

University of Florida's

Inaugural

100
GATOR
100

**Honoring the World's Fastest
Growing Gator Companies**

**2015 Gator100
Awards Gala**

Friday, February 6, 2015

Celebrating Entrepreneurial Excellence

The University of Florida and The Center for Entrepreneurship & Innovation (CEI) are pleased to present the inaugural Gator100, a celebration of the fastest growing UF alumni-led companies around the world.

Gator entrepreneurs of the global entrepreneurial revolution are on the front lines, keeping America from falling behind. They are transforming markets, business practices, industries, themselves, their families, their communities and our economy. In the process, they are creating the future. Gator entrepreneurs are changing the world.

Gator100 companies must have been in business for at least five years, be Gator-led or Gator-owned and have annual revenues of \$100,000 or more. The Gator100 is ranked by Compound Annual Growth Rate (CAGR), which is used to determine year-over-year growth over the past three years.

Gator100 By the Numbers

1884

Earliest
Founding Date

1961

Oldest Class
Year

2013

Most Recent
Class Year

15

UF Colleges
Represented

13

U.S. States
Represented

274.40%

Top Growth
Rate

2005

Class
With Most
Representation

9,500+

Employed
by the 2015
Gator100
Companies

GATOR100.UFL.EDU

#Gator100

Agenda

Welcome

Danita D. Nias, Executive Director, UF Alumni Association; Senior Associate Vice President of Alumni Affairs

Gator100 Kickoff

Michael H. Morris, Ph.D., James W. Walter Eminent Scholar Chair, Academic Director, UF Center for Entrepreneurship & Innovation

Introduction of Keynote Speaker

Randy Glein (BSEE '88), Managing Director, DFJ Growth

Keynote: “Entrepreneurial Excellence & The Gator Nation”

Manny Fernandez (BSEE '67), Entrepreneur, Investor; former Chair, President and CEO of Gartner Group

Lunch and Entertainment

2015 Pinnacle Awards

John Kraft, Dean, Warrington College of Business Administration

Gator100 - Presentation of Honorees by University of Florida Entrepreneurial Students

Acknowledgments

- ▶ *Nola Miyasaki, Executive Director, Outreach and Incubation, UF Center for Entrepreneurship & Innovation*
- ▶ *Jamie Kraft, Director, UF Center for Entrepreneurship & Innovation*



Michael H. Morris, Ph.D.

Dr. Michael H. Morris holds the James W. Walter Eminent Scholar Chair and is the academic director for entrepreneurship in the Warrington College of Business Administration at the University of Florida. He was formerly the Malone Mitchell, Jr. Chair at Oklahoma State University, where he launched the first School of Entrepreneurship in the U.S. In addition to starting three ventures, he has built top-ranked entrepreneurship programs at three major universities. A pioneer in curricular innovation and experiential learning, his entrepreneurial outreach efforts have facilitated the development of hundreds of ventures. He has also consulted to a large number of corporations around the world. Dr. Morris has published 11 books and over 130 articles in peer-reviewed journals. He is co-editor of the Prentice-Hall Entrepreneurship Series and a Past President of the United States Association for Small Business and Entrepreneurship. Dr. Morris has been awarded the Edwin & Gloria Appel Prize for contributions to entrepreneurship. A former Fulbright Scholar, Dr. Morris was selected as one of the top 20 entrepreneurship professors in the U.S. by Fortune Small Business, and is the recipient of the Leavey Award from the Freedoms Foundation for impacting private enterprise education and the Dedication to Entrepreneurship Award from the Academy of Management. He received his Ph.D. from Virginia Tech.

Danita D. Nias

Danita D. Nias is the Executive Director of the University of Florida Alumni Association (UFAA) and Senior Associate Vice President of Alumni Affairs. She is responsible for involving and engaging over 400,000 alumni and friends of the University, while leading the effort that will solidify the Alumni Association as the epicenter of the Gator Nation®.

Nias came to the University of Florida with over 16 years of higher education experience in intercollegiate athletics, alumni relations and development at the University of Maryland, College Park. Prior to her career in higher education, she had a successful career in sales and marketing in private industry.

Nias earned her bachelor's degree from the University of Maryland's Robert H. Smith School of Business and her master's degree from Syracuse University's Maxwell School of Citizenship and Public Affairs. She and her husband, Michael, reside in Gainesville with their son, James.



Manny Fernandez

Manny Fernandez (BSEE '67) served as Executive Chairman of the Board of Sysco Corporation until his retirement. He had served as non-executive chairman of Sysco, and a member of the Sysco Board of Directors since 2006.

He served as Chairman, President and CEO of Gartner, the world's leading informational technology research and consulting company. As Gartner's CEO from 1991-1998, Fernandez increased revenues from \$46 million to more than \$700 million.

Prior to his time at Gartner, Fernandez was the President and CEO at Gavilan Computer Corporation, where he is credited with helping design the first laptop computer in 1983. He has also served as President and CEO at Dataquest, Inc., an information services company; and Zilog Incorporated, a semiconductor manufacturing company. He was also the Managing Director of SI Ventures, a venture capital firm.

Fernandez was appointed by President George W. Bush to serve on the President's Information Technology Advisory Committee where he served until 2005.

Fernandez is a former member of the University of Florida Board of Trustees, and served as Chairman of the Board for four years.

Keynote Introduction

Randy Glein

Randy Glein (BSEE '88) joined DFJ in 2002 and is a Managing Director of DFJ Growth, where he focuses on leading investments in high-growth technology companies. His career spans more than 25 years in the technology and media industries as a venture capital investor, operating executive and entrepreneur. Forbes named Glein to its annual Midas List of top technology investors in 2013 and 2014.

Glein holds an MBA from UCLA, an MSEE from the University of Southern California and a BSEE with High Honors from the University of Florida.



The Pinnacle Awards recognize established Gator-led businesses that have made a significant impact over time through job creation, revenue generation and innovation in their industries. At the same time the Compound Annual Growth Rate (CAGR) for these companies is extraordinarily competitive given their size and maturity, indicating the tremendous achievement of the Gator entrepreneur in sustaining growth of the venture over time.

Robert Howard Jr., BS '55

Howard Fertilizer and Chemical Company, Inc.

Orlando, FL

Founded: 1934 | # of Employees: 201

CAGR: 14.91% | Jobs Created Last 3 Years: 35

Howard Fertilizer & Chemical has evolved from a small fertilizer operation to the multi-site fertilizer and chemical distribution company it is today. Howard Fertilizer manages a diverse portfolio of products that service the agriculture, turf & ornamental, pest control and retail/export markets. The company manages plants in Lake Placid and Groveland, Fla.; seven chemical and fertilizer distribution centers across the country. In 2014, Howard continued along its multi-year path of record setting growth while maintaining its status as a top producer of fertilizer in Florida. Still family-owned and operated, it is managed by Robert M. Howard Jr., with sons Frank and Jon actively involved in key facets of the company.

David P. Lyons, BSBA '54

Saddle Creek Logistics Services

Lakeland, FL

Founded: 1966 | # of Employees: 2,520

CAGR: 15.39% | Jobs Created Last 3 Years: 677

Over 48 years ago, David P. Lyons founded Saddle Creek Logistics, and has guided the company through what he calls “controlled, opportunistic growth.” An asset-based, third-party logistics provider, Saddle Creek Logistics offers a wide array of services, including warehousing, transportation, packaging and fulfillment. Operating over 37 locations nationwide, Saddle Creek Logistics is dedicated to assisting customers in accommodating growth and handling business fluctuations. Still leading the business today, David attributes his success to one very important piece of advice:

“The most important lesson I have learned over the years is to play by the rules. If you are honest and fair, and you treat your people and your customers right, then you will be rewarded.”

Alan Starling, BSBA '69

Starling Automotive Group

Orlando, FL

Founded: 1959 | # of Employees: 164

CAGR: 16.25% | Jobs Created Last 3 Years: 32

Starling Automotive has been dedicated to creating a brand in the highly competitive automotive industry by providing the best customer service to Central Florida-area car buyers. Owner and President Alan Starling emphasizes customer satisfaction and service as the key aspect in running a successful business.

“Our company’s success depends on repeat business. There is no chance that the customer will ever return if their initial transaction is not handled to their satisfaction,” he explains. “We must hire, train and motivate our associates to be professional and respectful to the hundreds of customers that we serve every day.”

A. Brooke Christian, BSBA '94, MESS '96

Phil Shawe, BSBA '91

TransPerfect

New York, NY

Founded: 1992 | # of Employees: 3,688

CAGR: 15.63% | Jobs Created Last 3 Years: 2,121

TransPerfect is the world’s largest, privately held provider of language services and technology solutions with annual revenues of more than \$470 million. The business has a network of over 5,000 certified linguists and subject-area specialists, and offers a full range of services in 170-plus languages to clients worldwide.

TransPerfect was recognized as one of the fastest growing privately held companies in the U.S. through its recognition in the Inc. 500.

In 2014, TransPerfect experienced record-breaking results and hired over 700 employees. TransPerfect’s revenue increase represented a gain of over 17% from the previous year, marking the company’s 22nd consecutive year of profitable growth.

Phil Shawe co-founded TransPerfect in 1992. His friend and UF fraternity brother, A. Brooke Christian, helped him grow TransPerfect from \$4 million to over \$350 million in annual revenues.

Honoring the 2015

100 GATOR TUU

Brad Weinbrum, BSADV '86

ABB Optical Group

Coral Springs, FL

"If you surround yourself with intelligent, hard-working people, and are flexible with their job descriptions based on their strengths, good things will happen. Through outside testing and internal 360° surveys with my direct reports, I had a clear understanding of my own strengths and weaknesses, and I hired individuals specifically to make up for those weaknesses. This was difficult to do as these were professionals that had completely different thought processes than me. I knew it was necessary though in order to balance the team. This has created a culture where everyone feels safe to question each other, regardless of title or tenure."

Rob Alday, BABA '03

Abode

Park City, UT

Abode is the premier property management company in Park City, Utah. Rob emphasizes that he built the business on "the values of loyalty, honesty, and hard work." With 10 years of experience in the property management field, Rob is more than capable of building lasting relationships with clients and providing exclusive properties for vacation rental. Abode also offers concierge services, such as private transportation, childcare and other luxury services, all contributing to the luxury experience that Abode offers to its valued clients.

James M. Kiely, BS '87

AcuteCare Telemedicine

Atlanta, GA

AcuteCare Telemedicine enables healthcare institutions to gain access to highly-respected, expert neurologists and telemedicine technologies. AcuteCare offers a range of services including first-rate neurological emergency response care with around-the-clock support and hospital accreditation education. AcuteCare primarily provides remote emergency neurology consultation, which fills staffing needs and reduces the costs associated with 24/7 neurologist availability. As a result, healthcare institutions can provide full-service emergency neurology care and can earn Joint Commission Certification as a Primary Stroke Center. James has 18 years of experience as a Neurology practitioner and was recently named one of America's Top Doctors by U.S. News and World Report.

Richard C. Ahrens, BSBA '69

Ahrens Companies

West Palm Beach, FL

Richard and his father, Charles R. Ahrens, founded Ahrens Companies, a design/build, architectural, engineering construction firm in Palm Beach County in 1971. Richard represents the sixth generation of his family's business dating back to the 1800s in St. Louis. "My grandfather, Frank Ahrens, told me when I was 10 that the only time you stop learning is when you are dead. Another piece of advice was to always surround yourself with people who are smarter than yourself. This from a man who patented the first carbide drill bit, the wiggle bender and the first hurricane strap with only a sixth-grade education."

Leigh Ann Horton, BSAC '94, MACC '94

Vince Horton, BA '93

AIT Life Safety

Orlando, FL

AIT integrates a variety of different security methods into one system in order to provide the best safety needs for commercial businesses in Central Florida, pairing state-of-the-art technology and years of industry expertise. AIT's mission focuses on three critical areas: to continuously improve and deploy the best people, products and processes to provide a single-source life safety integration solution to our current and future customers. As CEO of the company, Leigh Ann thoroughly enjoys her role in the success of the business. "Vince and I both consider ourselves blessed to have gone to UF and have loved doing the 'entrepreneur' thing together as a couple. It can be challenging, but it has been very rewarding!"

Edouard Rollet, MAMC '01

Alter Eco Americas, PBC

San Francisco, CA

Alter Eco is based on the premise that food is fundamental to life – and whole, healthy, delicious food can make life better for people all over the world. “By working directly with the small-scale farmers who grow our quinoa, rice, sugar and cacao, helping them institute Fair Trade and Organic practices and assisting them in improving both quality of food and quality of life, we’re creating a system that benefits everyone involved.”

Ghazi Taki, PHD '65

Amazing Taste Foods, Inc.

Malibu, CA

Amazing Taste is a leading partner and supplier to many national food companies. Its protein-specific seasoning retail line is successfully merchandised in meat and seafood departments of major and local retail chains nationwide. “I thank God every day for giving me the opportunity to come to this great country and to stay here. When I arrived at Oklahoma State University I had never seen a pig in my life, nor did I know what a sow was. With some hard work and determination, I managed to receive a scholarship from the University of Florida for a Ph.D. degree in Meat Science. From there, it was an interesting and rewarding journey.”

Erik Levin, BSBA '04

American Management Group

Pembroke Pines, FL

American Management Group is a full-service residential community association and project management company, offering cutting-edge solutions, technology, veteran property managers and world class service to exceed the expectations of even the most demanding clients. “The best advice I can provide to a student entrepreneur is to prepare a detailed business plan, which will provide a strong foundation for your venture. You will not be able to anticipate every scenario that may arise in the future. However, a well-researched business plan will ensure that you are prepared to address and resolve any issues that may arise.”

Sarkis Anac, BS '08

Anac Solutions

Miami, FL

Seeing an opportunity in the midst of the financial crisis, Sarkis and his brother formed a real estate company, despite neither of them having experience in the industry. Sarkis states that hard work, honesty and integrity were of incredible value in building their business and brand reputation, and that the most valuable advice he can offer young entrepreneurs is to “give luck a chance.”

Paul Edward DeHart, III, BSEN '98, JD '01

Michael A. Ungerbuehler, BA '96, MA '02, JD '02

The Association Law Firm, PLLC

Orlando, FL

The Association Law Firm’s vision is to offer communities in Florida a better and more affordable community association legal product. The firm is conscientious of community association budgets and uses its proprietary Clear Matters software to keep clients properly informed of their legal matters. The firm is built around the core philosophy that *Community Matters* – a firm-wide commitment to helping boards build strong and healthy communities.

Robert Hooper, BA '91

Atlantic Logistics, Inc.

Jacksonville, FL

Atlantic Logistics, Inc. is a family-owned transportation logistics company started by Robert’s parents, Evie and Bob Hooper. Robert learned all aspects of the business, and took over daily operations after his father was diagnosed with an inoperable brain tumor in 2008. “Keep your organization lean and set your goal for steady, measured growth. We have a very flat organization which allowed us to survive the Great Recession without laying off a single person.”

Carlina Womeldorph, BSAC '94, MBC '96

Audience, Inc.

Parker, TX

Audience, Inc. is the official AMX provider for AT&T Stadium. Along with this ongoing service contract, Audience was honored to be the AV contractor of choice for the Owner’s Suite, the Owner’s Perch, the Dr. Pepper Platform and the Pepsi Platform. In 2012, Audience, Inc. successfully executed the installation of new/upgraded sound systems in over 220 of the stadium’s suites. This work and the continuous relationship Audience has developed with AT&T Stadium is a testament to their reputation for service and expertise in the very competitive DFW market.

Kaustubh Kale, MS '03, MS '03

AventuSoft, LLC

Tamarac, FL

Kaustubh founded AventuSoft with a goal to transform lives by continuously enhancing the efficiency and function of people through advanced biologically inspired engineering. AventuSoft has developed two innovative platform technologies for communication disorders and cardiac health. Providing cost-effective treatment options with improved outcomes is a vision AventuSoft has successfully pursued, and continues to strive to achieve in all its work.

Justin Jackrel, BABA '05

Binelli Scooters/citEcar Electric Vehicles

Gainesville, FL

“My parents raised us with the notion that if we want something, we need to work hard for it. This mentality had me working three jobs while in high school, eventually leading up to starting my first company at the age of 17. My first storefront was opened when I was a senior at UF, and the rest is history. Our company has continued to grow in the 10 years since, as we have established ourselves as leaders in our power sport industry.”

Sheryl Flynn, MHS '97, PHD '01

Blue Marble Game Company

Altadena, CA

“When I was growing up, my mother was concerned about my lack of reading skills, but noticed that I frequently tried to read the National Enquirer while standing in the checkout lane at the grocery store. So, she bought it. Together we read every page, every caption, even the ones about ladies birthing alien babies. My mother’s insight has had direct impact on the work my company does. She realized that I would be motivated to read short, other-worldly, outrageous stories of imaginary characters doing unbelievable acts. Engagement, motivation, encouragement, and freedom to fail are all foundational tenets of my company’s video games.”

Paul Edward DeHart, III, BSEN '98, JD '01

BlueToad, Inc.

Orlando, FL

“My wife and I had our first child when we were still in high school. We were on Medicaid and food stamps that first year, and struggled to support ourselves. While the odds were stacked against us, we worked our way through high school and college. Having to support a family so early in life gave me perspective on the hard work and relationship skills it takes to be successful in business. I am very proud that my wife and I are still happily married 22 years later, and have four wonderful kids.”

Catherine Bowman, BSBA '93

The Bowman Law Firm, LLC

McEwen, TN

The Bowman Law Firm specializes in conducting independent due diligence reviews of non-traded REITs and other alternative investment products for its independent broker/dealer clients. “Daily persistence and progress is the key to building a company.”

Rebecca Knowles Caldwell, BA '92

Carolina Lift Stations

York, SC

Carolina Lift Stations provides maintenance and repair of pump stations and water/wastewater treatment plants. Rebecca co-owns the business with her husband, James. As Director of Operations, Rebecca has been instrumental in the growth of the company from a garage with two employees and two vehicles, to a 10,000-square-foot shop/office with 17 employees and a fleet of 10 service vehicles. Rebecca remains positive when thinking back on her success. “Anything is possible when you have the right team in place.”

David Gray, BSBA '88

Casebriefs, LLC

Boca Raton, FL

In 1990, David produced the first-ever software study aids for law students, Casebriefs. Several years later, Casebriefs was sold to the legal publishing division of Thomson Reuters. David then established WizeUp.com to convert the \$6.5 billion college textbook market from printed products to entirely digital content with sales and delivery via the Web. WizeUp became the world’s largest developer and distributor of electronic college textbooks, and was eventually sold to a strategic publishing company. David repurchased Casebriefs, and converted the B to C business model to a B to B model. Casebriefs became a free site completely supported by advertiser and sponsorship revenues, and today is the most widely used site for U.S. legal education worldwide.

James Di Virgilio, BSBA '04, MS '05

Chacon Diaz & Di Virgilio Wealth Management

Gainesville, FL

“My first job was with a large Wall Street firm, and I learned a lot of important lessons about what I didn’t like about the investing industry. That experience fueled my desire to create something better, so I started researching how other firms practiced. Armed with plenty of information on how investment firms were run, I felt confident that starting a firm—which once seemed like a big and impossible task—was now well within in reach. Now, five and a half years later, my firm is one of the most progressive investment consulting firms in the country, and that is largely due to my ‘negative’ experiences early in my career.”

James Lane, BSBA '64

Chaparral Boats, Inc.

Valdosta, GA

Chaparral Boats, Inc. is the third-largest Stern-drive Boat Builder in the United States, and ships its product worldwide to 26 countries. Chaparral and Robalo Boats LLC are leading manufacturers of fiberglass boats, operated as subsidiaries of Marine Products Corporation (NYSE: MPX) which designs, manufactures and distributes premium-branded Chaparral stern-drive and inboard pleasure boats. “My passion was always boating and the water, and I met a young man who had a passion for building boats. We decided to combine our diverse skills and our interests to create a boat manufacturing company that has worldwide distribution under the brand names of Chaparral and Robalo. A dream was fulfilled!”

Paul W. Dickert, BBC '78

Citizens State Bank

Gainesville, FL

In 1958, Citizens State Bank (CSB) set out to develop banking services that follow a core philosophy: Maintaining the highest level of customer service. CSB is dedicated to providing customers with a positive, friendly environment that is able to meet their banking needs. One of the key aspects to its success is the understanding that in our technologically-changing world, banking services are also subject to change.

Daniel Whiteman, BBC '69, MBC '92, PHD '02

Coastal Construction Group

Miami, FL

As President of Coastal Construction Group, a business which handles design and construction from commercial buildings to disaster recovery, Dan is responsible for leading the commercial and condominium companies. Having received his bachelor's and master's degrees in building construction, and his Ph.D. in Design, Construction, and Planning, Dan leads one of the top 100 construction management companies in the country.

C. E. “Rick” Strattan, BS '67, MS '80, MBA '82

CTD Holdings, Inc.

Alachua, FL

CTD Holdings, Inc.'s primary business is the development and marketing of cyclodextrins and related products for a wide range of industries including food, pharmaceutical, nutraceutical, R&D and environmental remediation. CTD Holdings has been the go-to company for over 20 years for anyone in need of high-quality cyclodextrin compounds and expertise, and has the largest catalogue of cyclodextrins in the world. The company has been in operation since 1989 and became a fully reporting public company in May of 1994.

Dana Rhoden, BSPPR '00

The Dana Agency

Miami, FL

As a public relations and special events company, The Dana Agency has been effectively communicating with consumers and media for over 15 years. Dana, Founder and President of the agency, has managed more than 250 luxury brands. In addition to her PR campaign, Dana's skills in event management have allowed her to work with clients at the Oscars, Grammy's, MTV Video Music Awards and more. “No one will ever work as hard as you do for your business. It's your baby at the end of the day!”

Sean D. Casterline, BSBA '91, MBA '98

Delta Capital Management, LLC

Orlando, FL

Delta Capital Management is a leading independent wealth management firm specializing in investment management for high net-worth individuals and institutional investors. Delta Capital Management seeks to build, manage and preserve a client's wealth with its portfolio management process. Sean has a long list of investment credentials, and gained popularity as the co-host of a syndicated financial radio show called “Talking About Your Investments,” which was broadcast in 85 cities nationwide. In April 2010, his book *Investors Passport to Hedge Fund Profits* hit the bookshelves.

Trey Mueller, BSA '01, DMD '05

Stephen J. “Trey” Walding, BSA '92, DMD '96

John Carter, DMD '96

Dental Associates of Florida

Tampa, FL

Dental Associates of Florida is made up of a caring group of individuals that provides a wide range of dental services in one office. Four of the founders are graduates of UF. “Setting short-term and long-term goals is critical to maintaining focus. In our experience, having those goals gives you a finish line to strive for.”

Allison Jones, BSR '95

Tim Jones, BSBC '98

Destinations to Explore

Jacksonville Beach, FL

“Our company was built on marketing that is ‘outside the box.’ We started a company online when everyone else was a storefront. Every successful marketing tactic was unique and different from our competition. We continue to strive to be ‘one of a kind’ and come up with marketing ideas that are truly unique.”

Nick Nanton, BSBA '01, JD '04

JW Dicks, BSJ '71

DNA: The Dicks + Nanton Celebrity Branding Agency

Orlando, FL

The Celebrity Branding® Agency is a multi-media, Marketing, PR and Branding Agency that is dedicated to Celebrity Branding® entrepreneurs and professionals as experts in their fields of business. Nick and Jack, attorneys by trade and entrepreneurs by choice, have built the top personal branding agency in the world and focus on helping their clients increase their revenue through brand positioning and media credibility. The agency represents more than 2,000 clients in 33 countries around the world, and has worked with the likes of Steve Forbes, Jack Canfield, Brian Tracy, Michael E. Gerber, Dan Kennedy and many others.

Lee Goldstein, BSADV '98

DiMassimo Goldstein

New York, NY

For the past 16 years, Lee, along with agency founder Mark DiMassimo, has been a key force in shaping DiMassimo Goldstein from a promising startup into the well-respected brand and business-building agency that it is today. In 2014, Lee was recognized by *Direct Marketing News* as one of the leading marketers in the industry, and was named to the publication's list of "40 Under 40."

Aleef Adam, BA '90

DirecLogix

Fort Lauderdale, FL

DirecLogix was started with founder Aleef's personal mantra— "Do what you do best and partner for the rest,"—building a strong team that, above all, shares the same passion and goals. Aleef attributes the growth of his company to his clients' preference to do business with local companies that are more nimble, and able to provide a personalized touch, often lacking in larger corporations. In spite of DirecLogix's growth, emphasis is still placed on giving customers highly personalized attention.

Benjamin Epstein, DPH '03

East Coast Institute for Research

Jacksonville, FL

At the East Coast Institute for Research (ECIR), a diverse group of physicians, pharmacists, nurse practitioners and registered nurses combine the goals of providing quality patient care and conducting in-depth research to further advance treatment. ECIR dedicates its time and efforts to providing patients within the commu-

nity access to the most innovative research and treatments it has to offer. Through Investigator-Initiated Studies, team members are encouraged to develop research proposals, which play a large role in the development of new medicines and treatments. ECIR provides research coordinators in areas such as cardiovascular, neurology, dermatology, infectious disease, among many others.

Jon Antevy, BDES '93, MSBC '94

Ron Antevy, BSCE '91

e-Builder, Inc.

Plantation, FL

Despite many struggles and achievements in his current venture, Ron's most interesting experience as an entrepreneur started at the University of Florida. One of his first ventures was a DJ business that paid his way through school. "I worked many fraternity parties and events, and eventually became the house DJ twice a week at a club in downtown Gainesville called Central City. I have learned that building a successful company is much more about being fearless and persistent, and less about being smart, especially in the early years when you face many hurdles and challenges."

Kevin Fraser, BSBA '04

Eola Technology Partners

Orlando, FL

Kevin was a business student who paid his way through the University of Florida by learning to develop web-based applications for the military, thus starting his IT career. Kevin created Eola Technology Partners after personally falling victim to the "dot com" bubble. Over the years, he has grown the company from small contract work into what it is today. Eola Technology Partners has transformed into an IT Services firm offering turnkey solutions for small and medium-sized businesses.

Ken LaRoe, JD '92

First GREEN Bank

Mount Dora, FL

As one of the first banks in the United States with an environmental and social mission, First GREEN Bank was founded in 2009 after being given the last bank charter in the state of Florida. Ken is the largest shareholder, CEO and Chairman. "I sold my first bank, Florida Choice Bank, in 2006 for a record multiple to Alabama National Bancorp. My wife and I bought a mini-motor home and drove cross country. On the trip I read Yvon Chouinard's autobiography, *Let My People Go Surfing*, and I decided that I was going to start another bank that would be values-based. It would do good while doing good."

John Fitzpatrick, BA '06

Force Marketing

Atlanta, GA

At Force Marketing, campaigning doesn't stop with mailings. Innovative digital and e-mail services optimize your marketing strategy to best spread the word about automotive products or services. Database, saturation, special finance, and service campaigning through direct mail are standout approaches that will have clients shining through the competition. Pay-per-click, retargeting, SEO, and video pre-roll are digital services designed to target customers in the local area with an integrated online approach. Force Marketing aims to build each customer a broad network of potential customers through numerous strategies that generate traffic to automotive dealerships.

Walter Neil, BSBA '99

Franklin Loan Center

Palm Desert, CA

Franklin Loan Center is the largest independent mortgage banker in the Coachella Valley, located in Palm Desert, California. Franklin Loan Center has grown from a small, locally owned mortgage broker into a thriving enterprise across Southern California, expanding into Los Angeles, San Diego and Chicago. While at UF, Walter was the manager of James Town Cigar Bar, and, at 21 years old, had the entrepreneurial drive to take James Town from a struggling local wine bar to the hottest place to go out on Thursday nights in less than a semester.

Nick Banks, BSBA '90

Front Street Commercial Real Estate Group, Inc.

Gainesville, FL

Taking a number of quiet, introspective walks through various places gave Nick his vision for Front Street, a real estate group also dedicated to giving back to the community through its INVESTED program. The INVESTED program donates 10% of all brokerage revenue to local, cause-related organizations. "Never quit and always keep moving forward. Have the resolve and conviction to believe in what you are creating. There will be inevitable setbacks, but these are all opportunities to learn, grow and to keep you moving in the direction of your long-term vision."

Robert Diener, BA '78

getaroom.com

Indian Creek Village, FL

Offering incredibly low rates for hotels and lodging, getaroom.com strives to help customers save money every time they travel. Robert has over 25 years of experi-

ence in the travel industry, making him more than qualified to have pioneered the new hotel booking website. getaroom provides an easy to use platform for booking your hotel, as it is simple and free of clutter and extraneous information. The team emphasizes the importance of selecting the properties in each destination that offer the best values. In November 2010, the site was rated as "Best Hotel Booking Site," proving that users find reserving a hotel on getaroom.com to be the simplest method of booking a hotel.

Brian Brescia, BSAC '02, MACC '02

Global Trust

West Palm Beach, FL

In starting the wealth management firm Global Trust, Brian learned that there is no substitute for hard work. He would advise fellow entrepreneurs to form a solid business plan—but be ready to change it—as one of the largest advantages of a small startup is how quickly it can adapt to changing conditions in the market. "Starting a company is never easy, but the entrepreneurs that succeed are the ones who will work countless hours and will not accept failure as an option."

Matthew Kane, MBA '06

Greenshades Software

Jacksonville Beach, FL

"I became an entrepreneur when the previous owner of my company went bankrupt. I had just turned 22 years old, and I had been told that the company wasn't going to make payroll that week. I had no real money, no experience, no MBA (at the time), and no credentials. I helped raise some capital from friends and family to buy the debt from the bank and unfreeze the business accounts. My partners and I saved seven jobs, including our own, and the former owner who we hired. Twelve years later, we have over 70 employees, seven major product lines and no debt."

Amir Varshovi, MS '91, PHD '95

GreenTechnologies, LLC

Gainesville, FL

GreenTechnologies develops processes and products for utilization of renewable resources such as biosolids. GreenTechnologies removes and recovers nutrients from water and wastewater treatment processes, and the company's proprietary manufacturing process results in the production of an innovative line of patented GreenEdge products, which are slow release fertilizers designed to reduce pollution through the prevention of nutrient runoff and leaching. Amir was formerly a Senior Researcher at the University of Florida. His is an expert in agricultural environmental stewardship and his vision is to make a difference in sustainable agriculture environmental stewardship.

Geoff Gaberino, BSBR '84, MBA '88
Susan Gaberino, BSBA '86, MBA '88

Gulf Shores Vacation Rentals, Inc.

Gulf Shores, AL

Gulf Shores Vacation Rentals provides guest accommodations for beach vacations. Susan and Geoff moved to Gulf Shores to participate in a 1,000-acre real estate project that was supposed to support their family until the end of their careers. After 18 months, the project failed and they were left unemployed in a small, one-industry town. Along the way they bought, built and managed their own investment properties. Friends and neighbors took note of how their properties were performing and asked them to manage theirs. They resisted at first, but then decided to give it a try. Sometimes desperation is the mother of invention!

Jason Lenhardt, BSBA '98
Jodi Reed, BSA '97, DVM '01

Harmony Animal Hospital

Apex, NC

Seeing herself as a doctor first, then entrepreneur, Jodi has had a deep passion for helping animals since her childhood—with entrepreneurship as the best means of achieving this goal. This goal was the opening of the successful Harmony Animal Hospital in 2009, where Jodi thoroughly enjoys being a general practitioner to cats and dogs, specializing in dentistry and soft tissue surgery. “Take the time to focus on and service the clients who appreciate all you do and find peace in letting go of those who do not.”

Ricky Caplin, BSAC '05, MACC '05

The HCl Group

Jacksonville, FL

As a global leader in healthcare IT consulting, the HCl Group reduces the cost of healthcare by offering cost-effective IT solutions for healthcare companies. In 2014, the company was recognized as the third-fastest growing healthcare company and the 13th-fastest overall in the U.S. by Inc. Magazine. HCl's services include enterprise IT system implementation and training, and specialty service lines in optimization, clinical adoption, integration and testing, as well as activation and advisory services. Ricky, CEO of the company, has provided the necessary guidance and experience that allows this company to successfully grow and expand. “The most important characteristics that are in your control are your hunger, perseverance and soft skills,” he explains. “If you're weak in any of these areas, work to turn them into strengths.”

Chris Peterson, BSBA '85

Hell's Bay Boatworks

Titusville, FL

Hell's Bay Boatworks manufactures high-quality skiffs, a type of flat-bottomed open boat specialized for shallow water. Chris brought years of experience on boats, as well as leading companies, making him a natural choice as the current team lead of Hell's Bay. “No matter how hard it seems at the time, always ‘do the right thing,’ never compromise on quality and be true to the customer.”

Robert Adams, BSBA '61

Highland Homes

Lakeland, FL

For over a decade, Highland Homes has established a solid reputation building new homes in Florida. Highland Homes delivers the best in new home choice, quality and value from a team dedicated to its customers' total satisfaction. The company has been recognized as one of the nation's largest building companies by its consistent inclusion on *Builder Magazine's* Builder 200. Highland Homes builds homes in communities throughout Central, North Central, Southwest and Tampa Bay, Florida. The firm is led by Robert J. Adams, who founded Highland Homes with his son, Joel. Prior to founding Highland Homes, Robert Adams co-founded Sun State Homes which he helped transform into one of the state's largest privately held home building companies.

William Hamm, BSA '79

Independent Financial Partners, Inc.

Tampa, FL

William Hamm began his career in financial planning with the CIGNA Corporation in 1983. In 1988, he was named President of ABI Financial Services and continued to lead the firm until 1995, when he founded William E. Hamm and Associates, Inc. In 2000, he purchased an advisor group with eight practicing advisors, formed IFP, and he and his wife, Karen, have grown the firm to a national presence with over 500 advisors in 38 states.

Louie Wise, III, BSBC '94

InTec

Ocala, FL

InTec provides a comprehensive solution for construction through four distinct companies that offer construction, mechanical, automation and power expertise and services for its customers. Louie spent the majority of his career in the mechanical business, which provided him with the vision to apply his knowledge and leadership skills to create a unique company with comprehensive construction solutions with one goal in mind— to enhance the performance of facilities.

Charles Jimerson, JD '05

Jimerson & Cobb

Jacksonville, FL

Jimerson & Cobb is a boutique business law firm that offers clients a customer-focused and cost-effective alternative to larger business law firms. “As the managing partner of a firm that has won awards as a ‘fast growing company’ and a ‘best place to work,’ I don’t see why there should be a chasm between firm culture and firm growth. In fact, they are fused objectives – corporate growth requiring fulfilled personnel. Through employee buy-in and the confidence of our clients, we’ve been able to quadruple growth in these last five years.”

Adam Rigel, BSBA '05, MS '06

Adam Eiseman, BABA '03, MS '05

JWB Real Estate Capital, LLC

Jacksonville, FL

JWB Real Estate Capital is a real estate investment, operating and management company that provides portfolios of cash-flowing opportunities for clients. In 2012, the business was ranked the No.12 fastest-growing real estate company in the U.S. Rigel, JWB’s Chief Financial Officer, “truly believes that the key to a healthy business is a focus on hiring and developing top talent along with a dynamic company culture.” Eiseman, Chief Operating Officer, believes that the motto “under-promise and over-deliver” is a necessity in creating a successful business. The two men have been able to successfully manage a company that is continuing its success each year.

Michael Kaufman, BBC '81

Kaufman Lynn Construction

Boca Raton, FL

Celebrating its 25th anniversary in 2014, Kaufman Lynn has completed more than \$800 million in projects with a focus in South Florida and the Treasure Coast regions. “In the depths of the ‘89 recession I found myself unemployed, a casualty of the downturn. At 30 years old, married with three kids and one more on the way, I dusted off my tool pouch and trowels and scoured South Florida for random, miscellaneous construction jobs. It was grueling work for little pay at first, but within three years I built the Kaufman Lynn brand and reputation, and steadily grew the business. It has been one of the most fulfilling endeavors of my life.”

Gary Keene, BBC '73

Max Klimas, BBC '81

Keene Klimas Consultant Group, LLC

Lake Mary, FL

Keene Klimas Consultant Group offers insurers and sureties an unbiased, third party assessment of the claims and a detailed evaluation of available options to help mitigate or avoid additional delays and resultant costs in large construction projects. “The ‘business of the business’ is as time-consuming and as necessary as the actual business. It’s important to make time and deal with your foundation and set up. Keeping your integrity is the one thing that will keep your company growing.”

Benjamin Gordon, BSBA '04

Christopher Larsen, BDES '04

Kitchen Resource Direct

Tampa, FL

Benjamin won the UF Entrepreneurship Club’s Business Plan Competition for “Most Innovative Idea.” Following graduation, he launched a website development business. Chris accumulated years of experience in architecture, as well as kitchen cabinet manufacture, import and design. In 2014, Kitchen Resource Direct ranked No. 568 on the Inc. 5000 list, and was the fifth fastest-growing company in Tampa.

Jeffrey Ostrow, BSBA '94

Kopelowitz Ostrow P.A.

Fort Lauderdale, FL

Jeffrey co-founded the current firm in 2001, and has since grown it to nearly 40 attorneys in three offices throughout South Florida. Jeffrey practices full-time in the areas of consumer class actions, commercial litigation, business counseling and sports agency law. Currently, he serves as lead counsel in nationwide and statewide class action lawsuits against many of the world’s largest financial institutions in connection with the unlawful assessment of fees. To date, his efforts have successfully resulted in the recovery of over \$250 million for millions of bank customers, as well as monumental changes in the way banks assess fees.

David J. Heekin, BSBA '97, MBA '01, JD '01

Landmark Title, LLC

Jacksonville, FL

“When the real estate recession began in the Fall of 2008, we had to adapt and adjust to a changing real estate landscape. We spent the next several months learning how to operate in a completely different environment. I was able to get out in front of my competition because of how quickly I adapted to the ‘new normal’ in real estate. Since then, we’ve enjoyed robust growth, and are one of the largest title companies in North Florida.”

Mary Gardner, DVM '08

Dani McVety, BSA '04, DVM '09

Lap of Love Veterinary Hospice

Lutz, FL and Yorba Linda, CA

Dani and Mary are founders of Lap of Love Veterinary Hospice, the largest network of veterinarians dedicated solely to end-of-life veterinary care. As one of the first services of its kind, Lap of Love has quickly grown from one veterinarian in Tampa to over 60 vets around the United States. Dani and Mary have been featured in numerous local, national and professional media outlets including ABC, Fox 13, University of Florida Alumni Magazine, Entrepreneur Magazine, DVM Newsmagazine and many more.

Jill C. McCrory, BSADV '97, JD '01, LLMT '03

McCrory Law Firm

Punta Gorda, FL

The McCrory Law Firm was founded by Jill on the basis of honesty, integrity and the desire to assist people in their legal needs. Jill is a transactional tax attorney, who focuses on asset transfers in the context of wills, trusts, estates, probate, asset preservation, real estate, business and succession planning. "I was inspired to become an entrepreneur by my great grandparents, immigrants who escaped Europe before the Holocaust. They encouraged me to reach for the stars and to take advantage of the opportunity college has to offer because they were not born in this country and did not speak English."

Helen Stefan Moreau, BS '88

The Midtown Group

Washington, DC

The Midtown Group is a diverse enterprise, staffing positions nationwide in lines that include the government, informational systems integrators, professional services, nonprofits and financial and accounting. "I fell into my business because the congressman I had been working for lost his election. Jobless and a recent UF graduate, I walked into a staffing firm in hopes of finding a position in public relations. The staffing firm hired me as a staffing consultant. I fell in love with the industry and left that firm six months later to open The Midtown Group, which just celebrated its 25th anniversary!"

Albert Banks, BSCEN '03

Ron Edelen, BFAGR '02, MFA '05

Myjive, Inc.

Charlotte, NC

Myjive, Inc., is an agency that helps businesses create platforms to connect them with our highly technological world. As an advertising agency, Myjive strives to

create unique ways for businesses to appeal to many audiences, using different tools and mediums to build lasting relationships with each client. As the co-founder of Myjive, Albert believes that strong relationships not only with clients, but also with partners in your business, are the key to success. "Don't go at it alone. Partner and hire individuals that share your vision, but also provide a balance to your organization."

Chip Osborne, BSPR '94

Nations Bus Sales

Inglewood, CA

Nations Bus, a new and used bus dealership, has provided thousands of buses to hotels, shuttle operators, tour and charter companies, car rental operations, health service providers and more. The company is proud to meet almost any requirement for any budget. The dedicated team of professionals at Nations Bus strives to provide each customer with the knowledge required to make the best purchase. Nations Bus emphasizes their dedication to finding each customer the best vehicle for their needs by also offering online and by phone consultations to discuss inventory and pricing.

Collin Austin, BABA '04

New Scooters 4 Less (NS4L)

Gainesville, FL

New Scooters 4 Less opened 10 years ago in Gainesville as a dealer of motorized scooters. Much of the success of NS4L hinged on the importance placed on the NS4L team. Having a team that loves what they do makes providing customers with the "Ultimate Customer Experience" easy and enjoyable—and providing customers with excellent service has been paramount to the success of NS4L. "You can plan, plan, plan and prepare yourself forever, but the best thing to do is to just start going! Don't wait. Take the risk. Get out. Meet people. Network. Build Relationships. Get on the move! NOW!"

William Randle, Alumnus

Orange and Blue Construction, Inc.

Boca Raton, FL

"Above all else, I would suggest that perseverance is the number one lesson. The life cycle of Orange and Blue Construction has included both the years before and after the great recession. Our success prior to the devastating recession was a culmination of opportunity, risk taking and timing to provide clients with a great product that perfectly matched the needs of the market. During and following the massive slowdown, Orange and Blue had to remain engaged in the market yet thoughtful on inclusion of new processes to ensure tighter control on margins and leaner operational success. Learning to adapt when times are bad is critical to success."

Bertin Karpinski, BDES '87, MBC '88

Ovation Construction Company

Oviedo, FL

Ovation Construction is a full-service commercial construction company that was started in 2008 with hundreds of projects completed for high-profile clients such as Daytona State College, Orange County Government and the Diocese of Orlando. “While attending the University of Florida, I realized the importance of taking business classes even though it was outside my major (Architecture). My electives included such classes as Accounting and Business Law. This provided a good foundation and exposure to the challenges of running my own business. Taking full advantage of college life and all the opportunities available has made me a much better business owner.”

Jeff Parks, BS '86

Parks Dermatology Center

Ormond Beach, FL

“As a specialist in the field of medicine, I found success by being willing to challenge the system and to create a different model deviating from the traditional models of healthcare delivery. From my communications with referring physicians, to the aesthetics of our office, to the way I communicate with patients, I took a chance and it has paid off.”

Nick Reader, BSAC '97

PDQ

Tampa, FL

As CEO of PDQ, Nick emphasizes the need for quality in food and service to his customers. For over two years, Nick and his partner expanded their concept for the restaurant, which specializes in hand-battered chicken strips. Despite spending so much time perfecting their ideas, Nick admits that an important part of developing a business involves taking a step back every once in a while. “Have fun during the ride, and don't take yourself too serious.”

Jason Gonos, BSME '05

Power Production Management, Inc.

Gainesville, FL

Since starting Power Production Management, the company has installed nearly 200 photovoltaic systems throughout Florida, and is still expanding. Jason, Co-Founder of the company, did not begin his entrepreneurial experience with PPM. During his last year of college, he started his first business in the indoor air quality field. After gaining this valuable experience and meeting new people in the industry, he became more interested in the area of solar power. Several years of working for other contractors finally paid off when he was able to start his own

company, Power Production Management, Inc., and receive his state certified solar contractor license.

Chad Buckmaster, BSA '02

Processing Point, Inc.

Carlsbad, CA

Processing Point provides cloud connected products and services, ranging from point of sales and invoicing solutions, to employee management systems and text messaging for business. “Act with urgency, but don't work recklessly. Impressing clients with prompt responses and resolutions requires care to prevent overlooking customer needs. Hire smart and stay engaged with your employees. Surround yourself with people that are strong where you are weak. Learn your strengths and use them to their full potential. Don't waste time focusing on your inabilities while you can be maximizing your abilities.”

Matthew Jaeh, BS '05

ProctorU

Hoover, AL

ProctorU provides distance proctoring services for institutions that offer examinations online. The service allows students to take exams from anywhere in a secured environment using only a computer, webcam and a high-speed Internet connection. ProctorU offers live, person-to-person, real-time monitoring to more than 500 colleges, universities and certification organizations including the University of Florida and Northwestern University. “ProctorU has learned that there is no substitution for hard work or for doing hard things. Every new company entering this industry tends to throw as much technology at the problem as possible. Though technology will always be a major part of ProctorU's service, what makes us special is our reliance on people.”

Michael Hemlepp, BSBA '02

Redilearning

Boca Raton, FL

Founded in 2006, Redilearning is an online education provider that aims to support senior care education with advanced learning science and seamless technology. Redilearning simplifies core challenges by providing the unique Blended Learning Approach, which combines a simplified online platform with each individual's own teaching methods. With a goal of providing the highest quality learner engagement with the maximum convenience, Redilearning also provides dedicated support to each client through client advocacy, application services, account managers and a client service desk.

Don Ginsburg, BSBC '92

RMA: Realty Masters Advisors

Fort Lauderdale, FL

In 2006, Don Ginsburg and Bubba Kassal co-founded Realty Masters Advisors, which was developed in order to fulfill a niche in commercial real estate brokerage. Don and Bubba met at the University of Florida, and have been lifelong friends ever since. Together, the two were able to create a company successful in working with numerous transactions and assisting clients in monetizing assets and preserving values. Don admits that his success did not come without difficulties. “Nothing worth doing is ever easy. It is worth it though.”

Kathy Fields, BS '79

Rodan + Fields

San Francisco, CA

An astute businesswoman, accomplished doctor and successful entrepreneur, Kathy has touched the lives of more than 15 million people with targeted skincare solutions. Since 1989, she has been creating medicated skincare products that provide consumers with effective treatments for everyday dermatologic concerns from acne to aging and sun damage to sensitive skin. “My business partner, Dr. Katie Rodan, and I found a need—not a want—to treat acne, and created Proactiv, which addressed the needs of millions of people. After the success we experienced with Proactiv, we felt compelled to give back and created Rodan + Fields to give others the opportunity to build their own successful businesses and experience independence.”

Robert Castellucci, BSBA '07, MS '08

Michael Hacker, BABA '09, MBA '13, JD '13

RoomSync

Gainesville, FL

RoomSync is a roommate matching software service on Facebook that works with college housing departments, conferences and companies to provide a seamless roommate matching solution. The software enables students to actively and accurately match up with compatible roommates, which has led to some staggering numbers among student housing: 67% reduction in roommate transfer requests, 53% increase in incoming students motivated to request a roommate and a 6.6% increase in the number of students who remain in school.

Mark Spiecker, Alumnus

Sharklet Technologies, Inc.

Centennial, CO

Mark leads Sharklet Technologies, Inc., which develops surface technologies that are designed to address microorganism growth and make healthier, safer and

cleaner environments. Sharklet™ is the world's first technology to inhibit bacterial contamination through pattern alone. The Sharklet surface is comprised of millions of tiny diamonds arranged in a distinct pattern that mimics the microbe-resistant properties of sharkskin. Sharklet Technologies puts the pattern into adhesive-backed films and manufactures the pattern into medical devices and consumer goods to inhibit bacterial contamination.

Jose Bohorquez, BSEE '02, MS '04

Skulpt

San Francisco, CA

Employing technology originally intended for clinical evaluations of medical patients with muscular disorders, Skulpt has developed the Skulpt Aim, the world's first device able to measure body fat percentage as well as muscle quality. This capability makes Skulpt an incredibly powerful fitness tracker for consumers. “Find great mentors and ask them a million questions. Successful entrepreneurs generally enjoy sharing their knowledge, and getting their mentorship will accelerate your progress tremendously.”

Bart Foster, BSBA '97

SoloHealth

Atlanta, GA

Bart founded SoloHealth in 2007 on the premise that consumers can be empowered to take charge of their own health and wellness. While working on an international assignment with the eye care division of Novartis in the U.K., Bart created the idea of a self-service “health screening kiosk” as a way to empower people to screen their own vision. SoloHealth Stations now can be found in nearly 4,000 locations nationwide including Walmart, Safeway and Sam's Club, among others, and has been used by more than 65 million people.

Skye Perry, BSBA '00

SSP Innovations

Centennial, CO

SSP Innovations provides expertise for core product implementation, gap analysis, product customization and systems integration for electric, gas, water and telecommunication verticals. “Through my first entrepreneurial experience of selling my neighborhood lawn service, I learned early on that the greatest financial reward in life would likely come from owning a business. I have always taken great pride in creating a company where people want to work, where they enjoy spending their time.”

Ashly Baker, BSR '97

Stars Gymnastics Training Center

Katy, TX

Stars Gymnastics Training Center currently trains a growing population of 1,000 students, compared to 125 when Ashly originally purchased the gym. Resilience was key to Ashly's success. She experienced failure with her first venture, taking it as an opportunity to learn before starting a widely successful gym. "Utilize all your resources and remember that every day is an opportunity to get better as a business and as a person."

Kristen Hadeed, BSBA '10

Student Maid

Gainesville, FL

Student Maid, a house cleaning and concierge enterprise, employs over 400 college students during peak seasons. Student Maid was named the 2010 and 2011 "Leading Women's Enterprise" by the Gainesville Area Chamber of Commerce. Kristen is extremely proud of how far her company has developed. After becoming upset when her parents refused to buy her an expensive pair of jeans during her time at the University of Florida, Kristen started the company, and almost six years later, is now receiving funding to grow this enterprise in the Gainesville area.

Ethan Fieldman, BSBA '03

Study Edge

Gainesville, FL

Ethan began his entrepreneurial career at age 7 selling lemonade to golfers. His ability to see opportunities led him to create Study Edge while at the University of Florida. He has been recognized with many awards, including the inaugural Cade Prize for Innovation and the White House Impact100, naming the country's top 100 entrepreneurs age 30 or younger. He is most proud of the fact that Study Edge has pushed more than a quarter of a million students towards higher academic achievement, through in-person and online tutoring.

Thomas Moore, BSCE '79

Sunniland Corporation

Longwood, FL

With a history dating back to 1884, Sunniland Corporation has grown to become one of the leading providers for garden and roofing products. Thomas attributes the continued success of the company to strong customer and employee relations. He advises, "Look at the situation through the eyes of your customers, vendors and employees and treat them the way you would want to be treated if in their position."

Nate Bazinet, BSA '03

Sarah Bazinet, BSA '03

Sunshine Plumbing and Gas

Micanopy, FL

Sunshine Plumbing offers a full range of plumbing services for private and commercial buildings and construction companies, as well as installation of tankless natural gas and propane heaters. "Finding good employees is the most difficult part of growing your business."

Luke Kemper, BSBA '05

Swamp Head Brewery

Gainesville, FL

Focused on building a brand that encompasses a love for the outdoors as well as a commitment to sustainability and conservation, Swamp Head Brewery is as focused on its culture as it is its beer. The business provides an outdoors feel to customers by customizing the business with "swamp" themed merchandise and lingo, and also has a large focus on sustainability. Luke, the Owner and Operator, remains heavily involved in the day-to-day operations of the business. "Just because you hired a professional or specialist, doesn't mean that you can give the project entirely over to them," he advises. "There is no substitute for doing your own research and staying involved with the project in some sort of fashion."

Bob Cooper, BSEE '85, MS '87

Swampfox Technologies

Irmo, SC

Swampfox Technologies specializes in call center automation, and is the software automating many of the transactions for the largest cable, energy and health care companies in the US. Bob holds many patents in the area of computer architecture and voice user interface design. "Do not underestimate the sales channel. Having a great product is necessary but having a channel through which to sell the product is an absolute requirement."

Dave Grabosky, BBC '84

T&G Constructors

Orlando, FL

A natural consensus builder and leader, Dave is recognized for establishing long-term relationships with clients based on the concept of "relationship-oriented marketing." Since co-founding the company in 1987, he has helped T&G successfully complete nearly \$1 billion in construction projects. Dave's strong commitment to customer service has been instrumental in building the company's reputation as an industry leader.

Mike Lester, BSA '96

Talon Wealth Management

The Villages, FL

Talon Wealth Management combines personal financial planning and investment advisory in order to best plan a client's financial future. In 1998, Mike founded Epic Financial Group, which has now grown to a multimillion-dollar company. Over the years, Mike has understood the market's need for an individualistic approach to investment services, and partnered with INC Financial Partners to bring just that—an independent investment service to individuals throughout Florida. In 2012, having acquired clients from all 50 states, Mike rebranded his offices with ING as Talon Wealth Management, which has remained a successful venture ever since!

W. Stephen Hagenbuckle, BSBA '85

TerraCap Management, LLC

Naples, FL

TerraCap Management, LLC, a registered investment adviser, provides 60 years of experience to its clients, and is committed fully to fulfilling its responsibilities. Steve, founder of the company, spent 10 years with Corporate America before he was fired for refusing to mislead prospective clients. Not to be discouraged, Steve took this as a push to get moving on his own ventures, and 22 months later, sold his first start-up company for \$16.5 million. He accredits his success to three simple approaches to business: Integrity, productivity and results.

Joseph Morse, BA '95

Therigy, LLC

Maitland, FL

Therigy serves the pharmaceutical industry, providing a wide array of consulting services and IT solutions to healthcare providers, pharmaceutical and biotech manufacturers and specialty pharmacies. Therigy provides business intelligence for the pharmaceutical market. Joseph acts as President and Chief Operating Officer of Therigy, employing his years of experience in the healthcare industry as a management consultant, where he led business process reengineering projects to streamline operations and processes for major health plans.

Will McCamy, BSBA '90

Thorne Research

New York, NY

With more than 400 products, Thorne Research is the recognized leader in manufacturing and formulating premium nutritional supplements and personal care products of the highest quality and purity. The Thorne Research team is a group of passionate, forward-thinking individuals committed to providing health-care

practitioners around the world with the products and resources needed to better improve the health and well-being of patients. "Finding the right mix of people who share your vision, enthusiasm and can execute is both a blessing and a curse...a blessing because when it happens it's a tremendous competitive advantage and a curse because without it running the business is a herculean challenge."

Bill Hassel, BSBC '99, MBA '09

Nathan G. Pardue, BSBC '98, MBA '09

Titus Construction Group

Fort Lauderdale, FL

Titus Construction Group is a Florida-based framing, drywall and acoustical ceiling contractor specializing in large commercial projects located in the Southeastern US. "In the middle of attending the UF MBA South Florida program, my employer went out of business. I decided to start Titus Construction Group rather than find another job. Nathan was attending the MBA program with me and was also employed by the company that went of business. He eventually bought into Titus as co-owner and helped me grow the company into what it is today."

Paul Ingledue, BSN '91

Upstream Healthcare Management of NJ, LLC

Madeira Beach, FL

Upstream Healthcare Management of NJ, LLC, is a healthcare management and consulting company. After a career in the Air Force, a degree in Nursing from UF, and several years in the healthcare industry, Paul saw the vacuum that exists in healthcare for clinicians with strong business acumen and a genuine desire to improve the patient experience to create win-win relationships between hospitals, physicians, and patients. Paul, along with his Co-Founder, Chris Howard, formed Upstream with the goal of creating long-term alignment strategies to provide better patient outcomes, increased physician participation and improved healthcare financial performance.

Scott Sims, BSBA '97

Victory Tailgate

Orlando, FL

Scott has been an entrepreneur his entire life; selling candies in elementary school, comic books in middle school and a variety of goods in high school. Scott founded Victory Tailgate in 2008, which has now grown to become the leading manufacturer of tailgating games in the United States. In 2014, Scott formed Gone Rogue Apparel, specializing in licensed performance apparel. Scott is also owner/partner in several manufacturing and marketing companies, as well as numerous bars and restaurants throughout Florida. "If you want to truly do something great, you have to take risks. Believe in them, and never take no for an answer."

Drew Sheahan, BSA '03

Virtual Fleet Supervisor

Oviedo, FL

After graduating from the University of Florida, Drew moved to Orlando to begin his career in various sales roles. From this experience, he was able to capitalize on his knowledge of Internet marketing and develop numerous businesses. However, in 2008, Virtual Fleet Supervisor was created, a GPS Fleet Tracking provider which businesses can use to monitor their fleet in an effective and affordable way. Since then, Virtual Fleet Supervisor has maintained a nationwide reputation as a leader in the industry.

Rodney J. Rogers, BSISE '87

Virtustream

Bethesda, MD

“When I started my first company, Adjoined, in 2000, my wife (also a Gator) was pregnant with our first child. She had just quit her well-paying job to be a stay-at-home mom, and I took a 50 percent-plus pay cut to become a startup CEO. Then, the tech ‘bubble’ burst, the public equity markets crashed and I lost well over half of our relatively modest savings. In late 2005, we sold Adjoined for a quarter billion dollars. I’ve learned it’s important to manage your emotions to a point of continuous productivity. Don’t get too high on achievements or too low on defeats.”

Trey Lauderdale, BSISE '04, MS '07

Voalte

Sarasota, FL

Voalte is a leading mHealth technology company that provides a fully integrated and dependable clinical communication system for healthcare professionals. Caregivers at more than 30 hospitals throughout the United States are using more than 10,000 Voalte smartphones to stay connected via voice, alarms and text messages.

Kristen Vocolle Barstow, BSJ '05

Vocelles | The Bridal Shoppe

Tallahassee, FL

The Vocelles team is dedicated to providing future brides with the best—the best experience, the best customer service and the best selection of gorgeous dresses, all in a welcoming environment. Kristen created Vocelles | The Bridal Shoppe with this goal in mind, and is determined to achieve it with each individual client. This determination has allowed Kristen to learn numerous things about running a successful company. “You must wear many different hats on a daily basis and be able to switch gears in an instant. A business simply will not work unless you are willing to make personal sacrifices.”

Joe Walker, BDES '96, MARCH '98

Walker Architects, Inc.

Gainesville, FL

Walker Architects is a full-service architecture firm specializing in new construction and renovations. Joe, President and Principal-in-Charge, participates in all project planning and design, with his background in architectural acoustics making him a valuable member of the team. “Entrepreneurship came as a natural evolution of my career. I never sought out starting my own business.”

Thomas Yianilos, BBC '81

Waterbrook Builders, LLC

Fort Lauderdale, FL

“During the recent recession, I was thinking how easy it would have been if I just had a regular job and did not run my own company. I was dealing with lenders on many development projects. Somehow, I maintained a positive attitude when many would have thought that the world was coming to an end. My positive thinking turned out to be a game changer for me and for my relationships with the lenders.”

Daryl Cook, BSCE '85

Watts and Browning Engineers, Inc.

Marietta, GA

Watts and Browning Engineers, Inc. has been dedicated to providing quality service in the fields of civil engineering, surveying and land planning. The business emphasizes the importance of utilizing the newest technology and computer hardware in providing expertise to its clients. As President of the company, Daryl boasts 25-plus years of design experience, allowing him to provide knowledge and experience to the rest of the team. Daryl’s keys to success are “preparation for the unknown, as well as learning to be lean when survival is the only option during a turbulent economy.”

Debbie Blacher, BS '91

Wholesome Tummies

Orlando, FL

Wholesome Tummies started in 2007 with the goal of making quality, nutritious food more ubiquitous in everyday life. Wholesome Tummies has partnered with over 100 schools across America, giving them easy and convenient access to fresh food through their WT Café healthy school solution. “Building something from nothing is not for the faint of heart. It takes daily perseverance, unwavering commitment and relentless dedication. You will not get there without a team of people around you, people who believe in something bigger than themselves and who want to be part of the vision you’ve created for the company’s future.”

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Entrepreneurship and the entrepreneurial mindset play important roles in disciplines and programs across the UF campus. With high impact programs such as the Entrepreneurship Faculty Fellows, Engineering Innovation Institute, UF Big Idea Competition, Gator Hatchery, Innovation Academy, and Entrepreneurship and Law initiative, entrepreneurship is being approached from a wide range of perspectives. It is being applied in diverse contexts including new start-ups, technology ventures, social entrepreneurship, family businesses, corporate entrepreneurship, and entrepreneurship in the arts and within professions.

About CEI

The Center for Entrepreneurship and Innovation (CEI) was created to teach, coach and inspire students to be entrepreneurial in their lives. CEI provides students the tools and experiences necessary to creatively pursue new opportunities and innovations in the start-up, social, and corporate venture arenas. Through courses, degree programs and complementary activities such as speakers and workshops, CEI currently serves more than 2,000 students per year. Partnering with other colleges at the University, CEI delivers introductory and specialized courses at both the graduate and undergraduate level, and offers every graduate student at the University of Florida the option to earn a graduate minor in entrepreneurship. In addition, the Jeff Gold Experiential Learning Laboratory—which houses the GatorNest program, the Gator Hatchery student incubator and the IdeaGators Co-Working Space—provides students the opportunity to experience real life entrepreneurship while still in school. Co-curricular programs that include consulting to disadvantaged entrepreneurs in South Africa and Haiti, as well as the \$40,000 Big Idea Competition, provide additional opportunities to “learn and do,” helping students create an innovative and entrepreneurial mindset. In addition, CEI offers the nation’s most comprehensive specialized degree program focused on entrepreneurship, the Thomas S. Johnson Entrepreneurship Master’s Program.

In addition to the Thomas S. Johnson Master of Science in Entrepreneurship Program, the Warrington College of Business Administration also offers a Certificate in New Venture Creation, a Concentration in Entrepreneurship in our UF MBA Program, an Entrepreneurship Minor for undergraduate students, and the resources of the Center for Entrepreneurship & Innovation, a hub of entrepreneurial activity at the University of Florida.



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