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24 Top Honoree: The Social Empowerment Center
26 Keynote Speaker: Fran Tarkenton (BBA ’61)
BULLDOG 100 recognizes the 100 fastest-growing businesses owned or operated by UGA alumni. Nominated companies must have a UGA alumnus as CEO, president or managing partner. Companies are also eligible if at least 50 percent of the business is owned by UGA graduates. Companies must have been in business for five years or more, have minimum verifiable revenues of $100,000 in the first year of the 3-year assessment period, and must operate in a manner consistent with the university’s “Pillars of the Arch.”

Upon nomination, each business is asked to submit certain financial data to Warren Averett CPAs and Advisors. Warren Averett reviews submissions based on compounded annual growth rates for the three years prior to the nomination and provides the UGA Alumni Association with a ranked list of the 100 fastest-growing businesses. While the complete alphabetized list is released to the public beforehand, the final ranking order remains confidential until the annual Bulldog 100 Celebration each January/February in Atlanta.

Nominations for the 2015 Bulldog 100 will open on February 9. Nomination information can be found at www.alumni.uga.edu/b100.
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4

THE 2014 BULLDOG 100

Celebrating Five Years

By Elizabeth Elmore (ABJ ’08, BBA ’08)

“Every year, it’s an incredible experience. You can feel the positive energy in the ballroom as the countdown begins. The university doesn’t host another event like it, and it makes you proud to be a Georgia Bulldog.”

Brian Dill (AB ’94), UGA Alumni Association Board of Directors Bulldog 100 Chairman

The University of Georgia’s Bulldog 100 Celebration is an exciting and lively event each year, as described by Brian Dill (AB ’94), member of the UGA Alumni Association Board of Directors and Bulldog 100 planning committee chairman. In 2014, though, the event took on an even more spirited feel as the Bulldog 100 program marked its fifth year of recognizing the fastest-growing businesses owned or operated by UGA alumni.

Everything from the invitations to décor to the first-ever curtain unveiling of the business leaders highlighted the program’s important milestone and the individuals and businesses that helped establish the program as a cornerstone event at UGA. Since Bulldog 100 began in 2010, 311 different businesses have made the list, led by 397 individuals who attended UGA. Aside from Commencement, no other university event recognizes so many graduates each year.

During the Bulldog 100’s first five years, the 311 businesses that made the list boasted an astounding compounded average growth rate of 32.67 percent. Compare that to the NASDAQ, which saw 16.7 percent, or the S&P 500, which only experienced 6.9 percent growth—it’s clear these businesses are on track to find even greater success. The honorees have represented 20 states (including the District of Columbia), 130 cities and more than 100 industries. They are owned by graduates from nearly every school and college at UGA and a variety of class years.

Throughout the five years, not only did the businesses on the list become more diverse, the competition to make the list grew. With nearly 400 nominations in 2010, the number of businesses attempting to make the list has increased each year, resulting in more than 800 nominations for the 2014 Bulldog 100.

Despite the stiff competition, four businesses were able to maintain significant levels of growth to keep them on the list all four years: Mom Corps, owned by Allison O’Kelly (BBA ’94); Atlanta Wine School, owned by Michael Bryan (BBA ’89); Bryant, Carroll & Associates, owned by Michael Bryant (BBA ’98); and EvoShield, led by Bob Pinckney (BBA ’82). To learn more about these businesses, turn to page 20.

Olivia Greene (BMUS ’14) began the program with a beautiful rendition of the University of Georgia Alma Mater.

By Elizabeth Elmore (ABJ ’08, BBA ’08)
Perhaps more than any statistics, the memories are what really tell the story of the Bulldog 100’s first five years.

- Exchanging advice from fellow entrepreneurs during the pre-event roundtables.
- Networking with hundreds of alumni and friends during the cocktail receptions.
- The wise (and often entertaining) words shared by keynote speakers, Dan Amos (BBA ’73), Maxine Clark (ABJ ’71), Deborah Norville (ABJ ’79), Pete Correll (BBA ’63) and Fran Tarkenton (BBA ’61).
- The anticipation of hearing a business name called to the stage for recognition.
- A sense of pride as the full class is presented to the crowd
- The hugs, handshakes and “Go Dawgs” exchanged as each Bulldog 100 Celebration comes to a close.

As the curtain closes on the first half-decade of Bulldog 100, the UGA Alumni Association looks forward to many more years honoring those entrepreneurial-minded graduates. They took a leap of faith to start or run their own business, and as a result, represent the University of Georgia with excellence.

Here’s to celebrating a full decade of the Bulldog 100 in 2019. Go Dawgs!
THE BULLDOG 100 CELEBRATION In Photos

1

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12
1. Five-time honoree and Mom Corps founder Allison O’Kelly (BBA ’94) and son, Nolan, join UGA Alumni Association President Tim Keade (BBA ’78) on stage during the 2014 Bulldog 100 Celebration.

2. Shelly Hutchinson (MSW ’00), of No. 1 business Social Empowerment Center, poses with UGA School of Social Work Dean Maurice C. Daniels.

3. Student Alumni Council President Derek Hammock ’15 (center) with Bill Sharpton (AB ’08) and Sharpton’s father-in-law, James Cannon (BBA ’77), of No. 20 business Early Trucking Company, during the 2014 Bulldog 100 reception.

4. (l-r) Bob Hosker (ABJ ’00) and Danielle Hosker (AB ’01), owner of No. 51 business, Dancefx, Inc.

5. Walter Lee Jones III (BS ’97), of No. 7 business Professional Technology Integration, Inc., and his wife, Bernina Jones, enjoy the 2014 Bulldog 100 reception.

6. The official Bulldog 100 awards.

7. UGA Alumni Association board member Keane Johnson (AB ’04, MED ’05, BSFCS ’07) and Shireen Punja, a representative with Bulldog 100 table sponsor Liberty Mutual.

8. John Moeller (BBA ’93), of No. 45 business Action Ministries, joins UGA Alumni Association President Tim Keade (BBA ’78) on stage during the 2014 Bulldog 100 Celebration.

9. Owner of No. 66 business Association Management, LLC, Alva Youngner (BSHE ’66, MED ’73, EDS ’75, EDD ’77) is interviewed by Student Alumni Council member Meredith Dean (ABJ ’14) and Jeff Alligood (ABJ ’77), of Pace Communications.

10. UGA College of Engineering Dean Donald Leo (right) congratulates Rory Singer (BSBE ’99) of No. 22 business The HardCore Gym/ Athens Fitness and MMA, and Bennie Branch (BSAE ’88, MS ’90), of No. 26 business Kelley Manufacturing Company following the 2014 Bulldog 100 Celebration.

11. Bulldog 100 honorees were invited to attend a pre-event roundtable discussion hosted by the UGA Alumni Association. Participants discussed topics ranging from business strategy to talent development.

12. (l-r): Jennifer Ansley and Bonneau Ansley III (BBA ’99) of No. 3 business the Ansley Group.

13. (l-r) Aiden Zafar and Corey Jones, representatives from affinity partner Liberty Mutual, enjoyed the 2014 Bulldog 100 reception.

14. Student Alumni Council member Taryn Winston ’15, was one of ten Student Alumni Council members who announced the Bulldog 100 list in ranked order during the 2014 Bulldog 100 Celebration.

15. Student Alumni Council member Kimberly Caldwell ’15 helped event photographer Spence Wingate (AB ’09) capture the magic of the 2014 Bulldog 100 Celebration.

16. (l-r): Greg Davis and Garrett LeClair, representatives from Marquis Sponsor Bank of America, mixed and mingled with attendees during the 2014 Bulldog 100 reception.

17. Table setting for the 2014 Bulldog 100 Celebration at the Atlanta Marriott Marquis.
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Mather serves over 400 clients in the United States, Canada, Australia, New Zealand and Europe in a range of industries including, Lottery, Publishing & Media, Energy & Utilities, Technology, Telecommunications, Litigation support and Environmental Valuation Services.
The 2014 Bulldog 100 Celebration marked the fifth year recognizing Bulldog-owned and -operated businesses. Learn more about the businesses honored since the program began five years ago:

- **AVERAGE COMPOUNDED ANNUAL GROWTH RATE OVER PAST FIVE YEARS**
  - BULLDOG 100: 32.67%
  - NASDAQ: 16.7%
  - S&P 500: 6.9%

- **GENEROSITY OF BULLDOG 100 BUSINESS LEADERS**
  - **PAST FIVE YEARS**
    - 55% gave $1.5m
  - **DURING LIFETIME**
    - 81% gave $2.5m

- **NUMBER OF BULLDOG 100 CELEBRATION ATTENDEES**
  - 2010: 497 attended at Intercontinental Buckhead
  - 2011: 465 attended
  - 2012: 653 attended
  - 2013: 702 attended at Atlanta Marriott Marquis
  - 2014: 711 attended

- **STATISTICS SINCE PROGRAM BEGAN**
  - 781 unique nominations
  - 397 business owners honored
  - 311 businesses honored
  - 4 businesses made every list
  - 130 CITIES
  - 20 STATES INCLUDING D.C.
On this page, learn more about the businesses honored this year:

**HONOREES BY SCHOOL/COLLEGE**

- Terry College of Business: 61
- Franklin College of Arts and Sciences: 27
- Grady College of Journalism and Mass Communication: 9
- College of Education: 8
- College of Family and Consumer Sciences: 8
- School of Public and International Affairs: 6
- College of Agricultural and Environmental Sciences: 5
- College of Pharmacy: 4
- Warnell School of Forestry and Natural Resources: 3
- College of Engineering: 3
- College of Law: 3
- College of Environment & Design: 1
- College of Education: 1
- College of Public Health: 1
- College of Veterinary Medicine: 1
- School of Social Work: 1

**REPRESENTING INDUSTRIES**

- Founding Years
  - White Oak Pastures: 1866
  - Tailgating, LLC: 1947
  - 50+.

**INDUSTRIES**

- Falcons
- Bulldogs
- Jacket

**BUSINESS OWNER DEMOGRAPHIC**

- Females: 28
- Males: 111
- Total: 139

**NORTH CAROLINA**

- Salisbury: 1
- Mocksville: 1
- Statesville: 1

**SOUTHERN TRADITION**

- Tailgating, LLC
- 111% growth

**9 STATES AND DC REPRESENTED IN 2014**

- Alabama
- Florida
- Georgia
- Kansas
- Mississippi
- New Jersey
- North Carolina
- South Carolina
- Texas
- Washington D.C.
Top Ten

1. Social Empowerment Center
   Lawrenceville, Georgia
   Rachelle D. Hutchinson (MSW ’00)
   Edward Hutchinson (MED ’09)
   Industry: Social and mental health services
   socialempowermentcenter.com
   Founded: 2002
   Years on the Bulldog 100 list: 1

   Shelly and Edward Hutchinson are the dynamic duo behind the 2014 fastest-growing Bulldog-owned business, Social Empowerment Center. Shelly spent many years working for the Georgia Department of Family and Children Services (DFCS) in a variety of roles. Upon leaving DFCS, the alumna offered individual therapy for families, completed in-depth assessments of children entering foster care and trained new DFCS workers. Shelly’s husband, Edward, is Social Empowerment Center’s IT department, chief information officer and vice president. He is also a vice president and technical lead with SunTrust Bank.

   With a multicultural focus, Social Empowerment Center supports families in crisis. The organization is accredited by the Commission on Accreditation of Rehabilitation Facilities and provides a wide scope of mental health services, including intensive family interventions, indigent support and ongoing mental health treatment.

   To learn more about this year’s fastest-growing business, see page 24.

2. Vert Mobile, LLC
   Atlanta, Georgia
   Kevin Planovsky (ABJ ’05)
   Matt Griffin (BBA ’05)
   Michael Lentz (ABJ ’06)
   Industry: Advertising
   vertmob.com
   Founded: 2008
   Years on the Bulldog 100 list: 1

   Kevin Planovsky spent several years in both the tech startup and digital marketing worlds before launching Vert Mobile, LLC, in late 2008. Vert is a full-service mobile and social media, advertising, and marketing agency that specializes in orchestrating brands’ digital footprints. Since it began, Vert has grown to employ dozens of full-time strategists, developers, media planners and designers who build cutting-edge digital media experiences for brands such as InterContinental Hotels Group, The Weather Channel, Coventry Healthcare (Aetna), SunTrust and Quikrete.

   In early 2009, Vert partnered with the UGA New Media Institute (NMI), an interdisciplinary unit of the Grady College of Journalism and Mass Communication. NMI became a key partner and the two organizations now work together to create an environment for UGA students where education meets the real world.

3. The Ansley Group
   Atlanta, Georgia
   Bonneau Ansley III (BBA ’99)
   Industry: Real estate
   bonneuaansley.com
   Founded: 2008
   Years on the Bulldog 100 list: 1

   The name Bonneau Ansley is synonymous with real estate sale and development in Atlanta, South Carolina, and along the Georgia Coast. An Atlanta native, Ansley is a well-regarded builder and investor. Since beginning his career, the alumnus has been involved in real estate sales and development exceeding $450 million and has built more than 80 luxury homes priced at $1 million or more.

   Ansley is especially knowledgeable about new construction and large developments. He is a full-time associate broker with Harry Norman Realtors in the company’s Buckhead office. He was named the “No. 1 Individual Agent Citywide” by the Atlanta Board of Realtors in 2009, and received the Who’s Who in Luxury Real Estate’s Outstanding Rookie award in 2013.

   Port Orange, Florida
   Greg Hitson (BSFR ’94)
   Industry: Forestry and land management
   hitsonltm.com
   Founded: 1997
   Years on the Bulldog 100 list: 3

   Greg Hitson graduated from UGA’s Warnell School of Forestry in 1994 and spent a few years interning and working with timber management companies before striking out on his own in 1997. Hitson Land and Timber Management, Inc., originally located in Dublin, Georgia, is a full-service forestry consulting and land management firm that assists landowners in maximizing profits from their natural resources while protecting the life and beauty of the forests.

   Hitson has since relocated his family to Florida, and maintains offices in central Georgia and central Florida to help clients across the Southeast. Services include timberland management, forest inventory and appraisals, wildlife management, herbicide treatments, controlled burning, hunt lease management, harvest scheduling and cell tower maintenance. Hitson Land and Timber Management, Inc., was the top Bulldog 100 business in 2010 and 2013.

5. Aycock Properties, Inc.
   Atlanta, Georgia
   Kevin Aycock (AB ’02)
   Industry: Real estate
   ayocockproperties.com
   Founded: 2004
   Years on the Bulldog 100 list: 1

   Aycock Properties, Inc., is a residential and commercial general contracting firm, specializing in custom home building and property receivership. Aycock’s corporate office is in Atlanta, but the company is bonded and licensed as an unlimited general contractor in several states. Aycock offers a wide range of specialized business work-out and real estate services to financial institutions, law firms, state and federal courts, property owners and similar entities throughout the country.

   The Greater Atlanta Home Builders Association presented Aycock Properties with a 2012 Gold OBIE Award in the “Residential Remodeling/Addition” category, the highest honor given to an Atlanta real estate firm.
Sovereign Systems
Norcross, Georgia
George Barkley (BBA ’94)
Matt Cadogan (BBA ’96)
Michael Hunsucker (BBA ’91)
Industry: Technology consulting and sales
sovsysystems.com
Founded: 2007
Years on the Bulldog 100 list: 2

In the fall of 2005, four UGA alumni, Stan Kavanage (M ’78), W. David Hudson (BBA ’78), Justin Niefer (BSFCS ’05) and Stan Payne (M ’97), came together in Athens, Georgia, to establish a company around a revolutionary gel-like material that, once exposed to air, molds into a rigid surface in minutes. This hard surface formed the ideal material for protective athletic gear and apparel.

In 2007, after two years of product development and field testing, EvoShield began selling its products to professional athletes. Based on player demand and positive feedback, EvoShield now officially outfits 30 Major League Baseball teams, 200 college and professional football teams and has expanded into softball, hockey, lacrosse and soccer.

UGA and Harvard alumnus Bob Pinckney was later added to the team as CEO, and under his leadership, the young company has continued to grow. EvoShield is one of only four Bulldog 100 businesses that have made the list every year since the program began in 2010. It was the top Bulldog 100 business in 2011.

Professional Technology Integration, Inc., is an information technology consulting firm specializing in software and database application development within Intranet and Internet environments. The company uses leading technologies, development methodologies and development models and modules to make business processes more efficient, allowing clients to compete effectively in an ever-changing world. Professional Technology Integration is registered as a Certified Minority Business Enterprise and Certified Minority Subcontractor for the State of Georgia.


Two Maids and a Mop
Mountain Brook, Alabama
Ron Holt (BSA ’97)
Industry: Consumer services
twomaidsfranchise.com
Founded: 2003
Years on the Bulldog 100 list: 3

Ron Holt, a member of the UGA 40 Under 40 Class of 2013, is CEO and founder of Two Maids and a Mop, the country’s largest privately owned residential cleaning firm. The company operates in Alabama, Florida, Georgia, North Carolina and Tennessee, and employs more than 150 team members. Two Maids and a Mop is licensed, bonded and insured, and offers franchising opportunities.

In 2013, Holt was a regional semifinalist for the Ernst & Young Entrepreneur of the Year award. In 2013, Inc. magazine included Two Maids and a Mop among the 5000 Fastest-Growing Businesses in America (No. 1156) and the ninth fastest-growing company in Alabama. Two Maids was recognized by the Cleaning for a Reason Foundation as the 2012 National Maid Service of the Year for having provided more than 2,000 house cleanings to women undergoing cancer treatment. Holt volunteers as a UGA Alumni Association Birmingham Chapter leader and participated in the UGA Alumni Association’s 2013 Thinc Entrepreneurial Week on campus.

Blake & Brady
Anderson, South Carolina
Sissa Sullivan (M ’94)
Chris Sullivan (BBA ’93)
Industry: Retail – women’s apparel
blakeandbrady.com
Founded: 2007
Years on the Bulldog 100 list: 1

Former UGA cheerleader Sissa Sullivan and her husband, Chris, founded Blake & Brady in 2007. The boutique came to life following a simple conversation between the couple about Sissa’s love for fashion and the possibility of a new business venture. After more than nine years in pharmaceutical sales, Sissa decided to quit her full-time job and “come out from behind the curtain” to work at the store and assist with the growing business.

Blake & Brady, named for the couple’s daughters, offers a stylish collection of casual and formal wear, shoes and accessories at affordable prices. The boutique is located in Anderson, South Carolina, but also sells its products through its website.

Professional Technology Integration, Inc.
Norcross, Georgia
Walter Lee Jones III (BS ’97)
Industry: Information technology
professionaltechnintegration.com
Founded: 2001
Years on the Bulldog 100 list: 1

Sovereign Systems was founded in 2007 by a team of tenured business and information technology professionals, including UGA graduates George Barkley, Matt Cadogan and Michael Hunsucker. Sovereign provides industry-leading technical and consulting resources to its manufacturer partners and end-users. Barkley, Cadogan and Hunsucker have grown the start-up into one of the Southeast’s leading and fastest-growing technology consulting firms.

Sovereign provides trusted application and infrastructure solutions from leading manufacturers and service providers. The company ensures exceptional customer experiences through the delivery of solutions that integrate best-of-breed technologies. In 2012, Sovereign was named an Inc. 500 business, an Atlanta Business Chronicle “Best Place to Work” and was included in the Atlanta Fast Growth 40. This is the second year Sovereign has landed in the Bulldog 100 top ten.
THE BULLDOG 100

Class of 2014
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"The University of Georgia has touched each aspect of my life. I am proud to be a Bulldog. I am proud of everything it has helped me accomplish — a legacy that only UGA can provide. That’s why I give."

James Gregory (Greg) Hitson, BSFR ‘94
Hitson Land & Timber Management, Inc.
Bulldog 100 Honoree 2010 (#1), 2013 (#1), 2014 (#4)

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### Top 100 Companies

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company Name</th>
<th>Website</th>
<th>Industry</th>
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<td>Social Empowerment Center</td>
<td>socialempowermentcenter.com</td>
<td>Social Services/Mental Health</td>
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<td>Vert Mobile, LLC</td>
<td>vertmob.com</td>
<td>Advertising</td>
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<td>The Ansley Group</td>
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<td>Forestry/Land Management</td>
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<td>Aycock Properties, Inc.</td>
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<td>Real Estate</td>
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<td>EvoShield</td>
<td>evoshield.com</td>
<td>Sporting Goods/Protective Gear</td>
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<td>7</td>
<td>Professional Technology Integration, Inc.</td>
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<td>Sovereign Systems</td>
<td>soysestems.com</td>
<td>Technology Consulting and Sales</td>
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<td>PharmD on Demand, Inc.</td>
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<td>momcorps.com</td>
<td>Staffing</td>
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<td>Estes Landscape Design, Inc.</td>
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<td>The HardCore Gym/ATHENS</td>
<td>athensfitnessandmma.com</td>
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<td>The Leaders Lyceum</td>
<td>leaderslyceum.com</td>
<td>Leadership Consulting and Development</td>
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<td>Do My Own Pest Control</td>
<td>domypestcontrol.com</td>
<td>Pest Control Services</td>
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<td>Towable Tailgates</td>
<td>towabletailgates.com</td>
<td>Manufacturing/Custom Trailers</td>
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<td>Kelley Manufacturing</td>
<td>kelleylymphmg.com</td>
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<td>6 Degrees Group</td>
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<td>veltechnologypartners.com</td>
<td>IT Staffing</td>
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<td>Clyde Armory, Inc.</td>
<td>clydearmory.com</td>
<td>Sporting Goods Retail</td>
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<td>Resolution Technologies</td>
<td>resolution-tech.com</td>
<td>IT Staffing</td>
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<td>Full Media</td>
<td>fullmedia.com</td>
<td>Web Development and Internet Marketing</td>
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<td>Ironwood Insurance Services, LLC</td>
<td>ironwoodins.com</td>
<td>Commercial Insurance/Employee Benefits</td>
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<td>Insight Strategic Communications</td>
<td>insight-communication.com</td>
<td>Marketing Communications/Consulting</td>
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<td>Police &amp; Sheriff’s Press, Inc.</td>
<td>policeandsheriffspress.com</td>
<td>Security Printing</td>
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<td>Suggs Johnson, LLC</td>
<td>suggsjohnson.com</td>
<td>Public Accounting</td>
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<td>Inspect-All Services</td>
<td>inspectallservices.com</td>
<td>Environmental Services</td>
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<td>Astir IT Solutions, Inc.</td>
<td>astir.com</td>
<td>IT Consulting</td>
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<td>Universal Servo Group, LLC</td>
<td>universalservo.com</td>
<td>Automation and Robotics</td>
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<td>EOC</td>
<td>eoc.com</td>
<td>Environmental Services</td>
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<td>43</td>
<td>Mather Economics</td>
<td>matherconomics.com</td>
<td>Business Consulting</td>
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<td>44</td>
<td>Jackrabbit Technologies, Inc.</td>
<td>jackrabbittech.com</td>
<td>Technology/Software as a Service</td>
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<td>45</td>
<td>Action Ministries</td>
<td>actionministries.net</td>
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**THE 2014 BULLDOG 100**

**5th Anniversary Issue**
46. Atlanta Wine School
Food and Beverage
Atlanta, GA
Michael Bryan (BBA '89)
atlantawineschool.com

47. NCM Associates
Consulting
Overland Park, KS
Paul Faletti (BBA '99)
cnm20.com

48. Towersource, Inc.
Telecommunications
Roswell, GA
Doug Weston (BBA '89)
towersourceinc.com

49. R.L. Cunningham & Sons, Inc.
Peanut Agriculture
Quintin, GA
Larry Cunningham (BBA '80)
Cumminghampeanuts.com

50. The Mabra Firm, LLC
Legal
Atlanta, GA
Ronne Mabra (JD '04)
mabrafirm.com

51. Dancefx, Inc.
Arts
Athens, GA
Danielle Hosker (AB '01)
dancefx.org

52. Eight at Eight
Dating Industry
Atlanta, GA
Sarah Kathryn Smith (BSFCS '98)
bet8.com

53. fab'rik
Clothing Retail
Atlanta, GA
Dana Spinola (BBA '96)
fabrikstyle.com

54. White Oak Pastures
Agriculture
Bluffton, GA
Will Harris (BSA '76)
whiteoakpastures.com

55. Initial Outfitters, Inc.
Direct Sales
Auburn, AL
Alicia Storbeck (MMR '90)
initialoutfitters.com

56. Brokerhunter.com
Advertising / Recruiting
Cumming, GA
David Testerman (AB '95)
dbrokithuber.com

57. LTC Tree
Insurance
Sandy Springs, GA
Darrick Wilkins (AB '98)
ltctree.com

58. Cowboy Jungle, Inc
Medical Apparel and Footwear
Retail
Winston-Salem, NC
Eric Johnson (BBA '90)

59. DPM Fragrance
Wholesale Manufacturing
Starkville, MS
Thomas Reed (BBA '87)
dpmfragrance.com

60. Cay Insurance Services, Inc.
Insurance
Savannah, GA
John Sipple (BBA '00)
Christopher Cay (AB '97)
cayinsurance.com

61. The Propelt Agency
Marketing / Advertising
Atlanta, GA
Tillman Douglas (BBA '90)
Jeffrey Mares (AB '83)
propelagency.com

62. Colonial House of Flowers
Florist
Statesboro, GA
Christy Hulsey (ABJ '98)
colonialhouse.net

63. Forsyth Exterminating
Pest, Termite, Wildlife and Landscape
Cumming, GA
Julie Ramirez (BBA '06, AB '06)
forsythesminating.com

64. Liberty Technology, Inc.
IT Services
Griffin, GA
Ben Johnson (AB '00)
libertytech.net

65. Red Clay Communications, Inc.
Public Relations and Public Affairs
Cumming, GA
Julie Ramirez (ABJ '08, AB '08)
redclaycomm.com

66. Association Management, LLC
Community Association Management
St. Simons Island, GA
Mary Bryan Fields (BBA '71)
Alva Youngner (BSHE '66, MED '73, EDS '75, EDD '77)
bestassociationmanagement.com

67. RIA Solutions
Pest Control
Buford, GA
Rob Lemoine (BBA '98)
Catherine Lemoine (BSED '98)
theriaway.com

68. Innovative Therapy Concepts, LLC
Healthcare
Hawkinsville, GA
Joe Sapp (MAT '94)
itcmgt.net

69. Sunbelt Technology
Low Voltage and Audio / Video
Retail
Atlanta, GA
Wes Bradshaw (AB '99)
sunbelttechnology.com

70. Primmeridian Bank
Financial Industry
Tallahassee, FL
Sammie Dixon, Jr. (MAT '92)
primmeridianbank.com

71. Tim's Pharmacy
Retail Pharmacy
Cornelia, GA
Kim Kaminski (BSFH '90)

72. Rumor Boutique
Clothing Retail
Macon, GA
Ashley S. Johnson (BSFCS '03)
rumorboutique.com

73. The Service Fort
Janitorial Services
Atlanta, GA
Brad Beem (AB '97)
servicefort.com

74. Atlas Real Estate Advisors
Real Estate Investment, Brokerage, Advisory Services
Atlanta, GA
Jeremy Fort (AB '98)

75. SDA CPA Group, P.C.
Accounting
Dunwoody, GA
Ben Johnson (BBA '00)
sdacpa.com

76. Seacrest Partners
Insurance Broker / Risk Management Consulting
Savannah, GA
Cliff McCurry (BBA '71)
Cindy Parker Robinett (BBA '89)
seacrestpartners.com

77. Intrepid Capital Funds
Investment Advisory Services
Jacksonville Beach, FL
Mark Travis (AB '84)
trepidcapitalfunds.com

78. Trotter Jones, LLP
Law
Augusta, GA
James B. Trotter (JD '00)
David C. Jones (JD '97)
trotterjones.com

79. Prestige Staffing
Staffing
Atlanta, GA
Ronnie Hollis (MAT '96)
prestigestaffing.com

80. Gas Innovations
Industrial Gasses and Welding Supplies, Wholesale
La Porte, TX
Ashley Madray (BSED '00)
gasinnovations.com

81. Yancey Wire & Cable
Wholesale Specialty Wire and Cable
College Park, GA
Richard Yancey (BBA '87)
yanceywire.com

82. Vantage Realty Partners
Commercial Real Estate
Atlanta, GA
Gene Rice (BSFCS '08)
vantageatl.com

83. Scott Circle Communications, Inc.
Public Relations
Washington, DC
Laura Gross (ABJ '99)
scottcircle.com

84. Johnson Benefits Group, LLC
Insurance and Employee Benefits
Duluth, GA
Anna Brookshire Johnson (BSFCS '02)
Jeffrey Johnson (AB '00, BSFCS '03)
johnsonbenefitsgroup.com

85. Forisk Consulting
Forestry and Wood Bioenergy
Athens, GA
Brooks Mendell (PHD '04)
forisk.com

86. Westside Veterinary Hospital
Veterinary Medicine
Spartanburg, SC
Scott Bryant (DVM '94)
westsidevetofspartanburg.com

87. Home Instead Senior Care
Non-medical Home Care for Seniors
Valdosta, GA
Jack W. Hartley (MS '78)
homeinstead.com[valdosta]

88. Lincoln Capital Advisors
Finance / Residential Mortgage Lender
Roswell, GA
Blake Turner (AB '99)
Jeff Johnson (BBA '97)
lincolncapitaladvisors.com

89. Happy & Healthy Products, Inc.
Franchisor
Boca Raton, FL
Linda Kamm (ABJ '78)
behappyandhealthy.com

90. Robert Bowden, Inc.
Manufacturer Building Products
Marietta, GA
Steve Cole (BBA '78, MBA '80)
robertbowden.com

91. The Association Source, LLC
Nonprofit and Professional Association Management
Boca Raton, FL
Jody Rosen Atkins (BSHE '89, MS '91)
associationsource.com

92. Terrapin Beer Company
Beverage Manufacturing
Athens, GA
John Cochran (BBA '93)
Irina Melnik Cochran (BBA '93)
terrapinbeer.com

93. Howell Orthodontics
Orthodontics
Jefferson, GA
Emily F. Howell (BBA '00)
howellortho.com

94. Interchanges
Business Consulting and Internet Marketing
Jacksonville, FL
Nelson Bruton (AB '02)
terchanges.com

95. The Butin Group
Public Relations and Social Media
St. Simons Island, GA
Mary Butin (ABJ '86)
thebutingroup.com

96. Shergal Web Studios
Internet Marketing Services
Atlanta, GA
David Felfoldi (BS '01)
shergalwebstudios.com

97. Breda Pest Management
Termite and Pest Control
Loganville, GA
Rodger Breda (BBA '73)
bredapest.com

98. Sunburst Beach Vacations
Vacation / Travel
Seagrove Beach, FL
Steve Howard (ABJ '83)
Payson Comer Howard (BBA '83)
sunburstco.com

99. Johnson & Garrison, LLC
Public Accounting / Corporate Tax Services
Sugar Hill, GA
Jeff Johnson (BBA '89)
johnson-garrison.com

100. Capital Investment Advisors
Financial Services
Atlanta, GA
Michael Reiner (BBA '74)
Mitch Reiner (BBA '05)
yourwealth.com
In late 2013, the UGA Alumni Association contacted the four businesses that had made the Bulldog 100 list all five years since the program began in 2010. Each business has its own unique story of success, but they share at least one characteristic: they are led by dedicated and innovative individuals who sharpened their skills at the University of Georgia. Use the QR code to the left to watch a video about these businesses and their Bulldog 100 experiences.

<table>
<thead>
<tr>
<th>Year</th>
<th>Atlanta Wine School / Vino Venue</th>
<th>Bryant, Carroll and Associates</th>
<th>EvoShield</th>
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<tr>
<td>2010</td>
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<td>84th</td>
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<tr>
<td>2014</td>
<td>13th</td>
<td>21st</td>
<td>6th</td>
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</table>

**Mom Corps**
Allison O’Kelly (BBA ’94)
Twitter: @MomCorps

A leading staffing company and job board for flexible employment specifically designed for working mothers seeking improved work-life satisfaction.

**Atlanta Wine School / Vino Venue**
Michael Bryan (BBA ’89)
Twitter: @ATLWineSchool @VinoVenueATL

Atlanta Wine School opened in 2004 and provides consumers with a relaxing environment in which to taste, purchase and learn about wine and cuisine.

**Bryant, Carroll and Associates**
Jake Bryant (BBA ’98)

Bryant, Carroll and Associates provides financial planning assistance for individuals in a variety of life stages.

**EvoShield**
Bob Pinckney (BBA ’82)
Twitter: @EvoShield

One of the fastest-growing brands in the sporting goods industry and known for their gel-to-shell technology, EvoShield outfits 30 Major League Baseball teams, 200 college and professional football teams and a variety of softball, hockey, lacrosse and soccer teams.

---

**DAWG BONE OF WISDOM**

Listen to advice, but go with your heart. Remember: If it were easy, everyone would do it.”

---

**DAWG BONE OF WISDOM**

“Replicate yourself. You never know when you may wish to start another location, another line of business, or you are struck down with a serious illness. Having another “you” gives you options.”

---

**DAWG BONE OF WISDOM**

“Clarity in your mind and your team’s mind is the first step to being organized with your time, your money and the assignment of the talent within your firm.”

---

**DAWG BONE OF WISDOM**

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The UGA Gwinnett Campus is located at 2530 Sever Road in Lawrenceville (just off I-85 at the Old Peachtree Road exit).
A visibly shocked Rachelle D. Hutchinson (MSW ’00) took the stage and said, “I have no words. I was not expecting this at all.”

In all likelihood, not many others in the ballroom that night were expecting it either. The presence of this graduate on the stage at the Atlanta Marriott Marquis marked a number of firsts for the University of Georgia’s Bulldog 100 program. Not even members of the UGA Alumni Association staff could have predicted that the No. 1 honoree in 2014, the fifth year of the program, would change the face of Bulldog 100 forever.

This is because Rachelle, Shelly for short, Hutchinson is the first female to ascend the Bulldog 100 list at No. 1. She is also the first minority to claim the top spot. The alumna is even the first School of Social Work graduate to ever make the list at all. She truly represents a shift in the image of a Bulldog 100 business, and the UGA Alumni Association is proud to call her a member of its board of directors.

In a post-event interview, Shelly described her reaction to coming out on top, “In general, when people think of a social worker, they think of a low-paid, hardworking volunteer who chose to work in the trenches with the needy, sacrificing financial wellbeing. I am glad that I am able to show that social workers can run successful businesses while working in the trenches. I am overwhelmingly proud to be just one of the ‘firsts’ of our generation.”

Shelly and her husband, Edward (MED ’09), own and operate the Social Empowerment Center in Lawrenceville, Georgia. The business provides specialized mental health and social services to underserved populations in Northeast Georgia. The Social Empowerment Center team of nearly 100 improves the lives of children and families in communities about which society has generally forgotten—or chooses to ignore.

When the two decided to undertake this business endeavor, Shelly cites that the most difficult aspect was the unknown. She and her husband didn’t know if the business would help them flourish as a family or drain the life out of them. In the end, she is pleased with the fact that, as a business owner, she has the flexibility to see her children catch the bus for school each day and welcome them home in the afternoon.
This work-life balance rises from Shelly and Edward’s commitment to an even distribution of labor in the business and in the home.

“Eddie is our entire IT department, CIO and vice president. I oversee the rest [of the business]. At home, it is a different story. Eddie has a job that allows him to work from home quite a bit, so he does more than most husbands around the house. With no boundaries between our household and our business, the division of labor is just about 50/50.”

Shelly acknowledges that Social Empowerment Center’s success has been achieved on the backs of many people who supported her from the beginning. In addition to her family and employees, the alumna recognizes the role that UGA played in her career development.

“The UGA Small Business Development Center [www.georgiasbdc.org] supported me from the beginning. I attended events and trainings, and its director was a personal advisor to me as I started the Social Empowerment Center—a priceless resource.”

In addition, her professors taught her how to survive in imperfect systems, such as bureaucracies, governments, other businesses, families and individuals.

“That is how I now approach business. I recognize that no funding source, contract, employee is perfect, but, I am well-prepared to cope with the imperfections of the business world.”

Today, Shelly maintains a strong relationship with the School of Social Work where she is an adjunct professor. She is also proud of the work she has done with Dean Maurice Daniels on the Donald L. Hollowell: Foot Soldier for Equal Justice project.

The Hutchinsons have come a long way since launching the Social Empowerment Center in 2002. They represent the success that many UGA graduates seek after graduation, but also the caliber and diversity of businesses that make the Bulldog 100 list each year. With so many boundaries broken by the duo this year, what will next year’s top business bring to the table? Join the UGA Alumni Association on February 7, 2015, to find out!

“Notoriety. It’s a marketing tool I will use forever.”

– Rachelle D. Hutchinson (MSW ’00)
2014 KEYNOTE SPEAKER FRAN TARKENTON (BBA ’61)

From the Gridiron to the Board Room

By Elizabeth Elmore (ABJ ’08, BBA ’08)

Scramblin’ Fran. Football fans know his moves.
Business leaders respect him. Entrepreneurs learn from him.

When the time came for the UGA Alumni Association to identify a University of Georgia graduate to serve as the 2014 Bulldog 100 Celebration keynote speaker, Fran Tarkenton’s (BBA ’61) name rose to the top.

Tarkenton’s leadership hasn’t been confined to the gridiron—he has put his UGA degree to good use as a “hands-on entrepreneur.” Tarkenton has launched 20 companies in the past 30 years, the largest reaching revenues of $142 million. He was a founding board member of Coca-Cola Enterprises and has served on the board of directors for Sterling Software, Blimpie International and Pre-Paid Legal Services, Inc.

In 1996, the UGA alumnus started Tarkenton Companies, which offers small business consulting, coaching and software, telecommunication services and insurance-based retirement planning.

At 73, he partnered with Office Depot to launch SmallBizClub.com, a free resource center offering small business owners access to business applications, training and coaching. The alumnus and business leader doesn’t show signs of slowing, either.

While the UGA Alumni Association team knew Tarkenton’s experiences on the field and in the board room would certainly make him a great fit for the Bulldog 100 Celebration keynote speaker, it had no idea just how impressive he would be at the podium.

Sports and business were both on the agenda during Fran Tarkenton’s UGA college career. Between games and studies, he became a licensed insurance salesman to help pay his college expenses.
When he took the stage at the Atlanta Marriott Marquis, the superstar athlete and successful business leader went on to regale the crowd with stories from his days at Athens High School, the University of Georgia and with the Minnesota Vikings. Each story underlined a lesson that could apply to both business and sports:

**I have had no original thoughts; I have learned from other people.**

**I had to reinvent myself every day. I had to work at it.**

**I don't have to be right as the quarterback or the leader. I have to get it right.**

**It's about serving your customers. Making money is a by-product.**

Tarkenton's story is inspiring. When he began his 18-year professional career, he was only earning $12,500. "And I was probably overpaid," quipped Tarkenton.

Therefore, during the NFL offseason, the self-described "serial entrepreneur" went to work learning about business "from the inside." He worked for Wilson Truck Systems in South Dakota, a printing company, and advertising agency, McCann Erickson.

Flash forward to today, when he's called upon by major media outlets such as CNN, Fox News, the Wall Street Journal and the New York Times to share his thoughts on small business and entrepreneurship.

Before leaving the podium during the 2014 Bulldog 100 Celebration, "Scramblin' Fran" left attendees with one last piece of advice: "Most of my errors are errors of assumption. Never assume anything."

And with that, he departed the stage to the applause of more than 700 fans and admirers. Tarkenton's advice resonated with attendees, and was invaluable to those entrepreneurs that aspire to his incredible level of success.
Congrats Bulldog 100 Honorees

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► Hauling

Greg Hitson (BSFR ’94)
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