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# { Realize Your Vision }



## **You know where you want to go but how will you get there?**

At Hollinden, we help our clients realize their vision with marketing guidance that is strategic, actionable and measurable.

- Has your brand lost its vibrance?
- Is brand messaging fragmented?
- Are partners going in different directions?
- Is your business development strategically focused?

**We help you achieve success.**



Hollinden is a strategic marketing firm that guides companies to their brand destination. Led by Christine Hollinden '87, the Hollinden team is honored to help fellow Aggies realize their vision.

We are proud to have supported the branding and marketing services for the Aggie 100 for the past five years.

Follow Us On:





## 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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Lenae M. Huebner  
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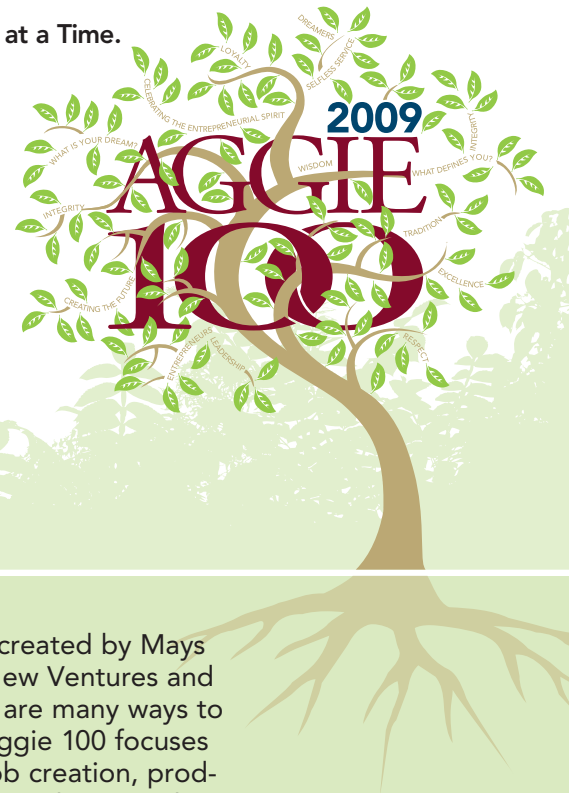
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## The 2010 Aggie 100 Program

If you know a former student whose company should be honored, let us know. Nominations are now open for the 2010 program.

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** 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.

# Deep Roots. Grow Strong.



**November marked the five-year anniversary of the Aggie 100 at Texas A&M. Five years of establishing deep roots and growing them strong. This is the Aggie 100.**

**T**he Center for New Ventures and Entrepreneurship is pleased to present the 2009 Aggie 100:

- 37 new companies,
- Representing 7 states, 4 foreign countries,
- Employing more than 10,000 people,
- Combined revenues of \$7.6 billion.

As in the past, the class of 2009 impacts nearly all walks of life; housing, commercial construction, energy, education, manufacturing and all points in between. The Aggie 100 continues to be a dynamic group, led by Aggies who truly want to make a difference.

#### **The Number One Company**

The #1 company on the list is Andersen Schoel of Harker Heights, Texas. They are in the contract office furniture space, founded in 2002 and growing at a 2-year compound annual growth rate of 287%. Andersen Schoel made its first-ever appearance on the Aggie 100 at the #1 slot. The 2009 Top 10 is rounded out

with five more companies new to the Aggie 100 along with 4 returns.

#### **The 2009 Honorees**

Arguably, the most powerful aspect of the Aggie 100 is their selfless service to our students. Dozens of honorees and company representatives volunteer their time while on campus to connect with students. They visited classes and club organizations, sharing their real world wisdom and insights. This critical link from today's successful business person to tomorrow's leaders is a key component of the program.

The Aggie 100 honorees were welcomed back to campus in early November at a reception held in the newly remodeled Clayton W. Williams Jr. Alumni Center. Co-hosted by The Research Valley Partnership, the Welcome Reception hosted 200 people to honor the Aggie 100. The guests included honorees, families and employees, as well as University dignitaries and CNVE council members. The



## Aggie entrepreneurs are everywhere.

following day, many honorees attended breakfasts across campus hosted by college deans and department heads. The campus celebration culminated with an Awards Luncheon at The Zone Club at Kyle Field for more than 625 people, including 120 current students. The luncheon, co-hosted by Texas A&M University Dining Services, also highlighted a student poet who performed a custom-written piece marking the Aggie 100 five-year anniversary. The event featured a keynote address by Coach Pat Henry, head coach of the Texas A&M men's and women's track and field team. Coach Henry brought home a dual national championship to Texas A&M earlier this year.

Additionally, the 2009 event also recognized all former #1 honorees, coming from far and wide to attend the anniversary celebration. Also recognized were the two companies making the Aggie 100 all five years; MacResource

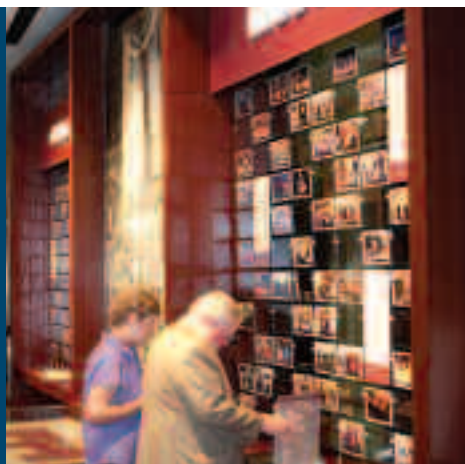
companies in particular; PKF Texas and Hollinden Professional Services Marketing. PKF has been the 'accounting firm of the Aggie 100' since the inception of the program. PKF reviews and verifies all information submitted by the applicants each year. Hollinden is the marketing firm of the Aggie 100. All graphic design, marketing material and programs are

**Also recognized were  
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five years; MacResource  
Computers from Bryan,  
Texas and New Tech  
Engineering of Houston.**

and tickets for the event and helped underwrite the cost of student attendance at the luncheon. Student organizations such as the Texas A&M Singing Cadets and MSC Hospitality helped entertain guests and ensure that everyone was warmly welcomed to campus. The support of all of these organizations is gratefully acknowledged and appreciated. The Aggie 100 would not be a reality without all of them.

### Our Volunteers

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



Computers from Bryan, Texas and New Tech Engineering of Houston. One Aggie CEO, Phil Miner of New Braunfels Texas, was recognized for having a total of 5 companies appearing among the 2005-2009 ranks, with 10 appearances in total.

### Special Thanks

The Aggie 100 is the flagship program of the Center. It is an undertaking that would not be possible without the assistance provided by two

designed and produced by Hollinden. They help create the face of the Aggie 100. The Aggie 100 would not be a reality without PKF and Hollinden.

Our heartfelt thanks also go to three more long-term contributors. The Texas A&M Foundation, The Association of Former Students and Infinity ProSports provide ongoing support to help this program become one of the best in all of Aggieland. Many other companies and individuals purchased tables

by these volunteers truly enables the Center to continue making a difference for Texas A&M University.

The Aggie 100 highlights Aggie entrepreneurs, but there are many, many more. Next time you meet an Aggie entrepreneur, tell them *'Thanks for a job well done.'*



**Aggie entrepreneurs are changing lives.**



# The 2009 Top Ten Aggie 100



**1** Once JC Schoel '00 discovered he had "the hustle" there has been no stopping him. After transitioning from a large organization to a smaller one, JC realized he possessed many entrepreneurial strengths. These strengths form the backbone that puts Andersen Schoel atop the 2009 Aggie 100 list with a growth rate of 287.54%. Andersen Schoel's success is proof of the entrepreneurial concept that success comes from listening to customers and solving their problems. According to JC, the original idea was to start a business with his father once he got out of the military. They planned to deal furniture in the education industry as an add-on to the teacher-resource stores that his mother owned. However, their market research revealed another opportunity; selling to the military. Seeing this as a way to solve customer problems, they adjusted their intended market and set forth. In terms of being an entrepreneur, JC loves the flexibility to grow as fast and as far as his initiative will take him. He notes that as a company leader, it is humbling to be responsible for everyone's paychecks. JC feels that giving back to A&M, whether it's through recruiting, career fairs, faculty interaction, and last but not least, attending football games, is important.

## **ANDERSEN SCHOEL**

Harker Heights, TX

JC Schoel '00  
VP Sales & Business Dev.,  
Founder

### **Industry:**

Contract Office Furniture

### **Growth Rate:**

287.54

### **Year Founded:**

2002



**2** Soon Jason Schickedanz '98 will be packing and heading to his roots in Perryton, Texas, the home of Perryton Aviation. Family owned since 1977, and looking to keep it in the family, Schickedanz purchased the company in 2005 and has been commuting ever since. Growing up on the family farm and ranch, owning a business has always been a part of him. With a 192.84% growth rate, Schickedanz has obviously been successful at growing his business. By expanding the line of products and services offered, the company has experienced much higher growth than anticipated. Schickedanz claims it is because of the quality of people hired to keep up with growth, which in turn contributed to the growth even more. Although there are not many Aggies in Perryton, Schickedanz has done projects with the ASM degree program classes at A&M in order to give back. For now, he has set his sights to take Perryton Aviation from a local company to a regional force. If this wasn't enough to keep Jason busy, he also runs AgForce, Inc., #81 on the list.

## **PERRYTON AVIATION, INC.**

Perryton, TX

Jason Schickedanz '98  
Vice President, Owner

### **Industry:**

Agricultural Services

### **Growth Rate:**

192.84

### **Year Founded:**

1977



**3** The rush and thrill of controlling his own destiny has put Michael Greathouse '98 at the #3 spot this year. Although nothing was ever easy getting Employer Flexible up and going, Michael would do it all over again in a heartbeat. He recalls a time at the start of the business when he wondered when he would actually be working for customers instead of designing logos or putting together desks. Developing the business took hard work, drive, and passion from everyone within the organization. Michael knows there is more where that came from ahead. Looking back on his Aggie education, Michael is grateful for the knowledge he acquired from professors who had real world business experiences and helped him think about endless possibilities. Currently, Employer Flexible has three offices in Texas and plans to open a new location in Austin next year. Michael notes that of course the "tea sippers" need the most help of all!

## **EMPLOYER FLEXIBLE |**

Houston, TX

Michael Greathouse '98  
Founding Partner, Owner

### **Industry:**

Human Resource

### **Growth Rate:**

166.38

### **Year Founded:**

2003



**4** Kelly Jones '83 has seen the freedom and rewards of entrepreneurship since he was a boy. Coming from a long line of business owners, it was just a matter of time before he started his own. Kelly founded Digital Discovery Corp. in 1998 and now comes in at #4 with an impressive growth rate of 154.24%. He says his business is a "10 year overnight success." Kelly started out successfully holding titles such as CPA, CFO and CIO, but realized that it wasn't as exciting as he wanted. Identifying a niche in an emerging market and believing he had what it takes, Digital Discovery Corp. was born. Kelly stresses the importance of trust and delegating in order to grow an organization. He has a vision for his firm; continue growing Digital Discovery to ten times its size and capturing market share. For now, he is enjoying the freedom of entrepreneurship.

#### **DIGITAL DISCOVERY CORP.**

Dallas, TX

Kelly Jones '83  
*CEO, Owner, Founder*

**Industry:** Information Technology

**Growth Rate:**  
154.24

**Year Founded:**  
1998



**5** When Michael McAleer '92 started Brazos Technology he had two goals in mind: just make it and, if that was possible, keep it going. With a 118.25% growth rate, it's safe to say that Michael met his goals. Michael had always considered starting his own business just to see if he had what it takes. His dream became reality when he ran into an old friend from A&M, who just happened to have similar dreams. Although Michael understood the challenge ahead, looking back he claims he underestimated the time and effort involved in making it happen. However, he has enjoyed the fulfillment of leading an organization and watching his company grow. Michael emphasizes the importance of hiring quality people and learning from mistakes. He has plans to expand Brazos Technology across the country and is opening new locations with more to come.

#### **BRAZOS TECHNOLOGY**

College Station, TX

Michael McAleer '92  
*President, Owner, Founder*

**Industry:**  
Information Technology

**Growth Rate:**  
118.25

**Year Founded:**  
2000



**6** Three startup attempts and many lessons learned have led Bo Miles to success with the number 6 company, J.P. Miles Construction Corp. Bo's Aggie education started well before college at an Aggie-founded company where he began working at age 17. His employers took him under their wing and hugely impacted the person he is today. A few years after graduation, he began managing the very same company and called upon his Aggie education to gain credibility in supervising more experienced employees. Bo claims that starting his business was not as tough as it could have been due to the experience he had and the valuable support group of his wife, CPA, banker, attorney, and realtor. He loves taking a raw piece of ground and looking back at it a year later to see something that is long lasting. Though Bo enjoys the chance to be a real cowboy in the construction industry, he is looking forward to spending more time with his family.

#### **J.P. MILES CONSTRUCTION CORP.**

College Station, TX

James P. (Bo) Miles '81  
*President, Owner, Founder*

Anna Beth Vettes Miles '88  
*Secretary/Treasurer, Founder*

**Industry:**  
General Contracting

**Growth Rate:**  
110.48

**Year Founded:**  
2003



**7** As an electrician, Ryan Reichardt '04 looked at the homebuilding industry and knew quite simply he could do things better. He brought a few fellow subcontractors together and created a business plan to become a general contractor. The group had conservative goals, but once the word got out his company took off. Even today, Ryan is surprised at how Reichardt Construction grew so quickly into becoming our #8. Most of their projects have come from old-fashioned customer referrals. Ryan has learned the importance of surrounding oneself with reliable people and utilizing technology to stay organized. The most satisfying thing about the business is seeing the entire project through to the end. From blueprints to handing over the keys to a satisfied customer, it makes being on call 24/7 worth it. Ryan now has plans to take on more commercial jobs. For Reichardt Construction, the sky is the limit.

#### **REICHARDT CONSTRUCTION, LLC**

Cat Spring, TX

Ryan Reichardt '04  
*President, Owner, Founder*

**Industry:**  
Construction

**Growth Rate:**  
110.47

**Year Founded:**  
2004



**8** It's not every day that you find a pair of accountants that enter "the people business." With a growth rate of 95%, Frank Tanner '87 and Jeff Mackey '87 are honorees for the third consecutive year. Though they never planned on specifically running a recruiting firm, Frank has always seen himself being a business owner, something he learned from his father. Before founding their own company, Frank and Jeff worked together at a recruiting firm that had transitioned from its roots. Sensing an opening, the pair formed Mackey and Tanner. Frank is quick to point out that nothing went according to plan as the environment shifted dramatically just after the firm's founding; 9/11, Enron, and Arthur Anderson forced the two to adapt. For this dynamic duo, the best thing about being entrepreneurs is the double-edged sword. While the daily challenges and variety of circumstances is a thrill, a bit of predictability would be welcomed.

**MACKEY & TANNER, LLC**  
Houston, TX

Jeff Mackey '87  
Co-Owner, Founder

Frank Tanner '87  
Co-Owner, Founder

**Industry:**  
Executive/Professional Recruiting

**Growth Rate:**  
95.13

**Year Founded:**  
2001



**9** Clay Schlinke '94 has been dealing with an issue many would like to have, rapid growth. The phenomenal growth rates that have put Tesoro Homes & Development in our top 10 for the last two years have also been Clay's biggest challenge. However, you won't hear him complain, as he plans to continue to expand and branch into new markets. In addition to starting a property management company to supplement their initial property building service, Clay has launched a synthetic lawn company with residential and commercial applications for year-round green, zero-maintenance lawns. All of this success hasn't gone to his head. He notes "everything I am today is because of where I came from." He enjoys the entrepreneurial freedom of being able to spend time with his family and looks forward to working with and meeting new Aggies every day. If given a choice, Clay wouldn't do anything else. He simply lives and breathes land development.

**TESORO HOMES & DEVELOPMENT, LTD.**  
San Antonio, TX

Clay Schlinke '94  
Owner

**Industry:**  
Homebuilding

**Growth Rate:**  
95.08

**Year Founded:**  
2003



**10** Developing an organization where employees are nurtured and valued as the firm grows has always been the primary goal for Michael Scheurich, founder of Arch-Con. This strategy has evidently paid off, earning him the #10 spot. Arch-Con is no stranger to the list, in fact he has been a member of the Aggie 100 on three occasions, each time landing in the Top 10. According to Michael, one of the most rewarding aspects of owning his own business is watching the growth; the growth of the company and his employees. Helping people reach their full potential is very exciting. He says it's more than money that motivates people, it's also the work environment and opportunity. Investing in employees and helping them see the vision benefits both the employee and the company. If one succeeds, the other will follow. It sounds like Michael has found just the right design for success.

**ARCH-CON CORPORATION**  
Houston, TX

Michael G. Scheurich '92  
President, Founder

**Industry:**  
Commercial Construction & Design Build

**Growth Rate:**  
83.24

**Year Founded:**  
2000

AGGIE  
WHOO!





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- Robert Reeves, Chief Operating Officer, President of the Government Division, MAT

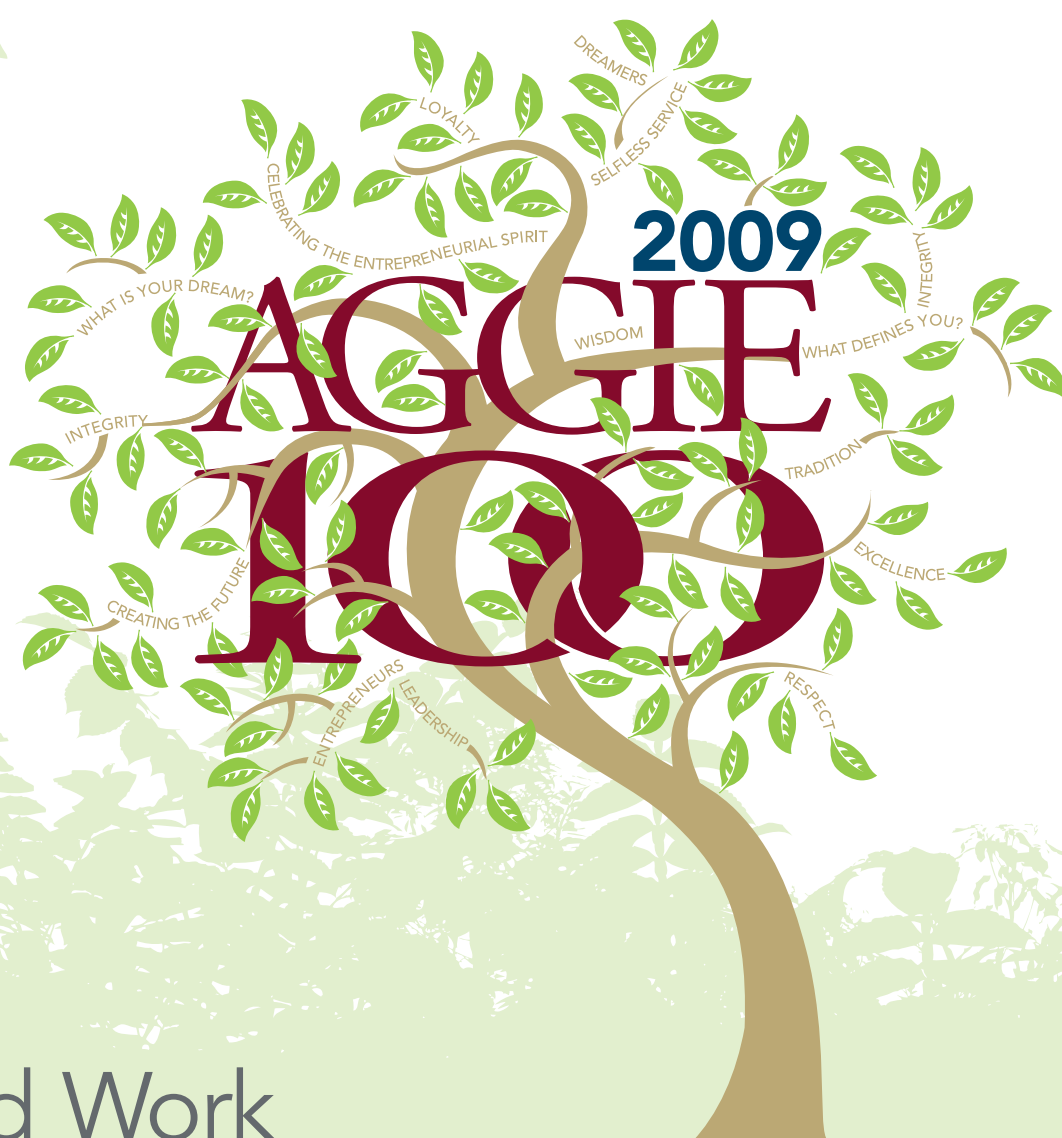
*MAT's COO & President  
Robert Reeves accepts a  
2009 Aggie 100 Award*



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# Hard Work & Family

## Classwork Meets Real Life at the Top of Aggie 100

**G**ROWING UP, JC SCHOEL '00 thought he might follow in his father's and grandfather's footsteps to become a pilot. Instead, he took flight with another family tradition—entrepreneurship. With both bachelor's and master's degrees in industrial engineering from Texas A&M, Schoel redefined what was a division of his mother's business into a whole new enterprise. Andersen Schoel, an office interiors company, was founded in 2002.

Andersen Schoel covers everything from the design and installation of office interiors to project management and asset management and maintenance. And this year, it landed in the No. 1 spot atop the 2009 Aggie 100 list.

Schoel was working as a financial advisor when he saw the opportunity to start his own business, one where employees were treated like family and family always comes first.

A former member of the Corps of Cadets, Schoel continues to draw on the lessons learned both in and outside the classroom and look to other wearers of the Aggie Ring to help continue Andersen Schoel's success.

His is a business worth celebrating. It's one founded on heritage, trust and respect. It's the Aggie's way.

**Texas Aggie caught up with Schoel recently to discuss his thoughts on Texas A&M, the Aggie 100 and the keys to his success.**

### Q&A

**TA:** Where did the idea for Andersen Schoel come from?

**JC SCHOEL:** While I was in high school, my mother started her own business supplying educational materials and resources to teachers and parents in order to stimulate and enhance a child's education. After retiring from the military and while I was at A&M, my father actually started a public relations company. It was a company he started to provide training and consulting to organizations regarding crisis communications, and public relations. After consulting for a while, my dad wanted to spend more time at home than away from home, and began searching for manufacturers that would

be interested in selling furniture through my mother's company to one of her target markets—schools. The first manufacturer that embraced that concept with him also wanted him to focus on the local military installation which they found to be underserved. Since that day forward, the business was almost 100 percent focused on military and other government clients, with very little business coming from schools. One dramatic change came when I joined the company that was then a division of my mother's retail business.

We decided to form a separate company, completely re-brand it, and go after other market segments as well. One of my very closest Aggie friends was instrumental in helping us



develop our “new identity”—thanks, Blake!

Q&A

**TA:** Did you always see yourself owning your own business?

**JCS:** No. I always saw myself becoming a pilot. My grandfather flew bombers in WWII, my dad flew Kiowa scout helicopters along the German border in the late '80s and Cobra attack helicopters after that. Flying is just in the blood. Right out of A&M I worked in operations for a large electrical distributor. After getting laid off, I went to work for a friend of mine as a financial advisor. He owned his own business, had a wife and kids, and took care of them very well. My dad in the meantime had been “dangling a carrot” in front of me to join him in business. When I did finally make that move I never looked back, though I still want to fly.

Owning your own business is arguably the best of both worlds: large company and small company. We are able to grow the business as fast and as far as we'd like, with remarkable support from our suppliers. At the same time

we are able to maintain the “small company feel” by getting to know our staff personally, and responding very quickly to our changing customer demand.

Q&A

**TA:** How did your education at Texas A&M benefit your career?

**JCS:** My career is still young, but I know how well it has benefited me so far. Our company serves as a distributor of commercial furniture, and both my bachelor's and my master's degrees are in industrial distribution. While I was working on my master's, at any given week over the past two years, the amount of information that had direct application at that very moment was uncanny. Literally, there was something every week that had positive impact on company. Also, in discussions or negotiations with our vendors, I am often able to catch them off guard with a level of experience and knowledge not found elsewhere in our industry. It helps immensely to be educated enough about every possible outcome of a situation before getting into a tight spot. Outside of academics, I learned several valuable lessons in the Corps of Cadets that I continually draw on: trust, respect, attention to detail and time management.

Q&A

**TA:** How has the Aggie Network impacted your business?

**JCS:** There are several ways actually. I take every excuse I can to get back to Aggieland. Growing a company that can give me another reason to do that is just icing on the cake. First, we have been able to network with the students very well in career fairs and attract some great talent. We are only limited by the talent we do or don't have, so we're always looking to add to our resources. There have also been several times where a client or potential client has recognized my Ring and we've formed almost immediate bonds. There is a lot to be said about the experiences everyone has while in Aggieland, and those experiences are wonderful ways to begin friendships and business relationships. 🍷

**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 Aggie-led businesses in the world. The program also serves as a mechanism for Aggie entrepreneurs to share real-world experiences with today's students.

Each year the Center seeks nominations for the Aggie 100 and invites each nominated company to apply for inclusion in the list. Applicants are ranked by compound annual revenue growth percentage over a two-year period, and the 100 fastest-growing applicants are named to the year's Aggie 100 list. To qualify, each nominated company must be Aggie-owned or -led, be at least five years old and have had revenues of at least \$100,000 in 2005. The companies must also operate in a manner consistent with the Aggie Code of Honor.

The 100 companies named to this year's list participated in ceremonies on campus recognizing their achievements. On Nov. 5 recipients were welcomed with a reception at the newly enhanced Clayton W. Williams, Jr. Alumni Center, and then they were individually recognized at a luncheon at the Zone Club at Kyle Field the next day. Many Aggie 100 leaders also gave back by speaking to student groups on campus.

Class years ranging from 1959 to 2005 are represented among the leaders of this year's Aggie 100. International companies made the list, with businesses in Mexico, France, Thailand and Chile represented. Forest Oil, founded in 1916, is the oldest firm on the list.

The annual revenue growth rate cutoff to make this year's Aggie 100 list was 19.48 percent, down slightly from last year's 25.91 percent.

These successful Aggie entrepreneurs represented on the Aggie 100 embody the core values of Texas A&M, and reflect the university's mission of developing leaders of character dedicated to serving the greater good. The Association of Former Students is proud to partner with the Center as a sponsor of the Aggie 100, and salutes the achievements of these Aggies.





Elizabeth Drake '87 (left), is pictured (top) with her family: husband, Jerry Drake, and daughters Kira, Maggie and Jennifer '12. She stands with her Compliance Strategies & Solutions team in the photo (above); Gerald serves as the company's vice president.

# The **Secret** of Success Is

**"TODAY'S THE DAY,"** SAID Elizabeth Drake '87.

Drake sat still, arms folded and relaxed. Her fist didn't pump the air in passion. Her voice didn't boom. In fact, she didn't accompany the statement with much of anything, which, of course, means everything.

Intentionality in living is a prerogative in this Aggie chemist's life. She seizes the day, every day.

And now she pressed her point. "I don't think like a normal person," she said. "I know the only day I really have is the one I'm living. I live every single day like it's my last." Today is the day.

Since childhood, life has treated Drake to a compilation of medical challenges, from juvenile arthritis that at times kept her bedridden, to a successful fight with cancer as a student at A&M. And, most recently, a diagnosis of multiple sclerosis occasionally keeps her off her feet.

Occasionally being the key word—because today is the day.

It's a step-by-step method that's led her to

victory, both at home as a wife and mother, and in business as the president and founder of one of the 100 fastest-growing Aggie-owned or Aggie-led businesses in the world. Compliance Strategies & Solutions Inc., also known as CS2, works under the banner of developing the best strategies and solutions to meet the environmental, engineering and energy needs of facili-

**This is the third time Compliance Strategies & Solutions, owned by Elizabeth Drake '87, has been honored with an Aggie 100 distinction.**

ties and businesses. The company has an active and extensive list of expertise. From helping facilities develop green energy, assisting in energy recovery, developing best management practices, gas cleaning and purification, recycling,

to finding cost-saving solutions, CS2 has experts with knowledge that literally spans the alphabet—from air pollution control

engineering to waste-to-energy operations.

Drake's method of success is simple, she said. "Realize that life is short and that you've got one shot," she said.

Drake was the only woman graduate with a bachelor's degree in chemistry from East Carolina University in 1984. "The only girl, can you believe that?" she said. She interned in the quality assurance lab of the second largest pharmaceutical company in the world. They offered her the opportunity to continue full-time, but such a job didn't ignite anything in the passionate Ag-to-be.

No, the job she wanted was in research, and that required a master's degree. So, logically, she said, "I went to grad school." A&M was her last stop of five prospective universities for her master's. She may have been the only female in East Carolina, but at A&M, "I felt like I was just like them," she said. Women were active, the University had research money, and profes-

sors were educating students who were ready to place their mark on the world. “I was on campus for one hour when I called my mom and told her this was it,” she said. “I’ve been an Aggie ever since.”

She was on the fast track to a doctorate when the cancer came. “I thought I was going to die,” she said. “That’s what happens when people get cancer, right?” But, she didn’t. “I was a changed woman.” Today is the day.

After graduation, she worked at a commercial hazardous waste incineration plant in Port Arthur. “That’s where I met my husband,” she said. He was the operations supervisor at the same plant. She had been on the job for a while when the company started to fail. She wanted to own her own business for some time; she saw it as an opportunity. Gradually, she started purchasing the tools she knew she would need for her own enterprise.

Then, she quit her plant job in 1997.

It was a home-based business for a while,



its multilayered environmental audits, CS2 was picked for seven of the jobs, outperforming some of the biggest companies in the nation.

She calls it ambition, though the hundreds of students she’s impacted might pick a stronger word for Drake’s drive.

She’s a founding member of the Women’s Former Student Network and is a frequent speaker at University events. Her talks are most often directed to student chemists, but her story translates to all disciplines. Her words

into perspective. I’ve got nothing to lose, and everything to gain.”

There are no guarantees for anybody, but you have to believe in yourself.

“My girls don’t think there’s anything they can’t do,” she said. That’s her biggest job, she said, being Mom to three. Kira and Maggie were in elementary school when Jennifer Yang came to live with the Drakes. A foreign exchange student from South Korea, Jennifer came to America for opportunity and stayed to

# There’s No Secret.

Drake said. She started making cold calls that weren’t cold at all and quickly landed some huge jobs. Within six months, she moved into an office building. Her college roommate, Jamie Phillips ’87—“she did my taxes at

jump past the podium to tell the entire story, not just facts of science—her story.

“Personally, I think I’m one of the luckiest people in the world,” she said. “Good things don’t come to you. You have to go to them.

**“Personally, I think I’m one of the luckiest people in the world. Good things don’t come to you. You have to go to them. You have to make it happen.”**

A&M”—became her accountant. Her husband became one of her engineers, and, because of her one-foot-in-front-of-another business plan, CS2 was founded with no borrowed money.

Her client list is impressive: NASA, Clean Harbors, hazardous waste incinerators, petrochemical companies, pharmaceutical companies, chemical companies, a nuclear facility, and more.

And when the petroleum company BP sent out a call to all the best companies to help run

You have to make it happen.

“I have every reason in the world to do nothing with my life. Instead, I saw it as having every reason to do something.”

She’s been called crazy, “but risks aren’t as risky they’re made out to be.” She encourages Aggies to question, “What’s the worst that could happen?” Is it that your startup fails, and you have to get another job? “That’s not a risk,” she said.

“I believe in myself. I walked in here today,” she said. “Because I can walk, it puts everything

be part of the family.

Over spring break, Drake brought all three to A&M for a visit and Jennifer fell in love. Drake recalls Jennifer’s plea: “I want to stay here. I want to go to school at A&M. I want to be an engineer.” Jennifer joined the right family. The Drakes believe in big dreams. Jennifer is now a sophomore pursuing a chemical engineering degree.

“There are no guarantees for anybody. My children don’t think that there is anything they can’t do. I don’t have to tell them.” Instead Drake teaches by showing.

“You’ve got to be a giver. You’ve got to serve others. A&M is all about that. You’ve got to make a difference.”

You’ve got to be a risk-taker, she said. “Take a look at yourself and think, ‘I can do this.’”

And now Drake is writing a novel. “It’s a love story,” she said. Why? “Because I want to.”

Today is the day for that, as well. 🍷

Stephanie Jeter ’06 is a reporter, writer and photographer for Texas Aggie magazine. To contact her, e-mail [SJeter06@AggieNetwork.com](mailto:SJeter06@AggieNetwork.com).

RANK	% GROWTH RATE	COMPANY NAME	INDUSTRY	FOUNDED	MANAGEMENT	CLASS YEAR	LOCATION	
1	287.54	Andersen Schoel	Contract Office Furniture	2002	JC Schoel, <i>VP Sales &amp; Business Dev., Founder</i>	'00	Harker Heights, TX	
2	192.84	Perryton Aviation, Inc.	Agricultural Services	1977	Jason Schickedanz, <i>Vice President, Owner</i>	'98	Perryton, TX	
3	166.38	Employer Flexible	Human Resource	2003	Michael Greathouse, <i>Founding Partner, Owner</i>	'98	Houston, TX	
4	154.24	Digital Discovery Corp.	Information Technology	1998	Kelly Jones, <i>CEO, Owner, Founder</i>	'83	Dallas, TX	
5	118.25	Brazos Technology	Information Technology	2000	Michael McAleer, <i>President, Owner, Founder</i>	'92	College Station, TX	
6	110.48	J.P. Miles Construction Corporation	General Contracting	2003	James P. (Bo) Miles, <i>President, Owner, Founder</i> Anna Beth Vettters Miles, <i>Secretary/Treasurer, Founder</i>	'81 '88	College Station, TX	
7	110.47	Reichardt Construction, LLC	Construction	2004	Ryan Reichardt, <i>President, Owner, Founder</i>	'04	Cat Spring, TX	
8	95.13	Mackey & Tanner, LLC	Executive/Professional Recruiting	2001	Jeff Mackey, <i>Co-Owner, Founder</i> Frank Tanner, <i>Co-Owner, Founder</i>	'87 '87	Houston, TX	
9	95.08	Tesoro Homes & Development, Ltd.	Homebuilding	2003	Clay Schlinke, <i>Owner</i>	'94	San Antonio, TX	
10	83.24	Arch-Con Corporation	Commercial Construction & Design Build	2000	Michael G. Scheurich, <i>President, Founder</i>	'92	Houston, TX	
11	80.83	Select Premium Services, Inc.	Insurance Services	2003	Todd Sorrel, <i>President, Owner, Founder</i> John Gordon Sorrel, <i>Vice President, Owner</i>	'96 '69	El Campo, TX	
12	80.71	Command Commissioning, LLC	Commercial Construction Consulting	2002	Ken Meline, <i>President, Founder</i> John Hatcher, <i>Sr. Vice President, Founder</i>	'82 '82	Irving, TX	
13	77.11	McLane Advanced Technologies	IT & Custom Software Dev.	2004	Robert Reeves, <i>President, COO</i>	'77	Temple, TX	
14	69.02	Desert Industrial X-Ray, LP	Oil & Gas	1999	Douglas Frey, <i>CEO, Owner, Founder</i>	'77	Odessa, TX	
15	68.77	Hotslings, Inc.	Manufacturing	2003	Kristen DeRocha, <i>CEO, Owner, Founder</i>	'96	Dallas, TX	
16	67.72	Latshaw Drilling & Exploration Co.	Oil & Gas Drilling Contracting	1981	Trent B. Latshaw, <i>President, Owner</i>	'75	Tulsa, OK	
17	67.45	BridgeStreet Consulting Group	Insurance & Actuarial Firm	2004	Tim Prichard, <i>CEO/Principal, Co-Founder</i>	'92	Walnut Creek, CA	
18	66.57	Olive Barn Inc.	eCommerce Retailer	2000	Jacqueline D'Elia, <i>President &amp; CEO, Owner</i>	'05	Houston, TX	
19	66.0	Terry Ray Construction, Inc.	Commercial Construction	1982	Terry A. Ray, <i>President, Owner, Founder</i>	'79	Brownsville, TX	
20	64.5	Compliance Strategies & Solutions, Inc.	Engineering Services	1997	Elizabeth Drake, <i>President, Owner, Founder</i>	'87	Houston, TX	
21	63.05	River Place Golf Group	Golf Resort	2002	Todd Routh, <i>Partner, Owner, Founder</i>	'86	Austin, TX	
22	62.6	Catapult Systems Inc.	IT Services	1993	Sam T. Goodner, <i>CEO, Owner</i> David Jacobson, <i>Owner</i> Liam Collopy, <i>GM, Founder</i> Andrew Montz, <i>GM, Founder</i> Mike Albe, <i>VP/Controller, Founder</i>	'90 '90 '96 '90 '88	Austin, TX	
23	61.8	Green Grass Studios	Animation	2003	Brian Cole, <i>Co-Founder, Owner</i> Jesse Sandifer, <i>Co-Founder, Owner</i>	'99 '00	Dallas, TX	
24	58.95	Cowboy Adventures, Inc. DBA Cowboy Outfitters	Internet Retail	1999	John W. Adams, <i>President, Owner</i>	'70	Highlands, TX	
25	58.49	CIMA ENERGY, LTD.	Oil & Gas Marketing	1996	Thomas K. Edwards, <i>President, COO, Owner, Founder</i> Michael D. Rupe, <i>Sr. Vice President, CFO, Owner, Founder</i> Peter H. Currie, <i>Director, Owner</i> Peter D. Huddleston, <i>Director, Owner</i> William P. Huddleston, <i>Director, Owner</i>	'87 '93 '85 '80 '82	Houston, TX	
26	58.34	Salvaggio, Teal & Associates	Information Systems	1997	Mitt Salvaggio, <i>President, Owner</i>	'82	Austin, TX	
27	56.31	Sterling Structures, Inc.	Commercial Construction	1997	Jay B. Carlton, <i>President, Owner</i>	'81	Houston, TX	
28	55.13	E.A.G. Services, Inc.	Consulting	2003	Elizabeth Gerbel, <i>CEO, Owner, Founder</i>	'95	Houston, TX	
29	55.01	Trans-Tex Fabricating Co., Inc.	Steel Fabricating	1989	John C. Schuepbach, <i>President, Owner</i>	'97	San Antonio, TX	
30	54.11	Rackspace Hosting	Web Hosting	1998	Graham Weston, <i>Chairman</i>	'86	Windcrest, TX	
31	53.81	AXYS Industrial Solutions	Chemical & Allied Products	2003	Brian Lamb, <i>President, Owner, Founder</i>	'91	Houston, TX	
32	53.35	ZT Financial Network, Inc.	Financial Services	2002	Taseer A. Badar, <i>CEO, Owner, Founder</i>	'95	Houston, TX	
33	49.32	Fat Tire Bike Tours / City Segway Tours	Tourism	1998	David Mebane, <i>President, Founder</i>	'98	Paris, France	
34	48.99	John Moore Services, Inc.	Residential Multi-Services	1965	Donald G. Valentine, <i>President, Owner</i>	'69	Houston, TX	
35	47.75	GEODynamics, Inc.	Oil & Gas	2001	David S. Wesson, <i>CEO, President, Founder</i>	'82	Woodlands, TX	
36	47.45	D&S Factors LLC	Transportation/Finance	2003	Scott Moscrip, <i>CFO, Founder</i>	'93	Fruitland, ID	
37	45.52	Lockard and White, Inc.	Telecom/IT Solutions	1984	Marc Lockard, <i>CEO, Owner</i>	'72	Houston, TX	
38	43.39	Sendero Business Services	Management Consulting	2004	Bret Farrar, <i>President of the GP, Founder</i>	'88	Dallas, TX	
39	43.11	Advanced Inspection Technologies	Advanced Non Destructive Inspection	2003	Michael Beard, <i>Senior Technical Advisor, Managing Partner</i>	'90	Spring, TX	
40	42.42	ZT Global Investments, Inc.	Investments	2001	Taseer A. Badar, <i>CEO, Owner, Founder</i>	'95	Houston, TX	
41	41.73	Forest Oil Corporation	Oil & Gas Exploration & Production	1916	H. Craig Clark, <i>President and CEO</i>	'79	Denver, CO	
42	41.62	American Wall Systems, L.P.	Construction	2003	Lee Duggan, III, <i>CEO, Owner, Founder</i>	'76	Stafford, TX	
43	40.63	AgniTEK	Computer Technologies	1996	David Ohendalski, <i>President, Owner</i> Antonio Ortiz, <i>Director of Operations, Owner</i>	'98 '99	Bryan, TX	
44	40.29	Texas Insurance & Financial Services, Inc.	Insurance	1982	Gordon Sorrel, <i>President, Owner, Founder</i>	'69	El Campo, TX	
45	39.68	Vanguard Fire Systems, L.P.	Construction	1998	Cindy Richter, <i>President, Owner</i> Rance Richter, <i>Vice President, Owner</i>	'84 '83	Pflugerville, TX	
46	38.7	New Tech Engineering	Petroleum Engineering	1998	Larry Cress, <i>President/CEO, Owner, Founder</i>	'76	Houston, TX	
47	38.22	Integral Power, LLC	Energy Project Development	2000	Ted Boriack, <i>Managing Director, Owner, Founder</i> Ray Deyoe, <i>Managing Director, Owner, Founder</i>	'85 '91	Houston, TX	
48	37.78	Expedited Logistics and Freight Services, Ltd.	Transportation & Logistics	2001	Frederick Lalumandier, <i>President</i>	'89	Houston, TX	
49	37.39	Barhorst Insurance Group	Insurance and Financial Services	1993	Warren Barhorst, <i>CEO, Owner, Founder</i>	'88	Houston, TX	
50	36.96	Chaparral Energy Inc.	Exploration and Production	1988	Mark A. Fischer, <i>Chairman, CEO, President, Founder</i>	'72	Oklahoma City, OK	
51	36.85	D.S.I. S.A.	Manufacturing	1993	Gregory E. Hall, <i>President, CEO, Owner, Founder</i> Angelica Diaz-Hall, <i>Director</i>	'82 '80	Antofagasta, Chile	
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RANK	% GROWTH RATE	COMPANY NAME	INDUSTRY	FOUNDED	MANAGEMENT	CLASS YEAR	LOCATION	
52	35.71	theBIGzoo	Internet Retail	2000	Chris Gober, <i>Owner</i>	'96	Magnolia, TX	
53	34.53	Margarita Naturalmente, S.A. de C.V.	Manufacture and Distribution of Natural Health Products	2000	Gordon Ivan Townsend, <i>Director General, Owner, Founder</i>	'81	Jiutepec, Mexico	
54	34.26	The Payton Company	Recruiting Tools & Assesments	2002	Richard Payton, <i>President, Owner, Founder</i>	'84	Austin, TX	
55	34.12	MI Cable Company	Cable Assemblies	2000	Alvin R. Adamcik, <i>President/CEO, Owner, Founder</i>	'60	Katy, TX	
56	34.04	Steele & Freeman, Inc.	Construction	1979	Michael D. Freeman, <i>President, Owner</i>	'91	Forth Worth, TX	
57	33.69	FOBI	Medical Distribution and Service	1996	Wm. Keith Przybyla, <i>President, Owner</i> William J. Przybyla, <i>Dir. of New Product Dev., Owner</i>	'86 '63	Tomball, TX	
58	33.07	Miner Fleet Management Group	Industrial Services	2001	Phil Miner, <i>Chairman</i>	'80	San Antonio, TX	
59	32.29	Mustang Engineering	Energy	1987	Steve Knowles, <i>President</i>	'84	Houston, TX	
60	32.24	Ranch House Designs, Inc.	Communications	1999	Rachel Williams, <i>President , Owner, Founder</i> Catherine Williams, <i>Vice President, Owner, Founder</i>	'01 '05	Wharton, TX	
61	31.9	Southern Land Design Group	Landscape Design	2002	Kyle Biagioli, <i>President, Owner, Founder</i>	'00	Stafford, TX	
62	31.53	Layne's of College Station	Restaurant	1999	Mike Garratt, <i>Owner</i>	'98	College Station, TX	
63	31.37	Bray International, Inc.	Control Valves	1986	Craig C. Brown, <i>President &amp; CEO, Owner, Founder</i> David W. Gent, <i>Senior VP, Owner</i>	'75 '75	Houston, TX	
64	31.13	Internet Truckstop	Transportation	1995	Scott Moscrip, <i>President/CEO</i>	'93	New Plymouth, ID	
65	31.07	Sledge Engineering, LLC	Engineering/Consulting	2004	Casey Sledge, <i>President, Owner, Founder</i>	'93	Taylor, TX	
66	31.03	Corkran Energy, LP	Oil & Gas Exploration & Production	2001	Dennis Corkran, <i>President, Owner, Founder</i>	'77	Austin, TX	
67	30.66	Coyle Engineering, Inc.	Civil Engineering	1995	Beth Gibson Coyle, <i>CEO, Owner, Founder</i> H. Michael Coyle, Jr., <i>President, Owner, Founder</i>	'82 '82	Fair Oaks Ranch, TX	
68	29.94	Jon P. Wheeler, DDS, PA	Pediatric Dentist	2004	Jon P. Wheeler, <i>President, Owner, Founder</i>	'95	The Woodlands, TX	
69	29.71	Baker Engineering and Risk Consultants	Engineers	1984	Quentin A. Baker, <i>President, Owner</i>	'78	San Antonio, TX	
70	29.12	GR Birdwell Construction	Civil Construction	1977	Gene Birdwell, <i>CEO, Owner, Founder</i> Brad Birdwell, <i>President, Owner</i>	'59 '83	Houston, TX	
71	29.05	MacResource Computers	Computer Hardware/Repairs	1994	Carolyn Harwell Turk, <i>Owner</i> Buckey L. Turk, Jr., <i>General Manager, Founder</i>	'84 '83	Bryan, TX	
72	28.88	MOSAK Advertising & Insights	Marketing/Advertising	2000	Monique Threadgill, <i>President, Owner, Founder</i>	'90	Austin, TX	
73	28.82	Miner El Paso, Ltd.	Industrial Services	1998	Phil Miner, <i>Chairman</i>	'80	El Paso, TX	
74	28.62	LiquidFrameworks	Software Development	2001	Travis Parigi, <i>President, Owner, Founder</i>	'94	Houston, TX	
75	27.59	Dore & Associates, Attorneys, P.C.	Legal	1990	Carl Dore, <i>President, Owner</i>	'77	Houston, TX	
76	27.55	Premier Placement Media	Online Advertising	2001	David Gedeon, <i>President, Owner</i>	'96	The Woodlands, TX	
77	27.5	Carney Ranker Architects, Ltd.	Architectural Design	2004	Jennifer Carney, <i>Partner, Owner, Founder</i>	'87	Dublin, OH	
78	27.22	B&B Laboratories, Inc.	Testing Laboratory	1996	Bernie B. Bernard, <i>President, Owner, Founder</i> James M. Brooks, <i>Vice President, Owner, Founder</i>	'78 '70	College Station, TX	
79	26.47	Gladstone Inc.	Information Technology	1996	Michael Hnatt, <i>President, Owner, Founder</i>	'91	Calvert, TX	
80	26.36	Mechanical Reps Inc.	Construction/HVAC	1974	Larry R. Bloomquist, <i>President/CEO</i>	'79	Austin, TX	
81	26.28	AgForce, Inc.	Agricultural Consulting	2004	Amber Schickedanz, <i>President, Owner</i> Dr. Kerry Shropshire, <i>VP R&amp;D, Founder</i> Jason Schickedanz, <i>VP Operations, Founder</i>	'00 '98 '98	Bryan, TX	
82	25.59	Collins, Basinger & Pullman	Law Practice	1994	Kyle G. Basinger, <i>Director, Owner</i> Michael J. Collins, <i>Director, Owner</i>	'81 '74	Dallas, TX	
83	25.57	Schipul - The Web Marketing Company	Web Marketing	1997	Ed Schipul, <i>CEO, Owner, Founder</i>	'90	Houston, TX	
84	25.14	Native Land Design	Commercial Landscaping	2001	Ben Collinsworth, <i>CEO, Owner</i>	'99	Cedar Park, TX	
85	25.02	Dailey Electric, Inc.	Electrical Contractor	2003	Chris Dailey, <i>President, Owner</i>	'93	College Station, TX	
86	24.7	Lobo Logistics,L.L.C.	Oil Field Trucking	1998	P.R. Arguindegui, III, <i>Manager/Partner, Owner, Founder</i>	'84	Laredo, TX	
87	23.49	TDI-Brooks International, Inc.	Oceanographic Research & Services	1996	James M. Brooks, <i>President, Owner, Founder</i> Bernie B. Bernard, <i>Vice President, Owner, Founder</i>	'70 '78	College Station, TX	
88	22.93	Kettler Veterinary Hospitals, Inc.	Veterinary Services	1997	Dr. Kevin Kettler, <i>President, Owner, Founder</i> Jonna Kettler, <i>Secretary/Treasurer, Founder</i>	'87 '90	Dickinson, TX	
89	22.68	Whitworth and Company, P.C.	Public Accounting	2001	Patrick Whitworth, <i>President, Owner</i>	'90	Dallas, TX	
90	22.62	LNV	Engineering Consulting	2000	Dan Leyendecker, <i>President, Owner</i> Derek Naiser, <i>Vice President, Owner</i> Robert Viera, <i>Vice President, Owner</i>	'90 '89 '92	Corpus Christi, TX	
91	22.6	The Liere Agency	Insurance	1992	Leslie Liere, <i>President, Owner, Founder</i>	'84	College Station, TX	
92	22.51	Petroleum Solutions, Inc.	Petroleum Equipment	1991	Mark Barron, <i>President</i>	'89	McAllen, TX	
93	21.75	INSYTE Information Co.	Information Technology	1991	Jerry Easterly, <i>President, Owner, Founder</i>	'73	Houston, TX	
94	21.42	Oprex Surgery Center of Houston	Medical	2003	Taseer A. Badar, <i>CEO, Owner, Founder</i>	'95	Houston, TX	
95	20.86	Path Consulting Ltd.	Engineering Consulting	2002	Paul Mason, <i>President, Owner, Founder</i>	'85	Houston, TX	
96	20.73	CAPSHER Technology, Inc.	Consulting	1994	Kay Stefan Capps, <i>President, Owner</i>	'83	College Station, TX	
97	20.62	Earth Information Technologies	Information Systems	1999	Dan Rooney, <i>CEO, Owner</i>	'92	Madison, WI	
98	20.53	Miner Houston, Ltd.	Industrial Services	2000	Phil Miner, <i>Chairman</i>	'80	Houston, TX	
99	20.14	Stress Engineering Services Inc.	Consulting Engineering	1972	Joe R. Fowler, <i>President, Owner, Founder</i> Tom Asbill, Sr. <i>VP, Owner</i> Randy Long, <i>VP, Owner</i> Jack Miller, <i>VP, Owner</i> Ron Young, <i>VP, Owner</i>	'68 '66 '75 '74 '67	Houston, TX	
100	19.48	Project Solutions International (Thailand) Co., Ltd.	Information Technology	2001	Bob Albers, <i>Managing Director</i>	'87	Bangkok, Thailand	
							www.aggie100.com	13

# Nuggets of Wisdom from the 2009 Aggie 100

Preparing your company for a downturn is as important if not more than preparing for growth. It's important to understand all costs and identify the wants and needs to make the proper cuts when needed. Project out your monthly revenue and cash flow for at least 6 months so you'll have the information you need when it comes time to make tough financial decisions.

**Michael Beard '90**  
Advanced Inspection Technologies

Many in the workforce are preoccupied with titles and image, which are merely a mirage. Differentiate yourself by producing a quality product and becoming a leader within your industry.

**Amber Schickedanz '00**  
AgForce, Inc.

It is especially important in times of rapid growth and economic hardship that we not overlook the basics of our service delivery. Clients and employees are the most important, they are what sustain us.

**David Ohendalski '98**  
AgniTEK

My grandfather always told me that if you find something that you like doing, you'll never have to "work" a day in your life. Also, listen to your customer, imagine yourself as the customer, then give your customer more than they expect.

**JC Schoel '00**  
Andersen Schoel

When times are difficult and hope begins to fade, set your sights on progress. If you make progress, both in business and personally, then you will be one step closer to success.

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

The most important thing in starting a business is to have a product or service with unique benefits and a customer willing to purchase those services or products.

**Brian Lamb '91**  
AXYS Industrial Solutions

Stay focused on the value you bring to clients and you will be successful even in difficult economic times.

**Quentin A. Baker '78**  
Baker Engineering and Risk Consultants

Treat your employees as assets because your personal success or failure is ultimately determined by your personnel's success or failure.

**Warren Barhorst '88**  
Barhorst Insurance Group

Management should always recognize the most valuable asset of every company is never found on the balance sheet – it is the employees.

**Craig C. Brown '75**  
Bray International, Inc.

Anyone can have a vision or plan, executing it is what makes a difference.

**Tim Prichard '92**  
BridgeStreet Consulting Group

Honesty and integrity are the most important traits you can bring to your business. They help you gain respect from your employees, and keep your customers coming back.

**Jennifer Carney '87**  
Carney Ranker Architects, Ltd.

"Who" decisions are your most important decisions – who you select as partners, employees, clients and vendors. If you make the right "who" decisions, everything else will take care of itself.

**Sam T. Goodner '90**  
Catapult Systems Inc

A good business decision should always trump a legal decision and should only be made after non-emotional evaluation is complete.

**Michael J. Collins '74**  
**Kyle G. Basinger '81**  
Collins, Basinger & Pullman

**You can lose many things in business and have lost little....but if you've lost your integrity you've lost much.**

**Ken Meline '82**  
Command Commissioning, LLC

When you realize the worst thing that could happen is that you have to get a job, that's when you really understand that you have nothing to lose by starting your own business.

**Elizabeth Drake '87**  
Compliance Strategies & Solutions, Inc.

**It's the little holes that sink the boat, not the big ones. The big ones are obvious and easy to fix.**

**Kay Capps '83, CAPSHER Technology, Inc.**

If you continue to use the principles taught at Texas A&M, treat your business associates with respect and uphold your integrity and honor at all times, you will be successful.

**Dennis Corkran '77**  
Corkran Energy, LP

**1. Develop and Use your network. 2. Noblesse Oblige – If you have unique skills you are obligated to use them in the community.**

**John W. Adams '70**  
Cowboy Adventures

Be involved in your profession and community so that you can plan for what lies ahead...Formulate a strategic plan that encompasses your vision, your values and what you learn through your involvement, and implement it, even if it seems scary. If you plan for nothing, that is what you get.

**Beth & Mike Coyle '82**  
Coyle Engineering, Inc.

There is no doubt that the business environment is ever changing and evolving. The ethics of hard-work, coupled with treating your customers and your employees as you would like to be treated, will never become outdated.

**Gregory E. Hall '82**  
D.S.I. S.A.

**Education is your best investment!**  
**Douglas Frey '77**  
Desert Industrial X-Ray, LP

If you have a dream to build a business or be an entrepreneur do it now. Don't wait, take the risk. It won't be easy, but it is worth it.

**Kelly Jones '83**  
Digital Discovery Corp.

No matter what successes or problems arise (and there will be plenty), never, ever, lose sight of your own principles. Value your principles to the exclusion of everything else, they drive your organization, they must be constant.

**Carl Dore '77**  
Dore & Associates, Attorneys, P.C.

If you can dream, you can do it...don't listen to the multitude of naysayers. Always have confidence in yourself and your vision of the future.

**Elizabeth Gerbel '95**  
E.A.G. Services, Inc.

All of the flowers of all the tomorrows are in the seeds of today.

**Dan Rooney '92**  
Earth Information Technologies

**Take care of your customers and employees, pay your vendors timely, and collect your receivables. Everything else will take care of itself.**

**Frederick Lalumandier '89**  
Expedited Logistics and Freight Services, Ltd.

Know every aspect of your business and then find people that do it better than you.

**David Mebane '98**  
Fat Tire Bike Tours / City Segway Tours

Many great businesses struggle despite the herculean efforts of the entrepreneurs. You have to be passionate, manage cash flow and have adequate capital to fund your business for the first two years.

**David S. Wesson '82**  
GEODynamics, Inc.

Trying to measure success in life before one's life is over is like measuring a win half-way around the horse track.

**Michael Hnatt '91**  
Gladstone Inc.

Pursue your dream with all of your energy, but keep God and family first.

**Gene Birdwell '59**  
GR Birdwell Construction

**Always keep honesty, integrity and character as the foundation of your business plan.**

**Lee Duggan, III '76, American Wall Systems, L.P.**



**Listen more than you talk. Don't be afraid of failing or making mistakes. Perfection is unattainable.**

**Kristen DeRocha '96**  
Hotslings, Inc.

What your grandparents said is true. Discipline and hard work coupled with integrity and solid Judeo-Christian values bring success in both career and life.

**Jerry Easterly '73**  
INSYTE Information Co.

Put Christ in control of your business and you will be amazed when you look back in 5 years! "Trust in the Lord with all your heart and lean not on your own understanding, in all your ways acknowledge Him, and he will make your paths straight" - Proverbs 3:5-6

**Ray Deyoe '91**  
**Ted Boriack '85**  
Integral Power, LLC

Always focus on quality with the highest service possible and growth will follow.

**Travis Parigi '94**  
LiquidFrameworks

"For unto whomsoever much is given, of him shall much be required: and to whom men have committed much, of him they will ask the more." Be clear as to your purpose, and for whom you are truly working.

**P.R. Arguindegui, III '84**  
Lobo Logistics, L.L.C.

Always plan for the future. Be willing to adjust your plans to meet the needs of others. Always give your company/employees the tools they need to get the job done. Let your employees know that the success of the organization is due to their hard work and dedication. Focus on People, Relationships, and Results.

**Jeff Mackey '87**  
**Frank Tanner '87**  
Mackey & Tanner, LLC

**Balance your life—don't forget why you are working so hard.**

**Dr. Kevin Kettler '87, Jonna Kettler '90**  
Kettler Veterinary Hospitals, Inc.

**Follow your dreams, fight for your vision, do what others refuse to do, but always follow the Aggie Code.**

**Scott Moscrip '93**  
Internet Truckstop

Reject passivity, accept responsibility, lead courageously and expect a greater reward—not the kind in a bank account. I used to try to run my company my way, today I lean on the Holy Spirit to guide me and I list Jesus Christ as my CEO on my organizational chart.

**James Bo Miles '81**  
**Anna Beth Miles '88**  
J.P. Miles Construction Corporation

Always give the credit to God as all blessings come from Him.

**Donald G. Valentine '69**  
John Moore Services, Inc.

I ask what my patients expect and then give it to them. It works better than guessing.

**Jon P. Wheeler '95**  
Jon P. Wheeler, DDS, PA

It's okay to listen to the advice of others, but make your own decision and move forward with your dreams. Most offering advice are the same ones sitting in the bleachers and watching others take the risks to pursue their goals.

**Trent B. Latshaw '75**  
Latshaw Drilling & Exploration Co.

Expect opportunities and prepare for them, so that when they come, you can take full advantage.

**Mike Garratt '98**  
Layne's of College Station

Keep your priorities straight, your goals in front of you and never compromise your integrity.

**Carolyn Turk '84**  
MacResource Computers

Hire the best, train them to be the best and hold them, as well as yourself, to the highest standards of integrity. You will know true success when you see your vision reflected in their eyes.

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

Working harder is not always working smarter.

**Robert Reeves '77**  
McLane Advanced Technologies

As leaders, we must be the champions for building, communicating and fulfilling the PURPOSE of our companies.

**Larry R. Bloomquist '79**  
Mechanical Reps Inc.

When starting a business, look for a banker (not a bank) who believes in you.

**Phil Miner '80**  
Miner El Paso, Ltd.

When times get tough...transparency, accountability, and execution become the stalwarts of the day.

**Phil Miner '80**  
Miner Fleet Management Group

**There is no more important time than now to be data driven in your decision making.**

**Phil Miner '80**  
Miner Houston, Ltd.

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# Nuggets of **Wisdom** continued

You have to be realistic about what you are trying to accomplish, believe the time is right, be willing to take a risk, and then pour your heart and soul into reaching your goals.

**Monique Threadgill '90**  
MOSAK Advertising & Insights

No organization will thrive and have enduring value without a continuous and sincere focus on creating and maintaining a people-oriented culture. Without this basic tenet you only have a house of cards.

**Steve Knowles '84**  
Mustang Engineering

Becoming an entrepreneur is one of the most gratifying and frustrating challenges. It will shine a light on all those little insecurities that you have tucked away in your mind. Like college, it will make you stronger if you allow yourself to learn from mistakes and be honest with your own abilities. Hire to your weaknesses and always try to find and hire talent that far exceeds your own ability and you can succeed.

**Ben Collinsworth '99**  
Native Land Design

Let your passion drive you, your ethics guide you, and your common sense lead.

**Jacqueline D'Elia '05**  
Olive Barn Inc.

True healing comes when the science of medicine meets the art of service.

**Taseer A. Badar '95**  
Opnex Surgery Center of Houston

Your business will be successful if you focus on the success of your employees and your clients. Never let your ego get in the way.

**Paul Mason '85**  
Path Consulting Ltd.

Everyone is presented with opportunities. The challenge is to recognize the opportunity, hedge your risks, and ultimately seize the opportunity.

**Jason Schickedanz '98**  
Perryton Aviation, Inc.

Recognize your weaknesses quickly. Build a team that supports your values and that has strengths to offset your weaknesses. Never stop analyzing and improving.

**Mark Barron '89**  
Petroleum Solutions, Inc.

**Take "what if" off the table and realize your potential.**

**David Gedeon '96**  
Premier Placement Media

Never give up.

**Bob Albers '87**  
Project Solutions International

Value your education...but have fun too! We skipped a lot of class, and now look at us...Aggie 100!

**Rachel Williams '01**  
**Catherine Williams '05**  
Ranch House Designs, Inc.

Don't underestimate what you can accomplish with determination and courage. Most importantly, always make your customer's and employee's needs the first priority.

**Ryan Reichardt '04**  
Reichardt Construction, LLC

Focus on getting the best education and relevant work experience you can. If your ultimate goal is to have your own business, trust yourself to know when the time is right.

**Mitt Salvaggio '82**  
Salvaggio, Teal & Associates

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

**Seek out a mentor and be a mentor to others.**

**Todd Sorrel '96**  
Select Premium Services, Inc.

There's never a "smart" time to start a company, unless having 1 year old triplets and a 6 year old qualifies! Come up with a plan, GO FOR IT, and pour your heart and soul into it to succeed.

**Bret Farrar '88**  
Sendero Business Services

It always comes down to dealing with people, so always do the right thing.

**Casey Sledge '93**  
Sledge Engineering, LLC

Take pride in your work and build strong, positive relationships with clients, vendors and employees.

**Kyle Biagioli '00**  
Southern Land Design Group

Strive to maintain the highest levels of honesty, ethics and respect for others in business and in life. Fair treatment at all levels generates loyal clients, employees and vendors.

**Michael D. Freeman '91**  
Steele & Freeman, Inc.

Pick a business where the basic economics are good and you can have a competitive advantage, and treat employees and partners well. Employees will treat customers the way they are treated, and low turnover will give you an additional competitive advantage.

**Joe R. Fowler '68**  
Stress Engineering Services Inc.

Study and chose your goals early in life, then work toward them. Never be afraid to share success with those around you, they help make you what you want to be.

**Terry A. Ray '79**  
Terry Ray Construction, Inc.

**Of the three elements needed for success - talent, timing and integrity - hire integrity.**

**Gordon Sorrel '69**  
Texas Insurance & Financial Services, Inc.

To maintain your motivation, strive for the highest of achievements and always deliver unsurpassed quality.

**Leslie Liere '84**  
The Liere Agency

Write down specific, concrete and measurable goals. Believe that you can achieve them, share them with others whose counsel you trust and focus on them regularly until you achieve them.

**Richard Payton '84**  
The Payton Company

"Act justly, love mercy, and walk humbly with your God." Your relationships with customers, employees, and suppliers will benefit greatly if you strive to reach those three goals.

**Chris Gober '96**  
theBIGzoo

Listen and Learn. You already know what you know, so don't waste time talking. Ask questions, listen to customers, partners, employees, accountants and lawyers and learn from them all.

**John C. Schuepbach '97**  
Trans-Tex Fabricating Co., Inc.

**You can achieve great things through hard work and having passion in what you do. Believe in yourself and never give up.**

**Cindy Richter '84**  
**Rance Richter '83**  
Vanguard Fire Systems, L.P.

The best advertising is a satisfied client's referral.

**Patrick Whitworth '90**  
Whitworth and Company, P.C.

The best way to build a network is by referrals. The best way to get referrals is to exceed expectations, every time.

**Taseer A. Badar '95**  
ZT Financial Network, Inc.

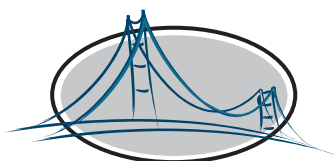
Great investors have two qualities that everyone else lacks: the courage of their convictions and the depth of knowledge to make them courageous.

**Taseer A. Badar '95**  
ZT Global Investments, Inc.



**Hire people who understand and accept your vision, and always remember that they are ALWAYS your most important resource. Cultivate them and treat them like family.**

**Larry Cress '76**, New Tech Engineering



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Tim Prichard '92  
Managing Director, Co Founder

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# Tremendous Progress in Entrepreneurial Education

**T**exas A&M is making tremendous progress in terms of entrepreneurial education. The Center for New Ventures and Entrepreneurship (CNVE) is a shining example. CNVE's programs, such as the Aggie 100, Entrepreneurship Bootcamp for Veterans with Disabilities (EBV), Aggies in Business, Start-Up 101, and the Ideas Challenge have wide-ranging impact. From an academic perspective, there are now eight dedicated entrepreneurship professors in the Mays Business School plus many other faculty teaching entrepreneurship courses all across campus. Texas A&M's Mays Business School for example now offers both graduate and undergraduate entrepreneurship concentrations that attract students from all disciplines. Between the Fall '08 through Fall '09 semesters, more than 675 students completed one or more courses in the entrepreneurship concentration. Student participation increased 40% from 2008 to 2009 which is on top of a 30% increase from 2007 to 2008. This highlights the incredible interest our students are demonstrating to learn the practice and subject of entrepreneurship.

Until recently, there were no scholarship funds to support those studying entrepreneurship. The Aggie 100 classes of 2005 and 2006 took the first step to rectify that situation by creating the Aggie 100 Entrepreneurial Scholars Fund. The Class of 2007 and 2008 took the baton and added substantially to this fund. Now, the Class of 2009 is hard at work making their contribution to this meaningful effort.

This fund, supported by Aggie 100 honorees, provides scholarships to students from across campus studying entrepreneurship, as well as younger faculty members researching entrepreneurial topics. Initially, funds will be

placed in the non-endowed portion of the account, in an effort to provide immediate scholarship support. Annually, funds in excess of the amount needed for current awards will be placed in the endowment. At such time the endowment can support all annual scholarly awards all further contributions will be deposited into the endowment.

To date, the Center has awarded a total of \$30,000 in scholarships to junior faculty and Ph D students researching entrepreneurial topics. In the summer of 2009, the Center awarded \$10,000 to two PhD candidates researching entrepreneurial topics. The award winners are:

- **Rhett A. Brymer, Ph.D. Candidate**  
**Joanna Campbell, Ph.D. Candidate**  
Department of Management,  
Mays Business School  
*The Process of Entrepreneurship –  
Effectuation versus Causation*
- **Dr. Julie S. Linsey, Assistant Professor**  
Mechanical Engineering,  
Dwight Look College of Engineering  
*Enhancing Engineering Creativity through  
Designing-by-Analogy*

We are looking forward to being able to publish some of the first research papers stemming from this support – so stay tuned.

In the spring of 2010, the Center will award the first undergraduate and master's level scholarships from this fund. Currently the fund is accepting applications to an entrepreneurial experience in South Africa for either undergraduate or graduate students. The program is a life-changing experience, where students help and learn from historically disadvantaged

entrepreneurs in the Black townships near Cape Town, South Africa. Students form consulting teams working with small businesses over six weeks to help make the ventures sustainable. They work closely with entrepreneurs based in the townships.

We would like to thank all the Aggie 100 honorees that have generously contributed to this program in the past. The Class of 2009 is already well on its way to make a difference in this scholarship fund and in the lives of our students and faculty.



## Thank you to the following Honorees for supporting the 2009 effort of Aggie 100 Entrepreneurial Scholars Fund.

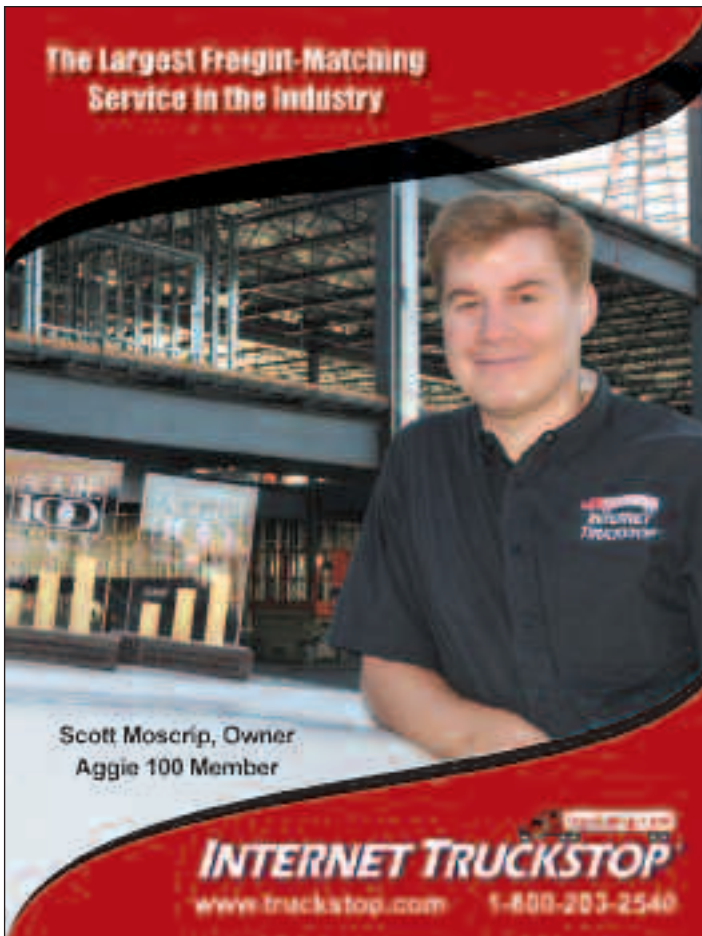
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## Who are the Aggie 100 of 2009?

- |  |  |                                       |
|--|--|---------------------------------------|
| <b>4</b> Foreign Companies                           | <b>20</b> Companies Have Been on the List Three Times                            | <b>287%</b> Top Growth Rate Over 287% |
| <b>7</b> States                                      | <b>29</b> Companies Have Been on the List Two Times                              | <b>1916</b> Earliest Founding Date    |
| <b>12</b> Companies Have Been on the List Four Times | <b>307</b> Total Number of Companies Who Have Made List Over the Last Five Years | <b>1959</b> Earliest Class Year       |
| <b>19%</b> Minimum Growth                            |  | <b>\$7.6</b> Billion in Total Revenue |



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AGGIES SUPPORTING VETERANS



# Changing the World, One Aggie at a Time.

**The Center for New Ventures and Entrepreneurship** is committed to changing the world, one Aggie at a time. We foster and encourage student entrepreneurs, Aggie led businesses, networks across campus and connections between them all. Our entrepreneurial life cycle starts with student ideas culminating into being honored on the Aggie 100 list.

**L**aunched in 1999, the Center for New Ventures and Entrepreneurship has created a portfolio of programs that embody its mission to provide encouragement, education, networks and assistance to students, faculty and Texas businesses. All of the Center's activities are self-supporting – funded through event revenues, event sponsorships and donor support. With the support of our many volunteers, corporate supporters, faculty and staff, the Center has been able deliver programs that add tangible value to our student's education, faculty research and teaching and the operations of many businesses. The following summarizes the Center's key initiatives

**Aggie 100** – First begun in 2005 this program annually honors and recognizes the 100 fastest growing Aggie-owned or -operated businesses from around the world. Businesses are recognized for the two year average growth rates. It is not uncommon for our #1 firm to

reach in excess of 250% CAGR, quite an achievement. Aggie owned businesses touch every phase of our lives and our annual event brings to campus successful entrepreneurs who touch thousands of students and interact with one another in a two day period.

**Aggie 100 Scholars** – Created by previous Aggie 100 honorees, this program raises money to fund entrepreneurial scholarships and research. The availability of these scholarships serves as a resource to attract faculty, PhD students and others to the university's entrepreneurship programs. Annually, each year's honorees provide new funding to keep this important initiative ongoing.

**Aggies in Business (AiB)** – CNVE sponsored the start-up of AiB and continues to play an important role in its development. This program is unique among area schools and provides hands-on learning experiences for students. AiB employs students in leadership and service roles in an effort to provide them hands-on experience running a business as part of their college education. This is accomplished by providing value-add and consulting services to companies ranging from local start-ups to multinational companies.

**Business Plan Competition Team** – The Center's staff and volunteers have recruited, coached, mentored and sponsored student teams participating in business plan competitions hosted by Rice, UT and the Big XII. To

Texas A&M students attending the Aggie 100 luncheon mingle with honorees who share unique stories and lessons learned with these next generation of leaders.





enhance the experience, most teams are interdisciplinary. Past success includes first place at the Big XII New Venture Business Plan Competition, first and third place at UT's Global I2P Competition, and fifth place at the Rice Business Plan Competition.

**Conn Family Distinguished New Venture Leader Award** – Annually, the Center honors a business leader who has been instrumental in the start up or transformation of an entrepreneurial business. The program endowed by C.W. and Dorothy Conn Foundation, exposes A&M students to successful business people. The honoree is hosted on campus and conducts round table discussions, speaks to classes as well as being honored during an awards ceremony.

**Ideas Challenge** – Annually, the Center asks students on campus to submit their idea for the next great business, product, or service. Open to all students on campus the Ideas Challenge is one of our longest running programs.

## The key to the Center's success is its core team of volunteers and financial supporters.

To enter, students complete a 1,000 word essay judged by members of the academic and business communities. Attracting hundreds of submissions, the top 40 entrants are invited to present their ideas in person to a panel of judges from the business world.

**MBA Tech Transfer Challenge** – A long-running initiative of the Center, this program has become an integral part of the Mays Business School's MBA program and a significant point of differentiation for them. Teams of MBA students are given one week to learn about, assess the market for, and determine the commercial viability of an invention from the Texas A&M research labs. At the end of the week, student teams present their findings to judges representing varied and diverse industries. This week-long assignment tests the students' organization, teamwork, research, analysis, writing and presentation skills. This has the added benefit to the Texas A&M Office of Technology Commercialization by providing feasibility analysis on 15-20 inventions annually.

**Newsletter** – The Center publishes a newsletter that is distributed to over 2000 recipients. Published throughout the year, each issue features information about the Center as well as information entrepreneurs can apply to their businesses and information that students can use to enhance their education at A&M.

**Classroom Speakers** – The Center serves as a source of speakers for classes and clubs across campus. Faculty routinely rely upon CNVE to arrange outside experts in classes that range from business to engineering, veterinary medicine and agriculture.

**Start-Up 101** – The Center hosts an annual workshop for students, faculty and entrepreneurs interested in launching their own businesses. The sessions focus on the practical issues related to starting a business and feature speakers from start-up companies, academia, economic development professionals and a variety of service firms.

**Entrepreneurship Boot Camp for Veterans with Disabilities** – The Center hosts an annual three phase program designed to serve post 9-11 veterans who have been disabled as a result of their service to our country and are interested in starting their own business. This program encompasses an online component, an eight day residency, and ongoing mentoring. Texas A&M serves as 1 of 6 universities that hold this annual initiative which also include UCLA, Florida State, Syracuse, Purdue and the University of Connecticut.



### Interested in Helping Out?

The key to the Center's success is its core team of volunteers and financial supporters. If you are interested in receiving our newsletter, getting involved with any of our activities, or supporting us with your financial gifts please contact the Center. You may contact either:

*Richard (Dick) Lester '03*  
979.862.7091  
rlester@mays.tamu.edu

*Lenae Huebner*  
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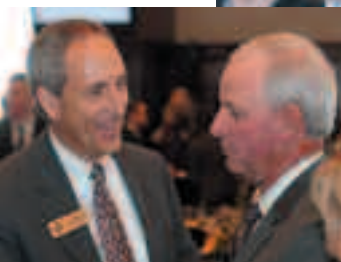
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