Friends create scholarship fund to honor memory of Aggie

Second only to his family and friends, Clay Aderholt loved Texas A&M University, Mays Business School and the Christian fraternity Aggie Men’s Club. After Clay died in a car accident in May 2013 at age 36, a group of his best friends wanted to raise money to help Clay’s wife Allison and their two young children.

A host committee, chaired by Trey Able ’98, organized a golf tournament at Miramont Country Club in Bryan, and almost 100 people showed up to play and share stories about Clay. He had built a network of friends as a finance student at Mays, then as senior vice president of corporate banking with Texas Capital Bank. He and his family had deep roots in the Boerne community where they lived.

Able said he wanted to do something that would honor Clay. “It wasn’t all about golf. It was about getting together all these people who were from the different areas of Clay’s life and allowing them all to share stories and bond over his memories,” Able said. “We had carpools of people from lots of different areas of the state and different areas of his life. Most of them had never met, but they had Clay in common.”

The tournament netted $75,000 – enough to create a college fund for the two Aderholt children along with the Clay Aderholt ’99 Memorial Scholarship Fund, which provides two-year scholarships for four full-time Mays undergraduate students who are members of Aggie Men’s Club.

Allison raved about the golf event – especially the goodie bags filled with “Clay’s favorites”: A koozie in his favorite camouflage pattern and a chocolate chip cookie. The location of the tournament was fitting, too, she said, because he loved Aggieland so. “I felt like Clay bled maroon more and more, the longer he was away from there,” she said.

When the time came to select the scholarship recipients, the committee was headed up by Ben Welch, who is an academic advisor for Aggie Men’s Club as well as an assistant dean at Mays’ Center for Executive Development and a clinical professor in the Department of Management. That was fitting because Clay “really looked to Ben as a father figure,” Allison said.

At the 2014 Mays scholarship banquet, Clay’s wife, best friend and mentor got to sit with the recipients of his scholarships. “It was an honor to meet them and to hear about their plans,” Able said. “Even though they didn’t know Clay, they were carrying on his dreams, and that was good to hear.”

Ricky Griffin, interim dean of Mays Business School, expressed his appreciation for the project. “A gift that benefits our students while also honoring the memory of one of our beloved alumni often carries special significance,” he said. “The futures of Clay Aderholt’s wife and children have been eased by the generosity of so many of his friends.”

Thank you.

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.
Investment banker bolsters Aggies on Wall Street program

Craig R. McMahan ’89 helped found the Aggies on Wall Street program, and has provided a way to expand it so that sponsorships are available to the students. He has committed $50,000 to establish the Craig R. McMahan ’89 Aggies on Wall Street Endowment Fund, which will be used to support students participating in the Aggies on Wall Street program and the program itself. He also added $50,000 to the previously established Craig R. McMahan ’89 Fund for Excellence in Teaching and Research in Finance.

Aggies on Wall Street was created in 1995 to help top students who want to compete at the highest levels in finance. A committee selects 20 students every year to travel to New York City for two weeks and meet with 20 to 30 different financial companies, usually hosted by Aggie alumni. This experience introduces students to individual companies and different industries including investment banking, private equity, trading, hedge funds and equity research. Additionally, it gives young Aggies a network on Wall Street, historically reserved for Ivy League schools.

"Finance Professor and Department Head Sorin Sorescu and former Mays Dean Jerry Strawser got behind several of us and had the vision and persistence to grow the program into what it is today," McMahan said. "As a result of the continued success of Aggies on Wall Street, many students are working in New York City or other cities in these highly competitive fields. It is also great visibility for Mays, as these jobs are some of the highest paying coming out of undergraduate programs."

Since New York is still the financial hub of the world, McMahan said he and the other alumni "want Mays students to get out of Texas and give them exposure to that world where you can work and compete against the top financial minds from schools including Harvard, Stanford and NYU, amongst others."

“It’s great visibility for the university and a benefit for the companies, because these are the top students,” he said. “It’s also a great first step for the students because they have connections for job interviews and summer internships.”

Interim Dean Ricky Griffin said McMahan’s gift is beneficial to Mays students. “Given the central role that New York City plays in both our domestic and global financial markets it is critical that students have the opportunity to spend time there and begin to form professional networks,” he said. “Aggies on Wall Street plays a major role for us and we are sincerely thankful that Craig McMahan supports this program and is so dedicated to helping our students.”

McMahan is a long-time partner with Mays and was recognized in 2012 with a Mays Outstanding Alumni Award. He became attracted to Wall Street during a summer internship in New York in 1988 where he worked in an equity research department of Keefe, Bruyette and Woods, an investment bank, and on the floor of the New York Stock Exchange. After graduation, he joined KBW’s investment banking department where he worked for 23 years. In 2012, he opened a satellite office in Austin where he is a managing director of investment banking and head of the Southwestern office in Austin where he is a managing director of investment banking and head of the Southwestern U.S. for the commercial banking industry.

He said his goal in providing the Mays fund for excellence is to aid the department head of finance in recruiting and rewarding faculty members. “In my business, the top performers are rewarded with bonuses and I wanted to give Dr. Sorescu a tool to support the top instructors so they can continue high-level teaching and research,” McMahan said.

McMahan said he wants the paths for current students to be more smooth than when he went to New York City in 1989 to begin his career. “There was only myself and some other young bankers there who were Aggies,” he said. “We have tried to grow the number of Aggies intentionally. We want to help Aggies learn firsthand of the opportunities there are in New York.”

Bahr Professorship provides resources to Mays faculty

Passionate about the importance of education, Gina and Anthony Bahr ’91 contributed $550,000 to support teaching, research and professional development activities of Mays Business School faculty members. Bahr received both a bachelor’s degree and a master’s degree from Texas A&M University in petroleum engineering.

Anthony Bahr, CEO of WildHorse Resources Management Company in Houston, said he and his wife are grateful beneficiaries of the talents of teachers who have a passion for education. “We want to encourage and support that same passion in others,” he explained.

In 2013 WildHorse made a gift of $100,000 for a Business Honors scholarship fund. WildHorse is a private oil and gas production company with operations in Texas and Louisiana.

“Harvey Firestone once said, ‘The growth and development of people is the highest calling of leadership,’” he said. “Texas A&M and Mays Business School each have a well-deserved reputation for developing the leaders of tomorrow, and we are glad for the opportunity to support outstanding faculty who are leaders in both research and the classroom.”

The first recipient of a Bahr Professorship is Management Professor Lorraine Eden. She was recognized for her dedication to the university and its students. She currently demonstrates her commitment to higher education by participating in the World Economic Forum and will serve as an expert in the E15 Initiative Investment Policy Task Force, which seeks to propose new rules for the international trade and investment.

In addition, Eden mentors 17 students and created an in-depth profile book aimed at finding each student top internships and career opportunities. She has helped place more than 70 Aggies in transfer pricing careers, and more than 170 current and former students participate in her closed LinkedIn group, Transfer Pricing Aggies. She also encourages her students to actively participate in meetings with the American Bar Association by presenting in hour-long panels, transfer-pricing cases they had analyzed while taking her class.

Mays Interim Dean Ricky Griffin said the professorship will help the school achieve its mission of developing its students into ethical leaders for a global society. “It is critical that we support the research and teaching work of our top faculty,” he said. “We are very appreciative that Gina and Anthony Bahr have provided the gift of an endowed professorship to help us continue to move forward.”
Scholarship opens doors for Business Honors student
Arden Robertson (Business Honors)

After skipping ninth grade, completing high school and receiving an associate degree, Florida native Arden Robertson was accepted to Texas A&M University. She is in the Business Honors program to pursue her bachelor’s degree in accounting and her master’s degree in management information systems (MIS).

“I came to Texas A&M because when I visited the campus it became apparent that the core values and traditions are practiced every day and it was not just a nice sentiment,” she said. “I saw the core values of excellence, integrity, leadership, loyalty, respect and selfless service listed on banners throughout campus and how people carried themselves. Their actions matched their words.”

In order to justify moving from Florida to Texas for her education, Robertson needed to find a way to cover the cost of out-of-state tuition. Along came the Caryl and Albert L. Reese Jr. ’71 Scholarship.

“The scholarship made it possible for me to realize what seemed like an impossible dream, since their scholarship also qualified me for an in-state tuition waiver,” she said. “I am immensely grateful for their generosity and to have become a part of their Texas A&M family. I cherish our annual dinner together, and owe my success at Texas A&M for their extraordinary kindness in making it all possible for me to be here.”

Robertson is involved in the Aggie Investment Club, Texas Runners Against Cancer, PPA Business and Texas Republicans. She also recently joined the Business Honors recruiting team, where she will help spread her knowledge to other prospective honors students. She plans to graduate from Texas A&M in December 2016 with a bachelor’s in accounting and master’s in MIS and join NASA as a full-time employee.

Regents’ Scholarship Program paves way for MIS junior
Jonathan Ramirez (Undergraduate)

Junior Management Information Systems major Jonathan Ramirez is a first-generation college student and Regents’ Scholar who initially did not feel allegiance toward any university.

“I knew I wanted to branch out from my hometown of Irving, Texas, so I decided to stray away from local commuter schools and search elsewhere,” he said. “During my junior year of high school, I had the opportunity to visit Texas A&M for a tour with the DEW Prospective Student Center. I absolutely fell in love with the university. I loved the inclusion, the friendliness and everything seemed to feel right.”

Once at A&M he became involved in multiple organizations, including One Love, a student organization dedicated to social and environmental justice in our local and global community. He is also in the move to Texas to become the director of development for the University Catholic Center in Austin. In the fall of 2014, Lange was given the opportunity to start her MBA at Texas A&M University.

“I am not originally from Texas, but the core values of A&M and strong tradition deeply resounded with me,” she said.

Once accepted, Lange was the recipient of the Dean’s Development Council Fellowship at Mays Business School.

“This scholarship has given me the opportunity to pursue my MBA at Texas A&M which otherwise may not have been possible,” she said. “My background is primarily in non-profit development, so I have seen firsthand what the generosity of others can do for an organization, and now I am blessed to be the recipient of the generosity of the Dean’s Development Council. My hope is to take what I learn during my time at A&M and be a leader that represents what it means to be an Aggie.”

Future Former Students, an ambassador organization that focuses on bridging the gap between the student body and the Association of Former Students. He has also been involved with Aggie Fish Camp, MSCP Aggie Leaders of Tomorrow, MSC Hospitality, and service as a geology supplement instructor and a delegate at Mays’ SUMMIT conference, which focuses on the personal development of business students.

In the summer of 2015, he will begin his second internship with ConocoPhillips in Anchorage, Alaska.

Ramirez said he would not have been presented these opportunities without the Regents’ Scholarship Program.

MBA student reinforces love for nonprofits with business
Elizabeth Lange (MBA)

Elizabeth Lange is a native Nebraskan, but now she calls Texas home. She graduated with a bachelor’s of business administration degree from the University of Nebraska, where she was a Division I collegiate athlete on the Husker track and cross-country teams and held the Nebraska track state record for the 1600 meter. She was an active member in the university honors program, Chi Omega sorority and her local church. From 2008 to 2010 Elizabeth worked with FOCUS, a non-profit organization as a campus missionary before launching into a career on Wall Street as part of an international private banking team. Feeling a desire to return to the non-profit sector, she made the move to Texas to become the director of development for the University Catholic Center in Austin. In the fall of 2014, Lange was given the opportunity to start her MBA at Texas A&M University.

“My Regents’ Scholarship has given me the opportunity to attend such an amazing university,” he said. “Every recipient of the scholarship is required to participate in a learning community, and my community was a one-credit-hour course called Global Leadership. There I was specifically introduced to Dr. Musoma-someone who encouraged me to seek out new and diverse experiences throughout college and my life. Dr. Musoma’s guidance and wisdom gave me the confidence to purposely step outside of my comfort zone and seek new opportunities.”
Mays Business School will launch the Professional Selling Initiative (PSI) in the fall of 2015, offering benefits to students, faculty and corporate partners in the near term while laying the groundwork for long-term expansion.

The program was created after a team from the Department of Marketing examined sales initiatives at other universities across the nation and talked to a number of current recruiters. “The PSI will provide enhanced educational offerings for students, increased research opportunities for faculty and greater access to our top sales students for our corporate partners,” said PSI Director Janet Parish.

Corporate partners will be key to the program, Parish said. “We can’t succeed in this initiative without the help of corporate partners—partners to hire our students, engage with students in professional development, give advice in curriculum development, illustrate the excellent opportunities afforded in sales careers and, of course, help financially,” she said.

Reynolds and Reynolds is the first Founding Partner of the program, Altria is the first Senior Partner and Phillips 66 is the first Partner. The Founding Partners level is a five-year commitment of $100,000 in the first year, then $25,000 annually in the second through fifth years. Senior Partners commit $25,000 annually for three years. PSI Partners commit $10,000 annually for two years. Each level has varying degrees of access to sales students.

The decision to emphasize the sales arena stemmed from desires to better prepare and place undergraduate students, while also helping the department’s corporate partners fill their talent needs, said Marketing Department Head Mark Houston. Of the 480 undergraduate marketing majors, at least half will be in sales roles, he said.

“But students often ‘end up’ in a sales job instead of choosing it specifically,” Houston said. “They often do not recognize how critical to career success it can be to spend time face-to-face with customers and do not know that sales in many great companies is a professional role. Therefore, we want to give these students an understanding of the opportunities that await them and the skills they need to be successful.”

Two new courses have already been added: “Advanced Selling” and “Business-to-Business Marketing.” Additional courses will be added in time. “As the PSI gets more fully rolling, students will have the chance to engage directly with corporate partners through internships, job shadowing and on-campus and in-class activities,” said Andrew Loring, assistant director of the program. “We want to begin taking our students to national competitions to continue to raise their skill level and their exposure to companies. Down the road, we also aim to add courses at the graduate level and in the executive education arena.”

While the long-term plan for PSI is to create a self-sustaining institute that is recognized nationally for producing top sales candidates and outstanding research, the Department of Marketing has set several near-term goals:

» Elevate students’ awareness of the sales career path and its job/salary growth potential.

» Improve student job placement in sales positions through enhanced sales training, including expanded course offerings and high-impact learning experiences outside the classroom.

» Meet employers’ growing demand for top sales talent by increasing the number of students who complete the Professional Selling and Sales Management career track.

» Enhance PSI facilities with more role-play rooms supported by state-of-the-art technology.

» Lay the foundation for a self-sustaining funding model in which corporate partners help support a long-term PSI facility, faculty and programming costs.

For more information, contact PSI Director Janet Parish jparish@mays.tamu.edu, PSI Assistant Director Andrew Loring aloring@mays.tamu.edu or Marketing Department Head Mark Houston mhouston@mays.tamu.edu.

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<th>NEW DEVELOPMENT ACTIVITY</th>
<th>2011</th>
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In Millions
The following individuals and corporations have provided or committed endowments or designated gifts of $25,000 or more during the period between January 1 and December 31, 2014.

At Mays Business School, endowments create a lasting legacy, perpetually supporting the learning experiences of our students. Through investing in the academic and professional development of our students, these gifts generously support our mission of creating knowledge and developing ethical leaders for a global society. Every effort has been made to ensure accuracy and completeness of these lists. If we have inadvertently omitted your name, please notify us.

**General Endowments**
- Gina and Anthony Bahar ‘91
- Cydney Donnell ‘81
- Allison and Thomas K. Edwards ‘87
- Ann and Charles Manning ‘82
- Craig R. McMahan ‘89
- Mike Rupe ‘93
- Bill E. Stidworth ‘53
- Jim and Brenda Garrison White ‘86

**Endowed Student Scholarships/Fellowships**
- Friends and Family of Clay Aderholt ‘99
- The H.G. Ash Foundation - Stephen Ash ‘87
- Mary lou and Theodoric C. Bland, Jr. Valerie and Jim Byrd ‘57
- Susan ‘82 and Fred Caldwell ‘82
- Demi and John R. Carmichael III ‘73
- Nell ‘88 and Russell Clingman ‘88
- Cathy and William W. Davis ‘75
- June and Nathan O. Finke ‘70
- Friends and Former Students of Dr. George C. Fowler
- Dale Hardeman ‘45
- Don Bey ‘86
- Judith Ann Johnston, J. Donald Warren, Jr. and PrC

Kelly P. ‘86 and Robert E. Jordan ‘85
Melissa and John Kauth ‘77
Cynthia and Douglas Kennedy ‘69
Friends of Fritz Koehler ‘71
Webley L. Lawhorn ‘95
Martita B. and Michael K. McEvoy ‘79
Vicki and Brian Miller ‘80
Keith Nowak ‘92
Irina and Stanton Ray ‘96
Jerrianne Riches
Shannon ‘86 and Wayne Roberts ‘85
John Robinson ‘85
Jennifer L. and Eric C. Rothe ‘78
Cindy ‘82 and M. Marshall Russell ‘81
Karen and Scott Steffler ‘74
Amy W. ‘83 and James R. Stolaris ‘83
Marian and Kaighin Watts ‘63
Gail and William D. Wood ‘81

**Corporate and Corporate/Organization Foundations**
- Reynolds and Reynolds Phillips 66
- $50,000 - $99,999
  - American Institute of Certified Public Accountants Foundation
  - ConocoPhillips
  - Mayfair Investments
  - Total Gas and Power
  - Wildhorse Resources
- $25,000 - $49,999
  - BDO
  - BP Corporation
  - ExxonMobil
  - GDF Suez Energy Marketing
  - Halliburton Energy Services
  - Hesslet Packard
  - Houston Livestock Show and Rodeo
  - Marathon Oil
  - PoC
  - Sewell

**2014 Giving**

No major business school can achieve excellence without a combination of funds from both the public and private sectors. That is why the unparalleled loyalty and generosity of Mays Business School’s students, friends and corporate partners hold the key to our future. We proudly recognize and thank the many former students, friends and corporate partners who are dedicated to our vision for the future. Mays’ donors help support our dedication to creating an environment of excellence that fosters and sustains nationally recognized academic programs, outstanding faculty and students, innovative learning facilities and successful former students.

This listing includes cash contributions received between January 1 and December 31, 2014. It does not include total amounts pledged to the school. Every effort has been made to ensure accuracy and completeness. If we have inadvertently omitted your name, please notify us.

- Socially of Texas A&M Real Estate Professionals
- Spectra Energy Foundation
- Tauber Oil
- The Container Store
- Transwestern Investment Management
- USA Real Estate
- Wells Fargo Bank
- Zale Delaware

$5,000 - $9,999
- 7-Eleven
- Able Industrial
- Aggie Real Estate Network
- Allegiance Bank
- Algida
- Anadarko Petroleum
- AXIA Resources
- AXYS Industrial Solutions
- Bechtel
- BMC Software
- Broadway Bank
- Brookfield Investments
- Cadence Bank
- CBRE
- Deloitte
- Employer Flexible Management
- Energy Water Solutions
- Evolve Performance Group
- First Financial Bankshares
- General Electric
- General Motors
- Granite Properties
- Greater Houston Market Services
- Greystar Development
- HFF
- Hotel Valencia
- Integra Realty Resources
- Jones Lang LaSalle Americas
- JP Morgan Chase
- Kurt Salmon
- Marketing Science Institute
- Nabors
- Pannell Kerr Forster of Texas

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**MAYS MEMBERS GIVING BACK**
- Michael S. Alexander ‘10
- James F. Benjamin
- Leonard L. Berry
- Leonard Berman
- Michelle L. Brennecka ‘79
- Cheryl Holland Bridges
- Paul S. Busch
- Cydney C. Donnell ‘81
- Ricky W. Griffin
- Michael A. Hitt
- Duane Ireland
- Jeffrey Jones ‘12
- James B. Laird ‘83
- Stephen W. McDaniel ‘71
- Ramona L. Paetzold
- William M. Pride
- Michael W. Pustay
- Kevin F. Roach
- Michael K. Shaub
- Nancy J. Simpson ‘88
- Alina and Sorin Sorescu
- Robin H. Starnes ‘76
- Connie D. Weaver
- Richard W. Woodman

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**Society of Texas A&M Real Estate Professionals**
- Spectra Energy Foundation
- Tauber Oil
- The Container Store
- Transwestern Investment Management
- USA Real Estate
- Wells Fargo Bank
- Zale Delaware

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- 7-Eleven
- Able Industrial
- Aggie Real Estate Network
- Allegiance Bank
- Algida
- Anadarko Petroleum
- AXIA Resources
- AXYS Industrial Solutions
- Bechtel
- BMC Software
- Broadway Bank
- Brookfield Investments
- Cadence Bank
- CBRE
- Deloitte
- Employer Flexible Management
- Energy Water Solutions
- Evolve Performance Group
- First Financial Bankshares
- General Electric
- General Motors
- Granite Properties
- Greater Houston Market Services
- Greystar Development
- HFF
- Hotel Valencia
- Integra Realty Resources
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- JP Morgan Chase
- Kurt Salmon
- Marketing Science Institute
- Nabors
- Pannell Kerr Forster of Texas
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| DXP Enterprises |
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| Escondido Resources |
| G&A Partners |
| Geodynamics |
| Hormel Foods |
| Hunter-Kelsey |
| Hydracqip Distribution |
| Kellogg’s |
| Kennedy Fabricating |
| Kirsey |
| LCM Industries |
| Lonquist and Company |
| Monsanto |
| Myers Hill Law Offices |
| Navid Energy |
| NC3 |
| One Source Networks |
| Otis Elevator |
| Penn Mutual Life Insurance |
| Pinnacle Asset Integrity Services |
| Quorum Business Solutions |
| SAP |
| Sendero Business Services |
| Southwestern Services |
| Sprint Waste Services |
| SRS Distribution |
| Target |
| Texas Financial Group |
| The Miner Corporation |
| Utegration |
| Uvalde Memorial Hospital |
| Weir Oil & Gas |

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| Bettisworth & Associates |
| Blue Bell Creameries |
| Branding Iron Management |
| Bryan-College Station Normancom Club |
| Capital Grille |
| Charles Schwab & Company |
| Cypress Advisory Services |
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<td>Individual Foundations</td>
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<td>$250,000 - $999,999</td>
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| Gina R. and Anthony F. Bahre ’91 |
| Cathy C. and William W. Davis ’74 |
| Cyndy C. Donnelly ’91 |
| Estate of G. W. Glezen, Jr. ’56 |
| Betty and J.P. Leming, Jr. ’52 |
| Maria B. and Michael K. McEvoy ’79 |

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<td>Denise and David C. Baggett ’81</td>
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<td>Raynell L. ’88 and Russell T. Clingman ’88</td>
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<td>Jerry and Kay Cox Foundation</td>
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<td>Kelly P. ’86 and Robert E. Jordan ’85</td>
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<td>Jennifer and Eric C. Rohde ’78</td>
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<td>Hallie A. Vanderbinder</td>
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<td>Friends and Family of Clay Aderholdt ’99</td>
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<td>The H. G. Ash Foundation</td>
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<td>Demi N. and John R. Carmichael III ’73</td>
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<td>Allison P. and Thomas K. Edwards ’87</td>
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<td>Dale B. Hardeman ’45</td>
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<td>Karen N. Pape ’80</td>
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| Frank J. and Jean Raymond Foundation |
| Michael D. Rupe ’93 |
| Cynthia J. ’84 and Anthony R. Weber ’84 |
| Elizabeth and Graham Weston ’86 |

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<td>Denise and Mark S. Bender ’78</td>
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<td>Peggy L. and Charles L. Brittan ’65</td>
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<td>Craig and Galen Brown Foundation</td>
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<td>Cockrell Foundation</td>
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<td>Danielle E. ’07 and Doss A. Cunningham ’94</td>
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<td>Karen and Rodney L. Faldyn ’88</td>
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<td>Kathy and Terry E. Hatchett ’68</td>
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<td>Cindy K. ’82 and Mark R. Marshall ’81</td>
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<td>Kris W. ’81 and Bruce C. Petersen ’83</td>
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<td>Sara and Kip B. Zacharias ’88</td>
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<td>Stephanie S. ’89 and Todd J. Anderson</td>
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<td>Jorge A. Bermudez ’73</td>
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<td>Marylou and Theodoric C. Bland, Jr.</td>
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