



MAYS BUSINESS SCHOOL
TEXAS A & M UNIVERSITY

CENTER FOR NEW VENTURES
AND ENTREPRENEURSHIP

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.

CNVE's Mission

To be the entrepreneurship hub at Texas A&M University.

CNVE's Vision

To develop and encourage entrepreneurs.

Imagine. Learn. Act.

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Building Tomorrow *Together*

2015 kicked off the second decade of celebrating the 100 fastest growing Aggie-led or Aggie-owned businesses. Over the past 11 years 1,100 companies have been awarded a prestigious place on the Aggie 100 list and even more Aggie entrepreneurs have been recognized for their hard work. The Aggie 100 strives to not only recognize determined business owners, but also Aggies who have taken the core values gained from Texas A&M and implemented them into their businesses. Truly this is a celebration of the Aggie Entrepreneur.

The Center for New Ventures and Entrepreneurship (CNVE) is pleased to present the 2015 Aggie 100. This extraordinary class, consisting of 38 new companies to the Aggie 100, spans eight states and Washington DC. As in years past, this Aggie 100 class is widespread among all industries, including construction, energy, manufacturing, consulting, and real-estate. They join the ranks of a dynamic and exceptional list of Aggie-led companies, all of whom have left an astounding impact on our communities, our state, our nation, and the entrepreneurial community. This is no small feat and we congratulate each and every one of our honorees on their incredible accomplishment.

The #1 company for the Class of 2015 is Empact IT from Houston, Texas. Empact IT, a leader in IT services, was founded in 1999 and



grew at a 3-year compounded growth rate (2012-2014) of 253%. Empact IT made it's first-ever appearance on the Aggie 100 at the #1 spot. The 2015 Top Ten rounds out with five companies new to the Aggie 100, along with three companies who had previously made the Top Ten.

On the evening of October 22nd, the Aggie 100 honorees were welcomed back to campus for a reception. The event, held at the Clayton W. Williams, Jr. Alumni Center, was attended by honorees and their guests, university dignitaries, and CNVE advisory council members. The following day, many honorees attended breakfasts across campus hosted by college deans and department heads. The festivities culminated with an awards luncheon in the Zone Club at Kyle Field with approximately 600 people in attendance, including over 100 current students. The students invited to the luncheon were able to interact with these leaders in the business world and gain important insight into what it means to be an entrepreneur. Honorees were able to sit and enjoy the company of other Aggies, entrepreneurs and Texas A&M Dignitaries. The luncheon featured a welcome from the Dr. Eli Jones, the new dean of Mays Business School, and concluded with a performance by the Singing Cadets.



Interested in Mentoring? Judging? Helping Students?

CNVE hosts a wide range of programs that rely on business owners to help mentor, judge and guide our students. This is a great way to pass on your success and knowledge to future entrepreneurs.

Want to learn how you can become involved?
Visit cnve.tamu.edu or e-mail cnve@mays.tamu.edu



MAYS BUSINESS SCHOOL
TEXAS A & M UNIVERSITY

CENTER FOR NEW VENTURES AND
ENTREPRENEURSHIP

Building Tomorrow Together

Mays Business School's Center for New Ventures and Entrepreneurship created the Aggie 100 to 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 three-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 Aggie-led, be at least five years old and have had revenues of at least \$250,000 in 2012. The companies must also operate in a manner consistent with the Aggie Code of Honor.

The 100 companies named to the 11th

annual list participated in ceremonies on campus Oct. 22-23 recognizing their achievements, and many Aggie 100 leaders also gave back by speaking to student groups and classes on campus.

The Aggie 100 also recognizes the company with the highest average revenue with its Summit Award. That company does not necessarily appear on the Aggie 100 list, which recognizes revenue growth. The 2015 Summit Award was presented to Robert Gootee '73, president and CEO of MODA Inc.



MICHAEL GREATHOUSE '98

Impacting What Matters

Houston-Based IT Company Tops 2015 Aggie 100

Michael Greathouse '98 grew up in an entrepreneurial family with an entrepreneurial mindset. Of his own desire to run a business, he said he came by it naturally.

In 2003, he and two others founded Employer Flexible—a recruiting company that serves businesses with HR outsourcing. The company grew. In 2012, they added Empact IT—a way for businesses to outsource IT needs—to the brand.

The growth has continued and accelerated. Employer Flexible has been honored by Aggie 100 four times, but this is Empact IT's first mention. (See tx.ag/EFAwards for more of Employer Flexible's awards.)

For Empact IT to land at the top of the Aggie 100, "it's a great achievement," he said. But, he didn't do it alone. "It's really our people."

The company enjoys a great culture run by employees who understand the company's vision, he said.

He acknowledges his Aggie Network as part of his success, too, starting with his wife, Lisa '98. He serves on the advisory board for the Mays Business School's Center for New Ventures and Entrepreneurship, which has given him the opportunity to be around other business-minded Ags and help students.

Greathouse came to Texas A&M to study in its highly regarded industrial distribution program. With no family ties to A&M or any understanding of the school's culture and traditions, he didn't anticipate walking away with anything more than his degree. Looking back now, "I can't imagine now going anywhere else." *Texas Aggie* caught up with Greathouse recently to discuss his thoughts on Texas A&M, the Aggie 100 and the keys to his success.

TEXAS AGGIE: What was it about Texas A&M that made you want to pursue your degree here?

MICHAEL GREATHOUSE: A&M is consistently ranked as one of the top academic institutions in the country. I was also drawn to the university because of its traditions.

TA: Can you tell us about a cherished memory you have of your time at A&M?

MG: There is not one moment that stands out the most. I really cherished my entire time at Texas A&M.

TA: How has your Aggie education and the Aggie Network

impacted your career?

MG: The Aggie Network/education has helped me with growing my professional network. Fellow Aggies have helped me through my career, as well.

TA: How active are you in the Aggie Network?

MG: I am active in Mays Business School's Center for New Ventures and Entrepreneurship, and I try to help fellow Aggies when I can.

TA: What does recognition in the Aggie 100 mean to you personally?

MG: It's a great achievement, and I am proud to be on the Aggie 100.

TA: Tell me a bit about the origins of Empact IT.

MG: We acquired Empact IT (formerly Channel Dynamix) in May of 2012. Our original interaction with Channel was as a client where they were providing services to Employer Flexible (Empact IT parent company). They did an excellent job for us, and we were considering expanding our current service offering. We felt by acquiring Channel Dynamix (Empact IT), it would help round out our service offering to our current clients. In 2014, we moved Empact IT into our corporate headquarters in Houston.

TA: What's your secret to the enormous growth you've experienced?

MG: I believe you have to have the right people who buy into what your vision is for the company.

TA: Who were your biggest influences when you were learning how to run a business successfully?

MG: I have been lucky to have many influences in my journey, but I believe my parents and the foundation they gave me is what I cherish most.

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

MG: Yes; coming from a family of entrepreneurs, I always envisioned working on my own one day.

TA: Do you have any advice for Ags looking to build their own business?

MG: Build something you are passionate about and have a vision of what you want it to look like. Work hard every day, and don't let anything stand in your way of fulfilling your vision.



Michael Greathouse '98 is owner and co-CEO of Employer Flexible, the parent company of Empact IT.

The Center for New Ventures and Entrepreneurship

2015 Summit Award

Robert Gootee '73 is the CEO of Portland-based MODA, Inc., a leading health insurance company that serves the people in the great states of Alaska, Oregon, Washington, and California. MODA firmly believes in providing their clients with exceptional support for one of the most important decisions they will make for themselves, and their families. As CEO of MODA, Gootee places a strong emphasis on the significance of the company's employees. He is keenly aware of the fact that successful people lead to a successful company. Gootee sees the strengths of his team as one of the most important assets of MODA.

What is it about MODA that causes the company to rise above other health insurance providers?

Gootee: I believe we have instilled a spirit of entrepreneurship at MODA that sets us apart, along with people that have the ambition and passion to excel. It is always all about the people.

What is your number one priority as CEO of MODA?

Gootee: To provide people around me with the right plan and the resources to carry out strategies to implement that plan.

Healthcare seems to be an ever changing and, at times, controversial industry. Yet, MODA has been a strong and successful company for nearly 60 years. What do you believe has allowed MODA to maintain this level of success for 6 decades?

Gootee: Many things, of course. But the one thing that might not seem evident is that we have, and have had for a long time, an outstanding board of directors. Because of their leadership and stability, they have given me and my predecessors the ability to focus on the success of MODA.

How does it feel to be receiving the Summit Award for 2015? What does it mean for MODA to receive this recognition?

Gootee: It is, of course, a distinct honor. I have always tried to avoid personal recognition since I believe an important leadership attribute is to allow and encourage recognition to the team around you. But, to be recognized by the school that gave me a start in business, by the place I love and came

from, and to the company I have spent most of my career helping to build, is a profound honor.

When did you first become interested in entrepreneurship, and what is it about entrepreneurship that continues to motivate you to be involved in this field?

Gootee: Everything and everyone has to start from something. And those that start with practically nothing, entrepreneurs, provide most of the opportunity for jobs and wealth accumulation in our economy.

MODA places a particular emphasis on charity, volunteering, and giving back to the communities it serves. Can you tell me more about this service-driven aspect of the company?

Gootee: I believe you have to give back to your community, it is a core value of our company. I am involved and I ask our employees to be involved in our community. I also ask of them that they become leaders in the activities of their choice. If they do so, then we support them both with financial contributions, and with support of their time commitments.

What lessons from Texas A&M have provided particular value to you in your career?

Gootee: More than anything else I learned how to lead, which as much as anything means how you interact with those around you. Core values of Loyalty (to our heritage, to our friends), Compassion (to those in need), Stewardship (community, giving of yourself), Humility (others needs trump your own) and Love (family/A&M) all



either began or were nurtured during my time at A&M.

Last but not least, what was it about Texas A&M that made you decide to attend the University and become an Aggie? Do you have a particular tradition that is your favorite?

Gootee: Actually, I haven't ever thought about the question of why I made what turned out to be the most significant decision of my life. I didn't visit A&M before I arrived as a freshman, nor did I visit anyplace else. My fish ol' lady was a friend in high school and he was going there, and he suggested it to me so I just came along! Funny how things turn out! My favorite tradition...anything connected to the Corps of Cadets. I love everything about traditions surrounding the Corps, but particularly their passions for the university and commitment to our country.

Honoree: Robert Gootee '73
President & CEO

Location: Portland, Oregon

Industry: Insurance

Founded: 1955

Average Revenue: \$2,126,186,333

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Changing Lives

One Entrepreneur

at a Time



Each year, a group of students from Texas A&M is accepted into the Entrepreneurship Empowerment in South Africa (EESA) program and their lives are changed forever. These Aggies travel to Cape Town, South Africa where they act as consultants for disadvantaged business owners in the local townships. After just six short weeks, they provide their clients with a set of tools to help their businesses flourish. This would be a daunting task for a seasoned entrepreneur, let alone a student newly immersed into the business world.

Samantha Duffey, class of '16 says that her favorite memory from EESA "was the moment I gave my entrepreneur his almost 200 page report and he held it, and with tears in his eyes, said, 'This is the power of education.' He then began to read it while we were still in his meeting." After her experience Samantha said she felt incredibly empowered, strengthened and proud. "I learned how to do things I never imagined I'd learn and was pushed in ways I never anticipated being pushed. My capacity is completely different now".

But EESA is not just about changing the lives of the students. It's about impacting the lives of the business owners they serve. Leah Parker '16 says that to prepare for her EESA experience she studied the history of South Africa. "I read about apartheid and about the townships before I arrived and thought that I had a solid understanding of what went on and what is currently going on. I was shocked when we went on our township tour. I wondered what I could do. Then I realized that empowering the entrepreneurs in the townships to bring their community out of poverty is possibly one of the best things that I could do to help," says Leah. "I was told before we arrived that we would be working harder than we

ever have, but when we met our clients and did the township tour about four days into our program I realized that I had some hard work to do for the next five weeks," says Parker.

While the students certainly faced challenges during their time in South Africa, they all look back on their experience with fond memories. Daniel Hulse '17 says that even now he continues to have flashbacks of his time building relationships with his clients and enjoying the beautiful landscape of South Africa. "I have too many incredible memories from EESA to possibly label one of them as my favorite. I felt like my eyes had been opened to a new world of potential for my life and the lives of those around me"

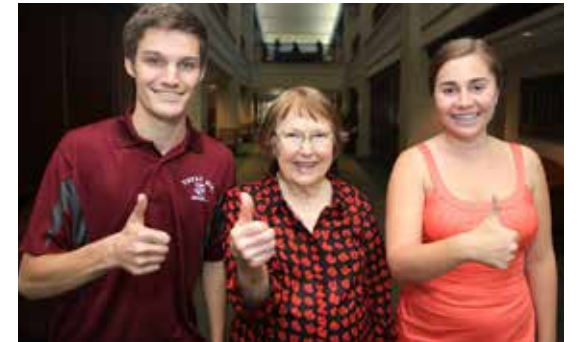
The Aggie 100 Classes of 2005 and 2006 identified a need for entrepreneurial student scholarships at Texas A&M University and launched the Aggie 100 Entrepreneurial Scholars Fund in 2007. The Scholars Fund continues to be supported by Aggie 100 honorees from every year and provides scholarships to students studying entrepreneurship and support for faculty members who are researching entrepreneurial topics. To date, former honorees have contributed just over \$160,000 to these endeavors. EESA is one of several programs supported by the Aggie 100 Entrepreneurial Scholarship Fund. The fund provides scholarships for EESA participants, and allows for students like Leah, Daniel, and Samantha to grow as business leaders and provide services to budding entrepreneurs in Cape Town.

If you would like to contribute to the Scholar's Fund, please contact Blake Petty at blakepetty@tamu.edu or 979-845-4882.



I gave my entrepreneur his almost 200 page report and he held it and with tears in his eyes said, "this is the power of education".

Some people dream of success.
The Aggie 100 wake up and work for it.



CONGRATULATIONS!

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01

Impact IT

Mike Greathouse '98 (Partner, Owner)

Location : *Houston, TX*
Industry : *IT Services*
Growth Rate : *253%*
Founded : *1999*



Impact IT prides itself on being “experienced technology professionals who are well-versed in the challenges faced by small-to-medium sized businesses.” As a company, they manage and monitor IT support requirements so that they can deliver the best custom software solutions to their clients. While IT support can be a daunting task for those unfamiliar with the field, their IT outsourcing is designed to positively impact your business from the moment services begin. Impact IT aims to “take the worry out of the transition process by offering a step-by-step breakdown of everything you need to see immediate visible progress and a smooth, secure transition.” Impact IT also understands that by having strong partners, you can provide clients with even better support. Therefore they’re committed to building and maintaining a network of vendor partners that will deliver the same exceptional level of service that Impact IT provides.

02

Lone Star Bloom, LLC

Lucas Krieger '00 (Managing Member, Owner)

Location: *Houston, TX*
Industry: *Retail*
Growth Rate: *244.88%*
Founded: *2010*



“Lovers of all things floral and design, we create dream weddings for fabulous Texas couples.” Lone Star Bloom is one of the six companies making it’s debut appearance in the Aggie 100 as a member of the Top 10. The company has been serving the Austin area since 2010, providing brides and other clients with beautiful and unique arrangements. “Our clients want to be trendsetters yet respectful of tradition.” Their unique style has provided them with a niche within an ever expanding market. They prefer to use distinctive descriptions for their creations, such as “earthy-organic and vintage-chic” in order to better connect with their clients. “We pride ourselves in only using top quality flowers, hand selected direct from the farm.” Lone Star Bloom is committed to providing their clients with everything from boutonnieres to full reception spaces so that every event has it’s own unique details.

03

Tropacaval Media

Ben Keating '94 (Owner, Founder)

Location: *Victoria, TX*
Industry: *Advertising & Marketing*
Growth Rate: *211.63%*
Founded: *2005*



As a full service marketing and advertising firm, Tropacaval Media is focused on providing their clients, primarily automobile dealers, with a variety of marketing strategies. They boast an impressive 211.63% growth rate for their inaugural year on the Aggie 100. The team members at Tropacaval are experts in everything from broadcast to direct mail, cable to outdoor. Tropacaval’s ultimate goal is to bring traffic to businesses by reaching customers in an effective and impactful manner. “We can help you eliminate waste and create campaigns that produce results.” Although they work within multiple advertising avenues, they primarily use digital strategies such as SEO, e-mail, social, and display. “While organic search is extremely important, a targeted paid strategy can also pay big dividends in providing high quality traffic to your website.” Through key metrics such as time on site, bounce rate, and page views, they create plans that are tailored to their clients specific needs and audience.

04

Texas Precious Metals

Jason Kaspar '05 (CEO)

Location: *Shiner, TX*
Industry: *Finance*
Growth Rate: *184.93%*
Founded: *2005*



The life of Kaspar Companies spans twenty recessions, one depression, two world wars, oil embargoes, steel shortages, and twenty presidential administrations. Therefore, it’s no surprise that Texas Precious Metals has flourished since it’s inception in 2005. Texas Precious Metals began as a precious metals wholesaler for local retailers and coin shops and has since expanded into the retail market, while still maintaining the company as a wholesale bullion business. One major way that Kaspar has set Texas Precious Metals apart from other companies is a strict adherence to never selling product they don’t have in stock. Although at times it has been difficult to stick to this mission, Kaspar believes that the customer loyalty gained by doing business the right way has led to the success and momentous growth of the company. Texas Precious Metals is rated A+ with the Better Business Bureau, is recognized by the United States Mint as a national bullion dealer and a market maker for US Mint products, is a national distributor for the Perth Mint of Australia, and was the number 1 Aggie 100 Company in 2014.

05

Capital Project Solutions, Inc

James Pustejovsky '85 (CEO, Owner, Founder)

Location: *Nashville, TN*
 Industry: *Construction*
 Growth Rate: *179.91%*
 Founded: *2008*



Capital Project Solutions (CPS) offers highly experienced project management, contracts, design and construction to clients in the public and private sectors. "We draw from our knowledge and insight to

manage the processes, identify risks, control expenditures, solve problems and develop creative cost-effective solutions." They strive to fit the unique needs and complexities of any project. To CPS, effective scheduling is the key to a successful project. "Time management is rooted in the development of a schedule that can be used as a tracking and decision making tool by all project participants." CPS can help tailor a plan to address project needs and anticipate risks. These key strategies allow them to save their clients both time and money. From inception to completion, Capital Project Solutions is ready to provide you with all of the support and guidance you need for any project you have.

06

Allegiance Ambulance

Aaron Reese '01 (Owner, Founder, Leader)

Location: *Georgetown, TX*
 Industry: *Health*
 Growth Rate: *163.53%*
 Founded: *2008*



Allegiance Mobile Health is the largest, private, Texas based provider of medical transportation and 911 emergency services throughout the state. With over 1,200 employees and 300 operating vehicles they

are able to complete more than 250,000 requests for service annually. They believe their reputation for being a trusted provider of top tier patient care has enabled Allegiance to be so successful. "We exist for the purpose of doing good and improving the delivery of healthcare." Because of this, Allegiance Ambulance has decided that it is essential that they actively participate in MIHP and related Population Health programs. "The problem we are truly trying to solve is 24/7 coordinated out-of-hospital care." To tackle this issue, Allegiance Ambulance plans to formally expand into services such as post-acute care, managed care, interventional visits, hospital readmission, and many more.

08

Embree Group of Companies

Philip Annis '83 (President), Frank Krennek '80 (President)

Location: *Georgetown, TX*
 Industry: *Real Estate*
 Growth Rate: *126.02%*
 Founded: *1979*



The Embree Group of Companies has been providing turnkey real estate services nationwide since 1979. They focus in build-to-suit

development, design/build, general construction and program management for specialty retail, financial, automotive, restaurant and healthcare facilities. The company specializes in new ground-up construction and tenant improvements, allowing them to maintain construction professionals who specialize in both types of work. Embree's 35 years of business has allowed them to develop a level of service that is specific to their group. Because of their successful project history, they have maintained working relationships with many clients that span decades and thousands of successfully completed projects. Each project is designed to provide the client with "a customized program and speed-to-market unmatched anywhere in the nation."

09

MISSION Athletecare

Chris Valletta '00 (VP Sales & Business Development, Co-Founder)

Location: *New York City, NY*
 Industry: *Consumer Products & Services*
 Growth Rate: *120.57%*
 Founded: *2008*



MISSION was founded in 2008 by an elite group of athletes looking to create an innovation-led brand focused on solving problems for athletes. After a debut on the Aggie 100 Top Ten

in 2014, MISSION returned this year as #9 on the 2015 list. This trailblazing company combines science with insight from the world's greatest athletes to create sport technologies that protect, perform, and rehabilitate. The team at MISSION prides themselves on being "perseverance pioneers." Each product within their line is created with the customer's goal in mind. They are dedicated to providing customers and athletes with technology that simultaneously helps them perform better and protects them from injury or fatigue. "We believe greatness is always in reach. But you've got to dig deep. You've got to harness your heat."

07

Southern Green Builders

Sam Seidel '02 (Partner, Owner), Drew Ondrey '02 (Partner, Owner), Aaron Davis '02 (Partner, Owner)

Location: *Houston, TX*
 Industry: *Construction*
 Growth Rate: *141.57%*
 Founded: *2009*



Building your new home is an exciting and important endeavor, and Southern Green Builders makes the building process smooth and enjoyable for you and your family. Since 2005 they have offered the Houston area a customer-based, collaborative approach to construction. Together the team at Southern Green Builders has more than twenty years of building experience. They pride themselves on offering their clients custom craftsmanship and dependable construction expertise. "Our customers have access to a state-of-the-art software that will keep you in touch and well-informed during the life of the project from pre-construction to warranty." Communication is key for Southern Green Builders,

but so is energy efficiency. They want to provide you with a home that is both beautiful and economical. "Building homes for energy efficiency is a science, and we have dedicated ourselves to keeping abreast of the latest advances in green technology."

10

DW Rentals & Service, LP

A.A. (Gus) Mullins '60 (Managing Partner, Founder)

Location: *Boling, TX*
 Industry: *Oil & Gas*
 Growth Rate: *104.74%*
 Founded: *2007*



After starting operations in 2007, DW Rentals and Service has had an enviable reputation for innovation with numerous patented products. "You can have complete confidence in our ability to meet all your requirements." Their patented designs were developed with customer input in mind to give the best value for your operational dollar. "Our customers include major operating exploration and production companies worldwide both onshore and offshore." DW sustains full service for all any Rig Fluid Management needs and add ease, support, and assistance in getting expandable product done right. "We operate in an ever-fluctuating economic and industrial environment, but we continue to lead the market, engaging in ongoing technological innovation." DW made its first appearance on the Aggie 100 list in 2007 and this is their 3rd year in the Top Ten.

	RANK	% GROWTH RATE	COMPANY NAME	INDUSTRY	FOUNDED	LEADERSHIP	TITLE	LOCATION		RANK	% GROWTH RATE	COMPANY NAME	INDUSTRY	FOUNDED	LEADERSHIP	TITLE	LOCATION
	1	253	Empact IT	IT Services	1999	Michael Greathouse '98	Partner, Owner	Houston, TX	53	49.73	Valcor Commercial Real Estate	Real Estate	2010	Jonathan Collins '06	Partner, Owner, Founder		San Antonio, TX
	2	244.88	Lone Star Bloom, LLC	Retail	2010	Lucas Krieger '00	Managing Member, Owner	Houston, TX	54	49.09	Kirksey Architecture	Architecture	1971	Wes Good, AIA '88	Managing Principal		Houston, TX
	3	211.63	Tropacaval Media	Advertising & Marketing	2005	Ben Keating '94	Owner, Founder, Leader	Victoria, TX	55	48.9	GEODynamics Inc.	Manufacturing	2004	David S. Wesson '82	President, Founder		Millsap, TX
	4	184.93	Texas Precious Metals	Financial Services	2005	Jason Kaspar '05	CEO, Owner, Founder	Shiner, TX	56	48.61	LCM Industries, Inc.	Oil & Gas	2006	Tommy Crume '96	President, Owner, Founder		Odessa, TX
	5	179.91	Capital Project Solutions, Inc.	Construction	2008	James Pustejovsky '85	CEO, Owner, Founder	Nashville, TN	57	47.87	Liere Insurance	Insurance	1992	Leslie Liere '84	CEO, Owner, Founder		College Station, TX
	6	163.53	Allegiance Ambulance	Health	2008	Aaron Reese '01	Owner, Founder, Leader	Georgetown, TX	58	47.68	eCatholic	Software	2005	Josh Simmons '00	CEO, Owner, Founder		College Station, TX
	7	141.57	Southern Green Builders	Construction	2009	Sam Seidel '02 Drew Ondrey '02 Aaron Davis '02	Partner, Owner Partner, Owner Partner, Owner	Houston, TX	59	46.75	MP2 Energy	Energy	2009	Jeff Starcher '85 Mark Siismets '87 Terry Dodson '87	CEO, Owner, Founder COO, Owner Senior Vice President, Owner		The Woodlands, TX
	8	126.02	Embree Group of Companies	Real Estate	1979	Philip Annis '83 Frank Krenek '80	President President	Georgetown, TX	60	46.6	Texas Pride Fuels, Ltd.	Energy	2004	Dan Haile '96	Executive VP, Co-founder		Springtown, TX
	9	120.57	MISSION Athletecare	Consumer Products & Services	2008	Chris Valletta '00	Co-founder, Leader	New York, NY	61	46.16	TriCor Technologies	Computer Hardware	2008	Matthew "Damian" Cook '83	President, Owner, Founder		Round Rock, TX
	10	104.74	DW Rentals & Service, LP	Oil & Gas	2007	A.A. (Gus) Mullins '60	Managing Partner, Founder	Boling, TX	62	44.62	E.E. Reed Construction, L.P.	Construction	1976	Mark Reed '97	President		Sugar Land, TX
	11	92.93	Able Industrial, LLC	Energy	2009	Trey Able '98	President & CEO, Owner, Founder	Deer Park, TX	63	44.45	Texas Fence Co.	Construction	2003	William Long '01	President, Owner		Houston, TX
	12	87.27	Arch-Con Construction	Construction	2000	Michael G. Scheurich '92	President & CEO, Owner, Founder	Houston, TX	64	44.05	Willmott Farms, Inc.	Agriculture	1993	Kent Willmott '09	Managing Partner		Palestine, TX
	13	87.11	Luedeker Construction, LP	Construction	2006	Luke Luedeker '00 LeAnn Luedeker '01	Owner, Founder, Leader Owner, Leader	Bellville, TX	65	43.59	Premier Partners	Construction	2005	Jason Crabtree '97	Principal, Owner, Founder		Austin, TX
	14	86.7	G2 Contractors, LLC	Construction	2009	Jamison McGlasson '98	Project Executive, Owner	Durango, CO	66	43.1	Elements Of Architecture, Inc.	Architecture	1996	Deborah Fulwiler '86	President, Owner, Founder		Fort Worth, TX
	15	85.87	Superior Building Systems	Construction	1968	Kyle McFarland '86 Scott Burke '86	President, Owner Vice President, Owner	Houston, TX	67	41.55	Trilliant Surgical, Ltd.	Health	2007	Jon Olson '00 Chad Steitle '98	President, Owner, Founder Managing Partner, Owner, Founder		Houston, TX
	16	85.85	Wright Choice, Inc.	Oil & Gas	2010	Jeff Wright '02	President & CEO, Owner	Evans, CO	68	40.7	MillicanSolutions, Inc.	Business Products & Services	2001	Wesley Millican '92	President & CEO, Owner, Founder		Southlake, TX
	17	84.04	Exosent Engineering	Manufacturing	2010	Andrew Duggleby '01 Yuval Doron '09	CTO, Owner, Co-founder President, Owner, Co-founder	College Station, TX	69	39.62	MYCON General Contractors	Construction	1987	Charles Myers '83	CEO, Owner, Founder		McKinney, TX
	18	79.71	The Ticket Experience, LLC	Advertising & Marketing	2003	Ignacio Cubero III '06	President, Founder	Houston, TX	70	39.25	CEO Etc.	IT Services	2009	John Stanfield '03	Partner, Owner		College Station, TX
	19	76.68	AQWA	Environmental Services	2002	Steve Barry '94	President, Owner, Founder	Wilson, NC	71	39.24	Lansdowne-Moody Co.	Retail	1936	Ed Harris, Jr. '61 Hunter Harris '92 Holly Harris '91 Chad Harris '95 Rodney Harris '97	President, Owner Vice President, Owner Partner, Owner Partner, Owner Partner, Owner		Houston, TX
	20	76.48	CleanFUEL USA	Oil & Gas	1993	Curtis Donaldson '81 John White '70	President, Founder CEO	Georgetown, TX	72	39.23	One Source Networks	Telecommunications	2007	Ernest Cunningham '94	CEO, Founder		Austin, TX
	21	75.95	Sledge Engineering	Construction	2004	Casey Sledge '93	President, Owner, Founder	Taylor, TX	73	39.22	Latshaw Drilling & Exploration Company	Energy	1981	Trent B. Latshaw '75	President, Owner		Tulsa, OK
	22	74.07	Ranger Staffing Group, LLC	Human Resources	2009	Matthew Cecere '00	President, Owner, Founder	Frisco, TX									
	23	72.07	KFW Engineers	Engineering	2006	George Weron '97 Craig Fletcher '97	Principal, Founder Principal, Founder	San Antonio, TX	74	39.05	Pinnacle Advanced Reliability Technologies	Engineering	2006	Ryan Sitton '97 Jennifer Sitton '97 Richard Scruggs '77	Owner, Founder Owner, Founder CEO		Pasadena, TX
	24	71.82	Three Square Design Group	Architecture	2008	Rayburn J. Donaldson '04	Principal, Owner, Founder	Houston, TX	75	38.66	MudTech Services, LP	Oil & Gas	2005	Larry Cress '76	CEO, Owner, Founder		Houston, TX
	25	70.87	Patriot Pool and Spa	Consumer Products & Services	2006	Hal Denbar '05 Laura Denbar '06	President, Owner, Founder Vice President, Owner, Founder	Austin, TX	76	38.62	Century 21 Hellmann Stribling	Real Estate	2010	Troy Hellmann '98 Scott Stribling '98	Owner, Founder, Leader Owner, Founder, Leader		Georgetown, TX
	26	70.79	OTA Compression, LLC	Oil & Gas	2002	Grant Swartzwelder '85	President, Owner, Founder	Irving, TX	77	38.3	Ward, Getz & Associates, LLP	Engineering	2007	Ryan Getz '00 Steven Ward '00 Stephanie Anderson '04	Partner, Owner Partner, Owner Partner, Owner		Houston, TX
	27	70.44	Cattlesoft, Inc.	Agriculture	1999	Terrell Miller '99 Penny Miller '99	President, Owner, Co-founder Vice President, Owner, Co-founder	College Station, TX									
	28	69.74	Clutch Group	Business Products & Services	2005	Abhijat Shah '00	CEO, Founder	New York, NY	78	38.17	ZT Leasing, Inc.	Real Estate	2005	Taseer Badar '95	CEO, Owner		Pearland, TX
	29	69.14	Team Trident	Energy	2006	Rod Long '88 Rick Restivo '91	President, Owner, Founder Vice President, Owner, Founder	Houston, TX	79	37.69	Shift Administrators, LLC	Software	2007	Blake Birkenfeld '06	CTO, Founder		Columbia, SC
	30	68.66	Pentecom, LLC	Business Products & Services	1997	Kimberly Willmott '86	Executive VP, Owner, Founder	Palestine, TX	80	37.61	Utegration, Inc.	Utilities	2008	Bin Yu '97	President & CEO, Owner, Founder		Houston, TX
	31	66.82	LJA Engineering, Inc.	Engineering	1972	Calvin T. Ladner, PE '80	President	Houston, TX	81	37.31	Central Texas Equipment	Business Products & Services	2004	Andy Tewell '71 Bob Henry '89 Chris Tewell '96	President, Owner, Founder Vice President, Owner, Founder Vice President, Owner, Founder		Pflugerville, TX
	32	63.98	Batts Audio, Video & Lighting, Inc.	Entertainment	1998	Mark Batts '95	President, Owner, Founder	Denison, TX									
	33	63.7	Kennedy Fabricating	Manufacturing	1991	Kevin Kennedy '01 Jeremy Want '03	President CEO	Splendora, TX	82	37.17	Veritas Building Consultants LLC	Construction	2004	Donald J. Cunningham, II '93 J. Scott Cunningham '00 Donald J. Cunningham '62	Owner, Founder Owner, Founder Owner, Founder		Cedar Park, TX
	34	63.39	KAP Project Services	Oil & Gas	2005	Scott Kammerer '89	President, Owner, Founder	La Porte, TX									
	35	62.12	Summit Pump & Safety, Inc.	Oil & Gas	2009	Dana Spacek '96 Marsha Kocurek '05	President Owner	Caldwell, TX	83	36.25	Sprint Waste Services, L.P.	Environmental Services	2006	Joe Swinbank '74 Will Swinbank '02 Reagan Swinbank '03	Partner, Owner, Founder President, Owner, Founder Partner, Owner, Founder		Houston, TX
	36	61.81	Oldham Goodwin Group, LLC.	Real Estate	2005	Casey Oldham '02 Hunter Goodwin '96	Chairman, CEO, Owner, Founder President & COO, Owner	Bryan, TX	84	36.15	SERVPRO of Spring/Tomball	Consumer Products & Services	2003	Anthony Scott '87	President, Owner, Founder		Magnolia, TX
	37	61.26	TM5 Properties	Real Estate	2010	Terrence Murphy '05	CEO, Owner, Founder	Bryan, TX	85	36.02	3-C Valve & Equipment, LP	Oil & Gas	2006	Layne J. Smith '81	President, Owner, Founder		Corpus Christi, TX
	38	60.322	Oprex Surgery Baytown, LP	Health	2009	Taseer Badar '95	CEO, Owner	Pearland, TX	86	34.73	GG&S Construction Co.	Construction	2009	Josh Gray '04 Brett Schelldorf '05	President, Owner, Founder Vice President, Founder		McKinney, TX
	39	60.317	Cross Resource Group	IT Services	2006	Lana Hamilton '91 Jimmy Hamilton '90	President, Owner CEO	McKinney, TX	87	34.53	JK Bernhard Construction Co., LLC	Construction	2006	Kevin Bernhard '00	President, Owner, Founder		Kerville, TX
	40	60.25	Raider Pumping Services LP	Energy	2008	Chad Chambers '03	Managing Partner	College Station, TX	88	34.39	Direct Expansion Solutions	Construction	2007	Mike Donovan '96	President, Owner		Austin, TX
	41	56.69	Capitol Home Health	Health	2010	Jerry Shults '81	CEO, Owner, Founder	Austin, TX	89	34	Schwarz Hanson Architects	Architecture	1995	Gerald Schwarz '82 Tod Hanson '88	President, Owner, Founder Vice President, Owner, Founder		Fort Worth, TX
	42	55.91	Empowered Solutions, Inc.	IT Services	2005	Richard L. Harbin '92	President, Owner, Founder	Plano, TX									
	43	55.64	M-erg	Business Products & Services	2003	Martha Parker '95	President, Owner, Founder	Houston, TX	90	33.71	GSD Construction	Construction	2007	Sam Seidel '02 Drew Ondrey '02 Aaron Davis '02	Partner, Owner Partner, Owner Partner, Owner		Houston, TX
	44	54.76	Comflow Mechanical Services	Construction	2005	Jon Wiesmann '00	President, Owner	Houston, TX									
	45	53.79	Creekstone Outdoors & Custom Living	Construction	2009	Sam Hickey '02 Tara Hickey '02	President, Owner Vice President, Owner	Spring, TX	91	33.5	Shallow Sport Boats	Manufacturing	1983	Wes Hudson '02 Kyra Hudson '02	President, Owner Vice President, Owner		Los Fresnos, TX
	46	53.2	KFW Surveying	Engineering	2008	Blaine Lopez '96 George Weron '97 Craig Fletcher '97	President, Owner, Founder CEO, Owner, Founder COO, Owner, Founder	San Antonio, TX	92	33.43	Zweiacker & Associates	Real Estate	2008	Greg Zweiacker '89	Managing Partner, Owner		College Station, TX
	47	52.98	Excel Roofing & Construction	Construction	2003	Bradley Corbin '05	President, Owner, Founder	Cleburne, TX	93	33.14	Robinson Team Real Estate	Real Estate	2008	Cody Robinson '95 Teresa Robinson '94	Broker, Owner, Founder Agent, Owner, Founder		Prosper, TX
	48	52.45	Wingate Hughes Architects, PLLC	Architecture	2010	Gavin Daniels '99	Principal, Owner, Founder	Cleburne, TX	94	32.42	HTS Texas	Construction	2000	Mike Donovan '96	President, Owner, Founder		Houston, TX
	49	52.36	Schickedanz Insurance Agency, Inc.	Insurance	2004	Jason Schickedanz '98 Amber Schickedanz '00	Owner, Founder, Leader Owner, Founder, Leader	Washington, DC Perryton, TX	95	31.99	Magruder Homes	Construction	2007	John Magruder '04 Tyan Magruder '04	President, Owner Owner		College Station, TX
	50	51.59	Nutrabolt	Consumer Products & Services	2002	Doss Cunningham '04	CEO, Owner	Bryan, TX	96	31.97	S&J Fence Co.	Construction	1987	Chad Turner '99	President, Owner		Corpus Christi, TX
	51	51.41	Cortiers Real Estate	Real Estate	2008	James Murr '01 Layne Murr '05	CEO, Founder Founder	College Station, TX	97	31.87	Lowery Property Advisors	Real Estate	2008	Mark Lowery '01	Owner, Founder, Leader		Irving, TX
	52	50.01	Tex-Star Water Services	Oil & Gas	2006	Grant Swartzwelder '85	President, Owner, Founder	College Station, TX	98	31.83	Heldenfels Enterprises, Inc.	Manufacturing	1995	Fred Heldenfels IV '79	President & CEO, Owner, Founder		San Marcos, TX
								Irving, TX	99	31.63	Genesys Works	Education	2002	Rafael Alvarez '90	CEO, Founder		Houston, TX
									100	31.33	Wet Sounds	Manufacturing	2004	Timothy White '98	President, Owner, Founder		Houston, TX



Aggie Angel Network



From the November Meeting, hosted by TEEX – PDC at Disaster City

One of the most popular programs on television is ABC's Emmy Award-winning Shark Tank. While the show's theatrics are probably more important to ratings than the content itself, there is no denying the allure of watching entrepreneurs pitch their early-stage ventures to investors seeking quality returns. Regardless whether you are a fan of the show, it might interest you to know there is a local opportunity for you to gain real-life exposure to the angel investment world.

The Aggie Angel Network is a private, non-profit corporation that serves to match early-stage ventures seeking investment with accredited

private investors seeking exciting new opportunities in which to invest. The AAN is not an investment fund and makes no investment decisions or recommendations as to private investor decisions. Instead, AAN connects investors with opportunities prescreened for a strong and defined Return on Investment potential.

While the organization is operated by CNVE and supported by a number of Texas A&M System members and industry sponsors, AAN aligns investors and companies from both throughout and outside the Aggie Network, seeking opportunities to leverage our connections in the research and commercialization space in and around the university. Moreover, AAN engages faculty, current and former students in all its activities to help stimulate and support the Aggie entrepreneurial ecosystem.

AAN hosts 6 investor meetings each year, typically held in unique and interesting campus venues that offer AAN Members opportunities to explore Texas A&M's research enterprise and impact. These meetings each feature 4-6 companies invited by AAN to pitch their concepts and define an investment opportunity in which AAN Members may participate. Immediately following these meetings, Members are invited to meet privately with the candidate companies to discuss potential investments. Since its launch in 2010, AAN has invested over \$9 million across 33 early-stage companies.

**Since its launch in 2010,
AAN has invested
over \$9 million across
33 early-stage companies**



From the October Meeting, hosted at Traditions

AAN Members must qualify as an accredited investor under SEC Rule 501, and acknowledge an understanding of the high risks involved in early-stage private investment transactions. Members provide an annual membership fee entitling attendance at all AAN meetings and invitations to privately participate in all potential investment opportunities available through AAN.

Candidate companies are typically early-stage technology ventures in any industry that have already developed a basic concept and business strategy, but are seeking funding (typically < \$1 million) with which to execute. An emphasis is placed on technology-based businesses with potential for rapid growth and defined exit strategy for AAN investors. Candidates are invited to apply for screening by AAN members for consideration to pitch for the full membership. Applicant companies provide fees to support AAN operations, and will receive individual feedback and coaching prior to the group presentation.

If you are an entrepreneur seeking angel-stage investment, or an investor seeking angel-stage opportunities, we invite you to learn more about the Aggie Angel Network and its unique connections to Aggie (and other) investors and companies. Visit our website for additional information, or contact Blake Petty, AAN's Executive Director, for an invitation to our next meeting:

www.aggieangelnetwork.com.

AGGIE
ANGEL NETWORK



Who We Are:

- Non-Profit group supported by TAMUS Office of Technology Commercialization.
- Our goal is to match early stage startups with accredited investors.
- We host 4-6 investor meetings per year, with 4-5 companies pitching at each.
- We have invested over \$9 Million across 33 early-stage companies since 2010.

How We Can Help You:

- We help match accredited investors with early stage investment opportunities within the Aggie Network.
- We find investors for companies with a strong, defined Return on Investment opportunity.

www.aggieangelnetwork.com

Startup Aggieland & Seed Fund



Thinking back on your days as a student at Texas A&M, you would probably recognize a lot of differences in yourself...you the student vs. you the professional. Perhaps there have been marked changes from your days in the dorm and all-night study sessions, but one thing about you has likely remained the same throughout: you are an entrepreneur. Countless Aggie 100 honorees have recalled their experiences as a student entrepreneur, selling whatever you could to whomever might need it, and learning a great deal about what it means to be an entrepreneur in the process. Imagine how effectively you might have learned those lessons, gained those life skills and strengthened your entrepreneurial fortitude, if only there had been a dedicated educational environment in which to hone these abilities.

Today's Aggie student has been given just such an opportunity. In 2013, Startup Aggieland was launched as Texas A&M's first student business accelerator and entrepreneurial education space. A collaborative project led with cross-campus support from the Mays Business School, Dwight Look College of Engineering, the Colleges of Architecture and Liberal Arts, and the TAMU Division of Research, Startup Aggieland began just as many business do – as a small but ambitious venture. Since opening its doors, Startup Aggieland has

grown into an institutional icon for experiential learning, providing entrepreneurial Aggie students of any classification or major the opportunity to test their entrepreneurial mettle and launch their business...all in parallel with their academic studies.

An entrepreneurial laboratory, Startup Aggieland operates under the guidance of CNVE, with oversight from all of the supporting Colleges. In 5,000 ft. of Class A space in the TAMU Research Park, Startup Aggieland offers tremendous resources to its student clientele, including dedicated mentorship, legal services, web-hosting, pitch-coaching, investor networking and more, including immersion into a peer-led community of innovative student entrepreneurs and co-working space in which to explore their world-changing business ideas. Startup Aggieland's student entrepreneurs receive legal assistance from their counterparts at the Texas A&M Law School, product development services from the Dwight Look College of Engineering, and business development guidance from a stable of both faculty and non-faculty mentors, angel investors, business and community leaders, all volunteering their time and efforts to help grow the next generation of Aggie 100 honorees.

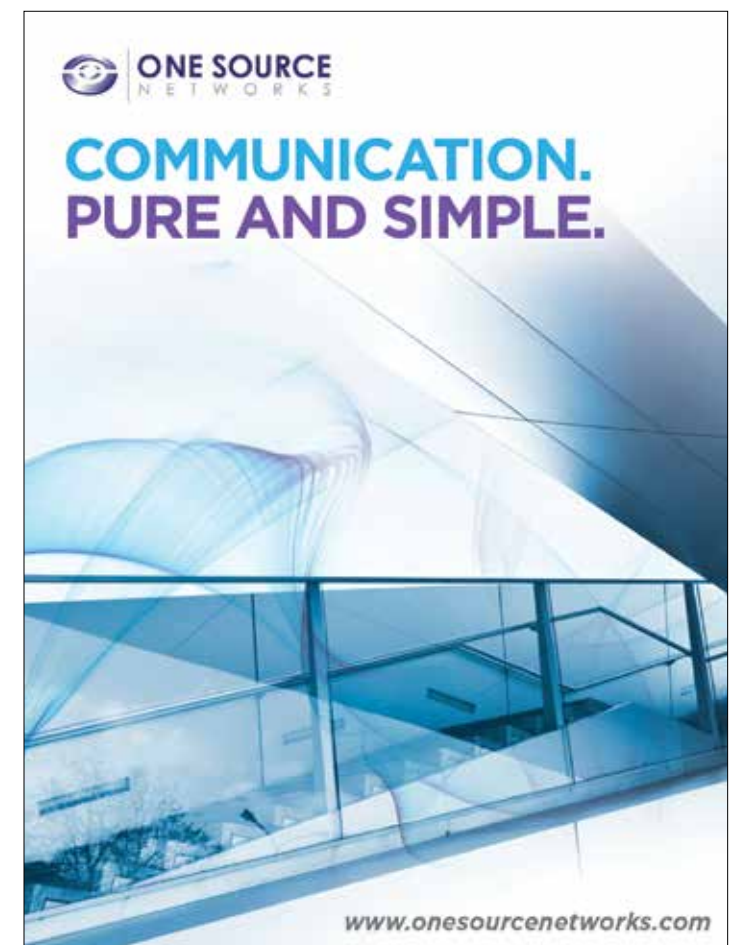


In 2013, Startup Aggieland was launched as Texas A&M's first student business accelerator and entrepreneurial education space



Student entrepreneurs are also given access to the Startup Aggieland Seed Fund, a donor-sponsored fund managed by CNVE to award small seed grants directly to Startup Aggieland teams to assist in building their businesses. Seed Fund awards (typically \$500-\$2000 per team), are competitively screened and selected by a student-led committee of peers who evaluate the team's goals and proposed use of funding to determine highest impact for Seed Fund awards. The Startup Aggieland Seed Fund was established with donor support through the Texas A&M Foundation, with no equity or debt transaction associated with the awards. Instead these small seed grants serve to ignite action behind these worthy student startups, and provide these Aggie entrepreneurs with their first funding support to move forward.

As with all of CNVE's programs for Aggie entrepreneurs, we require tremendous assistance and involvement from our network of volunteers to make Startup Aggieland an effective resource for our students. We invite you to become involved with Startup Aggieland in whatever way comfortable...come mentor a student startup team, or offer your professional services at a discount to these young ventures. Contribute to the Startup Aggieland Seed Fund and help CNVE support the next generation of Aggie 100 honorees.





3 DAY STARTUP 3DS POWERED BY CNVE

Imagine building a business in 3 days. While this seems to be an insurmountable task, twice a year students at Texas A&M University take on the challenge. From brainstorming business ideas to final pitches, 3 Day Startup participants spend one weekend creating a business from the ground up. At the end of the weekend each team will pitch their business to a Pro Panel who evaluates each venture and provides feedback. Many of the businesses started through 3DS go on to become resident entrepreneurs at Startup Aggiland. Over the weekend mentors from the community and entrepreneurial ecosystem like you join the students to act as a sounding board and guide to help flush out their business idea into a viable venture.

My Time as a 3DS Mentor



By Charles "Chuck" Hinton '76

I have served as a 3 Day Startup (3DS) mentor on six occasions and will continue this practice for the foreseeable future. The program is solid and extraordinarily educational from a business model startup and experiential perspective, and it's just plain fun.

On Friday afternoon, dozens of kids show up with ideas they think are going to set the world on fire and quickly learn that others agree or don't with the potential of the latest, greatest doodad out there. Just a few ideas are selected to go forward in the exercise, and the kids with ideas that did not get selected have to adjust their thinking and attitudes to wear a new hat which is that of a team member and not the team leader grooming their baby (idea). The students whose idea was selected now have to scramble and recruit to select team members that he or she thinks have strengths that will benefit the mission. The newly formed teams spend the rest of the evening and night trying to figure out what value their idea delivers and who it delivers to...in other words, 'Who in the world needs this and will they buy it.'

Saturday morning we kick the kids out of the building and tell them to go interview potential customers to validate whether they actually have pain points this doodad soothes or problems that can be solved by the device/app/gadget/service the team wants to create. The teams come back at noon either elated because they think they have traction, dejected because nobody is interested, or still dazed and confused. Mentors council teams and prepare to catch those that are too high and pick up those that are too low. The dazed and confused will

50 student entrepreneurs.
3 days.
Startup Created.

eventually start seeing the light, but it might not be until Sunday morning. Saturday night we mentors help evaluate and critique the pitches the teams start writing for presentation on Sunday afternoon.

What is most *rewarding* from this whole exercise for me is to witness the extraordinary growth all of the teams experience. Only one or maybe two of the ideas have much going for them, but all of the kids start to learn the logical progression from ideation to potential execution. We have had several individuals join Startup Aggiland teams after a 3DS experience and a couple of teams continue through Startup and eventually get funded. Please consider serving as a mentor for the Center for New Ventures and Entrepreneurship at 3DS and other programs. Satisfaction guaranteed.

Who are the Aggie 100 2015?

Companies on
the List Four or
More Years

9

...

New Companies
on the List

38

...

States Represented

8 and DC

Aggies Employed
by the 2015
Aggie 100 Companies

15,900+

Earliest Founding Date

1936

...

Newest Founding Date Year

2010

Oldest Class Year

1960

...

Youngest
Class Year

2009

...

Top Growth Rate

253%

Class with Most
Representation

2000/2002

...

Total Revenues
for Nominees

\$3.1 Billion



The Raymond Ideas Challenge and Scholarship



The Raymond Ideas Challenge

Every spring, CNVE 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 one of CNVE’s longest running programs, celebrating 15 years in 2016. To enter, students complete a detailed application of their “big idea” that is judged by members of the academic and business communities. Because pitches aren’t based upon a viable prototype, students are able to think outside of the box and tackle issues that may currently be out of their scope of knowledge or their particular skill set. From new sources of renewable energy to portable sound shields, students use the Raymond Ideas Challenge as a way to tackle the big issues of tomorrow. The Challenge attracts hundreds of submissions, and after careful consideration, 40 entrants are invited to present their ideas in person to a panel of judges from the business community. Being a judge is an impactful experience in which community members influence students’ product and service ideas and select winners of almost \$10,000 in cash prizes.



The Raymond Scholarship

The Center for New Ventures and Entrepreneurship (CNVE) sponsors a \$5,000 per year scholarship through The Frank J. and Jean Raymond Foundation, Inc. This scholarship is for the benefit of Texas A&M University undergraduate students affiliated with Mays Business School.

To be considered for this scholarship, students must have expressed or demonstrated an interest in entrepreneurship and/or participated in the entrepreneurship programs at Mays and/or have involvement in such programs as the Ideas Challenge, certificate program, entrepreneurship classes and other activities offered by CNVE. Additionally, Mays students who are currently operating their own entrepreneurial ventures, or plan to begin one, are also eligible.

For the 2015-2016 academic year, 5 scholarships were awarded for a total of \$25,000.



AGGIE ENTREPRENEURSHIP SATURDAY



Century Club members are invited to participate in Aggie Entrepreneurship Saturday, an event designed to provide networking and learning opportunities for entrepreneurial Aggies. The Association of Former Students, Mays Business School’s Center for New Ventures and Entrepreneurship and Startup AggIELand have collaborated to host this event with the goal of developing entrepreneurs and leveraging the Aggie Network to create connections while featuring successful entrepreneurs who are former students of Texas A&M.

“This was a great opportunity to learn from other Aggie Entrepreneurs on many topics that uniquely apply to us. I can immediately apply lessons learned Saturday to my business on Monday morning. I can’t wait for next year!”

~Kyle McCaw '00



Questions regarding the event may be directed to Rebekah Josefy '13 at 979-845-7514 or RJosefy13@AggieNetwork.com.

Additional information is also available at AggieNetwork.com/entrepreneurship.

THE ASSOCIATION OF FORMER STUDENTS | 505 GEORGE BUSH DRIVE, COLLEGE STATION, TEXAS 77840 | 979-845-7514

THE DORMCUBATOR

BY JANESHA MOSES '16



MacCalle (Mac) Cunningham '18; photo by Kyle Cameron '14

DO YOU HAVE A GREAT BUSINESS IDEA

stuck in your head just waiting to be developed? How many great business plans have you thought of and forgot about because you didn't have the opportunity to make them a reality? Startup Aggieland has made pursuing entrepreneurial endeavors and success a way of life with their Startup Living Learning Community.

The Startup Living Learning Community (LLC), otherwise known as the "Dormcubator," is a student business accelerator that places students in an environment where they can collaborate and work on their ideas together. It is a program aimed at freshmen with the aid of sophomore peer leaders, so students are able to learn from one another. The Dormcubator, located in Hullabaloo Hall, has 24-hour access to facilities with resources like offices, labs, study areas, and more. Not only does the Dormcubator provide students with an atmosphere to foster creativity, but it also promotes events that students can participate in to share their ideas. Students like MacCalle (Mac) Cunningham '18 are a testimony to the success of the Startup LLC.

As a freshman last year, Mac won the Shark Frenzy event and a \$5,000 Investment Prize. She finished in the top 12 at the Collegiate Entrepreneurs Organization's 2015 National Elevator Pitch Competition held in Kansas City. She was named by the Mays Center for Retailing Studies as this year's Rising Star Award recipient, which qualified her to travel to Dallas for the Retail Summit. And for the second year in a row, Mac advanced to the top 20 for Food+City in Austin, a competition where students pitch a business idea to improve the logistics of food distribution globally. Her concept, "Go Fresh!," provides a way for consumers and restaurant owners to keep their produce fresh longer.

"The Food+City Challenge has been a major contribution to my success as an entrepreneur. I entered college with one goal—to make a difference," Mac stated in her Food+City blog. She goes on to say that "the competition prepared me for the development of my business. I discovered my target customer, how I would sell my product and how I would reach my customer. This event opened so many doors and helped me grow as a person."

Aside from living in the Dormcubator, students in this LLC must enroll in a course, Intro to Entrepreneurship (MGMT 289), which is geared toward helping their future business plans succeed. In doing this, the students are constantly in an environment that pushes them toward accomplishing their goals. But that isn't what most students seem to love about the LLC.

"The selling point for students to join the LLC is establishing a foundation of like-minded but diverse friends and faculty whom are entrepreneurial and innovative as well as collaborative and supportive," according to Shelly Brenckman, Startup LLC manager, MGMT 289 instructor and Startup Aggieland marketing coordinator.

So far, the Dormcubator has been successful in producing promising and innovative students. This spring, the students will go from entrepreneurial brainstorming to implementation. There are sure to be many new and exciting innovations to come!



Photos courtesy of Startup LLC

Entrepreneurship Bootcamp for Veterans with Disabilities



Entrepreneurship Bootcamp for Veterans (EBV) at Texas A&M is a novel, one-of-a-kind initiative designed to leverage the skills, resources and infrastructure of higher education to offer cutting-edge, experiential training in entrepreneurship and small business management to post-9/11 veterans and their families. The aim of the program is to open the door to economic opportunity for our veterans and their families by developing their competencies in creating and sustaining an entrepreneurial venture.

For eight days, veterans from all over the nation will attend this rigorous "bootcamp" program and will leave with an ability to confidently start their own business. Our veterans attend daily classes led by current business owners, Texas A&M faculty, and other prominent members of the business community. At the end of the week, participants will pitch their business to a panel of mentors who will provide constructive feedback to help their ventures grow.

The program is offered entirely free to participants through the generous support of the EBV universities and the private giving of individuals and corporations. Examples of expenses covered by the program include transportation, lodging, food and textbooks.

Mentors and lecturers are all an invaluable asset to the EBV program and have the biggest impact on the future success of our veteran entrepreneurs. Throughout their time on campus, participants benefit from personal meetings with various mentors from the community who are vital to the EBV experience. One EBV participant wrote that the best part of his experience was "the overwhelming amount of support in terms of available resources, and professionals that were willing to share their time and support with us. I really felt like an Aggie!" Being a mentor during the week of EBV truly influences these veterans' entrepreneurial journey.



Entrepreneurship Bootcamp for Veterans with Disabilities

The Center for New Ventures and Entrepreneurship at Texas A&M University needs YOU!!



Want to be part of this life changing program?

Please consider supporting our program.

For more information please visit our website at ebv.tamu.edu

Or contact Richard Lester at rlester@mays.tamu.edu



MAYS BUSINESS SCHOOL
TEXAS A&M UNIVERSITY

CENTER FOR NEW VENTURES AND
ENTREPRENEURSHIP

AGGIES SUPPORTING VETERANS

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MBA

Venture Challenge

First-year MBA student Alycia Crandall stood outside the back doors of the Cocanougher Center with her unofficial fifth teammate in the MBA Venture Challenge: a full-grown horse. Her mission: to deliver a compelling elevator pitch convincing each of the 75 judges in attendance to come listen to her team's analysis of RevaTis, a new veterinary medicine research company commercializing stem cell services for thoroughbred horses.

The elevator pitch competition was the first round of the MBA Venture Challenge, a seven-day experiential competition held annually in collaboration between the MBA Program and the Center for New Ventures and Entrepreneurship (CNVE), both at Mays Business School.

In this year's challenge, 63 first-year MBA students formed into 15 teams and selected from a pool of 25 early-stage companies seeking advice and analysis on their market opportunity and growth strategies. Each year the MBA Venture Challenge creates high-stakes competition between the teams, for both sponsored cash awards and course credit, as well as high-value effort and insights for the participating firms.

The MBA Venture Challenge asks the MBA student teams to provide a clear, unbiased and business-oriented evaluation of their selected firm's market and financial viability. The CNVE sources these early-stage firms from its position in the Aggie and local entrepreneurial ecosystem, utilizing partners such as the Aggie Angel Network, A&M System Technology Commercialization, the Research Valley Innovation Center, Seed Sumo, Innovation Underground and the TEEX Product Development Center. These businesses come from a wide variety of industries, from internet media to medical devices; consumer technology to animal health.

The MBA teams are allowed only one week of direct contact with company representatives, but are provided feedback and guidance from industry and university mentors, including the MBA Program Faculty. MBA Program Director Shannon Deer explains: "Venture Challenge is so beneficial to both our students and to the companies



participating. The MBA Program has completely integrated the Challenge into our students' course work, evaluating their analysis and recommendations for course credit."

After seven days (and long nights) of preparation, evaluation and analysis, the MBA Venture Challenge culminates in a full-day competition that starts with an elevator pitch round, two full rounds of preliminary presentations, then a finals round of presentations from the top six teams. Throughout the presentation rounds, teams are scored by an audience of invited judges from CNVE's network of business, academic and entrepreneurial community leaders. Each round requires the teams to present a concise but in-depth analysis of the venture and provide meaningful recommendations to the venture's leadership on how to best address their shortcomings.

CNVE Director Blake Petty describes the MBA Venture Challenge as a unique and valuable experience for all participants – students, ventures and judges. "It has always been aimed at offering the MBA students an impactful experience introducing many of them to the unique aspects of leading and launching a new business," he said. "As a meaningful – and powerful – side effect, the participating companies and judges receive valuable insights, critique, analysis and recommendations toward pivots and improvements their new ventures can make to enhance their likelihood of success."

The MBA Venture Challenge is held each year in February.





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The staff of the Center for New Ventures and Entrepreneurship (CNVE) is honored to have the privilege to recognize successful Aggie entrepreneurs.



*Christine M. Hollinden '87
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The Aggie 100 would not be the success that it is today without the many people and organizations that have helped to make it a reality. We would like to thank two long-term supporters in particular: PKF Texas and Hollinden. PKF is the official accounting firm of the Aggie 100, which reviews and verifies all information submitted by the applicants each year. Hollinden is the marketing firm for the Aggie 100 that designs and produces all graphical design, marketing materials, and programs connected with the event.

Our heartfelt thanks also goes to several more long-term contributors to the Aggie 100. The Texas A&M Foundation, The Association of Former Students and AgniTEK have provided ongoing support to help this program become what it is today. Many other companies and individuals purchased tables and tickets for the event and helped underwrite the cost of student attendance at the luncheon.

Student organizations, such as the Maroon Coats and the Texas A&M Singing Cadets, who ensured that everyone was warmly welcomed back to Aggieland. The support of all of these organizations is gratefully acknowledged and appreciated. The Aggie 100 would not be a reality without the generous support of our contributors.

CNVE Volunteers

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



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