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The
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Aggie 100: Fastest Growing
Aggie-Owned Businesses

Student Affairs

Aggie Field of Honor

AGGIE 100

LEADERS OF FASTEST-GROWING AGGIE FIRMS DISPLAY VISION, TENACITY, INTEGRITY

MAYS BUSINESS SCHOOL'S CENTER for New Ventures and Entrepreneurship created the Aggie 100 to identify, recognize, and celebrate the success of the 100 fastest-growing Aggie-owned or -led businesses in the world. The program also serves as a mechanism for Aggie entrepreneurs to share real-world experiences with today's students. Each year the Center seeks nominations for the Aggie 100 and invites each nominated company to apply for inclusion in the list. Applicants are ranked by compound annual revenue growth percentage over a two-year period, and the 100 fastest-growing applicants are named to the year's Aggie 100 list. To qualify, each nominated company must be Aggie-owned or -led, be at least five years old and have had

revenues of at least \$100,000 in 2004. The companies must also operate in a manner consistent with the Aggie Code of Honor.

The 100 companies named to this year's list participated in ceremonies on campus recognizing their achievements. On Oct. 25 recipients were welcomed with a reception at the Clayton W. Williams, Jr. Alumni Building and then individually recognized at a luncheon at the Zone Club at Kyle Field the next day. Many Aggie 100 leaders also gave back by speaking to student groups on campus.

Class years ranging from 1953 to 2003 are represented among the leaders of this year's Aggie 100. Four international companies made the list, with businesses in France, Mexico,

Thailand, and Venezuela represented. Nine companies have made the Aggie 100 since its inception in 2005. Two companies tied for the oldest firms on the list: No. 47, John Moore Services, and No. 61, Yantis Company. Both were founded in 1965. The annual revenue growth rate cutoff to make this year's Aggie 100 list was a robust 30.07 percent.

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

from the Ground Up

Three Generations of Aggies Keep Yantis Company Digging for Growth

BY LARRY COOPER '77

Beginning with \$9,000 of borrowed money and a passion for integrity in business relationships, three generations of Aggies have built the family-owned Yantis Company into a \$100 million heavy construction firm that has been shaping the infrastructure and landscape of San Antonio since 1965.

Amazingly, 42 years after its founding, the Yantis Company is still growing fast enough to land on the Aggie 100 for the third consecutive year. And this year, the company shares the honor with one other firm as the oldest company on the Aggie 100 list. How has a company of this size, operating in a slow-growth industry, been able to sustain such eye-popping growth for so long?

President and Chief Operating Officer Mike Yantis, Jr. '02 explains: "My grandfather, John Yantis '53, built it from nothing into about an \$8 million to \$9 million business by focusing on a lot of highway construction contracts for the Texas Department of Transportation. Then when my dad and my uncle, Mike Yantis '76 and Tom Yantis '78, came into the business in the early '80s, they took the business to a higher level by getting us involved in lot development for large homebuilders such as Centex, Pulte, and KB Homes. Around 2000, we were about a \$40 million company. I came on board in 2002, and now we are a \$100 million company."

Yantis cites two keys that drive the company's success. One is relationships. "We take relationships very seriously. The relationships we've built with people running these

large home builders have brought a ton of repeat business. Probably 75 percent of the current jobs we're on right now are with people we've done business with before. Some of those relationships go back 30 years."

The second key is people. Chairman Emeritus and founder John Yantis, reflecting upon last year's Aggie 100 selection, remarked, "The most important thing when building a company is to have good people. Value not only their experience and credentials, but their character." As the Yantis Company has grown into a workforce employing more than 500 people, it has maintained a reputation as an employer of choice in a specialized industry where experience and talent are hard to find. "We are fortunate to have great people who have been with us for years," Mike, Jr. says. "Our people feel a close connection to the family, and we have a close connection to them."

The Aggie Network is a competitive advantage for the Yantis Company. "It's huge for us," Yantis says. "A lot of engineers and land developers here are Aggies. It opens doors and gives us instant credibility with them. We have that bond with them that's hard to describe." And he adds that the connection also extends into recruiting employees for his company. "When I interview someone who's an Aggie, I feel like I already know a little bit about them."



From left to right: Tom Yantis, John Yantis, Mike Yantis Sr., Mike Yantis Jr.

Immediately, they've set themselves apart."

The Aggie Spirit has an influence on the culture of the company as well. As Texas A&M made its run during the 2007 NCAA basketball tournament, Aggies in the company were glued to TVs. And when the Aggies made it to the Sweet 16 in San Antonio, the offices were virtually a ghost town for the Thursday game, as Yantis' Aggie employees and clients were represented in force at the Alamodome. "That wasn't a hard ticket to give away to clients," Yantis says with a hearty laugh. "Our phones were ringing off the hook when the brackets came out."

At the Yantis Company, the close-knit family relationships have an advantage in critical decision-making. Feedback and input among family members is not couched in the diplomacy that is often found in corporate settings. "We can all say what we think, and be passionate and straightforward in expressing our opinions with each other, because we know that no one is going to be offended," Yantis explains. "We all get in a room and hash things out, and sometimes argue pretty heatedly about something, and two minutes later we're in the car going to





lunch laughing and joking and talking about the Aggie football game.”

The Yantis family culture promotes a clear divide between business and family. Mike Yantis, Sr. always insisted on keeping business at the office and making family and social time about everything but the company. “When I’m at dinner with him and try to bring up something from the office, he’ll say that we’re not here to talk about work, we’re here to relax and enjoy a good meal,” Mike, Jr. says. “He’s great about finding a balance between work and family life.”

Making the Aggie 100 for the third consecutive year is exciting for the Yantis family. “What excites me is when I look at the list, I see that we’re one of the oldest companies on there. My

grandfather loves it,” Yantis says. “It’s another example of how Texas A&M does things to set itself apart. You don’t see this type of program at places like UT or Texas Tech.”

While the first two generations of family leaders had to focus their efforts on building the firm, making it viable and creating a good reputation in the industry, Mike, Jr. sees his role as sustaining and expanding on the foundation that his ancestors built. With a passion for the core values of integrity, loyalty, and respect, crafted under the leadership of three generations of Aggies, the Yantis Company exemplifies the Aggie Spirit in building the infrastructure of San Antonio. 🍷

“The most important thing when building a company is to have good people. Value not only their experience and credentials, but their character.”

Rank	% Growth Rate	Company Name	Industry	Founded	Management	Location
1	371.32	REDE, Inc.	Organizational Support Services	1998	Hubert Glover '92, President, Owner	Metairie, Louisiana
2	202.45	Industrial Solutions de Mexico	Information Technology	1994	Juan Manuel Lamparero, '87, CEO, Owner	El Mirador, Naucalpan, Mexico
3	168.69	Intelligent Logistics LLC	Transportation	2002	Tim Miller, '93, President, CEO, Owner	Round Rock, Texas
4	166.67	Project Solutions International	Oil & Gas Consulting	2001	Robert J. Albers, '87, Managing Director, Founder	Bangkok, Thailand
5	163.75	W. Garner Enterprises	Real Estate Development	1998	Will H. Garner IV, '02, CEO, Owner	Houston, Texas
6	153.84	Desert Industrial X-Ray LP	Petroleum Service Company	1999	Douglas Frey, '77, President, Owner	Odessa, Texas
7	153.33	Premier Placement Media	Online Advertising	2001	David Gedeon, '96, President, Founder	Cypress, Texas
8	153.09	t. howard & associates architects, inc.	Architecture	1998	Todd C. Howard, '91, President, Founder	Dallas, Texas
9	148.73	Rolling Vistas, Ltd.	Ranch Investments	1997	Jay Dickens, '82, Owner, Founder	Mertzton, Texas
10	144.77	GEODynamics	Oil and Gas	2001	David S. Wesson, '82, President, CEO	Millsap, Texas
11	130.17	Fat Tire Bike Tours / City Segway Tours	Tourism	1998	David Mebane, '98, President, Owner	Austin, Texas
12	113.43	Earth Information Technologies, Corp.	Information Systems	1999	Dan Rooney, '92, President, Owner	Madison, Texas
13	95.12	House of Forgings Inc.	Industrial Distribution	2001	Robert M. Borsh, Jr., '03, President, CEO	Houston, Texas
14	91.98	Overflow Inc.	Music/Entertainment Industry	2002	David Lipscomb, '85, President, Owner	Franklin, Tennessee
15	90.61	JWA Financial Group, Inc.	Financial Planner	1998	James Whiddon, '82, President, CEO	Dallas, Texas
16	83.72	Miner Fleet Management Group	Industrial Services	2001	Phillip T. Miner III, '80, CEO, Founder	San Antonio, Texas
17	83.23	InvestWood Capital	Commercial Real Estate	2002	Jim Wood, '82, President, Owner	Bellaire, Texas
18	79.11	EnerSys Corporation	Oil and Gas	1994	Russel W. Treat, '80, President, Founder	Houston, Texas
19	77.13	Blade Energy Partners	Oil and Gas Engineering	2000	Patrick Brand, '81, Executive Vice President, Founder Philip Frink, '80, Executive Vice President, Founder	Frisco, Texas
20	73.41	Comanche Contractors, L.P.	Construction/General Contractor	1979	A. Gregory Walla, '79, President, Owner	Houston, Texas
21	72.45	OTA Compression, LLC	Compressor Sales, Leasing and Service	2002	Grant Swartzwelder, '85, President, Founder	Irving, Texas
22	72.24	Infinity Pro Sports	Web Solutions	1998	Uri Geva, '98, CEO, Owner	College Station, Texas
23	70.89	MEI Technologies, Inc.	Aerospace Engineering, Research & Development	1992	Edelmiro Muniz, '67, CEO, Owner	Houston, Texas
24	66.70	New Tech Engineering LP	Petroleum Engineering	1998	Larry Cress, '76, President, CEO, Owner	Houston, Texas
25	65.67	Native Land Design	Professional Landscape Services	2001	Ben Collinsworth, '99, President, Owner	Cedar Park, Texas
26	65.07	Pumpco, Inc.	Pipeline Construction	1981	Alan B. Roberts, '78, President, Owner	Giddings, Texas
27	64.20	Foxfire Scientific, Inc.	Health Physics Consulting	1999	Ian S. Hamilton, '93, President, Owner Matthew G. Arno, '02, Vice President, Owner	Arlington, Texas
28	64.13	River Place Golf Group L.P.	Golf	2001	Todd Routh, '86, President	Austin, Texas
29	63.30	Builders West, Inc.	Residential Construction	1982	Kurt Lobpries, '77, President, Owner Lizette Lobpries, '77, Vice President, Owner	Houston, Texas
30	63.17	Valley Construction Services, LTD.	Commercial Construction	2000	Terry Austin Ray, '79, Limited Partner, Owner	Brownsville, Texas
31	63.02	Chaparral Energy Inc.	Exploration & Production	1988	Mark A. Fischer, '72, President, CEO, Founder	Oklahoma City, Oklahoma
32	62.92	Schwarz Hanson Architects	Architecture	1995	Gerald H. Schwarz, '82, President, Owner Tod D. Hanson, '88, Vice President, Owner	Fort Worth, Texas
33	61.60	Marquee Tent Productions	Event Industry	2000	Damon W. Holditch, '65, President, Owner	Austin, Texas
34	61.28	G.R. Birdwell Construction, L.P.	Construction	1977	Gene R. Birdwell, '59, CEO, Owner Brad A. Birdwell, '83, President, Owner	Houston, Texas
35	60.01	Capnet Securities Corporation	Investment Banking	1988	Daniel L. "Bo" Ritz, Jr., '84, Chairman, CEO, Owner	Houston, Texas
36	58.31	Gill Services, Inc.	Oilfield Manufacturing	1977	Gay Gill Wathen, '80, President, Owner	Houston, Texas
37	58.23	MacResource Computers	Computer Hardware	1994	Buckey Lee Turk, Jr., '83, General Manager Carolyn Harwell Turk, '84, Owner	Bryan, Texas
38	57.59	Businelle Company, LLC	Information Technology	2001	Greg Businelle, '90, President Owner	Houston, Texas
39	57.11	Intercontinental Consultants, LLC	Investment Advisor	1997	John Kauth, '77, CEO	San Antonio, Texas
40	56.78	Heritage Wealth Management	Finance	2002	Daniel P. Michalk, '92, Principal, Owner	Houston, Texas
41	56.32	LiquidFrameworks	Software Solutions	2001	Travis M. Parigi, '94, President Owner	Houston, Texas
42	55.98	Acequia	Irrigation Technology	2001	Rodger Timothy Wiley, '73, Owner Kenneth W. Cook, '80, Owner	Austin, Texas
43	54.41	TDI-Brooks International, Inc.	Oceanographic Research and Service	1996	James M. Brooks, '70, President, Owner Bernie B. Bernard, '78, Vice President, Owner	College Station, Texas
44	52.01	CES Environmental Services, Inc.	Environmental & Industrial Services	1998	Matt Bowman, '93, President, Owner	Houston, Texas
45	51.88	Hollinden professional services marketing	Marketing Consulting	1993	Christine M. Hollinden, '87, President, Owner	Houston, Texas
46	50.68	Routh Development Group	Real Estate	1994	Todd Routh, '86, Manager, Owner Rob Routh, '78, Vice President, Owner Stephanie Routh, '93, Vice President, Owner Clay Routh, '87, Vice President, Owner	Austin, Texas
47	50.56	John Moore Services, Inc.	Residential Multi-Services	1965	Donald G. Valentine, '69, President Owner	Houston, Texas
48	50.30	Hayden Consultants, Inc.	Professional Services	2000	Rachel Hayden, '89, President Owner	Dallas, Texas
49	49.48	BlueRock Energy Capital, Ltd.	Oil and Gas	2002	Catherine Landeck Sliva, '80, President, CEO, Founder R. Scott Abel, '84, Partner, Founder	Houston, Texas
50	49.22	Grey Wolf, Inc	Oil & Gas Land Grilling Services	1980	Thomas P. Richards, '65, Chairman, President, CEO	Houston, Texas
51	49.16	Marvin Tate Communication	Retail Sales	2000	Marvin P. Tate II, '75, Owner	Vernon, Texas
52	48.95	ZT Financial Network Inc.	Financial Services	2002	Taseer Badar, '95, President, CEO	Houston, Texas
53	48.31	The Liere Agency	Insurance	1992	Leslie G. Liere, '84, President, Owner	College Station, Texas

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54	47.31	Heights Venture Architects, LLP	Architecture	1999	Robert R. Holton, '84, Partner, Founder Scott Roselius, '87, Partner, Founder	Houston, Texas
55	46.93	Achilles Group	Human Resources	2002	JP Magill, '89, President, Owner	Houston, Texas
56	46.29	Cementaciones Petroleras Venezolanas, S.A.	Oil and Gas	1981	Eduardo Pantin, '67, Chairman, CEO, Founder Director, Vice President Gerardo Pantin, '97, Owner	Maracaibo, Venezuela
57	46.24	Food Safety Net Services	Food Testing Services	1999	John Bellinger, '76, Chairman, Owner Gina Bellinger, '89, President, Owner Gary C. Smith, '68, Partner, Owner	San Antonio, Texas
58	46.21	Merrick Pet Care	Pet Food	1987	Tyler Merrick, '00, President	Amarillo, Texas
59	45.81	Dudley Construction, Ltd.	General Construction	1992	Mark Dudley, '83, President, Owner Deanie Dudley, '84, Partner, Owner	College Station, Texas
60	45.51	DrawWorks, L.P.	Energy	1995	Albert A. Mullins, '60, Owner	Boling, Texas
61	45.05	Yantis Company	Heavy Construction	1965	John M. Yantis, '53, Chairman Emeritus, Founder J. Mike Yantis, '76, Co-Chairman, Owner Thomas G. Yantis, '78, Co-Chairman, Owner Mike Yantis, Jr., '02, President & COO, Owner	San Antonio, Texas
62	44.94	InHouse Systems, Inc.	Systems Integration	1991	Kody Shed, '95, President, CEO, Owner	Temple, Texas
63	42.88	CAPSHER Technology, Inc.	Software Consulting	1994	K. Stefan Capps, '83, President, Owner	Bryan, Texas
63	42.88	Clay Development & Construction, Inc.	Real Estate	1998	Albert W. Clay, '65, President, Owner Robert H. Clay, '89, Vice President, Owner	Houston, Texas
65	42.30	Hill Country Electric Supply, LP	Electrical Equipment Wholesaler	1998	Wayne Blasingame, '78, Partner, Founder David Inman, '82, Partner, Founder	Austin, Texas
66	42.12	Land Design Partners	Landscape Architecture	1996	Daryl Benkendorfer, '82, President, Owner	Austin, Texas
67	42.10	JB Knowledge Technologies, Inc.	Technology Solutions	2001	James M Benham, '01, President, Owner	College Station, Texas
68	41.93	Lobo Logistics, L.L.C.	Oil Field Trucking	1998	P.R. Arguindegui III, '84, Owner Founder	Laredo, Texas
69	41.90	Paloma Energy Consultants	Energy Consulting	2000	Gary K. Gonzalez, '80, CEO, Owner	Houston, Texas
70	41.82	Jenkins Custom Homes	Residential Construction	1992	Shan Jenkins, '88, President, Owner Bethany Jenkins, '88, Vice President, Owner	Austin, Texas
71	41.70	Checkpoint Services, Inc.	Technology	1995	Kristen Cox, '83, President, Owner	El Paso, Texas
72	40.41	GulfQuest, LP	Healthcare	2000	Scott C. Huebner, '95, President, Founder	Houston, Texas
73	39.99	Metro Custom Plastics Inc.	Manufacturing	1974	C.W. Seely, '55, Chairman, Owner Michael J. Havel, '76, President, Owner Lea Anne Seely, '80, Owner	Arlington, Texas
74	39.97	Texas Tree & Landscape	Landscaping Installation & Maintenance	1998	Steve Berry, '90, Owner	Blue Ridge, Texas
75	39.82	Mackey & Tanner, LLC	Professional Recruiting	2001	Jeff Mackey, '87, Partner, Founder Frank Tanner, '87, Partner, Founder	Houston, Texas
76	39.08	CAP5 Technology Solutions, LLC.	Computer Networks and Applications	2002	Anthony Hodgson, '83, President, Owner Stanley Keith, '83, Owner, Founder	Houston, Texas
77	39.01	Matkin Hoover Engineering & Surveying	Engineering & Surveying	2002	John Mark Matkin, '95, President, CEO, Owner	Boerne, Texas
78	38.03	ZT Global Investments Inc.	Financial Services	1997	Taseer Badar, '95, President, CEO	Houston, Texas
79	36.59	Vogel Financial Advisors, LLC	Financial Planning / Investment Management	2000	Michael W. Busch, '88, President, Owner	Dallas, Texas
80	36.07	BJ's Restaurants, Inc.	Foodservice	1978	Jerry Deitchle, '73, President, CEO	Huntington Beach, California
81	35.33	American Protectors Inc.	Manufacturing	1979	C.W. Seely, '55, Chairman, Owner Michael J. Havel, '76, President, Owner	Arlington, Texas
82	34.83	CENTAURI Technologies, LP	Environmental & Industrial Services	1996	Kyle Killebrew, '83, President, Owner	Pasadena, California
83	34.73	Slay Engineering Co., Inc.	Civil Engineering	1982	Michael M. Slay, '71, President, Owner	San Antonio, Texas
84	34.06	Miner North Texas, Ltd.	Industrial Services	2000	Philip T. Miner III, '80, CEO, Founder	Dallas, Texas
85	33.99	Bury+Partners, Inc.	Engineering	1984	Paul J. Bury III, '78, President, Owner	Austin, Texas
86	33.50	Mustang Engineering	Engineering	1987	Steve Knowles, '84 President, Owner	Houston, Texas
87	32.75	Steele & Freeman, Inc.	Construction	1979	Michael D. Freeman, '91, President Owner	Fort Worth, Texas
88	32.66	The Lee Thompson Co.	HVAC	1961	Scott Thompson, '79, President, Owner	Houston, Texas
89	32.49	Corkran Energy, LP	Oil & Gas Exploration & Production	2001	Dennis D. Corkran, '77, President, Owner Peggy J. Corkran, '77 Secretary, Owner Peggy J. Corkran, '77 Secretary, Owner	Austin, Texas
90	32.40	Tape Solutions, Inc.	Adhesive Tape	1998	Kimberly D. Lawrence, '82, President, Owner	Austin, Texas
91	32.27	Valley Garden Center, Inc.	Retail Nursery & Landscaping Services	1976	Jon Klement, '85, President, Owner	McAllen, Texas
92	32.08	Keystone Constructors, Inc.	Industrial Construction	2002	James R. Penn, '77, President, Owner	Gaffney, South Carolina
93	31.94	eInstruction Corp.	Technology	1981	Darrell Ward, '73, CEO	Denton, Texas
94	31.65	Speech Privacy Systems	Privacy / Acoustics	1998	Bruce Davidson, '78, Principal, Founder	Plano, Texas
95	30.59	Catapult Systems	Information Technology	1993	Sam T. Goodner, '90, CEO, Owner David Jacobson, '90, CTO, Owner	Austin, Texas
96	30.37	Delta Structural Technology Inc.	Construction Engineering	1991	Paul Gugenheim, '73, President, CEO	Conroe, Texas
97	30.36	Summit Insurance Group	Employee Benefits	1997	Lawrence Morris, '88, President, CEO, Owner	San Antonio, Texas
98	30.29	Internet Truckstop LLC	Transportation Services	1995	Scott Moscrip, '93, President, CEO	New Plymouth, Idaho
99	30.25	Carter Financial Management, Inc.	Financial Planning	1976	Bill E. Carter, '69, President, Owner	Dallas, Texas
100	30.07	Workman Commercial Construction Services	Commercial Construction	1991	Paul D. Workman, '73, CEO, Owner Kyle D. Workman, '97, President, Owner	Austin, Texas