PARTNERSHIP
/pahrt-ner-ship/ noun

A relationship between individuals or groups that is characterized by mutual cooperation and responsibility for the achievement of a specified goal.
My wife Kay and I are honored to play a role in the lives of students and faculty as partners in their educational, teaching and research endeavors. An investment in Mays is an opportunity to develop a lifelong partnership.

There are three universal elements to a partnership, and they exist in this relationship as well. The first thing is a shared vision or a shared aspiration. The second is some sort of blending of resources and need. The third is a covenant.

In a business context, we might share a vision to make a product or produce a service—something entrepreneurial that has some shared value. Secondly, for blending of resources and need, we might need capital, expertise or a business plan. In the business context, there is a natural progression from shared vision to the blending of needs and resources. And for the covenant piece in the business context, there is a comprehensive agreement that sets the rules and establishes parameters of how we relate to each other in that partnership.

The same is true for the partnership between a donor and a scholar. Donors share in the students’ vision to succeed, learn, engage, mature, grow and ultimately to graduate and become a great citizen of this land. We also share in the faculty members’ attempts to discover new knowledge through research, which they can share with their students. Kay and I are blessed to help fund these kinds of educational activities, and we hope that this allows scholars the freedom to achieve greater success and realize their dreams. Lastly is the covenant. We enter into a covenant with students and faculty in which we’d like them to be good stewards of the resources provided, and to be accountable by studying diligently and being earnest and sincere in what they are doing.

I highly recommend engaging in such a partnership. The benefits will last a lifetime, and it will give you a front-row seat to one of the best experiences anyone can undergo: the transformation of young men and women on the Texas A&M campus into thoughtful and productive citizens of the world.

Note from the editor: For the past eight years, the Coxes have hosted a reception in their home for Business Honors students and their parents. They have supported Mays Business School through their gifts to student scholarships, faculty endowments, academic programs and facilities, including providing the lead gift for the construction of the Jerry and Kay Cox Hall. Jerry Cox serves on the Dean’s Development Council at Mays.
DONOR PROFILES

$1 million gift doubled by Mays program match

Don Davis’ ’61 sense of Aggie pride and appreciation for the core values of Texas A&M have driven him to give back multiple times to his alma mater. Already a supporter of the Dwight Look College of Engineering and the Olsen Field renovation, Davis decided to make another gift to Texas A&M — this time to Mays Business School.

Now, with the help of matching funds, Sallie and Don Davis are supporting undergraduate and graduate business students at Texas A&M. A $1 million endowment from the Davises will have double the impact, thanks to a matching gift of $1 million from the Center for Executive Development at Mays Business School.

The resulting $2 million Sallie O. and Don H. Davis Jr. ’61 Endowed Scholars Fund will provide scholarships and fellowships to students in the undergraduate Business Honors program or Full-time MBA Program at Mays.

Davis, who served as president, CEO and chairman of Rockwell International until his retirement in 2005, received a bachelor’s degree in mechanical engineering and a master’s degree in business administration from Texas A&M. He currently serves on the board of directors for Illinois Tool Works, Inc. in Chicago.

“I think it’s a real honor to be a graduate of Texas A&M, and this was an appealing way for us to help other Aggies along with their education and careers,” said Davis. “The fact that I could double my gift and its potential with the help of Mays was a sound deal.”

“Don and Sallie’s most generous commitment to our School will allow us to recruit top students to our two signature programs,” said Mays Dean Jerry Strawser. “They understand the competition for top students and their endowed Scholars Fund will allow us to attract the next generation of business leaders to our programs.”

Davis said he is lucky to have spent his life doing what he loves. “I want to afford other students the open-door opportunities that come with a business degree, so they too can appreciate what it can do for them,” he said.
Davis gift to Mays enhances pair’s legacy

A desire to assist Mays Business School students prompted two Texas A&M University alumni to donate $250,000 to establish the **Becky ’76 and Monty Davis ’77 Endowed Business Honors Scholarship Program.** This program will support two students during their four-year studies in Mays’ Business Honors program.

Monty and Becky were the lead donors for the “Davis Center for Football Player Development” near Kyle Field.

Monty Davis said his Texas A&M accounting degree has proven beneficial. He enjoys speaking to current students.

“I want to help young people have this opportunity to learn now, so that it helps them in the future.”

“We are so very appreciative of Becky and Monty’s generosity,” said Mays Dean Jerry Strawser. “The Davis Scholarship Program will allow our School to compete for outstanding students who are considering the very best universities across the United States.”

Monty Davis is Chief Operating Officer of Core Laboratories, an oil service company that advises oil exploration and production companies on how to get the most oil or gas out of reservoirs. Becky majored in elementary education at Texas A&M. After raising their two daughters, she devotes most of her time to church and ranch activities.

Pair pledges gift to fund several Texas A&M endowments

**M. Ann and Charles P. ’82 Manning** have committed gifts to Mays Business School, two other Texas A&M University colleges and the 12th Man Foundation. The funds for the gifts will be generated through a retirement account and a revocable living trust.

“Because Ann and I have had successful careers, we wanted our estate to include support for organizations we feel contributed to that success. Texas A&M certainly fit that bill,” Charles Manning said.

Manning preferred not to disclose the total amount, but he did say the “lion’s share” will go to Mays to establish the **M. Ann and Charles P. Manning ’82 Dean’s Excellence Endowment at Mays.** Similar endowments will be created at Texas A&M’s College of Agriculture and Life Sciences, the College of Veterinary Medicine and the 12th Man Foundation.

“We wanted the funds to be discretionary because it is so far in advance — decades, we hope — that we couldn’t presuppose the needs,” Manning said. “We don’t know much about educating young students, but we were impressed when talking to the deans of the diversity of needs for financial support. We concluded the deans are in the best position to give wise allocation to the annual distributions, and believe it will accomplish very worthy goals.”

The Mannings live in Austin. Charles received a bachelor’s degree in finance and retired in 2008 from a career in banking technology. Ann received a bachelor’s degree in accounting and marketing from Marietta College and a Juris Doctor degree from Ohio Northern University.

“The Mannings’ most generous commitment to our School will impact our students in so many ways,” said Mays Dean Jerry Strawser. “With the flexibility they have provided to our School, it can support student scholarships, study abroad opportunities, student travel to competitions, and faculty teaching and research activities. As education and outside-of-class opportunities continue to evolve, the ability of their gift to support current and future needs makes the impact of this already generous commitment even more significant.”
WildHorse Resources executives bolster business honors program

The managing partners of a Houston-based company have committed to a $100,000 gift for the WildHorse Resources Business Honors Scholarship fund at Mays Business School.

Anthony Bahr ’91, CEO, and Jay Graham ’92, president, of WildHorse Resources said they enjoy visiting with Mays students when on campus and they wanted to support the program that trains the top emerging business leaders.

WildHorse is a private oil and gas production company with operations in Texas and Louisiana. It employs a number of Aggie graduates and interns in its Houston headquarters.

“Jay and I have benefited tremendously from our experiences at Texas A&M, and we are thankful for the opportunity to help another talented individual become an Aggie and build a strong foundation that will be a great help to their future success,” Bahr explained.

Graham concurred, adding, “We were fortunate to meet a lot of good people during and after our time at Texas A&M. Those connections have continued to be beneficial.”

“We are so thankful to Anthony and Jay for their most generous support of our students and school,” said Mays Dean Jerry Strawser. “Their entrepreneurial spirit, business success and generosity truly make them great role models for our students.”

Moore endowment will support future lawyers

An MBA is the most common advanced degree for business school graduates, but a Juris Doctor is a close second. Mays Business School students who are pursuing law school will receive financial assistance through a new scholarship: Joy W. ’88 and Nathan P. Moore ’89 Endowed Award. Funded by a $100,000 gift from Joy and Nathan Moore, the award is designated for a Mays student who has been accepted into a law school and will support studies at that law school. Preference will be given to a student who was a member of the Business Honors Program during his or her undergraduate studies at Texas A&M.

Nathan, who serves as Mary Kay’s Chief Legal Officer and Secretary, received a finance degree at Texas A&M and a law degree from St. Mary’s University. Joy received an education degree from Texas A&M.

“Our main goal was to give back to the school that taught us so much and has provided such a good foundation for us both,” Nathan explains. “It was also important to know we could customize our giving to include the acceptance to law school. The flexibility to expand beyond the business programs was key. So much of what I do right now is business-related, but what initially opened the doors for me was my law degree.”

“Many times, an impediment for students pursuing advanced degrees is the additional cost of that education,” said Mays Dean Jerry Strawser. “The Moores’ most generous commitment will make a significant difference in the ability of our students to pursue studies at leading law schools across the United States.”
Bermudez believes in giving back

Jorge Bermudez says an affinity for Mays Business School dating back to his college days prompted him to donate $250,000 to establish the Jorge Bermudez ’73 Business Honors Endowed Scholarship Fund.

Bermudez’s undergraduate and graduate degrees were in agricultural economics, but he said he knew from early on that he wanted to be a banker, so he took several finance, accounting and management classes in the business school. “The great thing about my experience was the flexibility of both the school of business and the agriculture economics department provided me,” he said. “As a result of my studies, it led me to New York and my career with the largest financial institution in the world. It gave me the tools to do what I wanted to do with my life.”

Bermudez says he wanted to assist the Business Honors Program in particular because of its rigor and reputation. “My sense is that it’s becoming more and more competitive to attract top students to A&M’s Mays Business School, so I wanted to help Jerry (Strawser, dean of the business school) attract these students in whatever way I could.” He particularly wants to support students in the Corps of Cadets, which he said is “central to the culture of Texas A&M.”

Bermudez was not in the Corps while at Texas A&M. He hails from Cuba and said his first introduction to Texas was College Station. He left Texas upon graduation, moving throughout the world for various assignments at Citigroup over a 34-year span. He held positions in New York, Houston, Venezuela and Argentina. Among his titles were CEO of Citigroup Latin America, CEO and president of Citigroup’s Commercial Business Group in North America and Citibank Texas, then the Chief Risk Officer for Citigroup.

“We are most appreciative of Jorge’s most generous support of our students,” said Mays Dean Jerry Strawser. “While his financial support is so important to our students, the ability of our students to meet him, learn from him and follow his life example will provide them with the opportunity of a lifetime.”

Now Bermudez has come back to College Station. He serves on the boards of the Federal Reserve Bank of Dallas, Moody’s Corporation, the Electric Reliability Council of Texas and the Community Foundation of the Brazos Valley. He serves Texas A&M on the International Board, the development councils of both Mays and the College of Agriculture and is past chair of the board of the Association of Former Students. He said he owes a lot to Texas A&M and the surrounding community.
Stephanie Anderson ’89 says her grandmother’s ambition for her family to attend and graduate from college changed the trajectory of her family; and this objective has carried on in Stephanie and her husband’s charitable mission statement to help other families change their trajectories through education. The Dallas couple donated $60,000 to Mays Business School to create the **Stephanie and Todd Anderson Family Business Honors Scholarship Fund.**

“We do donate to a lot of organizations, and there is a special place in my heart for the business school,” Anderson said. “Dean Strawser spent a lot of time explaining to us the need the school has to give scholarships that will enable some great kids to go to Texas A&M.” Anderson noted that she and her husband appreciate the small size of the classes in the Business Honors Program and the quality of instruction the students receive.

“We sincerely appreciate the Andersons’ generosity,” said Mays Dean Jerry Strawser. “Their scholarship will provide opportunities and change the lives of many students at Mays for years to come.”

Anderson said her grandmother was a bobbin changer in a denim factory — a literal blue-collar worker — who was divorced in the 1940s, when single mothers were a rarity. She only had a high school education, but was determined to put her two daughters through college. “This was during a time when not many women were going to college, and my mother was enrolled in the Business Honors program at the University of Georgia. She was the first in her family to complete college. That really changed the trajectory for our whole family, so I am happy to help others accomplish this.”

Anderson received her MBA from Texas A&M and was a teacher’s assistant in the Finance Department. “I still have lots of friends there and keep up with what is going on. It is an exciting time for Mays.” She is now managing director at AlixPartners LLP.

**Generosity is a family tradition for Andersons**
I come from a big Aggie family, so there was never a question as to where I wanted to go to school. I decided to apply to Mays Business School, and looking back, I believe this was the best decision I have made during my time at Texas A&M. It was a catalyst for many great experiences to come, and it put me on a path I never could have foreseen when I began college.

A degree from Texas A&M represents a journey of learning, both inside and outside the classroom. It represents an overall experience that cannot be explained—one full of friendships, tradition, and integrity, and one that helps builds us into the people we strive to become.

I have received the Sandi and Britt Jenkins ’65 Endowed Scholarship through Mays and the university-wide W.A. and Lula Ware Morgan Scholarship. These scholarships have allowed me to experience opportunities that otherwise might not have been possible. My scholarships have allowed me to stay very involved in school—learning about and pursuing leadership opportunities and finding ways to give back to Texas A&M. I was also able to live out of state last summer for my internship—all thanks to my scholarship funds.

I could not have asked for a greater, more impactful experience than what I have had here at Texas A&M, and I know that I have so many people other than myself to thank for that—especially my generous scholarship donors. I am reminded of the saying: “To whom much is given, much is expected.” I hope the effect of the gift might be felt by all those I interact with.
**New Development Activity**

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<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
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<td>Total New Commitments</td>
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<td>$6,305,000</td>
<td>$6,131,000</td>
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<td>Total Cash Gifts (Non-Endowed)</td>
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<td>1,812,388</td>
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<td><strong>Total New Development Activity</strong></td>
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<td><strong>$8,603,211</strong></td>
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**Values by Endowment Type**

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<th><strong>BOOK VALUE</strong></th>
<th><strong>MARKET VALUE</strong></th>
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<tr>
<td>Faculty Chairs</td>
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<td>Faculty Professorships</td>
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<td>Faculty Fellowships</td>
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<td>Graduate Fellowships</td>
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<td>Scholarships</td>
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<td>Discretionary, Excellence &amp; Other</td>
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<td>42,237,141</td>
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<tr>
<td><strong>Totals</strong></td>
<td><strong>$93,505,254</strong></td>
<td><strong>$124,147,395</strong></td>
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**Endowment Market Values**

![Bar chart showing endowment market values from 2004 to 2013.](chart.png)
ENDOWMENTS

The following individuals and corporations have provided or committed endowments or designated gifts of $25,000 or more during the period January 1, 2013, to December 31, 2013.

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
Douglas J. Abbott
BNSF Foundation
Hill A. Feinberg
Jayne L. and James A. Henke
Ann and Charles P. Manning ’82
Kris W. ’81 and Bruce Petersen ’83
Susan S. ’81 and Stephen B. Solcher ’83
Estate of Absalom T. Webber, Jr. ’49
Adrianne and Mike Yantis, Jr. ’02
Patty and J. Mike Yantis ’76

ENDOWED STUDENT SCHOLARSHIPS/FELLOWSHIPS
Stephanie S. ’89 and Todd J. Anderson
Denise A. ’86 and Andrew M. Beakey III ’84
Denise and Steve Bender ’78
Zora V. and Lorence L. Bravenec
Richard J. Cahill III ’84
Becky ’76 and Monty Davis ’77
Sallie O. and Don H. Davis, Jr. ’61
Melinda ’87 and Guy Grace
Catherine M. and R. Scott Harris ’61
The David B. Hendricks II Foundation
Stephanie L. ’97 and Loren L. Hsiao ’00
Cheryl Burke ’85 and John C. Jarvis ’86
Kelly P. ’86 and Robert E. Jordan ’85
KPMG Foundation
Lenora K. and Robert R. Locke ’49
Melendy E. ’79 and James R. Lovett
Sharon R. and Keith D. Manning ’78
Ann and John Mobley ’51
Joy W. ’88 and Nathan P. Moore ’89
Brock D. Nelson ’90
Susan J. and Jon R. New ’78
Susan M. ’74 and William R. Ouren ’74
Ann ’84 and Britt Pence ’83
Florence and M. Bookman Peters ’59
Kenneth E. Randolph ’78
Carolyn S. ’93 and Michael W. Rasmussen ’91
USAA Real Estate Company
Merri O. and Fred G. Walsh ’74
Tracey A. Storey and Keith E. Whittington
WildHorse Resources - Anthony F. Bahr ’91 and Jay C. Graham ’92
Joey D. and Eric R. Wylie ’93
2013 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, 2013. 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.

### Corporate and Corporate/Organization Foundations

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<th>Amount</th>
<th>Name of Organization</th>
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<td>$50,000–$99,999</td>
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Lyness Construction
Nabors
Noble Energy
NRF Foundation
Odecent
PepsiCo
PETSMART
SLALOM Consulting
Southeastern Conference
Tolteq Group
USAA
Valero Services
Wells Fargo Bank

$2,500–$4,999
3marketeers Advertising
Accent Wire Products
Allegiance Bank
American Bank of Texas
Avalon Advisors
Baker Hughes
The Bank of America
Bank of Oklahoma
The Boeing Company
Broadway Bank
George Bush Presidential Library Foundation
Calpine Corporation
Chase Bank
Citizens National Bank
City Bank
Comerica Bank
Community National Bank 
& Trust of Texas
Compass Bank
Country Fresh
EIV Capital Management Company
Ergon Capital Management
Exterran Energy Solutions
First Victoria National Bank
Floor 22 Consulting
Frost National Bank

Gallery Furniture
Gemalto
Goldman Sachs
Green Bank
Guaranty Bond Bank
Heavy Construction Systems Specialists
IBERIABANK
iRehab
Kalypso
KCCI
Kinder Morgan Services
Main Street Capital Partners
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Modulus
Moody National Bank
MRE Consulting
Mystic Pharmaceuticals
Northwestern Mutual Foundation
Pentair Valves & Controls
Pioneer Natural Resources
RenRe Energy Advisors
Running W
Ryan
Smith and Associates
Spirit of Texas Bank
Structure Consulting Group
Texas Capital Bank
Texas Society of Certified Public Accountants
Toshiba International Corporation
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