

DON LEWIS JR

DLEWIS@MAYS.TAMU.EDU College Station, Texas, USA

Academic Experience

Executive Professor: Mays Business School, Texas A&M University, U.S.A. 1999-Present

Over 20 years, thousands of students and hundreds of businesses started. Teaching, coaching, mentoring student entrepreneurs to be valuable contributors to society and supporting the Texas A&M Grand Challenge areas.

Course Taught: Introduction to Entrepreneurship/Global Entrepreneurship – In (Cuba/Chile/Belgium/Spain/Costa Rica) - Entrepreneurship and New Ventures- Entrepreneurial Small Business Management- Entrepreneurial Consulting and Development- Entrepreneurship Directed Studies- Business Incubator Development- Lean Startup Methodologies- Strategic Management- Business to Business Marketing-Retail Marketing

Lean Startup Summer Courses: co-taught with faculty from the College of Engineering

Lean Launchpad Courses co-taught with Center for Entrepreneurship faculty in the College of Business at Mississippi State University-A&M faculty in the College of Architecture and Mays Business School.

VISITING PROFESSOR, International Universities (Taught Entrepreneurship and Lean Startup methodologies) 2011-2020

Batangas State University, Batangas, Philippines

Ocean University of China, Qingdao, China

Universidad de las Américas Puebla, San Andrés Cholula, Mexico

HEC Liège, Belgium

DIRECTOR, Global Entrepreneurship Programs - McFerrin Center for Entrepreneurship 2019-2022

To effectively engage and prepare undergraduate and graduate students for global careers, whether in corporate innovation, Intrapreneurship, government technology roles, private equity, and venture capital or as professional entrepreneurs, the new strategy for higher education is carefully curated immersive experiences which reach students where they are, rather than forcing them to fit into a startup world for which they may not be mentally equipped or fully prepared early on in their academic careers. Entrepreneurial global travel immersion practicum enables students to consult and apprentice with startups and entrepreneurs abroad. Organized and led 10 study abroad trips with hundreds of students participating in this immersion experience.

- Developed Texas A&M's first global study abroad program in Cuba (3 Trips) with the Universidad de Habana, Cuba. Led five faculty visits to Cuba from Texas A&M and hosted seven Cuban faculty at various times at Texas A&M. Founded the "*A&M Cuba Research Group*."
- Developed Business Schools' first global program in Chile (3 trips) with students participating in faculty meetings at the Center of Pontificia Universidad Catolica de Chile and Corporación de Fomento de la Producción de Chile (CORFO), as well as in tours of Startup Chile, H.U.B. Providencia, Oracle, and Patagonia region.
- Developed a global program in Belgium (2 Trips) with students participating in faculty meetings at H.E.C. Liège and VentureLab in Brussels and consulting with startups in Mons.
- Develop two *virtual* global entrepreneurship programs (2020-2021) due to COVID.
- Currently developing a new study abroad trip to the Balkans (Beginning in May 2022) and reintroducing the *Entrepreneurship and Empowerment in South Africa* (EESA) at A&M.
- Principal Investigator for \$60,000 McFerrin Center for Entrepreneurship *Global Entrepreneurship Initiative* (GEI) with Dr. Patricia Thornton and Dr. Janet Parish (2019-2022). The long-term vision is for students to work with foreign startups to import products for sale in a student-run A&M retail lab.
- Helped raise \$250,000 from a donor to support the Global Programs.

DIRECTOR, Techstars Blackstone LaunchPad (BLP) Texas A&M University, USA 2016- 2020

- Blackstone LaunchPad TAMU was funded by a \$1 Million grant to A&M from Blackstone Foundation to establish one of 19 B.L.P.s globally, backed by Tech Stars programs. Met required metric of engaging 12% of 68,000 A&M students.
- Coached first-place "TriFusion" team in the globally recognized Rice Business Plan Competition, A&M's only winner 2016.
- Coached first-place team (TriFusion) in the 2016 Southeastern Conference Entrepreneurial Pitch Competition in Atlanta, GA. Coached the same student team to a first-place win in the 2016 Baylor New Venture Competition.
 - TriFusion owners rebranded as Essentium and raised \$28.8 Million in a Series A investment.

- Led a New York Stock Exchange Bell-Ringing ceremony with TriFusion and NASDAQ officials.
- Led the Startup Living Learning Community for entrepreneurial first-year students. Startup L.L.C. was funded by a \$60,000 Mays Business School grant and \$50,000 in other donations.

ASSISTANT DIRECTOR and PROFESSOR STARTUP AGGIELAND INCUBATOR/ACCELERATOR 2012- 2016

- Mentored student startups with consumer products, digital health and media products; medical devices; cyber software; hardware; agritech; food and beverage products; and lifestyle (service) companies. These efforts resulted in significant student and faculty participation, issued patents, and productivity gains among 300+ clients. Help raise \$10 million in donations from Artie McFerrin to start the McFerrin Center for Entrepreneurship.
- Earned U.B.I. Global/GUST Accelerator rankings worldwide: 5th Place (2018); 9th Place (2017-2018); 14th Place (2016).
- Co-Principal Investigator for \$300,000 Tier One Program Grant, Office of the Provost 2013-2016.
- InBIA-certified in Accelerator Management and Accelerator Facilities Management 2014.
- Rising Star for Commercialization Award – honoring Startup Aggieland, Annual Newman 10 Award 2013.

Other (TAMU)

- Faculty Advisor: Collegiate Entrepreneurship Organization (2018-Present).
- Faculty Advisor: Student Business Owners Association (2017-2022).
- Faculty Advisor: Vanguard Men's Organization (2018-Present).
- Faculty Advisor: Ryan's Challenge (2017-Present).
- Faculty Advisor: Women in Entrepreneurship Organization (2018-2020).
- TAMU Entrepreneurial Council.
- BIG Event organizer McFerrin Center for Entrepreneurship.
- A.I.B. (Aggies in Business 2009-2016).
- EBV (Entrepreneurial Boot Camp for Veterans 2008-2020).
- TUNIE Participant (Texas University Network for Innovation and Entrepreneurship.)
- Texas A&M Foundation Bugle Call Honoree 2016.
- Fish Camp Namesake 2016.
- Lockheed Martin Aeronautics Excellence in Teaching Award 2015.
- John J. Koldus III Faculty and Staff Achievement Award 2013.
- Student-Led Award for Teaching Excellence (SLATE) 2009 and 2010.
- Graduate, Texas A&M University Center for Teaching Excellence.
- Wakonse South Fellow.
- Texas University Network of Innovation & Entrepreneurship Membership (2012-2017).

Economic Development Experience 2011-Present

- Hosted hundreds of delegates from 12 countries (2012-2020).
- Governor's Small Business Development Forum Committee (2016).
- TAMU Belgian Business Representative ([IDELUX-AIVE](#)).
- One of 11 Signatory representatives for economic mission from [Princess Astrid](#) of Belgium 2016.
- Engage regularly in meetings hosted by the Bryan-College Station Chamber of Commerce, Bryan City Council, Chamber Inner Circle, Brazos Valley Economic Development Corporation, Bryan Rotary Club, etc.
- Graduate, B.C.S. Chamber of Commerce Leadership Brazos. Member, Leadership Brazos Alumni Association.
- Co-Chair Downtown Bryan Economic Development Association

Board Appointment: Fund for Innovations and Technological Development, GOVERNMENT OF THE REPUBLIC OF NORTH MACEDONIA, Ministry of Education and Science. 12/2018- 11/2023

- ACTIVE INVOLVEMENT in the future success and promotion of Macedonia in country and abroad (U.S.A.).
- APPOINTEE, Investment Approval Committee (C.A.I.).
- Provided interviews for several Macedonian news outlets, IN VATIVNOST.MK CAI Interview etc.
- Attended events at American Embassy in Skopje on behalf of CAI.
- Lectured 60 Macedonian Startups on "Lean Startup" methodologies.
- Liaison between CAI and Economic Chamber of Commerce (MK) and their phase 2 request.
- Hosted several Macedonia Dignitaries, including Ministry of Education at Texas A&M University, USA.
- Hosted numerous students and supported Macedonian Fulbright scholars in College Station, Texas, USA.

- Responsible for reviewing and approving competitive project proposals for all funding instruments receiving fund support. Over twelve trips to Skopje, reviewed over 1500 applications.

Entrepreneurial Activities

- **PRESIDENT MKGD LLC DBA PICKET FENCE PROPERTIES** (WWW.PICKETFENCEPROPERTIES.NET) 1999- Present
NAICS Code 531390 921190/D-U-N-S Number 143800162-Ongoing rental property acquisition and development in Bryan College Station. Commercial property management for I.R.S, Department of Homeland Security, Secret Service, and other government agencies participating in the asset forfeiture programs.
- **MANAGING MEMBER BRAZOS VALLEY REAL ESTATE HOLDINGS LLC** 2006- Present
Management of real property assets for investors (purchase, renovation, and sale/rental of assets.)
- **GENERAL PARTNER DGMK LP A REAL ESTATE HOLDING COMPANY (MANAGING MEMBER)** 2006- Present
- **CAROLYN KAY RANCH LLC** (FAMILY AND FRIENDS' INVESTMENT MANAGEMENT) (Member). 2018- Present
- **OUR DOGHOUSE LLC** (REAL ESTATE INVESTMENT MANAGEMENT) (Managing Member). 2018-Present
- **Brazos Valley Cares** Cofounder of a local support group for Veterans. 2013-2019
Organized an annual "Steak and Cigar" event to raise money for families of those Veterans in the post-911 conflict and specifically those staying at the CFI at Fort Sam Houston and living in the Brazos Valley.
- Co-Founder Popabilities/ Baskets on The Brazos (Retail Store in B/CS). 1996-2003
1998 Newman 10 Business Performance Award for Popabilities, given annually in recognition of the ten fastest-growing businesses in Brazos County, sponsored by the Bryan Rotary Club and Newman Printing.

Community Involvement

- Immediate Past President and Co-founder / Brazos Valley Cares (2015-2019).
- Board Member / College Station Independent School District Education Foundation (2015-2017).
- Board Chairman / Research Valley Innovation Center/AMIC (2015-2018).
- VP and At Large Member / Bryan College Station Apartment Association.
- Board representative / Texas Apartment Association.
- Independent Rental Owners Council.
- Junior Achievement VP and Board of Directors member.
- City of College Station's Outside Agency Funding Review Committee member.
- Co-chair DBEDA Downtown Bryan Economic Development Committee.
- B/CS Chamber of Commerce Leadership Brazos Graduate.
- Texas Regional Leadership Graduate.
- City of College Station Citizen's University Graduate.
- City of College Station Citizens Police Academy.
- Coach for numerous kids' sports teams.

EDUCATION

1986 - 1991

BBA BACHELOR OF BUSINESS ADMINISTRATION MGMT
1986 Texas A&M University
1992 University of Pau (Pau, France): Intensive French

1992 - 1993

MBA MASTER OF BUSINESS ADMINISTRATION (Int Trade)
1991 Texas A&M International University
1993 University of Dijon (Dijon France): Business French

Personal

- Married with two adult children, Texas Aggies, from a family of Texas A&M graduates.
- Completed Camino de Santiago De Compostela with daughter, Burgos to Santiago, Spain (2018)
- Fluency in French, working proficiency in Spanish.
- Traveled extensively through Mexico, Europe, China, Philippines, Cuba, Macedonia, and Chile.

- Enjoy racquetball, squash, handball, tennis, golf, soccer, skydiving, horseback riding, camping, hunting, fishing and all water sports. NAUI Certified Scuba Diver