@Mays

We Step UP to Impact the World

New Petroleum Ventures Program and more

page 19
Howdy!

We hope you enjoy reading this issue of @Mays magazine. Over the past year, in addition to serving as Dean of Mays Business School, I was elected by other business deans to serve on the International Board of Directors of the Association to Advance Collegiate Schools of Business (AACSB), which is our global accrediting body and membership association. Indeed, business schools worldwide are exploring new ways to innovate and create more value for society in areas that will, perhaps, stretch our imaginations.

I am very proud that Mays completed its visioning during the spring semester, which, when fully implemented, will positively impact the future of business education. In January, we launched our Strategic Planning Initiative with the goal of updating the school’s comprehensive strategic plan by the end of 2016. This process includes reimagining how we continuously innovate our academic programs to better prepare our students for career success and how to engage our multiple stakeholders in the process to make a significant impact on society. We will build on our strengths. Therefore, an integral part of the visioning process was digging deeper to uncover Mays’ distinctive characteristics. This spring, we unveiled a new vision statement with four themes that define who we are. More information is included in this edition of @Mays.

Also in this issue, we salute a number of former students, donors, faculty and current students who are making a significant and unique impact - donors like Anthony Bahr and Jay Graham who stepped up to establish The Petroleum Ventures Program (PVP), an academic collaboration between Mays and the Dwight Look College of Engineering. Additionally, we salute students such as Britton Eastburn, who is pursuing his MD and MBA and is part of TriFusion Devices - a startup company that consists of only Aggies. Recently, this team won the grand prize at the Rice Business Plan Competition for customizable, 3D-printed prosthetic leg devices.

Thank you for participating in this important journey. Together, we are writing the next chapter in the remarkable story that is Mays Business School.

Dr. Eli Jones ’82
Dean and Professor of Marketing
Mays launched a Strategic Planning Initiative with the goal of refreshing its strategic plan by the end of the year. In January, 35 people from Mays attended a retreat/advance at Deloitte University to take a deep dive into what makes Mays distinctive. In February and March, more than 140 faculty and staff attended Town Hall meetings to build and design a vision for Mays. From input synthesized from town hall meetings, survey questions, the dean’s listening tour, and the retreat/advance, four themes emerged that underlie who we are as Mays Business School. Mays faculty and staff members recently celebrated the rollout of the new vision statement.

More than 100 faculty and staff are participating in work teams to consider what it will take to accomplish the vision with respect to each of the four themes.
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to Impact the World

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National Recognition

The Professional MBA Program moved up among its peers in the 2017 *U.S. News & World Report* Best Graduate Schools rankings — to 30th overall among part-time MBA programs and 18th among public universities, up from 32nd and 21st in 2015.

Mays’ MBA Programs ranked 7th out of 50 programs in *College Choice’s* 2016 rankings of the top MBA programs in the United States.

The MBA Executive Program has been recognized as a “Top Tier” MBA in North America and globally by *CEO Magazine’s* Global Ranking 2016. The rankings are based on key performance indicators of interest and value to potential students: the learning environment, class sizes, tuition fees, faculty, delivery methods, international diversity and gender makeup.

Mays was ranked 1st in Texas and 9th among the top 77 U.S. business schools in 2016 in *Military Times’* annual ranking of business schools that are “Best for Vets.”
The Full-Time MBA Program maintained its place with an elite group of colleges in the 2017 *U.S. News & World Report* Best Graduate Schools rankings. Mays is ranked 31st nationally and is in the Top 12 public universities.

Mays placed 7th in the 2016 *College Choice* rankings. Factors considered were cost of attendance (annual tuition), placement in existing ranking data and reputation and track record in the business community. The data was gathered from *U.S. News & World Report*, individual school websites, *The Economist*, *Bloomberg Businessweek*, PayScale.com and other public sources.
ACCOUNTING

The Department of Accounting celebrated the 25th anniversary of the Professional Program (PPA) this spring. It has become one of the largest providers of CPAs nationally and by far the largest in Texas. It has produced about 4,500 graduates and is consistently ranked in the Top 10 accounting programs nationally by a number of ranking services. The CPA exam pass rates of Mays PPA students significantly exceed national averages, and the program is usually in the Top 10 in that category among large accounting programs.

To recognize those who have contributed to the accounting program’s growth and success, the Accounting Hall of Honor was created. The initial honorees are **BILLY ATKINSON ’72, DAVID BAGGETT ’81, RANDY CAIN ’82, and RANDY HILL ’83** (above). Atkinson is chairman of the Texas Public Finance Authority. Baggett is the managing partner of Opportune LLP, an energy consulting firm. Cain is the vice chair and southwest region managing partner for Ernst & Young. Hill is an audit partner at KPMG.

Former and current students attended the PPA 25th anniversary reunion and scholarship event.
The Lifetime Achievement Award recognizes a PPA graduate whose collective body of work has resulted in a substantial incremental change in the business community, the accounting profession and/or the lives of those who practice accounting. The initial recipient is GARY BRAUCHLE ‘95, executive vice president and CFO at Tallgrass Energy Partners, L.P.

The Rising Star Award recognizes a recent PPA graduate who is making a substantial impact on society through business acumen, exceptional leadership or entrepreneurial success. The initial Rising Star Award recipient is DOSS CUNNINGHAM ‘04, managing partner and CEO of Woodbolt International.

CAREER MANAGEMENT CENTER (CMC)

Faculty and staff members gathered Dec. 2 for the first Signing Day for Mays MBA and master’s students who accepted job and internship offers. The 70 signees celebrated in the Cocanougher Center with refreshments and photo sessions, just as athletes do when they commit to teams.

Almost 96 percent of last year’s master’s students received job offers before graduating. The top companies hiring Mays graduates are Hewlett-Packard, Dell, AT&T, Infosys, and Amazon. The top industries are technology, consulting and energy. The top fields are consulting, finance/accounting, general management, sales/marketing, logistics/operations and human resources.

CENTER FOR EXECUTIVE DEVELOPMENT (CED)

CED offered its Business Management Certificate Program for the 11th year, which provides undergraduate and graduate engineering students an opportunity to gain knowledge and skills related to a comprehensive business acumen that complements their technical skills. Students learn the principles of accounting, finance, supply chain, management and marketing.

During a two-week period, students receive about 90 hours of in-depth instruction from Mays faculty and apply business principles to their technical areas. The program culminates with a group project presentation in which students analyze the business model and customer segment of a product or service designed by engineering faculty, student groups and other organizations.

Students are given a foundation of business knowledge and an understanding of business concepts that can be applied as they enter the workforce. In addition, they get the opportunity to network with Mays faculty members and other engineering students.
 CENTER FOR HUMAN RESOURCE MANAGEMENT (CHRM)

In May, the center held its board meeting at ExxonMobil’s new campus in The Woodlands. In fall 2016, 21 CHRM board member companies will each send three HR representatives to network with MS in Human Resource Management students. They will get a unique opportunity to learn more about CHRM company cultures, their HR organizations, job opportunities, geographic locations and learning/development opportunities, while the companies will be able to gain insight about the students prior to the fall interview season.

 CENTER FOR INTERNATIONAL BUSINESS STUDIES (CIBS)

JULIAN GASPAR, executive director, celebrated 25 years with CIBS. He joined Mays on April 6, 1991, to manage the academic programs of the U.S. Department of Education’s Center for International Business and Research (CIBER) grant that was awarded to the CIBS. It enabled Mays to become one of only 17 CIBER business schools in the nation.

Gaspar teaches international finance and special topics in international business while spearheading efforts to globalize the Mays curriculum and faculty. He also leads three faculty-led study abroad programs. Since 2002, Gaspar has taken 517 Mays students abroad. When he arrived at Texas A&M in 1991, fewer than 500 students were studying abroad across the entire university. In 2014–16, Mays alone had 599 students pursue international opportunities.

 Mays students enrolled in the International Management class (MGMT/IBUS 452) gain real-life global experience without leaving the country.

DARIA PANINA, a faculty member in the Department of Management, is a member of X-Culture – a global collaboration project that includes professors from 107 universities in 43 countries.

All students enrolled in Panina’s class are randomly assigned to global virtual teams, usually consisting of up to seven students from different countries. The teams are required to provide a business solution to an actual company that partners with X-Culture. Students have a semester to do their research and work with their counterparts across the globe to develop a business plan for their company.

 STUDY ABROAD STUDENT TOTALS

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<th>Country</th>
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CENTER FOR THE MANAGEMENT OF INFORMATION SYSTEMS (CMIS)

‘Big Data’ was the theme of the 17th annual Women in Information Technology (WIT) conference, hosted by CMIS. The theme focused on the variety of data collected, processed and analyzed in our world today, as well as the consumer perspective, such as reward programs generated from data collection.

The attendees were encouraged to find ways to promote women in technology. A red chair was unveiled at the front of the room as a symbol inviting everyone to “sit” and acknowledge the need for more diversity in technology.

Attendees included students from Texas A&M, Blinn College, Prairie View A&M and Tarleton State, as well as MIS professionals and CMIS advisory board members. CMIS board member sponsors included ConocoPhillips, General Motors, Hewlett-Packard, Noble Energy, Phillips 66, Shell, Anadarko, Chevron, ExxonMobil, National Instruments, PwC, USAA, Charles Schwab, Deloitte, Marathon Oil and Southwest Airlines.

The conference sponsor was Goldman Sachs.

Faculty and students also participated in the annual Hour of Code in their MIS classes at Texas A&M and volunteered at local elementary, middle school, and high school classes as part of a CMIS outreach program.

CENTER FOR NEW VENTURES AND ENTREPRENEURSHIP (CNVE)

CNVE hosted the Raymond Ideas Challenge, a campus-wide competition in which undergraduate and graduate students learn by developing business concepts, writing skills and presentation abilities.

This year’s first-place team of TRENT TATE, DAKOTAH KARRER, VINCE RODRIGUEZ and DAVID SMITH received $3,000 for “Commercializing Low Earth Orbit with a Turnkey CubeSat Product.”

“IceMe,” created by SHRavan SHETTY, AAKASH JAIN, YEShwANT JA and RISHUB MISHRA, won the $1,000 first-place video prize.

CENTER FOR RETAILING STUDIES (CRS)

Mays and CRS hosted the 6th annual Theory + Practice in Marketing conference in Houston in May. Attendees from eight countries discussed the relevance of marketing research to business practices and showcased research that focuses on substantive business problems. Marketing Professor VENKY SHANKAR spearheaded the conference.

RETAILING SUMMIT 2016

An executive forum | OCTOBER 13-14, 2016

CRS hosts the Retailing Summit in Dallas each year to allow retail leaders to address broad but timely topics, while outlining practical solutions to business challenges.
MARY LEA McANALLY, interim director of innovation and strategic planning, earned teaching awards for both the Executive MBA and the Professional MBA programs.

The Executive MBA Class of 2017 Cornerstone Project is designed to help first-year participants integrate their learning across four of the first-year EMBA classes of accounting, marketing, finance, and business communication. Each team selects a company and takes on the role of a consultant recruited by a client (played by JOHN KRAJICEK, executive professor and assistant director of Business Communication Studies). The client asks each team to analyze a particular company, assess the stock’s intrinsic value relative to its actual stock price, make an investment recommendation and deliver a formal presentation that must be supported by strong accounting analysis, in-depth marketing research and sound modeling of the intrinsic value of the company’s stock. Each presentation is judged by a panel of faculty who engage in vigorous Q&A. The faculty panel is comprised of MARY LEA McANALLY, SHANE JOHNSON, and VENKY SHANKAR. At the end, the faculty panel assesses the presentations and awards cash prizes.

**Executive MBA Class of 2017 Cornerstone Presentation Winners**

**First place ($2,500): TEAM 7**
MARGULAN ABZALOV, GARETH BURTON, ROB GIBSON, SANDEEP GHOSH, AND HILDA PADRON

**Second place ($1,500): TEAM 4**
SARAH SMITH, ANDRE VALMORE, ROB WALLACE, KIRAN KOYA, AND KAYVAN ZAREA

**Best individual presenter ($250):**
PATTI MILLER

**Best Q&A presenter ($250):**
THUSHAN PERERA

MIKE ALEXANDER, director of the Professional MBA Program, worked with Full-Time MBA Class of 2017 student GRANT SPEAKES to launch an MBA Veterans Affinity Group to help the increasing number of veterans coming to all three MBA programs. The group helps veterans and their families transition into an academic setting. Speakes serves as the coordinator and BALA SHETTY, interim associate dean for graduate programs, is the faculty advisor. To be involved, contact Speakes at grant.speakes@tamu.edu.

At the MBA Venture Challenge this year, one team added a compelling teammate when delivering its elevator pitch: a full-grown horse. The 75 judges in attendance listened to the 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, an annual seven-day experiential competition in collaboration between the MBA Program and Center for New Ventures and Enterpreneurship. This year, 63 first-year MBA students formed 15 teams and selected from a pool of 25 early-stage companies seeking advice.
and analysis about their market opportunities and growth strategies. The 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.

MBA Venture Challenge Winners

First place ($5,000, sponsored by Aggie Angel Network)
**BLOCK PARTY SUITES**: JAMES HAMMOND, TIEN LE, BRIAN NEWBURY, AND JORDAN NIELSON

Second place ($3,000, sponsored by Research Valley Innovation Center)
**ADVENTURE GURU**: JONATHAN MACRAE, EVA MARTINEZ-SALINAS, JOHN DEXTER, AND SAURABH KULKARN

Third place ($2,000, sponsored by JBKnowledge)
**SCEPTER MEDICAL DEVICES**: JASON MORGAN, LILLIAN NIAKAN, RAJ SRIDHARAN, AND SNEHA DAS

The healthcare industry is one of the world’s largest and fastest-growing industries, representing more than 10 percent of the GDP of most developed nations. Naumann said the industry needs what the Mays MBA program offers: students from diverse backgrounds collaborating with teammates.

Crandall said the program equips them with a better idea of how services are provided to customers, an understanding of the base and the ability to market themselves within the industry. Niakan said the program is “creating thought leaders and early changers to the health care system, and having those skills can help the healthcare system improve.”

The MD/MBA Cooperative connects full-time students to the healthcare industry. Three women are enrolled in the current Class of 2017: ALYCIA CRANDALL, DVM/MBA, LILLIAN NIAKAN, MD/MBA, and HEATHER NAUMANN, MD/MBA. The students are pursuing an MBA in addition to their medical degrees in order to integrate business skills into their medical practices. The students cited how the role of a physician has changed to more of a managerial position, with scarce resources. Therefore, doctors need to know how to delegate, how to lead and how to deal with all types of people.

The Executive MBA Class of 2016’s commencement began with teams of graduates presenting artifacts to the class as a parting gift. The presentations ranged from videos of team experiences to fun raps about faculty. The participants were then surprised with the opportunity to assemble 15 bikes to present to the DePelchin Children’s Center in Houston.
MANAGEMENT

MATT JOSEFY and TROY SMITH, doctoral candidates in the Department of Management, received the 2016 Senator Phil Gramm Fellowship for excellence in research and teaching. The fellowship was created to recognize unique Ph.D. students who excel in both areas. Nominees can be submitted from all doctoral programs at Texas A&M, and six students are chosen. Gramm, a retired U.S. Senator, now operates Gramm Partners, a public policy firm in Washington, D.C.

MARKETING

The Professional Selling Initiative welcomes two new companies at the partner level: Goosehead Insurance and C.H. Robinson. Both have committed to $10,000 annual investments for two years.

Five MS Marketing students in the Marketing 660 course took the top prize at the American Fuel and Petrochemical Manufacturers Recruitment Challenge Competition. Below, ANNA IVANKO, RICARDO LUGO, KARA GIEGER, CHRISTA INGLE, and APRIL JOHNSON (not pictured) represented Mays in the Houston-based competition with student teams from nine other universities. Professor STEPHEN MCDANIEL teaches the course.

SPECIAL PROGRAMS

Seventeen Aggies headed to Spain on May 18 to walk a 1,000-year-old pilgrimage route, the Camino de Santiago (the Way of St. James). About 500 miles and 36 days later, they arrived in Santiago.

The largest Mays group in recent years participated in Texas A&M’s annual Student Research Week. The topics studied by the 12 Research Scholars at Mays (RS@Mays) included corporate governance, female representation on boards of directors, non-profit boards and social responsibility. RS@Mays is a leadership program designed to help students develop the Mays core competencies – communication, problem solving, creating new opportunities, leading, managing, working with others and acting ethically. An undergraduate or a master’s student with research experience leads a team of three undergraduate students in conducting research.

STARTUP AGGIELAND POWERED BY CNVE

TriFusion Devices, a student team from Texas A&M, won the grand prize at the Rice Business Plan Competition – the first time for a Texas A&M team. It is the largest student-centered business plan competition in the world; and TriFusion collected four checks totaling nearly $400,000. The team also collected $35,000 at the Texas New Ventures Competition at Texas A&M.

TriFusion Devices developed customizable, 3D-printed prosthetic leg devices. Co-founders are engineering Ph.D. students BLAKE TEIPEL and BRANDON Sweeney, and MD/MBA student BRITTON EASTBURN.
The TriFusion team has been involved in many of the Center for New Ventures and Entrepreneurship endeavors, including the Raymond Ideas Challenge (which it won twice), Silicon Valley Bank Trek, and NSF Innovation Corps.

ReGrub, a startup launched by two Texas A&M students that uses insects to convert food waste into fertilizer, won the People's Choice Award at the second annual Food+City Challenge. The two freshmen who launched ReGrub are part of Startup Aggieland’s Living Learning Community (LLC). Blake Harvey is a business administration major and Ryan Woolsey is a political science major. The team garnered more than 1,600 votes of 6,000 cast in person and online. They also qualified for the Top 20 out of 200+ entries worldwide.

Startup LLC sophomore McCalley Cunningham, a two-time Food+City Top 20 qualifier, pitched her product GoFresh – a product that naturally extends the shelf life of fruits and vegetable. Startup LLC freshman Allison Kornher assisted GoFresh.

Six of Startup Aggieland’s “Dormcubator” students traveled to Kansas City, Mo., for the Collegiate Entrepreneurs’ Organization’s (CEO’s) annual national conference. Five freshmen and one sophomore attended from the Startup Living Learning Community, led by Management Lecturer Shelly Brenckman ’79. Startup LLC Peer Leader McCalley Cunningham also competed in CEO’s National Elevator Pitch Competition, advancing from the semifinals of more than 60 contestants to the Top 12 in the final round. Cunningham had reached the Top 3 the previous year. Freshmen participating in the three-day conference included students from Mays and the colleges of architecture, engineering and liberal arts.
**Faculty & Staff ACHIEVEMENTS**

**KIM AUSTIN**, director of the graduate business Career Management Center, served on the steering committee for the MBA Career Services and Employers Alliance (MBA CSEA) global conference in Singapore.

**AARON BECKER**, clinical assistant professor in informational and operations management, received the Nancy and William Gardiner Teaching Excellence Award.

**SHELLY BRENCKMAN**, marketing coordinator for Startup Aggieland, was named the 2015 International Brand Master by Educational Marketing Group. She also received the 2016 Women’s Legacy Award by the Women Former Students’ Network (WFSN).

**ALLAN CHEN**, associate professor of marketing, **SUBODHA KUMAR**, professor of information and operations management, and **BALA SHETTY**, interim associate dean of graduate programs, were among 24 outstanding members of Texas A&M faculty and staff who received 2016 Distinguished Achievement Awards.

Management Professor and Gina and Anthony Bahr (’91) Professor in Business **LORRaina Eden** was elected incoming president of the Academy of International Business (AIB), the leading association of scholars and specialists in the field of international business. She will serve a three-year term starting Aug. 1. Eden was also a guest speaker at the Annual Investment Meeting (AIM) Thought Leadership Conference in Dubai.

**JON JASPERSON**, a clinical associate professor and academic director of the MS Business program, was given the Richard Stadelmann Faculty Senate Award for his first year of service on the Faculty Senate.

**Finance Clinical Professor TIM DYE** received the Lockheed Martin Teaching Award.
Finance Professor **SHANE JOHNSON** contributed two articles to the Harvard Law School Forum on Corporate Governance and Financial Regulation.

**ELI JONES**, dean of Mays Business School, was named the recipient of the 2016 Lifetime Achievement Award from the American Marketing Association’s Selling and Sales Management Special Interest Group.

**JACQUELINE KNOOP**, lecturer in the Department of Accounting, received the 2016 Texas A&M Wells Fargo Honors Faculty Mentor Award. Each year, students select one professor at Texas A&M who excels at teaching and serves as an inspiration and mentor for students.

Seven Mays employees are 2016 Fish Camp Namesakes: **DON LEWIS, ASHLEY HILGEMEIER, BRIAN BISHOP, CHARLES HINTON, KELLI LEVEY, LISA BURTON, and TOMMY JAMIESON** (below). This is the highest number in Mays history. Being a namesake honors individuals who have contributed to the university in positive ways.

**YAN LIU**, assistant professor of finance, was one of two winners of the 17th Annual Bernstein Fabozzi/Jacobs Levy Awards. Liu co-wrote an article, “Backtesting,” published in the Fall 2015 issue of *The Journal of Portfolio Management*.

**ARVIND MAHAJAN**, Lamar Savings Professor of Finance, has been named Presidential Professor for Teaching Excellence at Texas A&M University. The award underscores the importance of teaching at a major research university, and the recipient retains the title for the remainder of his or her career.

**SURESH RAMANATHAN** was a keynote speaker at GuruSpeak 2015-16 in Calcutta, India. His full-day workshop was titled, “Delivering the Next Level of Customer Satisfaction.”

**VENKY SHANKAR** was listed in the Mint as one of four famous Indian-origin alumni from top-ranked business schools in the world.

**MIKE SHAUB** received the 2016 Ernst & Young Teaching Excellence Award, making him the first two-time recipient after having also received the award in 2008. The annual award recognizes accounting faculty who have extraordinary accomplishments in teaching effectiveness, innovation, curriculum development and student service.
RAJAN VARADARAJAN, University Distinguished Professor and Distinguished Professor of Marketing, is the 2016 recipient of the Mays Lifetime Achievement Award for Research and Scholarship.

Management Professor RICHARD W. WOODMAN will be featured in a chapter of the upcoming book “Enduring Thoughts of the Thinkers of Organizational Change,” which will provide an overview of developments in the organizational change field during the past 100 years. It will include profiles of contributions to the field by more than 60 scholars.

AMY THOMPSON, senior career coordinator, received the Advisor of the Year award for the student organization, Progressively Reaching Excellence in Professionalism (PREP). Given by the Department of Student Activities, the award recognizes individuals who provide exceptional guidance to the student organizations they advise. Recipients of the Advisor of the Year award have served in their advising role for two years or more.

BEN WELCH, assistant dean for executive education, was awarded the Student Organization Advisor of the Year award for his role with Aggie Men’s Club (AMC), a Christian men’s organization on campus. Welch has been AMC’s student advisor for more than 20 years.

The recipients of the 2015 Outstanding Mays Staff Achievement Awards were JOHN NORTON, CARLA MORALES, GABE CROSBY, and KRISTI MORA.

Staff Appreciation Week

Texas A&M University President Michael K. Young expanded Staff Appreciation Week to recognize the integral role staff plays in the success of the university. Mays Staff Council was busy throughout Texas A&M’s Staff Appreciation Week. Prize patrols delivered balloons, cookies and goodie bags to staff members, and numerous door prizes were handed out during a collegewide picnic. Mays staff members also joined employees from other departments in a walk across campus.
Houston Chronicle online, Nov. 11, 2015, “Stores already feeling that Black Friday vibe.” KELLI HOLLINGER, director of the Center for Retailing Studies, commented on consumer trends around Black Friday.

Business Insider, Nov. 12, 2015, “A little bit of narcissism may make you more successful — but too much can backfire,” MURRAY BARRICK, Paul M. & James R. Whately Chair in Business, explained the relationship between narcissism and CEO behavior.

Business News Daily, Nov. 13, 2015, “Bad boss behavior starts at home.” STEPHEN COURTRIGHT, assistant professor of management, discussed how underlying unhealthy home environments can lead supervisors to exhibit abusive behavior.

Harvard Business Review online, Nov. 16, 2015, “Are successful CEOs just lucky?” Assistant Professor of Management MARKUS FITZA’s research was called the “most sweeping indictment of the idea that CEOs’ careers are shaped by skill,” showing how much of firm performance attributed to CEOs should actually be attributed to chance.

The Eagle, Nov. 28, 2015, “Black Friday shopping starts earlier, but with less shoppers.” VENKATESH SHANKAR, marketing professor, likened in-store shopping on Black Friday to “a sales day on steroids.”

Fast Company, Nov. 30, 2015, “5 reasons to choose a top brand over top pay.” Research by ALINA SORESCU, associate professor of marketing, and her colleague, is featured in five tips for choosing to work for a top brand.
Chief Investment Officer, Dec. 1, 2015, “Texas Teachers’ CIO imparts wisdom, grooming talent from the ground up.” Finance Executive Professor BRIT HARRIS’ professional Act II is not just about success but about creating lasting significance.

Bloomberg Businessweek, Dec. 10, 2015, “Marin General Hospital cancer facility participates in recent study exploring the impact of ‘high-emotion’ care for patients.” LEONARD BERRY, University Distinguished Marketing Professor, conducted extensive research at cancer centers known for clinical quality and high-emotion services.

New York Times, January 18, 2016, “Ranchland in Texas, where wealth is measured in acres.” CHARLES GILLILAND, research economist for the Real Estate Center, explained why many Texans’ preferred asset is land.

The Fiscal Times, Feb. 25, 2016, “Prices are rising. Why aren’t there more homes for sale?” JIM GAINES, chief economist for the Real Estate Center, said rising home prices put many homeowners in a Catch-22.

CNBC online, March 28, 2016, “Companies that do buybacks do worse over time.” Accounting Professor EDWARD SWANSON explained that companies’ repurchases held up their stock prices.

Forbes, April 8, 2016, “When star CEOs and hotshot analysts square off, the execs rarely win.” Associate Professor of Management STEVEN BOIVIE and fellow researchers discussed the oft-overlooked influence stock analysts have on investors.

Bloomberg Businessweek, May 12, 2016, “Miracle fades as Texas oil bust jeopardizes once-surging surplus.” JIM GAINES, chief economist of the Real Estate Center, said Texas’s once stellar economic growth is slowing as crude trades for less than half what it did two years ago.

Mays continues to garner media attention on the local, regional and national levels.
The reach of Mays Business School throughout the world, and the world’s reach into the students, faculty and staff of Mays, is almost too vast to be measured. Mays is influencing and shaping the areas of cancer research, entrepreneurship, economic measurements and trail-blazing technologies. Within Mays, we are reimagining the roles that engagement, innovation and impact will play in the future of business education, while discovering Mays’ distinctive traits that we want to amplify. Here are just a few examples.
FROM THE OUTSIDE, LOOKING IN

- The Aggie core value of selfless service is personified by two petroleum engineers who invest in Aggies’ futures through their business, WildHorse Resources in Houston. **ANTHONY BAHR ’91 and JAY GRAHAM ’92** have invested $12 million to help students of Mays and the Harold Vance Department of Petroleum Engineering. Launching in fall 2016, the Petroleum Ventures Program (PVP) is a certificate program that will give engineering students additional background in finance and give finance students additional knowledge of the oil and gas industry.

- Business schools worldwide are exploring how to create value for society in areas that stretch the boundaries of the ways they have traditionally defined themselves. The Association to Advance Collegiate Schools of Business (AACSB), which accredits business schools, requires them to show educational, commercial and social impacts, as well as intellectual contributions. The AACSB vision serves as a framework for business schools to create value for society. Mays kicked off a Strategic Planning Initiative in January with an off-site retreat among the college’s leaders, then moved to Town Hall meetings open to all faculty and staff. This spring, a new vision statement was unveiled with four themes that define Mays’ distinctive traits (see page 2).

- A team of Mays students represented the United States for an international case competition in Oslo, placing third. The team had 32 hours to solve a real-life business case and organize a presentation for a corporate judging panel.

- Mays is the only business school among 14 universities funded by the Once Upon a Time Foundation. Students in the Strategic Philanthropy class were given a $50,000 grant to research local nonprofit organizations, then at the end gave the agencies oversized checks that represented real money. “This is such an Aggie thing to do – the selfless service and the giving back,” said **MARTY LOUDDER**, associate dean of undergraduate programs.
FROM THE INSIDE, REACHING OUT

- Mays is impacting the world through Marketing Professor Leonard Berry’s research on health care in America – specifically cancer care. He has produced five articles from a wide-ranging cancer study, including “The Branding of Palliative Care” and “Managing the Clues in Cancer Care” – both of which appeared in the May issue of the Journal of Oncology Practice. The Harvard Business Review published “The New Diagnosis Bundle: Improving Care Delivery for Patients with Newly Diagnosed Cancer,” about which a reviewer wrote “could only have been written by someone with a strong services background combined with deep immersion in the cancer context.”

- The Real Estate Center, part of Mays, celebrates its 45th anniversary. It is the nation’s largest publicly funded real estate research organization, supported by fees paid by Texas real estate licensees. The center has generated more than 2,100 technical reports, articles, white papers, video programs, books and other media.

- Startup Aggieland students traveled to Cuba with Management Professor Richard Lester and Executive Professor Don Lewis during their winter break to better understand the Cuban people, economy, small business and entrepreneurship at a time when few Americans are doing so.

- Mays marketing major Garrett Hayslip ’17 and two other undergraduate students designed a device they call an Entomon – a 55-gallon plastic food barrel that serves as a stackable insect farm. Insects are an integral part of local diets in 116 countries, and Hayslip said the project’s purpose is to feed people and their livestock. The team traveled to Zurich, Switzerland, to pitch their idea at the 2016 Thought For Food Global Summit, an international convention where thought leaders and innovators showcase their ideas about the future of food and agriculture.

- Mays expands opportunities for women business leaders through its Women’s Leadership Initiative, a series of events that seeks to connect women leaders and equip them with tools for continued success. A recent panel, moderated by Shannon Deer, director of the Mays Full-Time MBA Program, featured Susan Clifton, assistant police chief for the City of Pasadena; Jessica Keiser, senior vice president of ES&H Targa Resources Corp.; and Mary-Olga Lovett, a trial lawyer and chair of the board at Greenberg Taurig.

Great night at @CITYCENTREHOU with @maysbusiness Women’s Leadership Initiative! Love it when Aggies get together & help + empower each other
SERVING OUR COMMUNITIES

- Mays Business Student Council members visit local schools each year. In March, they had a field day at Henderson Elementary School in Bryan and donated $35,000 of physical education equipment and books. Bryan Superintendent TOMMY WALLIS thanked them, saying, “For you to come play with our kids, to hang out with them and read with them, to tell them they are important – that is life-changing for those young people.”

- In Marketing Professor JANET PARISH’s Marketing 321 class, teams of honors students act as marketing consultants for community nonprofit organizations such as the Museum of the American GI, University Art Galleries, Sister Cities, and the Bryan-College Station Convention and Visitors Bureau.

- The Mays community held its first panel discussion on diversity and inclusion. Mays Speaks started with a viewing of “Color Blind or Color Brave?” a TED Talk on unconscious biases. Students, staff and faculty members talked about their experiences and views. “We cannot afford to be color blind. We have to be color brave and be willing to have honest conversations about race,” said moderator ANNIE MCGOWAN, an associate professor in accounting.

"We are in the business of transforming lives."
Dean Eli Jones
When **V. Kumar** – or “VK,” as he is called – spoke at Mays Business School, he condensed 15 years of work into an engaging presentation that introduced the concept of Customer Lifetime Value (CLV), based on the customer valuation theory as a metric to provide a reliable, forward-looking estimate of customer value.

“You cannot buy and sell customers, but this theory guides us in evaluating customers so we know which to value as assets, who to keep in our portfolio of customers and who to nurture as profitable customers,” he said. “Once you value a customer, you want to keep him.”

Kumar’s visit was part of the 2016 Dean’s Distinguished Scholar Lecture Series – a forum presenting distinguished scholars from an array of business disciplines. He spoke at the invitation of Dean Eli Jones, who described Kumar as “a dear friend and co-author” and “extremely prolific, a very good scholar and very warm-natured.”

Kumar traced the steps of a marketing project: Define the customer, then measure the future value of that customer – which he calls his Customer Valuation Theory. “It can predict customers’ purchases over the next three years with 85 percent accuracy – things like, ‘How many times they’ll go shopping, what they’ll buy and how much they spend,’” he said. “Beyond three years, companies change their product composition and so the likelihood of error goes up.”

During the next 10 years, he plans to release an engagement strategy that will guide those steps.

Jones announced VK would be coming back to campus next academic year as a Texas A&M University Institute for Advanced Study (TIAS) Fellow. TIAS elects Faculty Fellows from among top scholars who have distinguished themselves through outstanding professional accomplishments.

“Once you value a customer, you want to keep him.”

Kumar is currently at Georgia State University, where he is a Regents’ Professor, Lenny Distinguished Chair and Professor in Marketing. He is also executive director of the Center for Excellence in Brand and Customer Management.

He is editor-in-chief of the *Journal of Marketing* and has published more than 250 articles in scholarly journals in marketing, as well as book chapters. He has also written 25 books, translated in at least six languages.

Kumar was named a “Legend in Marketing,” and his work was published in a 10-volume encyclopedia with commentaries from scholars around the world. Worldwide companies have reported gaining more than $2 billion when using models and strategies he developed.
Humanitarian organizations need the help of the technology and operations management discipline, Luk Van Wassenhove said at Mays Business School.

Van Wassenhove is a leading management thinker and educator on supply chains — systems of organizations, people, activities and resources involved in moving a product or service from a supplier to a customer. He said his research in adapting supply chains to developing countries has been eye-opening. “To me, research is about pushing the boundaries of your discipline,” he said. “Fifteen years ago, nobody was doing work on humanitarian operations. Now it is my hobby — supply chain management within the context of humanitarian disasters.”

Mays Dean Eli Jones invited Van Wassenhove as part of the 2016 Dean’s Distinguished Scholar Lecture Series. He is the Henry Ford Chaired Professor of Manufacturing at INSEAD and academic director of the INSEAD Humanitarian Research Group.

Van Wassenhove’s education on the humanitarian aspect came by immersion in 2000, when he was called by the supply chain manager of Red Cross International to observe operations in Geneva. “I thought I knew everything about closed-loop operations; I realized I don’t know much at all.”

Humanitarian organizations have been working in rural areas and are not familiar with working in urban areas, he said. Of the world’s 1 billion undernourished people, he said, about half live in cities. By 2030, that number is estimated to reach 75 percent.

One of the greatest challenges after a disaster is when donations arrive from outside the area. “If you really want to do good after an earthquake or flood, give money, not stuff,” he explained. “The relief workers know how to get what is needed.”

He called the work intriguing and very important, but added, “Make no mistake — this is not about doing good, it’s about developing a better closed-loop supply chain. It’s about survival.”

The military and businesses have the resources — people and money — to respond to disasters, while humanitarian agencies don’t — which Van Wassenhove called an ideal scenario for supply chain research. “How can you set up a supply chain if you don’t know the demand or the supply?”

Van Wassenhove said about 95 percent of his work is applicable for real companies, rather than theoretical. In addition to the Red Cross, he has worked with the United Nations, the World Food Program, UNICEF, Oxfam International and World Vision International.

“Make no mistake — this is not about doing good, it’s about developing a better closed-loop supply chain. It’s about survival.”
JEFF MILLER ’88, president and chief health, safety and environment officer of Halliburton, shared his personal journey and thoughts about career and leadership development with Mays students in April.

He advised the audience to be careful what you wish for and grateful for what you receive. “If I had gotten what I thought I wanted, I would have been terribly short-changed,” he said of his career and personal life. “I have received even more than I had envisioned I would.” He also passed along advice he received from his grandfather: Always shine your shoes, have a good haircut, be on time and have a pen and a piece of paper on hand to capture important words from others. He also advised writing down goals.

Mays Dean ELI JONES hosted Miller as part of the Dean’s Executive Speaker Series, which brings in business leaders to speak to Mays students and the overall Texas A&M community. “He has always sought roles throughout his business career that allow contribution through leadership, insight and analysis, building and improving business, making important changes to organizations and developing staff,” Jones said.

Miller, who earned an MBA from Mays in 1988, oversees about 55,000 employees in more than 80 countries. He connects with his employees with handwritten thank-you notes and a monthly video series. At home, his wife and children keep him grounded. As a family, they have moved nine times with Halliburton as Miller’s career has taken them to Venezuela, Angola, and Indonesia. Miller called the experience invaluable and added, “We learned more, we grew more as a family and we met people we never would have met otherwise.”

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<th>JEFF’S CAREER ADVICE FROM HIS GRANDPA MILLER</th>
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CONNECTING WITH THE NEXT GENERATION

Miller also met with Business Honors students, who he cautioned against “quitting five minutes before the miracle.” He emphasized the importance of working hard, being humble and going “all-in for the job.” MATTHEW BALDREE ’15, an accounting and Business Honors major, said he learned from Miller that the path to a successful career isn’t necessarily linear, so it requires “a long-term mindset.”

MICHELLE HOCH ’17, a Business Honors and management major, said she enjoyed receiving Miller’s guidance on professional growth, career mobility and business strategy.

And ULI ROBLES ’15, an accounting and Business Honors major, learned from Miller, “Life is about continuous learning in all facets (family, faith, friends, etc.), and not just in our careers.”

“Don’t quit five minutes before the miracle.”
Jeff Miller ’88

To view a video of Jeff Miller, visit tx.ag/millervideo

MOVING? NEW EMAIL ADDRESS?

Be sure to let The Association of Former Students know so we can stay in touch. And, don’t forget to tell us how you want your record to read (including courtesy title) if you change your name due to marriage, divorce or other legal proceedings.

Submit your info to:
Records@AggieNetwork.com

Update your info on:
AggieNetwork.com

Write to:
The Association of Former Students
505 George Bush Drive
College Station, TX 77840
**Seeing green**

Golf an effective networking venue, Milthorpe says

**KATHY MILTHORPE ’82** is one of the few speakers at Mays who will encourage students to play while on the clock. The chief financial officer and treasurer for the Ladies Professional Golf Association (LPGA) and The LPGA Foundation said the golf course is a tried-and-true field for developing business relationships.

“It’s one of the few places where you can get three to four hours of uninterrupted time with a client, a customer, a colleague or a supervisor – and with a scramble-type format used in most corporate and community events, it’s not necessary to be an experienced golfer,” said Milthorpe.

She earned a bachelor’s degree in accounting from Texas A&M and was named a Mays Outstanding Alumna in 2015. She started her career at PwC and has had three stints at the LPGA, where she enjoys the varying roles and its entrepreneurial feel.

**DAVID JORDAN ’16**, a Business Honors and finance major, said he enjoyed learning about the LPGA’s utilization of its global television presence, which allows the sport to thrive while developing a stronger domestic presence. For instance, Milthorpe said every time an LPGA event is broadcast, it is distributed to more than 170 countries with an average 182 million viewers worldwide.

Business Honors major **DANIEL MOORE ’18** said he gained insight into the skills needed to hold a high position within a company. “She explained how having sound technical skills is important, but having excellent leadership and social skills can be the key to setting oneself apart,” he said. “Furthermore, this opportunity reminded me that accomplishing simple tasks – such as writing a hand-written thank-you note or attending social events outside of work – can open many doors within the business world.”

**CONNOR YORK ’16**, an accounting and Business Honors major, said Milthorpe affirmed the adage: “It’s not what you know, it’s who you know.”

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<tr>
<th><strong>Milthorpe’s CAREER ADVICE</strong></th>
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<td>Develop the mindset of athletes while at their jobs. Have that passion and that drive to not give up.</td>
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<td>Get involved in civic organizations, serve on local boards and work with local charities to develop leadership skills.</td>
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<td>Nurture professional, personal connections outside of work.</td>
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Kelly Ralston ’04 selected for ‘Real Estate Forum’ list

**KELLY RALSTON ’04**, vice president of Transwestern’s San Antonio office, has been selected by *Real Estate Forum* as a “Woman of Influence: Southwest.” The annual recognition issue of the magazine highlights real estate professionals in Arkansas, Louisiana, Oklahoma, Texas, Colorado, New Mexico, Utah, Arizona, and Nevada who have significantly influenced the local market or had outstanding successes in the past year.

Ralston entered the commercial real estate arena after she graduated summa cum laude and was a four-year letterman in track and field at Texas A&M. She received a bachelor’s degree in management/EBS from Mays in 2004.

She worked at Transwestern for eight years and was chosen as the sole recipient among approximately 500 producers nationwide of Transwestern’s annual “Rising Star Award.”

Another Dean’s Development Council member, **JORGE BERMUDEZ ’73**, received the Outstanding International Alumnus Award, the highest honor for a former Texas A&M student who was not a U.S. citizen at the time of enrollment. The award is jointly sponsored by Texas A&M, The Association of Former Students and a college.

Four members of the Texas Alliance Foundation (TAF) board of directors are former Mays students: **GARY BUFFINGTON ’92**, **JACKSON HILDEBRAND ’05**, **SAM TOTUSEK ’13**, and **STEPHANIE QUARLS ’12**. The foundation supports student leadership and service at Texas A&M.

**EVAN LOOMIS ’03**, co-author of the book “Get Backed,” encouraged students in a private-equity class at Mays: Solidify your ideas and pitch your idea at least 20 times.

Loomis, who received a bachelor’s degree in business administration, co-founded TreeHouse, a sustainable home improvement store based in Austin in 2010 - but only after he raised $18 million did TreeHouse become a reality. Before that, he spent two years as an analyst at Citigroup and served for two years as chief operating officer at the Wedgewood Circle.

Mays Business School alumni **DAVID G. ELLER ’59** and **CYNTHIA B. TAYLOR ’84** were among the 2016 Distinguished Alumni, the highest honor bestowed upon a former student of Texas A&M. Taylor, CEO of Oil States, serves on the Dean’s Development Council at Mays. Eller is co-founder, chairman and CEO of Celltex Therapeutics Corp. Presented jointly by the university and The Association of Former Students, this award recognizes Aggies who have achieved excellence in their chosen professions and made meaningful contributions to Texas A&M and their local communities.

**STAY CONNECTED**

Visit mays.tamu.edu/alumni to keep up with all things Mays long after graduation.
Fulton’s path to ‘chief agitation officer’

LAURA FULTON ’85 trusts her inner guidance when making professional decisions. Her intuition regularly encourages her to accept positions that involve risk-taking and trying new things while also honoring her talents and what she enjoys doing. This approach has guided Fulton’s career from an entry-level auditing job at a public accounting firm to her current position as chief financial officer of Hi-Crush Proppants and its publicly traded partnership, Hi-Crush Partners.

In a conversation with Mays Business Honors students, Fulton said following her intuition led to career twists that surprised her. “If you had asked me if I was going to be in the sand business and if I was going to be in charge of logistics, I never would have guessed it,” she said. “I’ve really tried hard to listen to myself and take advantage of the opportunities as they present themselves, and then make the best of it. That’s something that Texas A&M teaches you more than anything.”

“A CAREER WITH BREADTH AND DEPTH

The CPA’s professional success is rooted in a career that – despite its twists and turns – allowed her to develop both breadth and depth of experience. She worked in Deloitte’s audit department, then helped develop the Sarbanes-Oxley certification process at Lyondell Chemical Company. During that time, she also gained experience in Securities and Exchange Commission (SEC) reporting and polished her leadership and management skills by turning a dysfunctional group of individuals into a world-class department.

Then she joined AEI Services, a decentralized company that operated in the emerging markets of South America and Eastern Europe. When AEI leaders decided to sell the company three years later, Fulton used her severance package to take a six-month sabbatical to do some soul-searching about her life and career.
Six months after being laid off, Fulton found a match in Hi-Crush, a small company that was looking for someone with extensive accounting, management and leadership experience.

**USING LIFE LESSONS TO INFORM BUSINESS DECISIONS**

Fulton’s range of professional and personal experiences ground her day-to-day approach to business matters. Take employees’ paychecks: “I’ve learned that there’s no decision you’re going to make in this area that won’t have at least five different views of how you should have made that decision,” she said. “To try to come to a cohesive decision is a lot tougher than you think.”

And with the recent downturn in the oil industry, as people lose their jobs, Fulton is trying to communicate what is happening and how the company is trying to help employees make a difficult transition. She also considers important factors when making business decisions, such as the date when a layoff will be made since the timing can mean another month of health benefits for laid-off employees.

The downturn in the oil industry also forced Fulton to take on the role of the company’s “chief agitation officer” who asks colleagues to think about potential devastating scenarios. “You really can’t ever anticipate how bad things can get,” she said. “You always say, ‘I’m going to plan for the worst and hope for the best,’ but you almost have to be more Draconian than that. All you can really do is deal with the hand that you’ve got right then and there and try to be as proactive as possible.”

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**Accenture director shares secrets to success in consulting**

“We are problem solvers and path finders – we work with our clients to realize their full potential and to help them become high-performing businesses or governments,” BLAKE POUNDS ’89 told Mays Business Honors students. “Examining symptoms, diagnosing the problem, prescribing a solution and working with a business to improve productivity and efficiency is what consulting is all about.” Pounds shared his experiences and observations about the field and described how students can thrive in an industry that demands problem solving, flexibility and interpersonal skills.

Pounds, a 25-year veteran of the field, is the managing director of Accenture’s Houston office.
Since completing his bachelor’s in finance from Texas A&M and an MBA in international business from The University of Texas at San Antonio, he has worked continuously with Accenture. He also serves on the board of directors of the Greater Houston Partnership and the Cynthia Woods Mitchell Pavilion.

“I was attracted to consulting for three things: The opportunity to work with sharp people, the variety of the work, and the continuous learning,” he explained. “You’re constantly learning and being challenged, and you’re always encouraged to grow – personally and professionally. These are the things that have kept me at Accenture for more than 25 years.”

At the Houston office, Pounds oversees 1,800 employees in five divisions – strategy, consulting, digital, technology, and operations. Under his leadership since 2013, the office has accelerated acquisition and recruiting efforts. Pounds has also been active in leading Accenture’s efforts to give back to the local community through its multiple Houston partnerships with organizations such as Genesys Works, Junior Achievement, Knowledge is Power Program, and the Prison Entrepreneurship Program, among others. “I like taking ideas, seeing an opportunity and working to grow it,” Pounds said of the progress of Accenture in Houston.

Throughout his career, Pounds has traveled to more than 30 countries, worked abroad on extended multi-year assignments to Mexico City and London and gained experience working with clients in a variety of industries including financial services, chemicals, utilities, and oil and gas. He shared his insights into how students can succeed in consulting.

He said the people he sees struggling in his industry are those who don’t deal well with ambiguity. “The folks who are successful are those who are confident and resourceful in any situation and say to themselves, ‘Wherever I am, I have the resources I need and my firm behind me, and we’ll be able to figure out any problem.’”

WORK WELL WITH OTHERS

Pounds said consulting projects are similar to group projects in college courses, and that the team dynamics are not very different. “On a team, there are classic behaviors: someone who emerges as a leader, others who are hard workers, and those who will contribute as required on specialist subjects,” he said. Teamwork is essential to the demands of the consulting industry.

He advised the students to stay abreast of digital technology. “Digital technology is changing so quickly, and it’s disrupting long-standing business models,” he said. “Staying up to speed is incredibly important, irrespective of what you study in school.”

HIS SECRET TO SUCCESS

Consulting is all about building relationships and partnering with the right people to solve problems, Pounds explained. No matter which industry, he believes that staying in touch with clients on a regular basis is crucial to success. “There can be a tendency to be opportunistic – only reaching out to a client when they have a problem,” he said. “But it is important to know your clients and to stay in touch with them, irrespective of whether there is a current opportunity. When the time comes when they have a challenging problem to solve, they’ll tend to call the person with whom they have an ongoing relationship based on mutual trust.”
Geoff Greenwade '83 attributes his success to ‘a path of accidents’

Geoff Greenwade '83 describes his successful 30-year banking career as “a path of accidents.” While speaking with a group of Mays Business Honors students, he encouraged them to learn to recognize hidden opportunities.

Greenwade is president and chief executive officer of Greenbank, a leading Texas bank for commercial lending and personal banking services. Before joining Greenbank in 2008, Greenwade held positions at Bank of America and Wells Fargo. He has a bachelor’s degree in finance from Texas A&M and an MBA from Baylor University.

While speaking of his time at Texas A&M, he encouraged students to take advantage of all of the opportunities available, stressing the importance of networking with fellow classmates and learning the art of balance. “The [Aggie] ring gets you an invite to an elite club,” he said. “Take full advantage of it.”

He also emphasized the importance of finding opportunities in unconventional places. He advised sitting next to the most important person in the room, actively listening and asking purposeful questions.

“Your career path will not fall into your lap. You are the only one who can actively manage it,” he said. “Learn to be in the right place at the right time.”

Business Honors major Carly Hicks '19 said she appreciated Greenwade’s transparency. “What I found most striking is that Mr. Greenwade originally pursued his career for a trivial reason, but ended up loving it and being good at it,” she said.

“Success isn’t about how smart you are, but how hard you work.”

Greenwade said the most important step when beginning a career is to honestly evaluate your strengths and passions. “Choosing a path that you are passionate about will benefit you longer than the salary will,” he said.

Greenwade also advised the students to identify their priorities and recognize the importance of character. “To be successful you need the right employees, the right customers and supportive shareholders - and you will not get those without having strong character.”

He added: “Show up every day and work harder than everyone around you. Success isn’t about how smart you are, but how hard you work.”
Flax says to step outside of your comfort zone

Catherine Flax ‘85 has traversed many positions throughout her 20-plus years in the financial services industry. She described to Business Honors students what she called her “winding career path” and how she successfully navigated numerous transitions.

“For me, I’ve never really been afraid,” said Flax, who is currently managing director, head of Commodity Derivatives & Foreign Exchange, Americas at European bank BNP Paribas.

She recalled how her early years prepared her to work hard and make the most of every opportunity, even in uncertain circumstances. She said most people fear making a wrong decision. “People imagine that there’s a path you can set out today and say, ‘This is how we’re going to get to the next spot.’ It just doesn’t work like that. Thank goodness, because what actually happens is way better than you could have planned.”

Flax’s journey started at Texas A&M, when she began as an engineering major. But she was inspired by a Texaco economist to switch her major to economics. “I decided to find something I was passionate about,” she said.

That led her to graduate within three years, after which she moved to Brown University for a master’s degree. She started out teaching at the University of Nebraska; began consulting projects for local businesses; worked at a local radio show, commenting on economics; and even worked as an economic advisor for a congressman.

Later, Flax was chief marketing officer at JP Morgan as well as head of the commodities business for Europe, Middle East, and Africa. Before JP Morgan, she worked at Morgan Stanley for six years. Flax won the award for Most Influential Woman in European Investment Banking in 2012.

“I suggest that you find situations to put yourselves in that are uncomfortable, where you feel a bit over your head.”

Students asked Flax how they can best use their time at Texas A&M to prepare for job opportunities and life in the professional world.

“I suggest that you find situations to put yourselves in that are uncomfortable, where you feel a bit over your head. Seek that out regularly. It’s a muscle.”

She also recommended that the students spend more time networking and “understanding what people in the business actually do.” She encouraged students to take advantage of the modern tools that make building relationships and networks easier than ever.

Finally, “be open to geographical mobility,” she advised, recalling her experience working in London with JP Morgan for a year and a half.
Benefactor

MAYS BUSINESS SCHOOL
SPRING/SUMMER 2016
What started as a celebration at the Texas A&M Foundation to express appreciation to Phillips 66 for a $500,000 donation soon transitioned into a tribute to the company’s generosity and ties to Texas A&M.

**BRIAN BISHOP**, development officer for Mays Business School, surprised **JUDITH VINCENT** (below), general auditor of Phillips 66, during a luncheon, saying he wanted to express the school’s appreciation for all the company has done. He gave her a plaque designating Phillips 66 as Mays’ 2016 Corporate Sponsor of the Year.

Vincent has been instrumental in coordinating the company’s gifts to Mays, which have helped fund annual trips to Africa for several Regents’ Scholars.

“Your willingness to listen and engage with our students made the recognition for Phillips 66 very easy,” Bishop said. “We look forward to working with you and your team for many years to come.”

The clear glass plaque reads: “Mays Business School is proud of the corporate partners who invest in the academic and professional development of our students. These generous contributions allow us to accomplish our mission of creating knowledge and developing ethical leaders for a global society.”

Vincent said she was touched by the unexpected award. “We are extremely proud of what we have accomplished together in a short four years,” she said. “Our partnership works because of aligned values and shared objectives, but our partnership thrives because of the amazing people at Mays and the Texas A&M Foundation that I get to work with. The administrators and faculty I work with are committed, passionate and care deeply about the success of the students. I could not ask for better collaborators. Again, we deeply appreciate the recognition.”

Before the luncheon, **SONYA REED**, senior vice president of human resources at Phillips 66, spoke of how impressed she has been with Texas A&M since joining Phillips 66 and moving to Houston 10 months ago. “A&M is a special
place – and one that people are clearly passionate about,” she said, noting how her observations fuel her fascination with the culture of organizations – their inner life, character and behavior. “In my experience, you can quickly figure out what a particular culture encourages or discourages and whether there’s a common sense of purpose. We know that culture determines the level of trust in an organization, as well as its overall health and vitality. From colleagues, I’ve learned that A&M has a strong, distinct, values-based culture.”

Reed said the partnership between Texas A&M and Phillips 66 has been far-reaching. “Currently, 271 Aggie graduates are working in a range of engineering and business positions at our company – including the CEO,” she said. “And Texas A&M is the company’s top resource for interns and new hires for our university recruitment efforts.”

One of those partnerships is the SHIELD Scholars Program, which currently has 24 Aggies enrolled. It awards $3,500 scholarships to full-time students who are recruited by Phillips 66 and who demonstrate leadership abilities, involvement in student and professional organizations and an interest in a career in the energy industry. In addition to financial support, SHIELD Scholars participate in enrichment activities such as career development, leadership seminars, lecture series, community service and visits to Phillips 66 locations. Texas A&M is one of 10 universities participating in the program.

**Partners in discovering the world**

In another partnership, Phillips 66 collaborates with Mays to send 15 college sophomores each summer on a two-week expedition in Africa. The students are all Regents’ Scholars – first-generation college students.

“For a few of them, this trip was their first time on an airplane and outside the U.S.,” Reed said. “For many, it was their first opportunity to explore a new part of the world and learn about its many cultures. And for all of them, it presented challenges that advanced their maturity. The bond between A&M and Phillips 66 keeps getting stronger.”

**TYSON VOELKEL,** president of the Texas A&M Foundation, said he has been impressed by the company’s focus on values and its generosity with Texas A&M students. “I don’t call it a gift; I call it an investment in our university and our students.”

**HENRY MUSOMA,** a lecturer at Mays, accompanies the students to his homeland of Africa each summer. He described a correlation between Phillips 66’s dedication to the students and his favorite quote: “You can count the number of seeds in an orange, but you can never count the number of oranges in a seed.”

“Their company culture is grand in that it is sowing in a universal field,” he said. “Phillips 66 sponsors our programs because it is the right thing to do. Their sponsorship is matched by their active participation in our programs. They are fueling a renewed sense of purpose, passion and power in our student population.”

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“Phillips 66 sponsors our programs because it is the right thing to do. Their sponsorship is matched by their active participation in our programs. They are fueling a renewed sense of purpose, passion and power in our student population.”

- Henry Musoma
Supporting students from his hometown
Commodities trader funds business scholarships

ADAM SINN ’00 doesn’t want finances to be the reason talented students don’t apply to or attend Mays Business School.

The 38-year-old commodities trader and member of Texas A&M University’s Class of 2000 has pledged $1 million to the Texas A&M Foundation to support scholarships for Mays Business School students, to encourage high school graduates from Dorado, Puerto Rico—where he now lives—and from Hoopeston, Ill.—his small hometown—to become Aggies.

“If you’re from Hoopeston or Dorado, you’d likely never think of applying to Texas A&M because you wouldn’t think you could afford it,” Sinn explained. “But knowing there’s a scholarship available can change that student’s mind. It can make being an Aggie a reality.”

Sinn’s brother became the family’s first college graduate, and Sinn hoped to follow in his footsteps to Notre Dame. When he wasn’t admitted, he accepted a scholarship and financial aid to Southern Methodist University (SMU). After a friend transferred from SMU to Texas A&M, Sinn visited the campus and was immediately taken. “The first time I walked across campus I remember thinking, ‘I want to be an Aggie.’”

He transferred, found a job bussing tables at Kona Ranch, and spent his final two undergraduate years studying finance. Looking back, if he could do his college experience all over again, he would have come to Texas A&M as a freshman. “My brother always told me that if I couldn’t proudly tell someone where I graduated from, then I was at the wrong school. Lucky for me, I’m proud to have graduated from A&M.”

Sinn’s career began in accounting and eventually led him to energy trading. In 2009, after Lehman Brothers declared bankruptcy and Sinn lost his job, he took the biggest risk of his career and applied for membership on an exchange to begin trading his own life savings. The bet paid off. Later, business incentives led him to Puerto Rico, where his company Aspire Commodities LP, now employs five electricity and natural gas traders.

Sinn is living proof that significant giving isn’t just for the over-40 crowd. He has previously donated to Texas A&M Athletics. The Mays scholarship is endowed, meaning the principal will be invested by the Texas A&M Foundation and income from the endowment will support scholarships for four students annually.

“Luck and circumstance have had a lot to do with my career success, but I attribute much of that luck to the Aggie Network,” he said. “You shouldn’t ever forget where you came from, so I’m going to be proud when someone from Hoopeston or Dorado receives one of these scholarships and joins the Aggie Network.”

“Luck and circumstance have had a lot to do with my career success, but I attribute much of that luck to the Aggie Network.”
Preston Young steps up to support real estate program

PRESTON YOUNG ’02 enjoys coming back to visit his alma mater and the master’s in real estate students at Mays Business School who will soon be going out in the field, managing and building properties. He said he learns from the students as much as he teaches them.

“Wealth isn’t just a measure of someone’s money and the freedom it can often provide. More importantly, it is the freedom of controlling one’s own time,” he said. “I feel compelled to share my time and my experience with the students.”

Young said there is a bit of a “pay it forward” when he comes back to visit. “I tell them things I wish I had heard at that age, and it’s a two-way street,” he said. “Their questions give me insight, and they are so bright and inquisitive.”

Young has committed a $100,000 gift to support the program at Mays. “It is easy to have a big propensity to give back to this great university. You start to think about the longevity of the gift, and you really feel you’re making an impact on the future,” he said. “When I meet a fellow Aggie, so many good things surface. I feel it’s almost incumbent upon me to give back.”

Young received a bachelor’s degree in finance from Texas A&M University and was a member of the Corps of Cadets and Ross Volunteer Company. Now he is a member of the Aggie Real Estate Network.

Young is regional managing partner for Stream Realty, which was recognized by the Aggie 100 for several years as one of the 100 fastest-growing Aggie-owned or operated companies. He leads the Houston office and jointly spearheads the firm’s strategic initiatives across its entire platform. In addition, he oversees the firm’s initiatives concerning asset management, acquisition and development activities for its principal and strategic clients.

Before joining Stream, Young served in the capital markets division at Trammell Crow Company. He is a member of the board of trustees for the Free Enterprise Institute and serves on the board of directors for the Business Ethics Forum and John Paul II Foundation for Life and Family. In addition, he is involved in a number of other civic and charitable organizations including the 12th Man Foundation’s Champions Council, the Austin Institute, Catholic Charities of Houston, and Western Academy.
NEW DEVELOPMENT ACTIVITY

<table>
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<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
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<td>TOTAL NEW COMMITMENTS</td>
<td>$6,131,000</td>
<td>$15,199,817</td>
<td>$12,630,000</td>
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<td>TOTAL CASH GIFTS (NON-ENDOWED)</td>
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<td>$2,135,568</td>
<td>$2,859,512</td>
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<td>TOTALS</td>
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<td>$17,335,385</td>
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VALUES BY ENDOWMENT TYPE

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<tr>
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<tr>
<td>FACULTY CHAIRS</td>
<td>$30,375,057</td>
<td>$38,807,752</td>
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<td>FACULTY PROFESSORSHIPS</td>
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<td>FACULTY FELLOWSHIPS</td>
<td>$3,972,443</td>
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<td>SCHOLARSHIPS</td>
<td>$22,183,778</td>
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<td>TOTALS</td>
<td>$105,594,954</td>
<td>$133,978,867</td>
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ENDOWMENT MARKET VALUES

In Millions

- 2004: $68.7
- 2005: $78.2
- 2006: $88.2
- 2007: $97.3
- 2008: $93.6
- 2009: $82.2
- 2010: $101.0
- 2011: $98.5
- 2012: $108.5
- 2013: $124.1
- 2014: $134.1
- 2015: $134.0
New Endowments/Scholarships/Fellowships/Estate Gifts

Aggie Real Estate Network
Donna and Howard R. Akin, Jr. ’80
Christine and Mark P. Alfieri ’83
The H. G. Ash Foundation - Stephen Ash ’87
Gina R. and Anthony F. Bahr ’91
Kimberly and Brian Bishop ’91
Angela K. ’89 and David L. Brown ’89
Nancy E. ’90 and Mark S. Browning ’88
Denise M. Byington ’86 and Humberto A. Garcia ’81
Holly and Philip A. Choyce ’89
Page and Gregory M. Cokinos ’79
The Jerry and Kay Cox Foundation
Rebecca J. and Ernest L. Cunningham ’93
Lisa H. ’85 and Peter H. Currie ’85
Cynthia R. ’92 and Damon E. Diamantaras ’92
Rachel L. Dohmann ’07
Janet and Mark H. Ely ’83
Genevieve and Vincent J. Fertitta, Jr. ’92
Roman and Catherine A. Flax-Kosecki ’85
Grant Thornton
Marilyn and Larry A. Harman ’62
Sandia M. Hernandez ’84
Debbie and Jack S. Hudgins, Jr. ’85
Sharon and Fred B. Hudspeth ’61
KPMG
David S. Kandolha ’89
Angie B. ’84 and William R. Lemmons ’83
Ann and Charles P. Manning ’82
Patricia and J. Laurence Martin ’58
Susan E. ’86 and John P. McNamara ’86
Sue Ellen ’81 and Philip T. Miner III ’80
Q10 Kinghorn, Driver, Hough & Co.
Summerfield G. Roberts Foundation
Mary Lou and John C. Ryan, IV ’76
Helen K. and Daniel L. Sparks ’89
Susan and Malcolm Stewart ’73
Carrie E. ’98 and Jack D. Suh ’97
Laura B. ’88 and Jeffrey L. Tepera ’88
Avery L. and Martin J. Walker ’74
Cindy and Tony Weber Foundation
Elizabeth and Graham Weston ’86
Allison Swafford ’96 and Don R. Whitaker ’96
Sandra D. ’86 and Michael R. Wilkinson ’86
Amber E. and Preston H. Young ’02
Sara and Kip B. Zacharias ’88

MAYS FACULTY & STAFF GIVING BACK

Michael S. Alexander ’10
James J. Benjamin
Brian Bishop ’91
Wendy R. Boswell
Laurence L. Bravenec
Michelle (Shelly) L. Brenckman ’79
Cydney C. Donnell ’81
Gerald D. Flint ’97
Michael A. Hitt
Duane Ireland
Eli Jones III ’82
Michael R. Kinney
Richard H. Lester ’03
Mary Lea McAnally
Ramona L. Paetzold
Michael K. Shaub
Alina and Sorin Sorescu
Richard W. Woodman
Asghar Zardkoohi
Corporate and Corporate/ Organization Foundations

**$200,000 - $999,999**
- KPMG

**$100,000 - $199,999**
- Phillips 66
- Reynolds and Reynolds

**$50,000 - $99,999**
- Aggieland Real Estate Network
- Chevron
- ConocoPhillips
- Fidelity Charitable Gift Fund
- Textron

**$25,000 - $49,999**
- Altria Group
- Altus Foundation
- American Institute of Certified Public Accountants Foundation
- AT&T
- AXYS Industrial Solutions
- BDO
- BP Corporation
- Cockrell Foundation
- EDF Trading North America
- ExxonMobil
- Grant Thornton Foundation
- Halliburton
- Houston Livestock Show and Rodeo
- Marathon Oil
- Sewell
- Suez Energy Resources
- Texas Pioneer Foundation
- Tidewater
- Total Gas and Power
- Walmart

**$10,000 - $24,999**
- Academy Sports and Outdoors
- Able Industrial, Conover H. Able, III ’98
- ALDI
- Anadarko Petroleum
- Barnes and Noble College Booksellers
- Buxton Company
- Camden Property Trust
- Cameron
- Cheniere Energy Shared Services
- Dell
- Dillard’s
- Florida Power & Light Company
- Gamestop
- General Motors
- HEB
- Hewlett-Packard
- JCPenney
- National Instruments
- Noble Americas
- Noble Energy
- Open Link Financial
- Oracle Corporation
- PepsiCo
- PetSmart
- PlainsCapital Bank
- PwC
- Reflect Systems
- Shell Oil
- Silicon Valley Bank
- Sirell
- Spectra Energy
- Stage Stores
- Tauber Oil
- Texas Wasatch Insurance Services
- Walgreens
- Zale-Delaware

**$5,000 - $9,999**
- Aggie Angel Network
- The Bank & Trust
- Bank of America
- Baxter Planning Systems
- BMC Software
- Caddis Partners
- Capital Farm Credit FLCA
- Chevron Phillips Chemical Company
- Devon Energy Production Company
- Greater Houston Market Services
- Haynes and Boone Foundation
- Integra Realty Resources
- JPMorgan Chase
- Liberto Management
- Multiview
- National Oilwell Varco
- Prosperity Bank
- Q10 Kinghorn, Driver, Hough & Co.
- Raytheon
- Renaissance Charitable Foundation
- Ryder
- Silicon Valley Community Foundation
- Southwest Airlines
- Southwest Border Partners
- Tesoro Companies
- United Services Automobile Association
- Weatherford
- Wells Fargo Bank

**$2,500 - $4,999**
- 60 - Jones Associates
- Allegiance Bank
- Amarillo National Bank
- Amegy Bank
- American Bank of Texas
- American Momentum Bank
- American National Bank of Texas
Apex Energy Solutions
Austin County State Bank
Bancorp South
Bank of Oklahoma
The Bank of San Antonio
BB&T
Broadway National Bank
George Bush Presidential Library Foundation
Cadence Bank
Calpine
Cattlesoft
Cengage Learning
Central Bank
Charles Schwab and Company
Citizens National Bank
Comerica Bank
Community National Bank & Trust of Texas
Compass Bank
Composite Fluid Transfer
East West Bank Foundation
EdVenture Partners
Essilor of America
First Financial Bankshares
First Southwest
Frost National Bank
Green Bank
Guaranty Bank & Trust
Hewlett Packard Enterprise
HOLT CAT
HP, Technology Communications
HSBC Bank USA
IAF Advisors
IBERIABANK
Independent Bank
Inertia Power
International Council of Shopping Centers
LCM Industries
Lockheed Martin
Main Street Capital Partners
Memorial Hermann Health System
Modulus
Moody National Bank
MP2 Energy
MRE Consulting
Normangee State Bank
Prevost Consulting Group
Kurt Salmon
Schlumberger Services
SPM Flow Control
Texas Bankers Foundation
Texas Capital Bank
Texas Society of Certified Public Accountants
Texas Wasatch Insurance Services
Texla Energy Management
Topaz Power Management
Winnie PH
Woodforest National Bank

$1,000 - $2,499
318 Oak Street Venture
3-C Valve and Equipment
Austin Simply Fit
BKY
Coyle, Lynch and Company
Deloitte
Dial M. Dunkin and Associates
Dow International Finance S.a.r.l.
Eaves & Associates
Embree Construction Group
Empowered Solutions
Energy Alloys
Enterprise Holdings Foundation
GBB Hospitality Group
Haginas & Shillings
Hulsey, P. C.

I truly will be forever grateful for my Regents’ Scholarship! I have always worked tirelessly to accomplish my personal goals and I possess every aspect of an outgoing individual, but finances were not always important to me. I am overwhelmed by the givers of this scholarship simply for their recognition that many sharp and talented individuals are coming from places of ‘faded hope.’

The Regents’ program has found a way to take advantage of those individuals, like myself, by pouring into them and being that extra nudge to claim success. Overall, the Regents’ Scholarship continues to serve as a catalyst towards my success, and for that reason, I am honored, as well as happily obligated to do great things.
During my time at Texas A&M, I have been fortunate to receive a scholarship from the Craig and Galen Brown Foundation. Three years ago, Mr. Brown gave me the gift of opportunity: an educational experience that has changed my life and countless positions of leadership that have provided me with values and skills that I will carry with me as I continue forward in my career and in life.

His gift has also provided me with a community of like-minded individuals: people accustomed to tenacious optimism and diligent pursuit of their dreams. Mr. Brown’s selflessness provides an incredible example of what selfless service truly means - one I hope to emulate during my time here and post-graduation.
Miller Ranch  
MillicanSolutions  
MudTech  
Mullin Hoard & Brown  
Mylon General Contractors  
Oprex Surgery Baytown  
Petrotax Energy Holdings  
E. E. Reed Construction  
Robbins Family Limited Partnership  
Schwarz-Hanson Architects  
Servpro of Spring/ Tomball  
Sledge Engineering  
Southern Green Builders  
Sprint Waste Services  
Summit Pump & Safety  
Superior Building Systems  
Tejas Office Products  
Texas Fence Company  
Texas Precious Metals  
Three Square Design Group  
The Ticket Experience  
TM5 Properties  
TRI-KES  
Trustmark National Bank  
Utegration  
Wingate Hughes Architects  
Wrangler Trucking  
Wright Choice  

**Individuals and Individual Foundations**

**$1,000,000+**

The Mays Family Foundation

**$250,000 - $999,999**

The H.G. Ash Foundation  
Lisa H. ’85 and Peter H. Currie ’85  
Angie B. ’84 and William R. Lemmons, Jr. ’83

**$100,000 - $249,999**

Denise and David C. Baggett ’81  
Gina R. and Anthony F. Bahr ’91  
Page and Gregory M. Cokinos ’79  
Rebecca J. and Ernest L. Cunningham ’93  
Cydney C. Donnell ’81  
Janet and Mark H. Ely ’83  
Susan and H. Malcolm Stewart ’73  
Laura B. ’88 and Jeffrey L. Tepera ’88

**$50,000 - $99,999**

Demi N. and John R. Carmichael III ’73  
The Jerry and Kay Cox Foundation  
Ann and Charles P. Manning ’82  
Wanda G. and Louis Paletta II ’78  
Frank J. and Jean Raymond Foundation  
The Summerfield G. Roberts Foundation  
Helen K. and Daniel L. Sparks ’89  
Billy E. Stallworth ’53  
Cindy and Tony Weber Foundation  
Elizabeth and Graham Weston ’86

**$25,000 - $49,999**

Mark S. Bender ’78  
Marylou and Theordoric C. Bland, Jr.  
Peggy L. and Charles L. Brittan ’65  
William and Catherine Bryce Memorial Trust  
Holly and Philip A. Choyce ’89  
Sue Ellen ’81 and Philip T. Miner, III ’80  
Nathan P. Moore ’89  
P. Wayne Roberts, Jr. ’85  
Mary Lou and John C. Ryan, IV ’76  
James M. Stark ’84  
Karen C. and Scott D. Steffler ’74  
Amy W. ’83 and James R. Stolarski ’83  
Carrie E. ’98 and Jack D. Suh ’97  
Avery L. and Martin J. Walker ’74  
Allison Swafford ’96 and Don R. Whitaker ’96

**$10,000 - $24,999**

Donna and Howard R. Akin, Jr. ’80  
Christine and Mark P. Alfieri ’83  
Robert J. Anderson ’70  
Stephanie S. Anderson ’89  
Maren G. ’01 and Gary J. Brauchle ’95  
Angela K. ’89 and David L. Brown ’89  
Jyl G. and Tony Randall Cain ’82  
Sue C. and Bill P. Cicherski ’54  
Cynthia R. ’92 and Damon E. Diamantaras ’92  
Roman and Catherine A. Flax-Kosecki ’85  
II Corinthians 9:7 Foundation  
Wesley L. Lawhorn ’95  
Craig R. McMahen ’89  
Jean M. and James D. Murff ’70  
Stacy M. Nahas  
Karen N. Pape ’80  
Randall C. Present ’77  
Robert M. Scott ’78  
Susan S. ’81 and Stephen B. Solcher ’83  
Colleen A. and David C. Tucker ’77  
Kaighin G. Watts ’63  
Patsy C. and David S. Wesson ’82
<table>
<thead>
<tr>
<th>Amount Range</th>
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<td>$2,500 - $4,999</td>
<td>John E. Anderson, L. Christine '95 and Brian C. Baumann '95, Karen G. '96 and Wade S. Brooks, Jr. '95, Van E. Butler '78, Valerie and James R. Byrd '57, Peter T. Cangany, Jr. '13, Christopher R. Chastain '91, Gary J. Cresswell, Joshua Thomas J. Davis '94, Thomas M. Gloger '96, Judy and Richard L. Harris '54, Patricia Januszewski-Bartoskewitz '89, Jatin N. Kakkar '97, Patricia R. Koehler, Meredith E. '95 and Bob Kuehler, Kim C. '98 and Derek P. Lopez '98, Kahla R. '02 and Matthew A. Malinsky '93, Alan B. Mitchell '85, Lawrence Patrick Morris '88, Rhonda L. '93 and Charles P. Munnerlyn '93, John R. Muschalek '88, Sandra E. '90 and Mark Oliver, Stacy A. Overby '84, Morgan L. '10 and Marcus E. Pennington '09, Brian K. Pinto '93, Kathleen L. Rainey, David A. Rubenstein '77, Caren W. '88 and John W. Steffes '87, Kyle D. Valentine '00, William J. Weathersby '83, Connie D. and Dan Weaver, Patty and J. Mike Yantis '76, John M. Yantis, Jr. '02</td>
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<tr>
<td>$1,000 - $2,499</td>
<td>Nicole M. '01 and Charles H. Adams '02, Cynthia '75 and Dorsey L. Baskin, Jr. '75, Alan W. Beaton '91, James M. Benham '01, Carolyn and James J. Benjamin, Justin D. Betzen '02, Nicholas A. Beznar '13, Michelle L. '79 and Mark O. Brenckman '80, Jennifer C. '98 and Jason B. Brooks '98, Alan E. Brown '78, Rebecca H. and Russell D. Brown '79, Ralph W. Bush, Jr. '90, Sarah M. Busker '01, Anthony L. Cervantes '99, Emory H. Daniels, III '68, Joi and Charles Cliff Defee '81, James A. Edmiston, Gerald David Flint '97, Edward F. Fugger, Jr. '90, Lisa and Ray Garcia '90, James W. Greenspan '85, Elizabeth W. and Shawn R. Grotte '96, Mark A. Gwosdz '95, Amy J. Hillman '96, Francis S. Hoy '79, Loren L. Hsiao '00, MaryAnn and Robert Duane Ireland, Anthony J. Jackson '99, Michael R. Kinney, Thomas M. Kivlin, Cindee and Curtis J. Klement '78, Charles L. Korbell, Jr. '71, Shelly N. and William J. Kuhn, Michael L. Lewis '96, Mary Lea McAnally, Robert M. Metcalfe, David Meyer</td>
</tr>
</tbody>
</table>
Returning to school for my MBA at Mays Business School last year brought a lot of new and exciting experiences: dynamic academic discussions with world-class faculty and classmates, trips around the country interviewing for the perfect summer internship and experiential learning opportunities through case competitions, MBA Venture Challenge, Disaster City, and now, the opportunity to study abroad this summer in China. The list goes on and on.

However, choosing to return to business school was still a leap of faith that required some life rearranging - namely, leaving the security of a job in corporate America. Receiving both the MBA Scholarship from Mays and the Diversity Scholarship from the Office of Graduate and Professional Studies (OGAPS) fundamentally changed the level at which I am able to participate in the MBA program. Many of the program experiences I have had were funded by my scholarships, allowing me to totally immerse. I have had and continue to have an enriching MBA experience that will not only prepare me to be a strategic and innovative business leader but will make my time at Mays a positive lifelong memory. I cannot say thank you enough to the MBA Programs Office and OGAPS for awarding me such generous scholarships that have enhanced my time at Texas A&M University.

Morton Herbert Meyerson
John M. Olszewski ’09
Ramona L. Paetzold and William S. Rholes
Craig A. Parks ’93
Debra J. and Christopher J. Patton
Irina A. and Stanton D. Ray ’96
Charles V. Riley ’71
Jennifer M. ’98 and Brad F. Ringleb ’97
Randall T. Schulze ’71
Linda K. and Michael K. Shaub
Gregory S. Sissel
Lauri N. ’85 and Forrest G. Surles ’84
Rick D. Tankersley ’87
Susan K. Thibodeaux ’88
Curt F. Tueffert
Robyn A. Veal ’00
Debbie and Alvin Wade
Charles A. Walters
Lisa D. Walters ’79 and Alan E. Brown ’78
Jason T. Ward ’96
Andrew Weaver
Sandra G. ’88 and Gary L. Wells ’88
Sunita M. ’93 and David D. White
Linda and Richard W. Woodman
Kathryn C. ’87 and Darren W. Woods ’87
J.D. Woodward, III ’70

Up to $999
Lauren E. Adams ’16
William L. Adkison
Darlene Aguilar ’13
Margaret E. and Michael S. Alexander ’10
Jennifer C. All ’13
Mary D. Allen
Luke J. Altendorf
Stuart D. Anderson
John L. Archambault
Herbert D. Baker ’81
Kimberly and Travis R. Baker ’05
John T. Balkema
Charles S. Barnhouse
Janis L. and John W. Bebout ’71
Wayne A. Becak ’71
Veronica Beltran Envila ’09
Kacie L. Bergeron
Brin A. Bickham ’14
Mark M. Bielstein
Timothy G. Blalock ’80
Renee D. Bomchill ’94
Latham Boone, III ’62
Alvin P. Bormann, Jr. ’65
Wendy R. Boswell
Alicia C. Bowman ’05
Zora V. and Lorence L. Bravenec
Mina Rudolph Bright, Jr. ’13
Joseph P. Brockette ’88
Robin M. Brower
Emily A. Brown ’06
Thomas W. Brown, II ’88
Nancy E. ’90 and Mark S. Browning ’88
Kerry Buckner
Lisa M. ’03 and Eric R. Burgess ’03
Blaine S. Burke ’15
Gale and Thomas I. Butler
Thomas P. Cahill ’01
Jingqiong Cai ’08
Terri Campbell
Nathan L. Carroll ’11
Paul L. Carroll, Jr. ’58
Kathryn R. Casbeer ’07
Jack P. Casimir ’58
Sandra and Vincent L. Castro ’10
Peter J. Chaney
Kunal Chhajer ’14
Neville P. Clarke ’54
Ryan J. Crombar ’11
Charles G. Darnell, Jr. ’77
Gregory L. Davis ’94
Benjamin L. Demaree ’05
Jeffrey A. Devine ’90
Joel Diaz ’13
Robert N. Dietz, II ’71
Deborah W. Dodson
Jennifer L. Doll ’06
Kristie L. Donnachie ’00
James D. Dreibelbis ’80
Oscar W. Durham ’94
James P. Dwyer ’12
David C. Dyer ’04
Cassidy and David Dzenowski
R. Joe Eccles ’65
Stacey B. and Samuel L. Edwards ’12
Wayne C. Edwards ’72
Mary Jo and Richard J. Eichner
Tedi L. Ellison ’90
Darryl S. English ’71
Michael D. Eoff
Natalie M. Espinoza ’08
William J. Faber ’74
Gregg A. Falcone ’82
Paula P. Faris
Emily M. and Jay A. Fenlaw ’00
Mark A. Fischer ’72
Ervin B. Flencher, Jr. ’74
Edgar L. Folmar, Jr. ’13
Ellis G. Ford ’58
Ben A. Fortner ’96
Alberto G. Garza, III ’05
Hubert D. Glover ’92
Gabriel Gonzalez ’07
Deborah R. and Forrester L. Goodrich, Jr. ’12
Kelly E. Gray ’05
Joseph Graziano
Allison G. and ’03 and Jonathan A. Green
Victoria C. Greene ’07
Bryan Griesbach
James C. Griffin, III ’71
Loretta L. and Walter D. Gruenes
Jerry Gundy
Geoge W. Hamilton
Jordan A. Harper ’14
Danny G. Harris
Caroline V. Hattox ’14
Drew P. Hennig
Mark T. Henshaw ’85
Carol C. and Charles H. Herder II ’71
Charles F. Hermann
Abraham E. Hernandez ’11
Michelle S. Hickox ’89
Charles A. Hinton, Jr. ’76
Kylie A. ’12 and Alan J. Hise ’12
Frankie L. and Michael A. Hitt
Eric M. Ho ’13
Charles W. Hoffman
Laddie D. Howard, Jr. ’71
J. Keith Hughey
Mark D. Humphrey ’82
John H. Hurn
Jesse Jackson
Joel D. Jackson ’00
Fern and Eli Jones, III ’82
Steven M. Jones ’80
Trey H. Jones
Troy L. Jones ’93
Vanessa R. Jungbauer ’06
William J. Kacal ’71
Hilary and Donald Karchmer
Michael C. Kearney ’71
Erin M. ’08 and Daniel J. Kidd ’08
Jessie A. King ’14
I will always be grateful to the INFO department and my sponsor DR. MARY LEA MCANALLY for choosing me as an MS Excellence Scholarship recipient. This scholarship provided me with essential financial support and allowed me to concentrate on my studies. I hope to make them proud by excelling in my career using the knowledge and experience gathered here at Mays Business School.
I come from a middle-class Indian family, and I have taken an educational loan to meet part of the expenditure for my master's in management information systems. I had plans of pursuing further studies after completing my master's degree. To pay for my expenses and to repay the loan, it would have involved a significant amount of time and hardship that may have hindered my study preparations.

The financial benefits of my scholarship were of considerable amount as per Indian standards and prevented further loan amounts mounting on me. It also boosted my confidence. I got more time to focus on my studies and Ph.D. applications. Eventually, I succeeded in getting admission into Mays Business School's Ph.D. program in operations and supply chain management.
Words cannot express the depth of our gratitude for all you do for the students, faculty, staff and programs at Mays Business School. Financial contributions are key to supporting the school and are treasured. With such funds, experiences become possibilities.

Beyond committing financially, many of you give the immeasurable gift of time. For our students, time with business leaders is priceless, and many of you graciously give numerous hours each semester in the classrooms, in roundtable discussions and at your places of business.

Again, we say thank you.
Lifetime Donors

With the support and dedication of our former students, friends and corporate partners, Mays Business School is advancing educational opportunities, sponsoring the brightest students and adding more outstanding scholars to our faculty. We are proud to be affiliated with supporters of such vision.

Every effort has been made to ensure accuracy and completeness of these lists. If we have inadvertently omitted your name, notify us at alumni@mays.tamu.edu.

$20,000,000+
Peggy and L. Lowry Mays '57

$3,000,000+
Mays Business School - Center for Executive Development
Reliant Energy

$2,000,000+
ConocoPhillips
The Roy F. and Joann Cox Mitte Foundation
Kay A. ’02 and Jerry S. Cox ’72
Ernst & Young
ExxonMobil

$1,000,000+
Beaumont Foundation of America
Computer Associates International
Dorothy A. and Carroll W. Conn, Jr.
Sallie O. and Don H. Davis, Jr. ’61
Gina L. and William H. Flores ’76
Ford Motor Company
KPMG
Paula and Ronald S. Letbetter ’70
PwC
Ed Rachal Foundation
Kathleen L. and J. Rogers Rainey, Jr. ’44
Helaine and Gerald L. Ray ’54
Patricia and Grant E. Sims ’77
Texas A&M Research Foundation
Elizabeth H. and James R. Whatley ’47
Barbara and Donald Zale ’55 & M.B. and Edna Zale Foundation

$500,000+
The H.G. Ash Foundation
AT&T
Denise and David C. Baggett ’81
Gina and Anthony Bahr ’91
Bank of America
Sandra L. and Ronnie W. Barclay ’68
Foreman R. Bennett ’27
BP Corporation
Chevron
Brandon C. Coleman, Jr. ’78
Ashley R. ’88 and David L. Coolidge ’87
Lisa H. ’85 and Peter H. Currie ’85
Cathy and William W. Davis ’75
Deloitte

$250,000+
Aggie Real Estate Network
American Institute of Certified Public Accountants Foundation
Jorge A. Bermudez ’73

Cydney Donnell ’81
Harriet D. and Joe B. Foster ’56
G.W. Glezen, Jr. ’56
Halliburton
The Herman F. Heep and Minnie Belle Heep Foundation
Howard W. Horne ’47
JCPenney
Marian J. ’82 and Willie T. Langston II ’81
Trisha and L.C. “Chaz” Neely ’62
Randall’s Food Markets
Robyn L. ’89 and Alan B. Roberts ’78
Shell Oil Company
Ruby and Earle A. Shields, Jr. ’41
John H. Speer ’71
Robin ’76 and Robert Starnes ’72
Carol L. and G. David Van Houten, Jr. ’71
Hallie A. Vanderhider
Blue Bell Creameries
Diana and Todd O. Brock ’85
Pamela M. and Barent W. Cater ’77
The Cullen Trust for Higher Education
Becky ’76 and Monty L. Davis ’77
Kay M. and G. Steven Dawson ’80
Dell
Dillard’s
Duke Energy Foundation
Electronic Data Systems
Mark H. Ely ’83
Energy Future Holdings
Janis A. and John T. Eubanks ’62
Gallery Furniture
General Electric Company
Sam K. and Barnett L. Gershen ’69
Patricia and Raymond R. Hannigan ’61
Kathy and Terry E. Hatchett ’68
Christine M. ’87 and Jeffrey M. Hollinden
Houston Livestock Show & Rodeo
Debbie and Michael R. Houx ’73
Barbara and Paul W. Kruse ’77
Betty and Paul J. Leming, Jr. ’52
William R. Lemmons, Jr. ’83
Sherry and David J. Lesar

Macy’s
Marathon Oil
Maria B. and Michael K. McEvoy ’79
Sandra K. and Bryan N. Mitchell ’70
Neiman Marcus Group
Newfield Exploration
Rebecca ’74 and William S. Nichols III ’74
Donald H. Niederer ’53
Sharee and David R. Norcom ’73
Karen Pape ’80
M. Bookman Peters ’59
Phillips 66
Frank J. and Jean Raymond Foundation
The Summerfield G. Roberts Foundation
Sewell
Deborah D. Shelton
Carrie E. ’98 and Jack D. Suh ’97
Syracuse University
Jamey and Richard C. Tanner ’53
Shelley and Joseph V. Tortorice, Jr. ’70
Walmart
Cynthia J. ’84 and Anthony R. Weber ’84
The West Endowment
Earline and A.P. Wiley, Jr. ’46
Linda and J. D. Woodward III ’70
Lindsay Dian Walters ’09 Memorial Scholarship

The Lindsay Dian Walters Scholarship is funded by friends and family in honor of the PPA graduate who passed away in 2009.

Her parents, LISA WALTERS ’79 and CHARLES WALTERS contribute annually for her birthday (July 14) and others give on special dates.

The initial funds that were collected by the Texas A&M Foundation totalled $56,437, and $21,647 was matched by Mays Business School.

So far, 10 students have received scholarships from the fund.

A MESSAGE FROM LISA WALTERS:

Who was Lindsay? A daughter, a friend, an Aggie, an angel who walked this earth. She embodied the Aggie core values of excellence, integrity, leadership, loyalty, respect and selfless service. Some words her friends have used to describe her: kind, loving, sincere, intelligent, helpful, honest, humble, supportive, trustworthy, happy, fun, a true friend and devoted to Christ.

As Lindsay’s parents, we hope that Lindsay will continue to bless, inspire and encourage others to live in the manner in which she lived.
These are some of the 599 Mays Business School students who studied abroad in 40 countries during 2014–15. Students participated in faculty-led winter and summer programs, semester exchanges, short-term field trips and service-learning opportunities. Our students were able to study various aspects of international business and enhance their cross-cultural understanding and global awareness. For more information about our international opportunities, please visit mays.tamu.edu/cibs.

CLOCKWISE FROM TOP RIGHT:
Aggies in Venice, Italy; Darien, Panama; Rastatt, Germany; San Jose, Costa Rica; Bulembu, Swaziland; New Delhi, India.
“Your network is your net worth.”

HENRY MUSOMA ’00
Mays lecturer and 2016 Big Event keynote speaker