owner	Plano, Texas
18	63.02	Cementaciones Petroleras Venezolanas S.A.	Oil and Gas Well Servicing	1981	Eduardo Pantin '67, CEO Gerardo Pantin '98, general manager	Maracaibo, Venezuela
19	63.00	GulfQuest LP	Healthcare	2000	John Blackshear '81, president, founder Scott Huebner '95, vice president, founder	Houston, Texas
20	61.28	GR Birdwell Construction LLP	Construction	1977	Gene R. Birdwell '59, CEO, owner Brad A. Birdwell '83, president, owner	Houston, Texas
21	58.08	JCF Bridge & Concrete Inc.	Construction	2000	Jason Falk '92, president, owner Patrick Henney '89, vice president, owner	Driftwood, Texas
22	57.65	Jenkins Custom Homes	Residential Construction	1992	Shan Jenkins '88, president, owner Bethany Jenkins '88, vice president, owner	Austin, Texas
23	57.35	HughesOil Inc.	Oil and Gas Exploration	1989	Dudley J. Hughes '51, president, CEO, owner	Flowood, Mississippi
24	56.57	Rackspace Managed Hosting	Web Hosting	1998	Graham Weston '86, chairman, CEO	San Antonio, Texas
25	56.47	Comanche Contractors LP	Construction/General Contractors	1979	A. Gregory Walla '79, president, owner	Houston, Texas
26	56.12	Grey Wolf Inc.	Oil and Gas Drilling	1996	Thomas P. Richards '65, chairman, president, CEO	Houston, Texas
27	55.99	INSYTE Information Corp.	Information Technology	1991	Jerry Easterly '73, president, owner	Houston, Texas
28	54.40	InHouse Systems Inc.	Systems Integration	1992	Kody Shed '95, president, CEO, owner	Temple, Texas
29	52.81	American Lumber	Lumber	1994	Barry Hendler '71, president, CEO, owner	Uvalde, Texas
30	52.29	Native Land Design LLC	Professional Landscape Services	2001	Ben Collinsworth '99, CEO, owner Chad Meyer '99, partner, owner	Cedar Park, Texas
31	52.10	eInstruction Corp.	Technology	1981	Darrell Ward '73, CEO	Denton, Texas
32	52.09	CES Environmental Services Inc.	Environmental and Industrial Services	1998	Matt Bowman '93, president, owner	Houston, Texas
33	51.42	Avalon Advisors LP	Finance	2001	Willie Langston '81, founding partner	Houston, Texas
34	50.52	Food Safety Net Services	Food Testing Services	1999	John Bellinger '76, chairman, owner Gina Bellinger '89, president, owner Gary C. Smith '68, partner, owner	San Antonio, Texas
35	49.65	New Tech Engineering LP	Petroleum	1998	Larry Cress '76, president, CEO, owner T. Deen Wood '79, vice president, owner	Houston, Texas
36	49.23	K2Share	IT Logistics	2000	Larry D. Teverbaugh '76, president, CEO, owner	College Station, Texas
37	46.88	Yantis Company	Heavy Construction	1965	John M. Yantis '53, chairman, owner J. Mike Yantis '76, Co-CEO, owner Thomas G. Yantis '78, Co-CEO, owner Mike Yantis, Jr. '02, vice president operations, owner	San Antonio, Texas
38	46.55	Chaparral Energy Inc.	Exploration and Production	1988	Mark A. Fischer '72, president, CEO, founder Chuck A. Fischer '70, CAO, executive vice president, founder	Oklahoma City, Oklahoma
39	46.08	Tessada & Associates Inc.	Infrastructure Support Solutions	1996	Enrique A. Tessada IV '66, president, CEO, owner	Springfield, Virginia
40	45.73	Earth Information Technologies Corp.	Information Systems	1999	Dan Rooney '92, president, owner	Madison, Wisconsin
41	45.42	EnvirOSH Services Inc.	Environmental and Safety Consulting	1999	Lloyd B. Andrew III '82, president, owner	Tomball, Texas



RANK	% GROWTH RATE	COMPANY NAME	INDUSTRY	FOUNDED	MANAGEMENT	CITY
42	45.39	Perry Equipment Corporation	Manufacturer	1936	Laine Perry '72, president, owner	Mineral Wells, Texas
43	44.68	Engineering Concepts & Design LP	Engineering	2000	Todd D. Wintters '94, president, owner	Richardson, Texas
44	44.64	Zice Companies LLC	Consulting	1999	Thomas Zais '97, president	Houston, Texas
45	44.59	Colorado Outdoor Adventure Guide School Inc.	Outdoor Vocational Education	1997	Gary R. Jordan '70, president	Colorado Springs, Colorado
46	41.99	River Place Golf Group LP	Golf	2001	Todd Routh '86, president	Austin, Texas
47	41.79	Quest Business Solutions	Technology Consulting	1996	Michael Sullivan '91, president	Dallas, Texas
48	40.63	CIMA Energy Ltd.	Energy	1996	Thomas K. Edwards '87, president, founder Michael Rupe '93, CFO, founder Peter D. Huddleston '80, owner William P. Huddleston '82, owner Peter H. Currie '85, owner	Houston, Texas
49	40.13	Margarita Naturalmente S.A. de C.V.	Natural Health Products	2000	Gordon Ivan Townsend '81, director general, owner	Mexico City, Mexico
50	40.01	Holdenfels Enterprises Inc.	Manufacturing	1995	Fred W. Holdenfels III '56, chairman of the board, owner Fred W. Holdenfels IV '79, president, CEO, owner Gil Holdenfels '85, vice president manufacturing, owner	San Marcos, Texas
51	39.51	Peyto Energy Trust	Oil & Gas Exploration & Production	1998	Don T. Gray '88, CEO, director	Calgary, Canada
52	39.45	Town Center Landscape Inc.	Landscape Architecture	2001	Dale K. Clarke '81, president, owner	Tomball, Texas
53	39.10	Capstone Commercial Real Estate Group Inc.	Commercial Real Estate	2000	Steven R. Burris '90, senior director, principal, founder	Addison, Texas
54	38.96	Tape Solutions Inc.	Wholesale Distributor	1998	Kimberly D. Lawrence '82, president, owner	Austin, Texas
55	38.52	Geneva Aerospace Inc.	Engineering	1997	Jerry Petersen '91, VP, director of engineering, founder Vince Longhi '97, VP of sales and marketing, founder Bill Pate '91, senior GNC analyst, founder	Dallas, Texas
56	38.16	Painted Threads Inc. dba Fiesta Yarns	Yarn and Craft Manufacturing	2001	Jeannie D. Duncan '91, president, owner	Albuquerque, New Mexico
57	38.10	Marquee Tent Productions	Event Industry	2000	Damon W. Holditch '65, president, owner	Austin, Texas
58	37.41	ENGlobal Corporation	Energy Services	1985	William A. Coskey '75, chairman of the board, founder	Houston, Texas
59	36.72	Capsher Technology Inc.	Software Consultants	1994	K. Stefan Capps '83, president, owner	Bryan, Texas
60	35.61	McNair Custom Homes LP	Construction	1997	John M. McNair '76, president, owner	San Antonio, Texas
61	35.60	Hill Country Electric Supply LP	Electrical Supply	1998	David Inman '82, partner, founder	Austin, Texas
62	35.50	LVN Engineering	Engineering Consulting	2000	Wayne Blasingame '78, partner, founder Dan Leyendecker '90, president, owner Derek Neiser '89, vice president, owner Robert Viera '92, vice president, owner	Corpus Christi, Texas
63	35.15	Cattlesoft Inc.	Agriculture	2000	Terrell Miller '99, president, owner Penny Miller '99, vice president, owner	College Station, Texas
64	34.67	Scheef & Stone LLP	Legal Services	1998	C. John Scheef III '81, partner, founder	Dallas, Texas
65	34.50	FiberOptic Bulbs Incorporated	Medical	1996	Wm. Keith Przybyla '86, president, owner	Tomball, Texas
66	34.40	Hollinden   professional services marketing	Marketing Consulting	1993	Christine M. Hollinden '87, president, owner	Houston, Texas
67	34.19	Class 1 Controls	Construction	1996	Robert J. Sproule '76, president, owner	Houston, Texas
68	33.92	Routh Development Group	Investment Real Estate	1994	Todd Routh '86, president, owner Stephanie Routh '93, vice president, owner	Austin, Texas
69	33.68	Remedial Construction Services LP	Construction	1988	Gene R. Birdwell '59, CEO, owner Brad A. Birdwell '83, vice president, owner	Houston, Texas
70	33.57	Stanton Chase Dallas Inc.	Executive Search Consulting	1988	Ed H. Moerbe '61, president, managing director, owner	Dallas, Texas
71	33.45	websitepipeline	Software	2000	Eric Ward '97, CTO, founder	Greenville, South Carolina
72	33.30	PetroGrowth Advisors	Investment Banking	2000	Grant Swartzwelder '85, president, owner	Irving, Texas
73	32.78	Bury + Partners	Civil Engineering/Surveying	1984	Paul J. Bury III '78, president, owner	Austin, Texas
74	32.48	Blade Energy Partners	Oil and Gas Engineering	2000	Philip Frink '80, executive vice president, owner Patrick Brand '81, executive vice president, owner	Frisco, Texas
74	32.48	Paloma Energy Consultants LP	Energy Consulting	2000	Gary Gonzalez '80, CEO, owner	Houston, Texas
76	31.56	BJ's Restaurants Inc.	Food Service	1978	Jerry Deitchle '73, president, CEO	Huntington Beach, California
77	31.04	Schipul - The Web Marketing Company	Web Marketing/Software	1997	Ed Schipul '90, president, CEO, owner	Houston, Texas
78	30.65	CCC Group Inc.	Industrial Construction	1985	Milton D. Huebner '70, executive vice president, owner Kenneth Huebner '68, executive vice president, owner Robert L. Urban '76, vice president, owner Jack R. Hockey '70, vice president, owner Nita McBride '79, CFO, owner	San Antonio, Texas
79	30.38	Coyle Engineering Inc.	Civil Engineering	1995	Beth Gibson Coyle '82, CEO, owner H. Michael Coyle, Jr. '82, president, owner	Boerne, Texas
80	29.84	Raba-Kistner Consultants Inc.	Engineering Consulting	1968	Carl F. Raba, Jr. '59, chairman, CEO	San Antonio, Texas
81	29.69	Symon Communications Inc.	Communications Software & Hardware	1980	Charles Ansley '67, president, CEO	Plano, Texas
82	29.59	LiquidFrameworks	Software Solutions	2001	Travis M. Parigi '94, president, owner	Houston, Texas
83	29.53	Eureka Software Solutions Inc.	Software and IT Services	1986	Monty G. Myers '86, president, CEO, owner Lee Anne Myers '84, vice president, owner	Austin, Texas

RANK	% GROWTH RATE	COMPANY NAME	INDUSTRY	FOUNDED	MANAGEMENT	CITY
84	29.43	GoDish.com Ltd. LLP	Satellite Dish Sales	1996	Damon Diamantaras '92, general partner, owner Cynthia Diamantaras '92, owner	Houston, Texas
85	29.23	Williamsburg Environmental Group Inc.	Environmental Consulting	1990	Ronald J. Boyd '78, president	Williamsburg, Virginia
86	27.80	Schwarz Hanson Architects	Architecture	1995	Gerald H. Schwarz '82, president, owner Tod D. Hanson '88, vice president, owner	Fort Worth, Texas
87	27.72	Forest Oil Corporation	Oil and Gas Exploration and Production	1916	H. Craig Clark '79, president, CEO	Denver, Colorado
88	27.63	Flexible Lifeline Systems	Industrial Safety	1996	Andy Townend '88, president	Houston, Texas
89	27.51	Metro Custom Plastics Inc.	Manufacturing	1974	C.W. Seely '55, chairman, owner Michael J. Havel '76, president, owner Lea Anne Seely '80, owner	Arlington, Texas
90	27.41	C.E. Barker LTD.	Construction	1996	Connard E. Barker '81, president, owner Sherry F. Barker '82, vice president, owner Connard E. Barker II '06, owner	Montgomery, Texas
91	27.09	Alliance Data Corporation	Technology	1993	John Hawkins '88, president	Houston, Texas
92	26.80	LJA Engineering & Surveying Inc.	Engineering Consulting	1997	Calvin T. Ladner '80, president, owner James E. Moehlman '74, senior vice president, owner Jeff P. Collins '80, senior vice president, owner Steve L. Johnson '61, chief hydrologist, owner Wallace E. Trocheset '85, senior project manager, owner	Houston, Texas
93	26.07	Blue Magic Inc.	Manufacturer/Distributor	1959	David R. Bell '04, president	Conroe, Texas
94	25.33	Lockard & White Inc.	Telecom/IT Solutions	1984	Marcus J. Lockard '72, chairman, CEO, owner	Houston, Texas
95	25.25	The CAD Group	Professional Services	2000	Matt Fox '97, CEO, owner	Walnut Creek, California
96	24.98	Barhorst Insurance Group	Financial Services and Insurance	1993	Warren Barhorst '88, president, owner	Houston, Texas
97	24.65	Nodus Inc.	Technology Consulting	1985	Robert Waggoner '76, president, owner	Decatur, Texas
98	24.39	Internet Truckstop	Transportation	1995	Scott Moscrip '93, president, CEO	New Plymouth, Idaho
99	24.32	Fired Up Inc.	Restaurant	1997	Creed L. Ford III '75, chairman, owner, founder	Austin, Texas
100	23.82	EC Power Inc.	Energy and E-Commerce	1995	Cade Burks '83, CTO, founder	Houston, Texas




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# Nuggets of Wisdom *from the 2006 Aggie 100*

Treat everyone you meet as if they were the CEO of your largest client.

**John Hawkins '88**  
*Alliance Data Corp.*

Anyone can have buildings, equipment, and inventory, but it is the people within the organization that make the difference.

**Barry Hendler '71**  
*American Lumber*

**In the beginning there were times that seemed overwhelming, but if you take one day at a time and work hard, success will follow.**

**Sherry F. Barker '82**  
*C.E. Barker Ltd.*

An entrepreneur makes the decision to create something from nothing. The road is lined with many obstacles, and success requires tenacity, faith, courage, creativity, and charisma.

**Michael G. Scheurich '92**  
*Arch-Con Corp.*

Staying status quo makes no sense to me. If you're not dreaming of growing the business, you should look for another job.

**Warren Barhorst '88**  
*Barhorst Insurance Group*

Take the passion, work ethic, technical expertise, loyalty and integrity that Texas A&M gives you and apply it to every facet of your entrepreneurial endeavor.

**Jerry Deitchle '73**  
*BJ's Restaurants Inc.*

Work hard but also have fun. The key to growing a successful business is hiring good people, and then keeping them motivated on achieving the mission. The best way to overcome work related stress and uncertainty is by creating an atmosphere of trust and respect. This open culture is hard to accomplish, but fun to be a part of when it happens.

**Philip Frink '80**  
*Blade Energy Partners*

Take care of your employees and customers, and they will take care of you and your company.

**David R. Bell '04**  
*Blue Magic Inc.*

You begin your entrepreneurial career with your dreams in full bloom and your integrity intact. Be sure that you finish your career with your dreams realized and your integrity still intact.

**Daniel L. Ritz, Jr. '84**  
*CapNet Securities Corp.*

You'll never find a traffic jam on the extra mile.

**K. Stefan Capps '82**  
*Capsheer Technology Inc.*

**Luck is where opportunity and preparedness meet.**

**Dan Rooney Ph.D. '92**  
*Earth Information Technologies Corp.*

Always strive to be the best you can be, and always keep learning long after you have finished your formal education. Stay humble, remember where you came from, and give back to those in need.

**Steven R. Burris '90**  
*Capstone Commercial Real Estate Group Inc.*

Do not be afraid to take risks and, when doing so, remember it is of utmost importance to know the quality and integrity of the people with whom you're conducting business. By adhering to this principle and, with much patience and hard work, you will greatly increase your probability of long term success.

**Danny J. Bowers, Jr. '82**  
*Cardan Enterprises Inc.*

**If you can't find your dream job, it is probably waiting for you to create it.**

**Terrell Miller '99** *Cattlesoft Inc.*

Talk less, listen more, be honest, and never be afraid to express your heartfelt opinion.

**Robert L. Urban '76**  
*CCC Group Inc.*

With honesty and hard work, what seems impossible can be achieved.

**Eduardo Pantin '67**  
*Cementaciones Petroleras Venezolanas S.A. (CPVEN)*

An ancient Chinese proverb: Get knocked down 7 times, stand up 8.

**Matt Bowman '93**  
*CES Environmental Services Inc.*

Leadership, intelligent thinking, long hours, and endurance, are the building blocks for a successful business. Be willing to step up and make something happen.

**Mark A. Fischer '72**  
*Chaparral Energy Inc.*

Create your own opportunity and make honesty and integrity the foundation for all that you do.

**Thomas K. Edwards '88**  
*CIMA Energy Ltd.*

I have found that most people want for you to be successful and they will really try to help you.

**Robert J. Sproule '76**  
*Class 1 Controls*

Don't take "no" for an answer.

**Albert W. Clay '65**  
*Clay Development & Construction Inc.*

Explore all options to find the type business you really enjoy and can be proud of. Work hard, work smart, and be a positive influence in people's lives.

**Gary R. Jordan '70**  
*Colorado Outdoor Adventure Guide School Inc.*

There are two practices which have contributed to our long term success, solid reputation and peace of mind: First, seek out mentors – find those who have succeeded and do what they do (*and avoid what they avoid!*) Second, devote your efforts to doing the RIGHT thing the FIRST time to avoid potential problems down the road.

**H. Michael Coyle, Jr. '82**  
*Coyle Engineering Inc.*

Never waiver on your principals. Even when you feel discouraged don't give up, and always do the right thing.

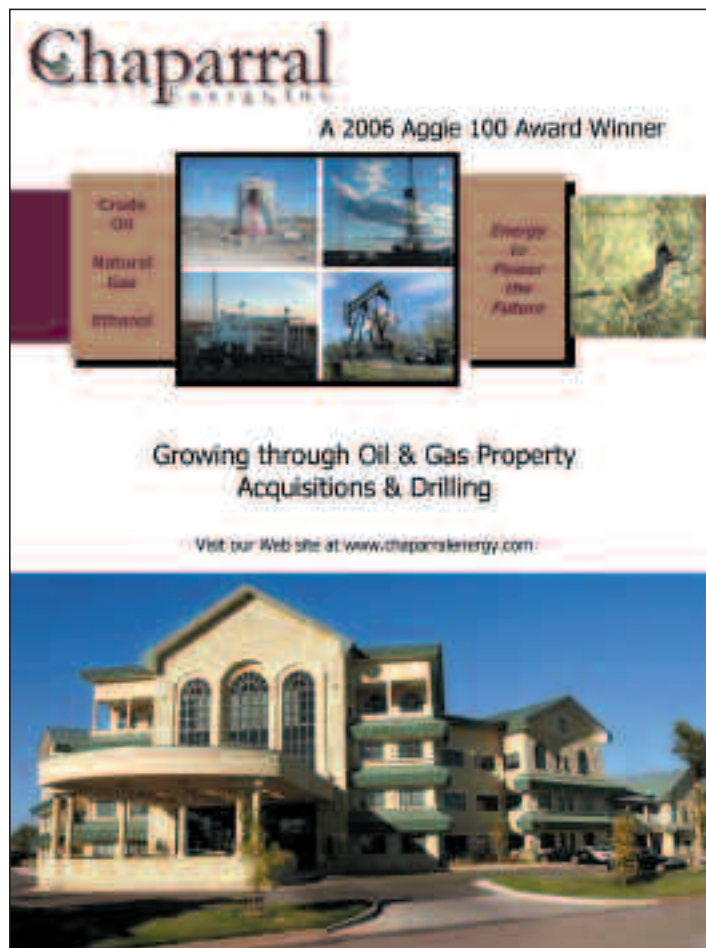
**Cade Burks '83**  
*EC Power Inc.*

If you have the passion and vision for a product or service, leave no stone unturned in attempting to achieve your goals.

**Darrell Ward '73**  
*elInstruction Corp.*

Think like a man of action and act like a man of faith.

**Todd D. Wintters '94**  
*Engineering Concepts & Design LP*





Do something remarkable, aim high and create a fast-paced, fun environment. Hire really good people and trust them to do their jobs. Reward the high achievers and find those rewards early on.

William A. Coskey, P.E. '75  
ENGlobal Corp.

It's not about what you can do or how hard you work. Seek God's direction for your business and your life, then you will be successful in the things that really matter.

Lloyd B. Andrew III, CIH, CSP '82  
EnviroSH Services Inc.

Always remember that people matter most. By passionately serving your clients (as well as your own staff) you can accomplish amazing and rewarding things.

Monty G. Myers '86  
Eureka Software Solutions Inc.

Pursue your goals and make your dreams reality! Work hard but do it the right way... never compromise your integrity or your honor.

Wm. Keith Przybyla '86  
FiberOptic Bulbs Inc.

**Business is the art of timing, knowing when to move faster, move slower or just stay still.**  
Creed L. Ford III '75 *Fired Up Inc.*

*Perseverance is critical.* Keep trying until you succeed. It's inevitable that there will be setbacks and failures. Learn from them and drive on. Maintain your momentum so you can power through the problem to the next opportunity.

Andy Townend '88  
Flexible Lifeline Systems

Get face time with your customers. If you forget the customer nothing much else matters.

Gina Bellinger '89  
Food Safety Net Services

For entrepreneurs to be successful they have to hire, train and promote employees who behave as entrepreneurs themselves. Our company is not run from the "top down", but from the "bottom up." It makes no difference whether the company is a small private firm or a large public company.

H. Craig Clark '79  
Forest Oil Corp.

It's one thing to be in business, but it's completely different from staying in business. Work hard and take care of your employees because your success will depend on them too.

Damon Diamantaras '92  
GoDish.com Ltd. LLP

Attitude and determination will take you a long way down the path to your goal.

Thomas P. Richards '65  
Grey Wolf Inc.

Keep your word. If you say that you will meet a deadline, meet it. If you tell employees that you will provide a great place to work, provide it. As Henry Ford said, "You can't build a reputation on what you are going to do." Follow through on your word.

Rachel R. Hayden '89  
Hayden Consultants Inc.

**Follow the Aggie Creed, fight for what is right, and follow your dreams.**

Scott Moscrip '93  
Internet Truckstop

Don't be discouraged when events don't happen as fast as you would like, continue taking steps, however small, to progress and when you look back to see how things have developed, you will be surprised at how much has been accomplished.

David Inman '82  
Hill Country Electric Supply LP

Let yourself think creatively... whether it is creating a solution to a business challenge or developing a new product. Creativity reaches beyond industry boundaries.

Christine M. Hollinden '87  
Hollinden | professional services marketing

Spearhead a culture that encourages creative idea generation, embraces teamwork and promotes critical thinking. If you don't have passion and off-the-chart enthusiasm for your "dream" then it will not become a reality.

Write your goals down.  
Robert M. Borsh, Jr. '03  
House of Forgings Inc.


Strive to be the best in your profession, and don't be afraid to take calculated risks. Make money for your investors and you will make money. Wealth comes from ownership of assets.

Dudley J. Hughes '51  
HughesOil Inc.

Seek out mentors that have already been where you want to go. Find out how they got there, what it cost them and what they would have done differently along the way. Learning from other's mistakes keeps you from paying the price for your own.


Kody Shed '95  
InHouse Systems Inc.

*Nuggets of Wisdom continued on next page.*




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## Nuggets of Wisdom *continued*

**Set goals, be persistent and maintain your honor and integrity in all you do.**

Jason Falk '92  
JCF Bridge & Concrete Inc.

My advice to those who would be successful entrepreneurs comes from two areas that are of great importance in my life – my Christian faith and Texas A&M. In the Corps at A&M I learned that, to be a good leader, you first have to learn how to follow. From my faith I have learned that, if you want to be successful in life, you must serve the needs of those around you. So if you want to be a successful entrepreneur, learn how to be a good follower so you can be a good leader and when you are leading, be a good servant.

Jerry Easterly '73  
INSYTE Information Corp.

Discover your core competency. Focus yourself and your organization on that competency. Always take care of your people and they will take care of you.

James M Benham '01  
JB Knowledge Technologies Inc.

1. Pursue business ventures in which you have lots of experience and you enjoy. 2. Plan to work lots of hours until the business is established – no TV, no social life (*other than family*), just work.

Shan Jenkins '88  
Jenkins Custom Homes

In the business world, integrity and a good reputation are the most important assets that any company can possess.

Calvin T. Ladner P.E. '80  
LJA Engineering & Surveying Inc.

**Make a difference, in everything you do.**

Larry D. Teverbaugh '76  
K2Share

To achieve your goals you must persistently execute with passion... and you must remember that those who achieve great things are not any smarter or more capable than others. They have simply decided to make use of what's available to them.

Marcus J. Lockard '72  
Lockard & White Inc.

Put your beliefs and your family ahead of your business because, without them, the success of your business just isn't worth it. It's important to persevere in striving for

your goals, some things come quickly, some do not. After 5 years of effort, we are now officially the Apple Educational Reseller for Texas A&M University! WHOOP!

Carolyn Harwell Turk '84  
MacResource Computers & Service

Follow your passion; true success follows true passion. Your word matters, and your action must be congruent with your word. Always provide products or services that people truly need, anything less is more about your needs than theirs.

Gordon Ivan Townsend '81  
Margarita Naturalmente S.A. de C.V.

Do not let your education hold you back. Do what you love to do.

Damon W. Holditch '65  
Marquee Tent Productions

Make sure your expenses don't exceed your income.

Marvin P. Tate II '75  
Marvin Tate Communications

**Ultimately, we are all a product of the choices we make. Work hard, stay focused, and see the Big Picture.**

John M. McNair '76  
McNair Custom Homes LP

Don't let "conventional wisdom" limit your options. Many success stories are the result of people doing what they're not supposed to be able to do.

Edelmiro Muniz '67  
MEI Technologies Inc.

Pursue the talents that make you the individual God created you to be. Passion is a great fuel, but Wisdom is the suspension you can't operate without. Balance your weaknesses with other persons' strengths and build your team.

Tyler W. Merrick '00  
Merrick Pet Care

Growth consumes cash!

Michael J. Havel '76  
Metro Custom Plastics Inc.

There is no business model worth promoting if you don't have the right people to go with it.

Philip T. Miner III '80  
Miner Fleet Management Group

Passion, determination, drive, and tolerance are vital to success for any entrepreneur. These characteristics are paramount to any business plan or waiting for the perfect environment with which to start your business.

Ben Collinsworth '99  
Native Land Design LLC

Governor Coke has it right!  
Robert Waggoner '76  
Nodus Inc.

Your company's character is its most important asset. Never promise what you cannot deliver and always deliver what you promise.

Gary Gonzalez '80  
Paloma Energy Consultants LP

**Plan your venture extensively and conduct significant market research. Fully commit to the opportunity, diligently execute against the plan, hire outstanding people and aggressively delegate responsibility to those people.**

Travis M. Parigi '94  
LiquidFrameworks

Set goals, create a mission statement, develop a business plan, and find a good mentor to help you along the path. Be willing to admit that you don't know everything, and never be afraid to seek out the answer. Persevere, pray often, always maintain your integrity, seize your opportunities and enjoy your successes.

Kimberly Smart Willmott '86  
Pentecom

Vision, credibility, passion and 110% follow through are the fundamentals of success in building a business... a good sense of humor will make the journey more enjoyable... a good team is essential if you want to grow your business beyond your personal limitations.

Laine Perry '72  
Perry Equipment Corp.

Stay focused. It is easy to stray, but a dedication to a more narrow business plan or concept leverages the knowledge and contacts gained.

Grant Swartzwelder '85  
PetroGrowth Advisors

Build a culture based on integrity, excellent service and LOA (*a Lack of Arrogance*) and you will find success.

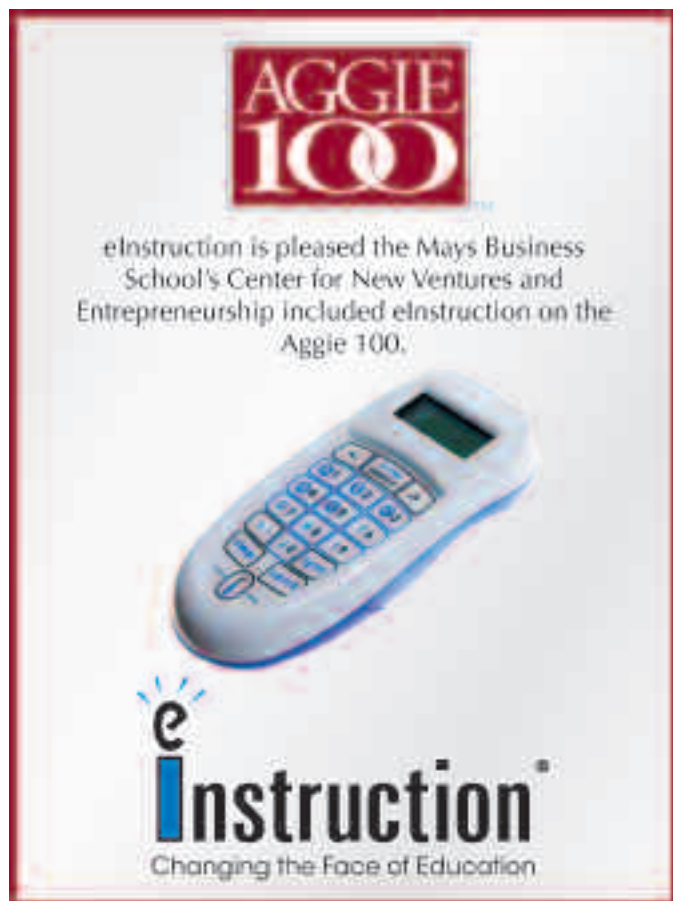
Michael Sullivan '91  
Quest Business Solutions

Start investing early and strive to work for yourself. Protect and maintain your credit.

Todd Routh '86  
River Place Golf Group L.P.

Invest early in income producing properties for the long term. Protect and maintain good credit to help with financing investments.

Todd Routh '86  
Routh Development Group





The traditions you learn regarding what it means to be an Aggie in terms of honor, commitment, work ethic, and loyalty will serve you well in the business world.

**C. John Scheef III '81**  
*Scheef & Stone LLP*

Set a clear vision. Hire good people based on integrity, attitude and intelligence. Train the heck out of them. Let them run.

**Ed Schipul '90**  
*Schipul - The Web Marketing Company*

Provide quality work on all projects – no matter what the size. Small projects can lead to big projects.

**Gerald H. Schwarz '82**  
*Schwarz Hanson Architects*

Get to know yourself well before you start your own business. The best way to do that is through experience. Get to know a lot about other people, too. Then associate yourself with the best and never stop learning.

**Ed H. Moerbe '61**  
*Stanton Chase Dallas Inc.*

Always strive to learn as much as possible about your industry and the company where you are employed. Above all else, maintain your personal and business credibility and use your knowledge to become the go-to-person within your organization.

**Charles Ansley '67**  
*Symon Communications Inc.*

To increase your company's sales, one must understand and demonstrate the value of their product/service instead of just stating a price!

**Kimberly D. Lawrence '82**  
*Tape Solutions Inc.*

Stay focused and committed to your passion. Sharpen your communication skills and remember, *you never listen yourself out of a job.*

**Enrique A. Tessada '66**  
*Tessada & Associates Inc.*

Don't let the "fear of the unknown" bog you down when you're starting out. If you believe in your basic business idea, focus your time and energy on that – *and get some expert advice for everything else.*

**Matt Fox '97**  
*The CAD Group*

Have a passion for what you do. Build strong caring relationships with your clients, if you don't, someone else will. Hire the best employees and take care of them, if you don't, someone else will. Always try to do the right thing.

**Dale K. Clarke '81**  
*Town Center Landscape Inc.*

Credit score ... it all boils down to credit score! Passion – you must be passionate about what you are doing.

**Uri Geva '98**  
*UK Advertising Inc. dba Infinity Pro Sports*

Determine to do the very things that scare you most. By eliminating the distraction and paralysis of your own fears, all that is left is to work hard and treat people right. If you can do this, it will be difficult to NOT succeed.

**Mike Busch '88**  
*Vogel Financial Advisors LLC*

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Dr. Robert M. Gates speaking to the 2006 Aggie 100.

## There is *no better place* to start dreaming *than at Texas A&M.*

Texas A&M is known for generating excitement through Aggie Spirit when current and former students get together. Think of football games, bonfires – and the hugely successful celebrations that honored the 2006 Aggie 100.

The annual Aggie 100 paid tribute to the 100 fastest growing Aggie-owned or Aggie-led companies in the world. Energy and excitement radiated through the crowd as people met for the reception and awards ceremony.

The Aggie 100 Event was pioneered by Mays Business School's Center for New Ventures and Entrepreneurship executive committee. The second installment of the Aggie 100 drew close to 400 nominees. The honorees were represented by four countries – United States (97 companies), Canada (1), Venezuela (1), and Mexico (1). Texas had the most companies on the list with 85, while California, Colorado and Virginia each had two. Idaho, Mississippi, New Mexico, Oklahoma, South Carolina, and Wisconsin each had one. The criteria for making the list focused on growth as an indicator of job creation, product acceptance and entrepreneurial vision. The Aggie 100 businesses were ranked based on compounded revenue growth rates from the most recent two-year report-

ing period, 2003 to 2005. Each nominee had to have been in business five years or more by 2006.

During the welcoming reception in the grand lobby of the Association of Former Students, the room buzzed as 250 honorees and guests networked, exchanged business cards, and shared stories and accomplishments – examples of entrepreneurship at its finest. The honorees were welcomed back to campus in College Station by the Executive Director of the Association of Former Students and the Chairman of The Research Valley Partnership.

The next day, over 600 people congregated in the Zone Club at Kyle Field for the second annual Aggie 100 luncheon. The Aggie 100 felt particularly honored to have the Texas A&M University System Chancellor, the chairman of the board of regents, the vice chairman of the board of regents, several regents, deans, the executive director of The Association of Former Students and numerous members of the university leadership present at the luncheon. Each of the 100 honorees were individually recognized and given a trophy designed by Rodney Hill, professor of architecture.

The Aggie 100 honorees had an average compounded annual growth rate of 52% percent for the years 2003 to 2005. The companies' total eco-

nomic impact is a far-reaching \$5.3 billion in every industry from retailers, restaurant chains, software companies, healthcare organizations, home-builders, financial management companies and many others.

Center Director Richard Scruggs '77 told the audience. "Aggie entrepreneurs touch every facet of life. They have the wisdom to balance good ideas with the technology and passion to make it happen."

GEODynamics, Inc. topped this year's list with a growth rate of 537.35%. The oil and gas company located in Millsap Texas was founded in 2001 by David S. Wesson '82. Of the 100 companies, 29 made the inaugural Aggie 100 list in 2005.

Over 100 current students had the opportunity to meet and interact with the Aggie 100 during the luncheon. The entire crowd of more than 600 rose to their feet, at the close of the luncheon, as they were treated to *The Spirit of Aggieland* performed by members of the Texas A&M Singing Cadets. A song that resonated not only with the spirit of what it means to be an Aggie, but also what it means to be an entrepreneurial leader.





Honoring another great Aggie tradition, the Aggie 100 logo is proudly displayed at Kyle Field.

### *Who are Aggie 100 Class of 2006?*

- 2 – Owners who had two companies on the list.
- 3 – Foreign countries.
- 10 – States represented.
- 23 – Percent threshold for inclusion.
- 29 – Repeat honorees.
- 52 – Percent average growth rate.
- 1916 – Oldest company founded.
- 1951 – Oldest class represented.
- 1982 – Class with largest number of representatives with eleven honorees.



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Our Congratulations to all the 2006 Aggie 100 recipients on their recognition as the fastest-growing Aggie owned or managed businesses in the world.

GEODynamics, Inc. salutes Texas A&M, the Mays Business School and the Center for New Ventures & Entrepreneurship.

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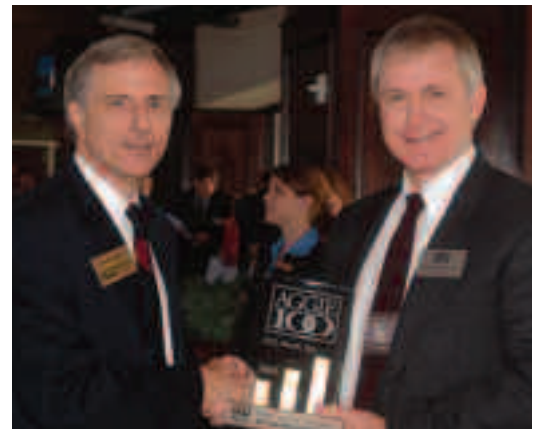
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# Aggie 100 Awards Luncheon







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## Aggie 100 Awards Luncheon *continued*



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First place 2006 MBA Tech Transfer Challenge team receives recognition.

## The Center for New Ventures and Entrepreneurship – *Fostering Entrepreneurial Dreams*

**Part of Mays Business School**, the Center for New Ventures and Entrepreneurship (the “Center”) was created to compliment the entrepreneurship classes taught by the Department of Management. Since its formation, the Center’s scope has expanded to support education across campus, be a resource for A&M technology commercialization and provide help to Texas businesses.

Today, the Center’s vision is to become the “business extension service”. In keeping with this, its mission is to provide encouragement, education, networking and assistance to entrepreneurial minded students, faculty and Texas entrepreneurs.

The Center is very active. Its activities range from arranging for speakers in classrooms, hosting competitions and sponsoring field trips to performing projects for businesses and hosting the Aggie 100. In the fall of 2006, the Center launched a student-managed business to further compliment classroom education. All of the Center’s activities are self-supporting – funded through event revenues, event sponsorships and donor support. The Center’s staff is supported

*All of the Center’s activities are self-supporting – funded through event revenues, event sponsorships and donor support. The Center’s staff is supported by a strong network of volunteers and corporations from across Texas.*

by a strong network of volunteers and corporations from across Texas.

In addition to the Aggie 100, the following are eight of the most popular and important programs run by the Center:

- **Classroom Speakers** – The Center secures business-oriented speakers for classes across campus. Each year the Center arranges for speakers in classes ranging from business to engineering, veterinary medicine and agriculture.
- **Perspectives, an Inter-college Speaker Series** – In 2004, the Center launched this innovative speaker series. At four dinner meetings during the school year, the Center brings together students and faculty from Mays Business School and another college to discuss a topic of mutual interest. A noted expert is invited to speak to the group and local business people join in to provide a real-world flavor.



*The Center relies on volunteers and financial supporters and always welcomes new members to the team. If you are interested in receiving our newsletter or getting involved with the Center please contact us by phone (979) 845-4882 or email at [rscruggs@mays.tamu.edu](mailto:rscruggs@mays.tamu.edu) or [l-huebner@tamu.edu](mailto:l-huebner@tamu.edu).*

#### ■ Conn Entrepreneurial Leadership Award –

Each year the Center honors a business leader that has been instrumental in the start-up or transformation of an entrepreneurial business. The award program, endowed by the C.W. and Dorothy Conn family is a great way to expose A&M students to successful business people. The honoree is invited to campus to speak in classes, conduct round table discussions as well as receive the award.

■ **MBA Tech Transfer Challenge** – Each spring, the first-year MBA class takes a week off from class to participate in this unique event. Teams of MBA students are given one week to learn about, assess the market for, and determine the commercial viability of an invention from Texas A&M's research labs. At the end of the week, student teams present their findings to panels of judges from industry. Over 120 judges participate each year. In its fifth year, this program tests A&M MBA's organization, teamwork, research, analysis, writing and presentation skills. It also showcases the MBAs and A&M technologies to the business community.

■ **Ideas Challenge** – Annually the Center asks students on campus to submit their ideas for the next great business, product or service. Open to all students on campus, the Ideas Challenge is now in its sixth year and attracts up to 400 entries. The students submit a 1000-word essay which is reviewed by judges from academia and business. The top 40 entrants are invited to present their idea in person to panels of judges from the business world. Over 120 men and women from all areas of the Texas business community journey to College Station each year to serve as judges. Students receive feedback on their ideas, expand their personal networks and have the opportunity to win cash prizes.

■ **Business Plan Competitions** – Each year, the Center sponsors teams of students competing in regional and national business plan competitions. A&M teams have competed at Indiana, Purdue, Rice Universities, and the University of Texas. To enhance the experi-



The 2006/2007 business plan team, sponsored by CNVE.

ence, most teams are interdisciplinary, combining MBA students with students from engineering or science. In 2005, A&M had its most successful year ever as the team took first place at the inaugural Big XII New Venture Business Plan Competition, first place at UT's International I2P Competition, and fifth place at the Rice Business Plan Competition.

*Texas A&M's Center for New Ventures and Entrepreneurship provides encouragement, education, networking and assistance to entrepreneurially minded students, faculty and Texas businesses.*

■ **A&M Technology Transfer** – The Center consults to the System's Office of Technology Commercialization (OTC) on the licensing or spin-out of A&M-developed technologies. MBA students, working with the Center have helped assess the commercial viability of new research products. Their work helps the OTC develop a game plan for commercialization. The Center's staff also advises faculty members on the start-up of companies to commercialize their inventions.

■ **Newsletter** – The Center publishes a newsletter that now reaches over 2000 people. Published monthly, each issue features information about the Center as well as information that entrepreneurs can apply right away to their business.

The Center is active but not static. During the fall of 2006, the Center is launching two new programs focused on furthering entrepreneurial education. The two new programs are:

■ **Start-up 101** – Working with student organizations, the Center is hosting a workshop for students, faculty and entrepreneurs interested in starting their own businesses. The sessions will focus on the practical issues related to starting a business and will feature speakers from companies that support start-ups as well as many current entrepreneurs.

■ **Aggies in Business (AiB)** – The Center has sponsored the launch of a commercial business in College Station that will be managed and staffed by students. The company, AiB, will operate multiple lines of business appropriate for both graduate and undergraduate students. The three initial lines of business are consulting, property management and former student recruiting/placement.

As noted above, the Center relies on volunteers and financial supporters and always welcomes new members to the team. If you are interested in receiving our newsletter or getting involved with the Center please contact us by phone (979) 845-4882. You may also contact us by email at [rscruggs@mays.tamu.edu](mailto:rscruggs@mays.tamu.edu) or [l-huebner@tamu.edu](mailto:l-huebner@tamu.edu).



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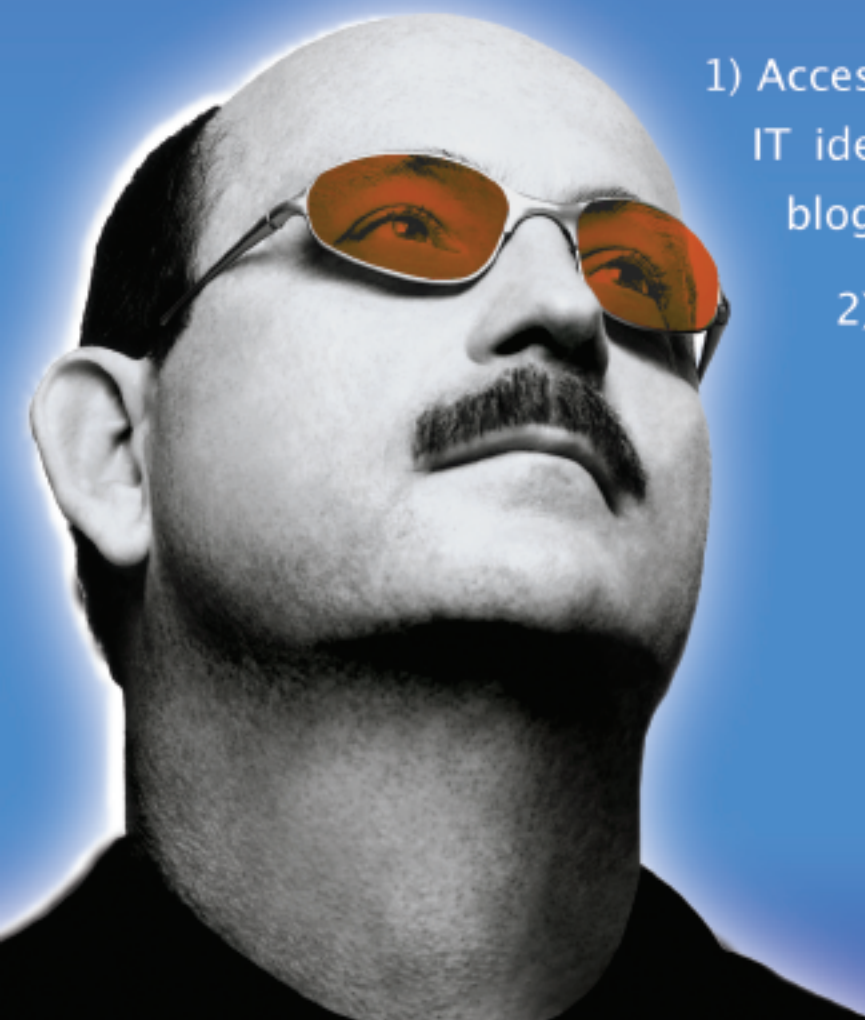
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