In this issue of Spirit, Katie O'Banion '04 says, "I can't imagine the benefits I will realize later in life for having worked with the former president." John R. Ball Jr. '44 says, "That fellowship started me and my family on a path of success." Dr. Kim Larsen says, "Seventy percent of the species being brought up from the deep Gulf are new to scientists."
The Graduate

After earning an undergraduate degree elsewhere, my best friend came to Texas A&M to study veterinary medicine. Her Aggie experience was very different from mine. In place of traditional undergraduate experiences, she was consumed by classes we nicknamed “the ologies”—radiology, toxicology, pathology and physiology, to name a few.

But today she’s doing what we expect all Aggies to do: Representing A&M by excelling in her profession. As an Army captain, she now cares for U.S. capitol guard dogs, the bomb-sniffing, criminal-catching canines who protect the seat of our democracy.

The creators of Vision 2020 are right: Improving graduate education is vital to Texas A&M’s aspirations. As we pursue top university status, we must increase the size and quality of our graduate programs. Rising in the rankings, however, is not our ultimate goal. In the end, we know these extra degrees will equip Aggies to do more in science, business, government, the humanities and education.

In this issue of Spirit, we profile several who are embracing the graduate challenge:

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Rose Ann McFadden ’90, Editor

On the cover: Fellowships funded by Joe and Teresa Long are helping the Bush School’s best and brightest. (from left) Katie O’Banion, Presley Reader, Megan Tapper and Cristina Candia. Photo by Sandy Wilson.
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While Texas A&M former students are known for their service and leadership, a new generation of Aggies is adding another dimension to the university’s legacy. They’re alumni of the George Bush School of Government and Public Service.

It’s been just five years since the Bush School admitted its first graduate students, but dividends to society are already evident. The school’s alumni are employed at every level of government—local, state and federal. They also manage not-for-profit organizations and help communities through corporate programs.

“They were bright, intelligent and had an enormous amount of energy and commitment to making the school something they could be proud of,” said Jason Gray (M.P.S.A. ’99) of his classmates.

Their impact on federal government has been especially strong. Among the former students are President George W. Bush’s Deputy Assistant Israel Hernandez; three foreign service officers; nearly 10 CIA employees; and public servants of the National Security Agency, the Office of Homeland Security, the International Trade Commission, and the Defense, Treasury and Commerce departments.

The Bush School, which accepted 20 students in 1997, will have 105 enrolled this fall as candidates for either the Master of Public Service Administration (M.P.S.A.) degree or the new Master’s Program in International Affairs (M.P.L.A.).

Current and former students say their biggest inspiration comes from a close relationship with a living former president and the many awe-inspiring government leaders who visit their intimate classes. After a year in the program, Katie O’Banion (M.P.S.A. ’04) is

BY MOLLY GLENTZER
“We’ve said among ourselves — those of us eating ramen noodles and counting every dollar — Wouldn’t it be wonderful if one day we can give back and pay for a kid’s education?”

— Katie O’Banion (M.P.S.A. ’04)

finally accustomed enough to former President George Bush’s presence that her heart no longer races when she sees him. “It just seems natural that President Bush is here,” she said. “I can’t imagine the benefits I will realize later in life for having met and worked with the former president.”

Said Gray, “I gained exposure to a type and quality of individuals I don’t think I could have gained anywhere else — the students, the faculty and speakers I was able to meet in a personal setting.” Gray’s class also worked closely with former President Bush and also visited with then-governor George W. Bush, his current Chief of Staff Andrew Card, former Secretary of Commerce Bob Mosbacher and current Texas Governor Rick Perry ’72. Gray is now the assistant city manager of Frisco, Texas, a rapidly growing suburb of Dallas.

With an international speaker series that has hosted world leaders such as former Soviet Union President Mikhail Gorbachev, British Prime Minister Tony Blair, U.S. National Security Advisor Dr. Condoleezza Rice and People’s Republic of China President Jiang Zemin, the school provides a heady, inspiring environment for aspiring public servants.

Brent Whitaker (M.P.S.A. ’02), who would like to be the governor of Texas some day, said, “These were real world people working on real world problems who sat down with us and said, ‘This is what it’s like out there.’ It’s not theory. It’s not something you read in a book.”

Whitaker, a legislative aide to Texas State Senator Judith Zaffirini of Laredo, has spent much of this year analyzing the state’s budget materials and making recommendations on agency budgets to Zaffirini, who is vice chairman of the Senate Finance Committee. He’s used a little bit of everything he learned at the Bush School, he said. The program helped him hone his writing, speaking, analysis and crisis management skills and even his dinner etiquette.

Neely Nelson ’97 (M.P.S.A. ’99), a public affairs representative for ExxonMobil Chemical Company, concurred. “It’s not just tests,” she said. “There are a lot of projects with application and analysis of ongoing issues.”

Derek Dicson (M.P.S.A. ’00) added, “We worked together to solve problems, and we still network.” He and a classmate got their first jobs as a result of an Internet voting project they initiated at the Bush School. “A lot of what we realized was wrong with the elections industry came to light in the 2000 election. Because of our research, we gave testimony around the country to different groups,” he said. He worked two years with a software company that designs Internet voting programs for U.S. overseas military personnel. Today, he leads the non-profit International Food & Agribusiness Management Association. “We help the industry share ideas on how to make the food chain more efficient and safer,” he said.

Megan Tapper (M.P.S.A. ’04) came to the Bush School from Capital Hill, where she was working as a legislative assistant to Congressman Ed Schrock of Virginia. “It’s an amazing program because everyone is so close,” she said.
Graduate school is a time of penny-pinching for many students, especially if they’ve accrued undergraduate student loans. Tapper—who’s been independent since she was 18—said assistance was a big factor in her decision to come to College Station.

Financial aid for students is central to the Bush School’s philosophy. Charles Hermann, associate dean of academic affairs at the school, explained, “We want graduates to be where they can make a critical difference and not have to worry about remuneration.”

The Bush School’s fellowship endowment was initiated with a $3 million grant from Congress, but through the generosity of private donors it has now grown to $9 million. “With more than 100 students now, we’re not able to give everybody a free ride,” Hermann said, “but everybody gets some sort of assistance.”

For Whitaker, that made all the difference. “Receiving financial aid allowed me to accept a job in the public sector, where I’m not being paid as much as I would be in the private sector,” he said. “And believe me, I am reminded constantly that salaries in the private sector are higher.”

Nelson, who attended Texas A&M on a Houston Livestock Show and Rodeo scholarship and also had a Bush School fellowship, said, “Scholarships make you want to do well because people have trusted in you.”

Four current Bush students—all of whom receive full support through fellowships endowed by Joe R. and Teresa Lozano Long of Austin—say they probably couldn’t pursue graduate degrees without help. Through summer internships, they’re already demonstrating the value of those gifts. Presley C. Reader (M.P.S.A. ’04) is interning at the White House’s Office of Faith-Based and Community Initiatives. Tapper is working with former national security advisor General Brent Scowcroft. O’Banion is directing the teen volunteer program at St. Jude Children’s Research Hospital in Memphis. And Cristina Candia ’00 (M.P.I.A. ’03) is in the Dominican Republic helping the Pan American Health Organization streamline its operations.

O’Banion said the Longs exemplify the Texas A&M spirit. “When I say ‘Thank you for paying for my education. These are the things I hope to accomplish from your generosity,’ their response is always directed back toward me. It’s never, ‘Aren’t we great,’” she explained. “We’ve said among ourselves—those of us eating ramen noodles and counting every dollar—‘Wouldn’t it be wonderful if one day we can give back and pay for a kid’s education?’”

Gray said, “As talented as the first and second Bush School classes were, it seems they’ve recruited even more talented and brighter people since. They’re truly interested in making a difference in their communities, state, nation and world.”

Dicton, who graduated in 2000, is returning to the Bush School this fall for the Certificate Program in Advanced International Affairs. “It’s really amazing to see how far they’ve come in just a few years,” he said. “They’ve got a top-notch program, and you don’t see that from a five-year-old school very often.”
Renaissance

At 10,000 ft

Dr. Kim Larsen sifts sediments in search of new life forms.
STUDYING CREATURES NEVER SEEN BEFORE IS A BIOLOGIST’S DREAM JOB. In pursuit of that dream, Texas A&M’s Kim Larsen is exploring the deep sea and reviving time-tested methods of biological study.

Larsen, who holds a research fellowship in deep-sea biodiversity, is spending three years as part of the deep-sea biology group led by Department of Oceanography Professor Gilbert T. Rowe. The group is studying the biodiversity of tiny crustaceans called tanaids (invertebrate sea creatures with exoskeletons) in the deep Gulf of Mexico.

“We know that these creatures are important in the food web of the ocean, but we don’t know very much about their life cycle or about the particular role they play in the ecology,” said Larsen, who holds a doctorate in marine biology. “Recognition of the ecological importance of deep-sea life forms and our lack of knowledge about them has spurred new efforts to train scientists who can speak knowledgeably about these creatures.

“As oil companies explore new waters, nations off whose coasts drilling is proposed want environmental impact assessments,” Larsen continued. “That includes identification of sea life from the drilling areas, which are often at depths of 3,000 meters (9,843 feet) or more. The problem is that many of these creatures have never been seen before, and very few specialists are able to work with them due to the lack of funding.”

To address the problem, international oil company BP is funding two graduate fellowships in deep-sea biodiversity. Larsen holds one of the BP fellowships, and the other was awarded to a United Kingdom researcher.

“Opportunities like the BP fellowships could usher in a taxonomic renaissance,” said Larsen. “Seventy percent of the species being brought up from the deep Gulf are new to scientists, and the skills we must master to classify them represent a revival of the discipline of taxonomy. As we move into the next century, oil companies and environmental consulting firms will hopefully join museums and universities as job sites for taxonomists.”

Larsen said all ecologists used to be taxonomists, skilled in recognizing and classifying new specimens. Over the past 50 years, however, funding for education in taxonomy has waned.

“BP sees this as a weakness in the educational system,” he said. “Today, BP engineers would note pictures of ‘weird’ deep-sea creatures captured on video by the remotely-operated vehicles that lay and maintain pipelines. They became concerned when scientists were unable to identify the creatures for them.”

Larsen, who received his bachelor’s from the University of Copenhagen in Denmark and his doctorate from Macquarie University in Australia, studies tanaids primarily by physical examination rather than DNA analysis. He explained that only fresh DNA can be analyzed, but it takes a long time to bring deep-sea specimens to the surface and then sort them from sediments. This delay degrades the fragile specimens and makes it difficult to “fix” their DNA. Furthermore, even if the material could be fixed for DNA examina-

“Seventy percent of the species being brought up from the deep Gulf are new to scientists, and the skills we must master to classify them represent a revival of the discipline of taxonomy.”

BP FELLOW KIM LARSEN PH.D.
Safely through the Flood

When Hurricane Hugo pummeled the U.S. East Coast in September 1989, fleeing South Carolinians had neither the time nor the resources to map out their escape routes. Instead, they trusted the information dispersed by the media and emergency personnel to lead them to safety.

Evacuation officials knew what to say because they had been briefed by meteorologists, and meteorologists knew what to tell them because of Dr. Chester Jelesnianski.

Known as “Mr. Hurricane,” Jelesnianski was an internationally renowned expert in storm surge modeling and hurricane prediction. The landmark numerical computer models he developed beginning in the late 1960s are now the basis of the nation’s coastal hurricane evacuation planning.

In fact, Jelesnianski’s most well-known model—Sea, Lake and Overland Surges from Hurricanes (SLOSH)—is credited with saving many lives during Hurricane Hugo and, nine years later, Hurricane Andrew.

“Chester was sort of a combination engineer and scientist, and he developed the model in a vein that is very practical and straightforward.

BY KARA BOUNDS SOCOL
Silvana Jelesnianski (third from left) visits with friends at Texas A&M: (from left) Dr. Robert O. Reid, A&M distinguished professor emeritus; Velma Frank; and Dr. Neil Frank, chief meteorologist of KHOU-TV in Houston.

to apply,” explained Robert Reid, distinguished professor emeritus of oceanography at Texas A&M. “He took great pains to make it user-friendly. It’s as accurate as any other prediction model that exists.”

Reid is grateful to Jelesnianski for his vast contributions to the meteorology field, and he also is indebted to Jelesnianski’s widow, Silvana, for her support of Texas A&M graduate students.

Following Jelesnianski’s death in 1994, Silvana Jelesnianski decided to establish a memorial fellowship in his name. After querying nine universities across the United States, she and two of her late husband’s colleagues decided on Texas A&M’s Department of Ocean Engineering. They based their decision in great part on the fact that the university was already using Jelesnianski’s work in its classrooms.

FROM HUMBLE BEGINNINGS

Considering Chester Jelesnianski’s humble beginnings, it was only fitting that his widow would help others in his name.

Raised in Cleveland, Ohio, Jelesnianski was one of six children born to poor Polish immigrants. As a child, he sold newspapers on the street and roses in restaurants. When he announced he was going to apply to be an Air Force cadet, his peers mocked him.

But Jelesnianski was determined to make a life for himself. He studied diligently and not only passed the Air Force exam, but did so with honors. Before he knew it, he was a member of the Air Force Cadet Corps, and his life opened to a whole new realm of possibilities.

Jelesnianski’s years in the Air Force provided him with training as a navigator. While traveling in Europe, he met a young Italian woman, Silvana, in Geneva, Switzerland. After World War II, they married and moved to the United States.

Still in the service, Jelesnianski earned both bachelor’s and master’s degrees in meteorology from the University of Chicago. He also moved from navigation to weather prediction, becoming an air weather officer.

In 1961, Jelesnianski left the Air Force and joined the U.S. Weather Bureau’s Office of Meteorological Research in Washington, D.C. Later, through his research as a doctoral student at New York University and his work at the National Weather Service, he became involved in numerical modeling of hurricane storm surges.
"We can determine how high the water will get in specified metropolitan areas, and we can determine what highways will remain open to get people out."

Jelemsnianski's research was limited by the computer technology of that era. But even with these limitations, he created the predecessor to SLOSH—appropriately labeled SPLASH. Reid explained that while previous models had been created to predict storm surge activity up to the coastline, Jelemsnianski's SPLASH model was the first to look at the effects of a storm surge going over a seawall and moving inland.

**The Rise of "Mr. Hurricane"**

As computer technology improved, so did Jelemsnianski's models. He earned a doctorate in 1969 based on his SPLASH model. But it was the follow-up SLOSH model—designed during his years at the National Weather Service—that earned him the title "Mr. Hurricane."

SLOSH is unique in that it not only predicts storm surges but also provides information needed to design evacuation routes. The Federal Emergency Management Agency uses it in coastal risk analysis research, Reid said.

A storm surge occurs when swirling storm winds above the ocean push water toward the shore. The advancing surge combines with the normal tides to increase the water level 15 feet or more. Combined with the power of the winds behind them, the resulting waves can wreak havoc on anything in their path.

The continental shelf along the East and Gulf coasts of the United States is a great deal longer and shallower than that along the Pacific coast. As a result, these areas are much more vulnerable to storm surges.

**Dr. Robert Reid, Distinguished Professor Emeritus of Oceanography**

The National Hurricane Center in Miami uses SLOSH to estimate storm surge heights and winds. By putting pressure, size, forward speed and wind data into the SLOSH model, scientists can view color-coded displays of storm surge heights for a designated area. The model takes into account a shoreline's unique bay and river configurations, water depths, bridges, roads and other physical features when calculating the surge.

"By using the SLOSH model for different coastal regions, we can run it in various ways—such as different strengths—and we can determine how high the water will get in specified metropolitan areas," Reid said. "From these runs, we can determine what highways will remain open to get people out. That, of course, is extremely valuable."

The benefits of Jelemsnianski's models extend far beyond the shores of the United States. Foreign scientists as far away as Bangladesh, Burma, Hong Kong and the Philippines have incorporated SLOSH into their own hurricane preparedness plans. In fact, scientists from around the world travel to the United States to be trained in Jelemsnianski's modeling techniques.

The first Dr. Chester Peter Jelemsnianski Memorial Fellowship in Ocean Engineering was awarded in 1996. Texas A&M continues to present the award to graduate students whose studies lead to advances in the forecasting and prediction of hurricane and tropical storm impact on coastal areas.
Emily St. Pierre Nagle was the wife of a revered engineering dean and a woman of remarkable vision.

To most, hers is among the hundreds of names written in the annals of Texas A&M University history. But to John R. Ball Jr. '44, she was a generous stranger whose gift of a graduate fellowship gave him a real chance in life.

"That fellowship started me and my family on a path of success," said Ball, the first recipient of Texas A&M's James C. Nagle Endowed Fellowship in Civil Engineering.

Ball, now 80, earned both bachelor's and master's degrees in civil engineering at Texas A&M. His Aggie descendants have followed with eight more degrees, and his granddaughter is a current student at A&M.

Emily Nagle would undoubtedly be pleased about the results of her gift. At a time when women were rare on the Texas A&M campus, Emily filled the role of faculty spouse. Her husband, James Nagle, came to Texas A&M in 1889 as an associate professor of civil engineering and physics. Known by his students as a progressive educator and inspiring teacher, he was a strong proponent of graduate education. In 1911, he became Texas A&M's first dean of engineering.

Emily Nagle was equally respected as a woman ahead of her time. After her husband's death, she decided to honor his memory in a lasting way. In 1937, she gave the impressive sum of $5,000 to endow...
a graduate fellowship in his name. Hers is the first known endowed fellowship in Texas A&M's College of Engineering.

"IF I WAS AWAKE, I WAS WORKING."

The Nagle Fellowship has helped many deserving Aggies pursue graduate degrees. Not the least of these is John Ball.

Ball's schoolteacher parents always made it clear that he was expected to attend college. Not quite as clear was how he was going to pay for it.

"I started waiting tables in Shisa Hall the moment I hit campus and waited tables the entire time until we were called to active duty," Ball said.

On December 7, 1941, Ball was watching a movie in a College Station cinema when the projector stopped. The lights came on, and the moviegoers were told that the Japanese had attacked Pearl Harbor.

Members of the Class of '44 stayed at Texas A&M for seven semesters before being called to active duty. One semester shy of graduation, the entire class left for Officer Candidate School. By the time Ball returned to the university in 1946, he had a wife and the first of three children. While he wanted to go to graduate school, he didn't know how he could possibly afford it.

Dr. Samuel R. Wright, civil engineering department head at that time, came to his rescue with the Nagle Fellowship.

"The Nagle Fellowship enabled me to stay in school and get my graduate degree," Ball said.

That didn't mean, however, that he got a free ride. In addition to taking at least 18 hours of coursework a semester and writing a thesis, he taught two classes and did drafting work for the city of College Station.

"I don't remember a vacation until I graduated with a master's degree and my kids were 4 or 5 years old," Ball said. "If I was awake, I was working."

All the work paid off. Ball was employed by the U.S. Coast Geodetic Survey and was a professor at the University of Texas at Arlington before going into private practice. For more than 50 years, he laid out subdivisions in the Mid-Cities area between Dallas and Fort Worth. In fact, he was the first engineer involved in Irving's master-planned community, Las Colinas.

Ball said he owes much of his success to the graduate school opportunity provided him through Emily Nagle's generosity. "The Nagle Fellowship came to me at the proper time in my life," he said, "and I hope I did it credit." — by Kent Bolling

"THAT FELLOWSHIP STARTED ME AND MY FAMILY ON A PATH OF SUCCESS."

John R. Ball Jr. '44

Corporations & Organizations

3M Company
St. Paul, Minnesota

3M Design Curriculum Development Alliance

3M Design Graduate Tuition Fellowship

3M Optoelectronics Graduate Fellowships

3M Solid Mechanics/Design Faculty Fellowships

3M Solid Mechanics/Design Graduate Assistantships

A&M Composites, L.P.
Big Spring, Texas

Jeanne & Michael R. Niklaus '84 Endowed Scholarship

ABN AMRO
Chicago, Illinois
Trading Center Board of Governors

Amersham Biosciences AB
Uppsala, Sweden
Chemistry Department

Anritsu Company
Loguna Hills, California
University Special Gifts

Applied Biosystems/MDS SCiex, Instruments
Guelph, Ontario

Applied Biosystems/MDS Scitex Instruments Professorship in Mass Spectrometry in Chemistry

The Bank Advisory Group, Inc.
Austin, Texas
Donald R. Fraser Endowed Professorship in Finance

Baumberger Endowment Scholarship Funds
San Antonio, Texas

Baumberger Endowment Scholarships

Blue Bell Creameries, L.P.
Brenham, Texas

Blue Bell Creameries Endowed Fund for Excellence in Agriculture

BP America Production Company
Tulsa, Oklahoma

Industrial Associates Program

BP Foundation, Inc.
Chicago, Illinois
Petroleum Engineering

Robert C. Byrd Scholarship
Austin, Texas

Robert C. Byrd Honors Scholarships
Jeff Spiegelhauer ’72 never could have foreseen where a simple business plan on a paper napkin would lead.

It was one of Houston’s sweltering summer mornings in 1983. Spiegelhauer had arranged to meet Doyle Burkett ’72 at a “Steak & Eggs” diner in the west part of town.

The two 33-year-olds had been best friends since their freshman year at Texas A&M University. Both had married and divorced; both had two children; and both needed extra money for child-support payments.

Spiegelhauer had a plan. “We sat down and, after a cup of coffee, I drew out the collection agency business as best I could on a napkin,” he recalled.

The concept was to keep their day jobs but supplement their incomes during the evenings and other available times. Spiegelhauer already had some exposure to the debt collection business. A few months of part-time work for a collection agency had planted the seed. Even after that job ended, he remained haunted by the notion of building his own collection business through honest, ethical practices.

“I couldn’t get the idea out of my head,” he said. “The concept just stuck with me.”

**The idea that wouldn’t go away**

From its beginning on a paper napkin, the collection agency concept began to take shape.

Spiegelhauer considered the investment risks involved in the venture, which were virtually none. “Back in those days, it was simple: All you really had to have to be in the collection business was a telephone,” he explained.

Burkett and Spiegelhauer each put in an initial $1,000 to get Financial Management Associates (FMA) on its feet. With their $2,000, Spiegelhauer and Burkett rented a 10-by-

8 office, bought two folding tables and two chairs from a used furniture store, purchased business cards, and pulled strings to install two commercial phone lines at minimal cost.

During the day, the A&M classmates worked their regular jobs. In the evenings, they retreated to their tiny office to round up business and make collection calls.
After six months, the men faced the fact that they were making enough to keep the agency going but not enough to see a profit. They hired an employee to work during the day. As they had hoped, this increased revenue, but the increase was offset by added overhead.

Spiegelhauer’s wife, Sylvia, knew that his heart was in his collection agency. So, she encouraged him to take a leap of faith and go into FMA on a full-time basis.

On January 1, 1985, that’s exactly what he did. The two partners borrowed enough money to get Spiegelhauer through the transition period. He continued concentrating his calls on doctors and dentists, gaining an account here and there. But to capture multiple accounts, Spiegelhauer knew he had to land a large client. With hard work and good luck, FMA did just that, acquiring the business of three hospitals.

“Bad debt totaling $1.5 million showed up at our doorstep. And that’s the thing that got us going,” Spiegelhauer said.

The following year, Burkett joined the company full time, overseeing the sales operation. Spiegelhauer assumed management responsibilities. In 1987, the men successfully expanded the business to out-of-state banks that dealt with credit card debt. Burkett brought in other new clients: jewelry store chairs and high-end retailers. Their business was off and running.

“In 1987, we made enough to cover our expenses and make Doyle and me a little bit of money—about $2,000 each per month,” Spiegelhauer said. “That’s when we knew we’d be able to stay in business.”

Over the next five years, FMA grew 1300 percent—a feat that ranked them number 282 on Inc. Magazine’s 1991 list of America’s fastest-growing private compa-

FMA has continued its rapid growth.
In 2002, debt totaling $1.3 billion was placed with the company. With headquarters in Houston and branches in Huntsville and College Station, the agency now boasts nearly 600 employees.
nies. That year, FMA had revenues totaling $1.3 million.

**Defying the Odds**

FMA has continued its rapid growth. In 2002, debt totaling $1.3 billion was placed with the company. With headquarters in Houston and branches in Huntsville and College Station, the agency now boasts nearly 600 employees.

One of those employees is Spiegelhauer's son, Alan Spiegelhauer. A 15-year FMA veteran, the younger Spiegelhauer was named company president last November. Jeff Spiegelhauer is now the agency's chairman and chief executive officer of operations, while Burkett is vice chairman and chief executive officer of marketing.

Spiegelhauer said that while FMA is easily among the 50 largest collection agencies in the nation, a wide gulf exists between it and the top few. But the ways the companies have grown, he said, account for the difference.

"They've grown through acquisition," he said. "All of our growth has been organic."

The tremendous success of the two Aggies' business is matched only by the endurance of their friendship.

"We've defied the odds as business partners," Spiegelhauer said. "We've been in business together for 20 years. He's still my best friend, and I know I'm still his best friend."

Spiegelhauer's days at Texas A&M spurred more than a lasting friendship. His brother, Robert, followed in his footsteps as a member of the Class of '80. His sons, Jeff Jr. '96 and Jacob '98, are also Aggies.

In December 2002, Jeff and Sylvia Spiegelhauer committed $150,000 to establish a graduate fellowship in Texas A&M's Mays Business School. The gift was matched by the Herman F. Heep and Minnie Bell Heep Foundation to create the $300,000 Sylvia and Jeffery L. Spiegelhauer '72/Heep Endowed Graduate Fellowship.

The gift was their first to the university, and Spiegelhauer said he and Sylvia have never second-guessed their decision to help Texas A&M students. With the continued success of FMA, he said, the gift won't be their last.

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**"Half-Price" Fellowships**

Firms like the Spiegelhauers are lowering graduate fellowships to half their normal cost thanks to a million-dollar gift from the Herman & Minnie Bell Heep Foundation. Heep Foundation President and CEO Trudy Heep said the local school's quest for "half-price" fellowships was vital. The foundation, which has funded several Penn State scholarships, has a special interest in helping students who may need additional financial support.

The half-price program is based on a matching gift program through which several local schools are raising funds to offer scholarships to students. The foundation awards grants to these schools.

"It's a win-win situation," said Heep, noting that the university's Foundation has committed $1 million to match the foundation's $2 million in the coming year. "The students benefit, and the donors have continued to give because of our support."
Just ask Eric Branton (M.Ag. '04), who holds the McMillan-Ward Graduate Fellowship in Forest Science. Branton, like many graduate students, has gone out on a financial limb to get that extra sheepskin.

"I came to Texas A&M with no funding, and I gave up a pretty good full-time job as a land manager in North Carolina to pursue my master's degree," said Branton, who grew up in Florida and earned a bachelor's degree at Colorado State University.

Despite the sacrifice, Branton was determined to pursue an advanced degree. "In many fields, such as mine, a bachelor's degree just isn't enough," he said.

More and more areas of industry, government and education are requiring advanced degrees, according to Texas A&M administrators. Getting those degrees requires time — as many as six years for a doctorate. That means more expense, but the rigors of graduate study leave little room for earning extra money.

"This fellowship has been a lifesaver for me," Branton said. "I was mowing yards and doing other work just to make ends meet, but with the fellowship I am able to concentrate on school."

Branton isn't the only one benefiting from the fellowship. The fellowship donor — the McMillan Foundation — is also reaping rewards. Branton's academic efforts will culminate with his thesis, titled Risk Analysis of Forest Management Options for the McMillan Foundation Forest.

"There are about 2,400 acres of land here, part forest and part pasture," said Branton of the McMillan property. "I'm trying to maximize its output with the least amount of risk."

Branton's work involves numerous complex steps, including gathering statistics on the property, determining the owner's objectives, predicting the outcomes and risks of various land management approaches, and finally proposing a management approach that maximizes the value of the forests.

Eric Branton is obviously a stellar student. To recruit more like him, Texas A&M must increase funding for fellowships, said Gail Hyden, business administrator with the Forest Science Department.

"Offering funding to a graduate student is absolutely essential for Texas A&M because so many other schools offer generous financial aid packages," Hyden said. "Grad students tend to go where they can get the best deal. So, it's important that we're competitive with other schools."

Tat Smith, professor and head of the Forest Science Department, agrees. Smith said fellowships such as the McMillan-Ward (named in part for Ralph Ward Jr. '73, the McMillan Foundation's executive vice president) are beneficial to everyone involved — students, Texas A&M and donors.

"A fellowship like this is a critical resource for Texas A&M, and, yes, we need more of them," Smith said. "Eric was looking for a good forest service program, which we have, and this fellowship was just what he needed. It's a perfect match. Eric's a bright guy who had work experience in this area, and his research will help the McMillan Foundation manage its land. In short, everyone wins."

—BY KEITH RANDALL—
“I was mowing yards and doing other work just to make ends meet, but with the fellowship I am able to concentrate on school.” —Eric Branton (M.Ag. '04)
Introducing the SpiriTrust:
Payments to You Now; Gift to A&M Later

Popular wisdom holds that you can’t have your cake and eat it, too. Estate planners know different. And this goes far toward explaining the popularity of the new Texas Aggie SpiriTrust, a charitable remainder trust that benefits you, your family and Texas A&M.

**Reduce Taxes, Receive Payments**

Perhaps you have assets, such as real estate, that have appreciated in value but are producing no income. Yet, you hesitate to sell them due to tax consequences. Placing the assets into a SpiriTrust (a charitable trust benefiting A&M) would allow you to enjoy your profits now by converting them into a stream of income—without having to pay capital gains taxes at the time of sale. By preserving the value of the assets, a SpiriTrust helps you provide more for yourself and/or your family and also could provide savings on estate taxes. Ultimately, it enables you to make a substantial gift to the Texas A&M Foundation.

One form of SpiriTrust is called a charitable remainder trust. You fund this type of SpiriTrust by transferring assets to a trustee, such as the Texas A&M Foundation Trust Company, and naming the Texas A&M Foundation as remainder beneficiary. The trustee then sells the assets at full market value—paying no taxes on the capital gain—and re-invests the proceeds in income-producing assets. The trust will pay you—or other designated income beneficiaries—payments for life or for up to 20 years. When the trust terminates, the assets remaining in the trust transfer to the Foundation and benefit the Texas A&M programs you designated.

**SpiriTrusts Are Tailored To Your Needs**

You can choose from many forms of SpiriTrusts to suit your own needs. The popular charitable remainder unitrust provides a variable stream of payments to the beneficiaries. The amount of the payment is a fixed percentage of the value of the trust assets as they change annually. For example, a 5 percent unitrust funded with $100,000 would pay $5,000 the first year, but if the trust appreciates to $110,000 the second year, the annual payment would be $5,500.

If you prefer the security of a fixed payment schedule, the charitable remainder annuity trust may be the best choice for you. An example is a 6 percent trust funded with $100,000 that would pay $6,000 annually for the life of the trust.

“It’s really amazing to see how much you can save yourself and your heirs, just through a little planning. And it makes you feel good to help out your favorite charity.”

—John Matush '54
Sandy and John Matush '54 are thoughtful planners who decided to learn more about how to benefit their favorite philanthropy, Texas A&M, and minimize estate taxes for their heirs. After seeking advice from their attorney and a Texas A&M Foundation gift planning officer, the Matushes decided to fund a charitable remainder trust now and include instructions in their will that will create another trust later with money from retirement funds.

"It's really amazing to see how much you can save yourself and your heirs, just through a little planning," John says. "And it makes you feel good to help out your favorite charity. That's the real bottom line."

For more details—and for a free brochure on ways you can support Texas A&M — contact Glenn Pittsford '72 at the Texas A&M Foundation at 800-392-3310 or 979-845-8161 or via e-mail to g-pittsford@tamu.edu. Or, visit our Web site at giving.tamu.edu.
Campus Giving Tops $9 Million

Texas A&M faculty, staff and students have pledged more than $9 million to the One Spirit One Vision Campaign since its inception in January 2000.

"The Campus Community Campaign provides a way for members of the Texas A&M community to support programs that are important to them," said Texas A&M President Robert M. Gates. "It also shows external donors that we believe in our own strength and excellence."

The campus community pledge total includes gifts from current faculty, staff and students; retired faculty and staff; and employees of affiliated agencies and organizations.

A&M Launches New "Giving" Web Site

A new Web site, giving.tamu.edu, is making it easier and more rewarding to support Texas A&M. The site presents a wealth of material, including the new One Spirit One Vision Campaign video.

"The site includes stories and photos of great things that former students, students and faculty are doing—at A&M and around the world—thanks to the generosity of donors," said Bill Ambrose '73, site Web master.

Site interactive features include calculators that tally the tax benefits of giving, forms with legal language for including gifts in wills, and forms for requesting publications, including e-brochures. To browse the site, go to http://giving.tamu.edu.

Giving to A&M Increases Despite National Drop

Total giving to Texas A&M increased from $111.4 million in 2001 to $111.8 million in 2002, while giving to higher education declined nationally. The A&M giving totals include gifts through the university, Texas A&M Foundation, Association of Former Students and 12th Man Foundation.

To browse the new "giving" Web site, go to http://giving.tamu.edu.
Nationwide, giving to higher education declined 1.2 percent for the first time in 15 years, according to the Council for Aid to Education (CAE). CAE annually collects and distributes data on private giving to education. CAE researchers say the declining stock market is a primary cause of the national decrease.

Texas A&M supporters are bucking the trend. “Our donors’ gifts are especially impressive given the uncertain economic and political times we currently face,” said Texas A&M University System Regent Erle Nye ’59. “But Texas Aggies always have responded to a challenge—world wars, cultural shifts, technology revolutions. Our world would not be what it is today without Texas A&M.”

A&M Unifies Alumni and Development Databases

In an effort to provide superior service to its donors, the Texas A&M Foundation and The Association of Former Students are unifying their databases. The groups have worked on this watershed project for more than a year, according to Texas A&M Foundation Assistant Vice President for Development Henry Nemcik.

“The unification will make our communications, services and donor recognition more efficient and accurate,” Nemcik said. He added that the unification will not change the confidentiality policies that protect the privacy of alumni and donors.

Campaign Expands During Regional Phase

Texas A&M’s One Spirit One Vision Campaign moves into its next important phase this summer and fall with the launch of regional efforts in Houston, Dallas, Fort Worth, Austin and other key state and national locations.

Regional efforts will localize campaign awareness and support in more than 20 cities and regions in Texas and the United States. A volunteer committee working with a regional director will head each regional campaign. Regional director for South Texas is Ed Solomosy ’60, and Bill Estes serves as regional director for North Texas.

Tim Walton ’90 Joins Texas A&M Foundation

Tim Walton ’90 joined the Texas A&M Foundation last year as director of real estate. Walton assists donors who make charitable gifts of real estate benefiting Texas A&M. He is well-versed in all aspects of real estate, including commercial and light industrial, residential, farm and ranch, hunting, and oil and gas development properties.
After earning a bachelor’s degree in agricultural economics from Texas A&M, Walton served the Texas Municipal Power Agency (TMPA) for 10 years, where he developed leasing programs, acquired property for future mining operations, marketed and managed property, and developed and negotiated reclamation plans. He also was involved with TMPA real estate appraisals and evaluations.

**Foundation Investment Returns Beat the Benchmarks**

The Texas A&M Foundation’s investment portfolio outperformed benchmark portfolios and most peer portfolios last year.

For the one, three and five-year periods ending December 31, 2002, long-term investments achieved total returns of -3.34 percent, 0.13 percent and 6.36 percent, respectively. Foundation Investment Director Janet Handley ’76 said a similar market portfolio for the same time periods would have achieved returns of -13 percent, -7.7 percent and 1.9 percent, respectively.

The foundation’s investment performance puts it in the top 15 percent of fund-raising organizations in the country. Handley said frequent evaluation of the portfolio has been a key to the foundation’s investment success.

“We continually look at the investment horizon and make adjustments in our portfolio that we feel can improve the return for an appropriate amount of risk,” she said.

**Ray A. Rothrock ’77 Joins Foundation Board**

Ray A. Rothrock ’77 will join the Texas A&M Foundation board of trustees on July 1, 2003. The foundation is governed by seven trustees, each appointed for seven years by The Association of Former Students. Rothrock replaces outgoing trustee Jon L. Hagler ’58.

Rothrock earned a bachelor’s in nuclear engineering from Texas A&M, a master’s in nuclear engineering from MIT, and an MBA from Harvard Business School. He is managing general partner at Venrock Associates, one of the oldest venture capital firms in the United States.

At Texas A&M, Rothrock co-chaired the Vision 2020 arts and sciences committee. He and his wife, Meredith, established the first endowed chair in performance studies in the College of Liberal Arts and have supported the J. Wayne Stark Galleries, Department of Nuclear Engineering and other programs.
Requests & Comments: Summer 2003

Spirit is published to keep you informed about Texas A&M fund-raising efforts. If you have a comment or question, take a moment to fill out this form and mail it postage-free. Thank you.

FIRST NAME               LAST NAME               CLASS YEAR

STREET ADDRESS

CITY                     STATE                    ZIP CODE

HOME PHONE NUMBER         DAYTIME PHONE NUMBER

E-MAIL ADDRESS

Check here if:  ☐ New home address
                ☐ New business address

I have a comment/question:

________________________________________________________________________
________________________________________________________________________

☐ Please contact me about making a gift to Texas A&M.

☐ I'd like to know more about making an estate gift
  (trusts, life insurance, bequests, gift annuities).

I'd like to know more about supporting the following:

COLLEGES                PROGRAMS
☐ Agriculture Programs  ☐ Assoc. of Former Students
☐ Architecture         ☐ Athletics
☐ Bush School of Gov't. ☐ Corps of Cadets
☐ Business Administration ☐ Faculty Support
☐ Education            ☐ International Programs
☐ Engineering          ☐ Libraries
☐ Geosciences          ☐ Medicine
☐ Liberal Arts          ☐ Scholarships/Fellowships
☐ Science              ☐ Student Life
☐ Veterinary Medicine   ☐ University Press

Other:                    

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You can contact the Texas A&M Foundation at the following:

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            College Station, Texas 77840-2811
voice:       979-845-8161 or 1-800-392-3310
email:       r-mcfadden@tamu.edu
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