Real stories of unstoppable entrepreneurs
Southwest
EY honors the entrepreneurs who are unstoppable.

We’ve come together to celebrate you, the dynamic unstoppable who are propelling forward to a brighter future for us all. You are visionaries who launch and reimagine businesses, employ millions, and endow your communities, leaving legacies of accomplishment and enrichment while setting the pace for generations of entrepreneurs to come.

We salute the finalists being honored tonight and congratulate the award winners!

Debra von Storch
Partner and Americas Entrepreneur Of The Year Director
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Meet the judges

Lance Crosby
StackPath

Alex Danza
Vonlane

Steve Gray
Concho Resources
fmr RSP Permian

Anurag Jain
Access Healthcare

Clane LaCrosse
Bosque Systems

Chris MacFarland
Masergy

Teresa Mackintosh
Trintech

Raj Malik
Bioworld

Vanessa Ogle
Enseo

Blake Walker
Arcis Golf
Meet the finalists

Clark Hunt
Hunt Sports Group

Rex Kurzius
Founder & CEO
Asset Panda

Graham Radler
President
Baseline Energy Services, LP

Jamie O’Banion
Founder & CEO
BeautyBio

Rhett Bennett
CEO
Black Mountain

Paul Adams
Co-Founder
Bubbl Investments LLC

Jason L. Signor
CEO & Partner
Cables

Chris Faulkner
CEO
CAF Logistics

Trent Wood
President
CAF Computers

Dan Slaven
Co-Founder
Callbox Storage

Kyle Bainter
Co-Founder & CEO
Callbox Storage

Douglas E. Dormer Jr.
Chairman & CEO
Cardinal Midstream III, LLC

Thomas Hartland-Mackie
President & CEO
City Electric Supply, Co.

Kevin Castle
Co-Founder & President
Community Impact

Mike Williams
CEO & Founder
ExcelHealth dba iReliev Products

Derek Harvey
Co-CEO
Fusion Packaging

Jonathan Gross
Co-CEO
Fusion Packaging

Gary Laben
CEO
Dynata

Scott Howell
Senior Partner
Groove Jones

Dan Ferguson
Partner, EVP Digital
Groove Jones

Gary Banks
Partner, Executive Producer
Groove Jones

Jay Still
President & CEO
Guidon Energy

Daniel Hartland-Mackie
President & CEO
City Electric Supply, Co.
Meet the finalists
Meet the finalists

Michael O. Browning Jr.
Co-Founder & CEO
Urban Air Adventure Parks

Kate Richard
Founder & CEO
The Warwick Group

Seth Williams
CEO & President
Z Constructors Nationwide, LLC
Yorlene
Bonilla
Culture Cubed3

Yorlene is the founder of Culture Cubed3 (CC3), a subscription box that includes snacks, facts, and artifacts from countries around the world. Many young people are so captivated by social media and television they don’t pay attention to the amazing world that surrounds them. CC3 provides an avenue to discover the many cultures and countries from around the world - one box at a time.
Youth Social Innovation

Katherine Adams  Isabelle Adams  Trinity Adams

Paper for Water

Paper For Water was the brain child of Isabelle and Katherine Adams when they were just 8 and 5 years old. After learning that a child dies every 15 seconds from lack of clean water and that girls their ages in developing countries don’t get to go to school because they are hauling water all day, these girls decided they needed to fix these problems. Conceived as a one month project to raise $500 towards a $9,200 deep water well in Ethiopia, Paper For Water with thousands of volunteers and donors has raised over $1.6M and funded over 200 water projects in 20 countries including right here in the United States.
Master Entrepreneur Of The Year

Hunt Sports Group
Clark Hunt
Chairman

About the company
Hunt Sports Group operates in the sports and entertainment sector. The company also engages in stadium development, including Crew Stadium in Columbus, OH and Toyota Stadium in Frisco, TX, renowned as one of the world's most unique soccer facilities. It manages the National Football League's Kansas City Chiefs, and Major League Soccer's FC Dallas.
Asset Panda
Rex Kurzius
Founder & CEO

About the company
Asset Panda provides highly configurable web and mobile cloud-based no-code solutions for managing business processes, assets, purchase orders, vendors, inventory, and more.

What three words describe you as an entrepreneur?
Gritty, focused, optimistic.

Baseline Energy Services, LP
Graham Radler
President

About the company
Baseline Energy Services, LP is a premium provider of power generation rental services to the US oil and gas industry.

What three words describe you as an entrepreneur?
Pragmatic, curious, balanced.
BeautyBio

Jamie O’Banion

Founder & CEO

About the company

BeautyBio is one of the fastest growing prestige skincare brands globally, with the #1 beauty tool in the US and an award-winning topical skincare range. Committed to transparency and efficacy, BeautyBio empowers its community and delivers results.

What three words describe you as an entrepreneur?

Deliberate, gritty, aware.

Black Mountain

Rhett Bennett

CEO

About the company

Black Mountain specializes in identifying and capturing high-growth opportunities with a diversified portfolio spanning the spectrum of the natural resource space.

What three words describe you as an entrepreneur?

Intrepid, action oriented, dreadnaught.
Our finalists – in their own words

Where did you get the strength to ignore a million no’s?

My parents and sports. My parents emphasized effort, curiosity and learning. They never focused on our grades or specific outcomes- they focused entirely on trying, showing up, daring, falling, getting up again and they inculcated a voracious love of learning from history to classics to language to cultural studies to politics to etymology to photography to art to music to literature and on and on.

Kate Richard
The Warwick Group

I live with an idea that my real job is to be faithful to the tasks in front of me and people I am working with today.

Graham Radler
Baseline Energy Services, LP

This one has never been too hard. Properly understood, no’s help us figure out problems and weakness and then we can fix them and go on stronger than we were before.

Chris Bradford
Newline Interactive, Inc.

I started listening to motivational tapes in college selling fire alarms door-to-door in the West Texas heat.

Jay Young
King Operating Corporation

As an immigrant who came to the United States with very little, I saw this truly as a land of opportunities and one where, if you are good at what you do, then sky is the limit.

Biju Nair
HYLA, Inc.
Bubbl Investments LLC
Paul Adams
Founder

About the company
Bubbl Investments, LLC was established to provide a safe and reliable transportation service for those who live, work, and play in about our communities.

What three words describe you as an entrepreneur?
Tenacity, passion, i believe i can.

Caddis
Jason L. Signor
CEO & Partner

About the company
Caddis® is a national real estate development, management and investment firm focused exclusively on healthcare real estate.

What three words describe you as an entrepreneur?
Tenacious, responsive, imaginative.
CAF Companies

Chris Faulkner
CEO

About the company
CAF owns and manages multifamily communities.

What three words describe you as an entrepreneur?
Creative, tireless, honest.

CAF Companies

Trent Wood
President

About the company
CAF owns and manages multifamily communities.

What three words describe you as an entrepreneur?
Focused, passionate, creative.
From the day this company started, it was clear we would become a national brand. Once you have visualized something and passionately believe in it, the no’s just become part of the process. At some point you find the yes right after a no, then a yes after a yes. It’s a process.

Brenda Stoner
PICKUP

I am a veteran. When I was in the military, I learned how to be persistent, creative and self-sufficient. We never had enough resources and we could never fail. It wasn’t an option. So you learn how to work around the word no.

Dan Ferguson
Groove Jones

When I was creating my first product (which is still a part of the company 25 years later), most people thought I was crazy to take on a giant, well-established, incumbent. That single experience helped me learn to believe in myself, even when others may not.

Gary Laben
Dynata

Knowing it only takes one yes, I’ve been able to consistently pivot and find a solution. Often times, no just means we’re still negotiating. Truly successful entrepreneurs are not only excellent problem solvers, they get a high from finding solutions.

Jamie O’Banion
BeautyBio

Naivety, optimism and the belief that we could build a business while positively impacting the lives of millions of children and their families.

Richard Margolin
RoboKind
Callbox Storage
Dan Slaven
Co-Founder

About the company
Callbox Storage is disrupting the self-storage industry by providing convenience and service to the industry. We are headquartered in Dallas with locations in Dallas, Houston, Austin, Phoenix, and Seattle.

What three words describe you as an entrepreneur?
Creative, persuasive, relentless.

Callbox Storage
Kyle Bainter
Co-Founder & CEO

About the company
Callbox Storage is disrupting the self-storage industry by providing convenience and service to the industry. We are headquartered in Dallas with locations in Dallas, Houston, Austin, Phoenix, and Seattle.

What three words describe you as an entrepreneur?
Analytical, persistent, honest.
Cardinal Midstream III, LLC
Douglas E. Dormer Jr.
Chairman & CEO

About the company
Cardinal Midstream III, LLC is a service business and our services are providing assets such as: gathering systems, processing plants, treating plants, compressor stations, condensate stabilization facilities, crude oil gathering and handling facilities, etc.

What three words describe you as an entrepreneur?
Passionate, confident, fair.

City Electric Supply Co
Thomas Hartland-Mackie
President & CEO

About the company
We are a family-owned electrical wholesale business dedicated to providing personalized service and support for customers in the residential, commercial, and industrial marketplace.

What three words describe you as an entrepreneur?
Vision, humble, stable.
Community Beer Co.
Kevin Carr
Founder, CEO & President

About the company
Community Beer Co. is a craft brewery known for high-quality brews distributed throughout Texas.

What three words describe you as an entrepreneur?
Creative, competitive, leader.

Dynata
Gary Laben
CEO

About the company
Dynata provides accurate, reliable data from one of the world’s largest collections of permissioned first-party data.

What three words describe you as an entrepreneur?
Curious, disciplined, persistent.
As a competitive athlete most of my life, I learned to control to a great degree self-doubt and fear.

**Mike Williams**  
ExcelHealth dba iReliev Products

I don’t ignore any No answer. I try to understand why we get a no and then determine if it’s valid or not.

**Skip Howard**  
Spacee Inc

Be delusional. You have to believe so strongly in your burning “yes” that the “no’s” from everyone else won’t stop you.

**Dale Carman**  
Groove Jones

Practice makes perfect! It was a strength developed over time. As my parents can attest, even in my 30’s, telling me “no” is the easiest way to get me interested in doing the opposite. Some habits you never grow out of!

**Jeff Richards**  
Mooala

From my grandparents and parents. Both grandfathers were entrepreneurs and overcame significant headwinds to build a better life for their families.

**Lance Spivey**  
StratiFi Health
ExcelHealth dba iReliev Products
Mike Williams
CEO & Founder

About the company
Excel Health is a distributor of over-the-counter prescription grade TENS/EMS units for pain management and muscle stimulation.

What three words describe you as an entrepreneur?
Passionate, perseverant (hard working), visionary.

Fusion Packaging
Derek Harvey
Co-CEO

About the company
FusionPKG is a total beauty solutions provider headquartered in Dallas, with offices in New York, Los Angeles and Zhejiang, China. Fusion combines design and engineering expertise to develop packaging for both skincare and color cosmetics.

What three words describe you as an entrepreneur?
Leader, determined, visionary.
Fusion Packaging
Jonathan Gross
Co-CEO

About the company
FusionPKG is a total beauty solutions provider headquartered in Dallas, with offices in New York, Los Angeles and Zhejiang, China. Fusion combines design and engineering expertise to develop packaging for both skincare and color cosmetics.

What three words describe you as an entrepreneur?
Immediate, accelerated, engaged.

Gameday Couture
Shawnna Latham-Feddersen
CEO

About the company
Gameday Couture is fashion for the style-conscious, sophisticated sports enthusiast!

What three words describe you as an entrepreneur?
Resourceful, persevering, dynamic.
You become grateful for the learning you get from no. The more you get, the more you learn and get better.

Dr. Christopher Crow  
StratiFi Health

After my father’s passing in 2012, my outlook on life changed such that I would follow my passions, make the most of my time here, and not fear failure.

Michael Pusateri  
Siepe

Being a leader of an organization requires a certain resilience and fortitude that is difficult to explain to those not in similar positions. At times it is discouraging and very lonely. However, when I am able to empathize with those that may be affected by my decisions, it helps give me the courage to move forward, even when those decisions may not be popular.

Curtis Hite  
Improving

People say, “necessity is the mother of invention” - that rings true for so many things in our business. Giving up when it gets hard is simply not an option on the table.

Gary Banks  
Groove Jones

I’ve never been one to focus on the word no. The no’s have helped me hone my craft. Why did they say no? I dissect the no and pull it apart. Then I build a model to overcome objections and strategically find the buttons to push to get to yes.

Seth Williams  
Z Constructors Nationwide, LLC
Groove Jones

Dale Carman
Partner, Executive Creative Director

About the company

Groove Jones is a creative technology company that produces next-generation experiences for world-class brands. We are best known for our award-winning work in AR VR, ML and AI.

What three words describe you as an entrepreneur?
Visionary, creative, tenacious.

Groove Jones

Dan Ferguson
Partner, EVP Digital

About the company

Groove Jones is a creative technology company that produces next-generation experiences for world-class brands. We are best known for our award-winning work in AR VR, ML and AI.

What three words describe you as an entrepreneur?
Resilient, early adopter, creative.
Groove Jones
Gary Banks
Partner, Executive Producer

About the company
Groove Jones is a creative technology company that produces next-generation experiences for world-class brands. We are best known for our award-winning work in AR VR, ML and AI.

What three words describe you as an entrepreneur?
Resilient, early adopter, creative.

Groove Jones
Scott Howell
Senior Partner

About the company
Groove Jones is a creative technology company that produces next-generation experiences for world-class brands. We are best known for our award-winning work in AR VR, ML and AI.

What three words describe you as an entrepreneur?
Listening, reinventing, collaborating.
Guidon Energy
Jay Still
President & CEO

About the company
Guidon Energy collectively manages the drilling and completion of thousands of horizontal onshore oil & gas wells in the Midland Basin while continually implementing new drilling, completion and production technologies.

What three words describe you as an entrepreneur?
Curious, passionate, drive to win.

HYLA, Inc.
Biju Nair
President & CEO

About the company
HYLA is one of the world’s leading providers of software technology and services for mobile device trade-in and reuse solutions.

What three words describe you as an entrepreneur?
Innovative, motivating, connected.
Our finalists – in their own words

Where did you get the strength to ignore a million no’s?

We hear a lot of no’s in our business. There are the business no’s, No, you can’t, and the no’s that our participants have told themselves after years of yo-yo dieting. In both cases, absolute faith in the Naturally Slim program keeps me going.  

Marcia Upson  
Naturally Slim

It only took one yes to spark the eternal fire in my belly.

Jason L. Signor  
Caddis

Simple. I view no’s as data aka “learning experiences”. Most of the time it only takes one yes and with every no I get smarter. :)  

Brad Hunstable  
Linear Labs

My desire was always louder than any negativity I ever heard.

Chris Faulkner  
CAF Companies

I have always been inspired by Theodore Roosevelt’s wonderful speech about “staying in the arena”, whether you meet with success or failure.  

Douglas E. Dormer Jr.  
Cardinal Midstream III, LLC
Hypergiant Industries

Ben Lamm
Co-Founder, CEO & Executive Chairman

About the company

Hypergiant Industries is the AI industrial complex for leading global enterprises and governments. We help major institutions innovate with breakthrough machine intelligence-driven technology.

What three words describe you as an entrepreneur?
Curious, confident, captivating.

Improving

Curtis Hite
CEO

About the company

Improving is an IT services firm, offering training, consulting, and outsourcing solutions.

What three words describe you as an entrepreneur?
Generous, caring, inspiring.
JM Bullion
Michael Wittmeyer
CEO

About the company
JM Bullion is an online retailer that supplies individual investors with physical gold, silver, platinum, and copper products. We deal strictly in physical metals intended for delivery directly to the customer.

What three words describe you as an entrepreneur?
Tenacious, ambitious, grateful.

King Operating Corporation
Jay Young
Founder & CEO

About the company
King Operating is oil and gas exploration and we look for assets in different parts of the US whereby we can purchase assets, invest money in project and divest.

What three words describe you as an entrepreneur?
Optimistic, goal oriented, risk taker.
Growing up with learning disabilities taught me how to navigate around the word “no”. I have always seen “no” not as a stop sign but as a fork in the road, when there is a “no” what direction will I take to achieve my vision or goal.

Jonathan Gross
Fusion Packaging

I struggled with this question. I guess I don’t even hear it. I have been lucky to have a group around me that shares the same vision, maybe because I spend so much time trying to explain and make sure people understand and agree. Since birth, I have rarely accepted no for an answer, so a no to me is just another route available.

Eric Waller
MD America Energy LLC

When you are pioneering you are going to get pushback because not everyone sees the vision like you do. Over the years there have been countless naysayers who thought my ideas, strategy or style would never work but with the support of an amazing staff, family and friends who believed in the vision, I had the energy I needed to press forward.

Michael O. Browning Jr.
Urban Air Adventure Parks

I dropped out of college to pursue entrepreneurship full-time, so I think a lot of it came from a “burned the ships” mentality as I really had no other option but to make it work.

Michael Wittmeyer
JM Bullion

In this industry, you don’t turn over “diamonds in the rough” every day. You have to be focused and disciplined in your pursuit, which sometimes means going against what everyone else says you should be doing.

Mark Hiduke
PCORE Exploration & Production
Linear Labs
Brad Hunstable
CEO & Founder

About the company
Linear Labs is a Fort Worth based electric motor research and design company.

What three words describe you as an entrepreneur?
Driven, team builder, sincere.

Mavenir
Pardeep Kohli
President & CEO

About the company
As a software company, Mavenir is a technology disruptor and the industry’s only 100% S/E End-to-End Network Software Provider, creating a virtualized mobile network as the basis for 5G.

What three words describe you as an entrepreneur?
Innovator, problem solver, enabler.
MD America Energy LLC
Eric Waller
CEO

About the company
MD America Energy, LLC is an oil and natural gas company engaged in the acquisition, development, exploitation and production of crude oil and natural gas properties.

What three words describe you as an entrepreneur?
Teacher, unique, fair.

Mooala
Jeff Richards
Founder & CEO

About the company
Mooala is the fastest growing US manufacturer of organic, plant-based milk alternatives.

What three words describe you as an entrepreneur?
Aggressive, realistic, reasonable.
Naturally Slim
Marcia Upson
Founder

About the company
Naturally Slim is a common sense, online program for building habits to help participants lose weight, improve their health and boost their overall quality of life.

What three words describe you as an entrepreneur?
Authentic, passionate, compassionate.

Newline Interactive, Inc.
Chris Bradford
President & Co-Founder

About the company
Newline Interactive is an interactive solutions company that produces the industry’s easiest-to-use software and combines it with large format touchscreens to move organizations forward.

What three words describe you as an entrepreneur?
Persistent, driven, leader.
Our finalists – in their own words

Where did you get the strength to ignore a million no’s?

I have learning disabilities, so my path has always been confronted with challenges. I have always said, you learn twice as much from your failures as you do your success. I have used this to become better as a person and a business leader.

Dan Slaven
Callbox Storage

Learning from a lot of mistakes I made and also from the other great entrepreneurs.

Kevin Wang
Newline Interactive, Inc.

One of my favorite quotes is by Thomas Edison, he said, “Our greatest weakness lies in giving up.” The most certain way to succeed is always to try just one more time. I’ve failed many times in my life. But you never really fail unless you quit trying.

Scott Howell
Groove Jones

My father repeatedly embedded the philosophy of perseverance throughout our childhood. Challenging myself to follow the same resourceful life approach, every “no” was like a brick being thrown my direction that I could use to stand on to get a little closer to my goal.

Shawnna Latham-Feddersen
Gameday Couture

Confidence, determination and persuasion is the formula to overcome no. I have always believed that a no was temporary. If you believe in yourself and your business, you will naturally convey yourself in a manner that will give you the best opportunity for a positive result.

Derek Harvey
Fusion Packaging
Newline Interactive, Inc.
Kevin Wang
CEO

About the company
Newline Interactive is an interactive solutions company that produces the industry’s easiest-to-use software and combines it with large format touchscreens to move organizations forward.

What three words describe you as an entrepreneur?
Risking Taking, analytical, big picture.

o9 Solutions
Chakri Gottemukkala
CEO & Co-Founder

About the company
o9 Solutions is the premier AI Platform for Integrated Planning & Operations.

What three words describe you as an entrepreneur?
Inspired, innovative, hardworking.
Paradigm Midstream
Troy Andrews
CEO

About the company
Paradigm Midstream, LLC is a privately owned midstream company focused on providing flexible custom gathering, storage, and transportation solutions for Crude Oil, Natural Gas and NGL producers across North American Shale plays.

What three words describe you as an entrepreneur?
Focused, collaborative, thoughtful.

PCORE Exploration & Production
Mark Hiduke
CEO

About the company
PCORE is an E&P company focused on acquiring and developing acreage in the Delaware Basin in West Texas.

What three words describe you as an entrepreneur?
Driven, hyper-focused, nimble.
PICKUP
Brenda Stoner
CEO & Founder

About the company
PICKUP is the Last Fast Mile® for large-items and one of the nation’s fastest growing on-demand logistics networks.

What three words describe you as an entrepreneur?
Persistent, empathetic, optimistic.

RoboKind
Richard Margolin
Chief Technology Officer

About the company
RoboKind is a learning company whose mission is to create cost-effective and inclusive education for all using facially expressive robots and expert created curriculum.

What three words describe you as an entrepreneur?
Patient, innovative, adaptable.
It is the old adage of all those that say it cannot be done are left to watch those doing it.

**Jay Still**
Guidon Energy

Family values and belief that approaching any problem including scaling a business with intelligence, integrity and hard work pay off in the long run.

**Chakri Gottemukkala**
o9 Solutions

As an entrepreneur, I strongly believe that you have to be at least a little unreasonable. Because what you’re doing is something that people haven’t seen before, so there’s always going to be doubt. You have to be able to continue to push forward, believing all of these people are wrong, so that you can survive and eventually succeed.

**Ben Lamm**
Hypergiant Industries

Early on when we had the idea for Callbox, our first step of due diligence was to poll friends and family and get their opinion of the concept. We were overwhelmed with positive feedback that gave us the strength to keep pushing, step by step, in building Callbox Storage.

**Kyle Bainter**
Callbox Storage

I believed there was someone out there that would say yes, and my family never gave up on me.

**Paul S. Adams**
Bubbl Investments LLC
Siepe
Michael Pusateri
CEO

About the company
Siepe is a public cloud managed services and data analytics provider that focuses on the delivery of cloud-based services to the asset management industry in a number of countries including the USA, UK, Ireland and India.

What three words describe you as an entrepreneur?
Integrity, trust, diligent.

Solo Stove
Jeff Jan
Co-Founder

About the company
Solo Stove is an ecommerce company that offers unique, premium outdoor products for the hiking, camping, RV, patio, backyard, fire pit, corporate gifting and tailgating markets.

What three words describe you as an entrepreneur?
Patient, learning, executing.
Solo Stove
Spencer Jan
Co-Founder

About the company
Solo Stove is an ecommerce company that offers unique, premium outdoor products for the hiking, camping, RV, patio, backyard, fire pit, corporate gifting and tailgating markets.

What three words describe you as an entrepreneur?
Faster, done, next.

StratiFi Health
Dr. Christopher Crow
Co-Founder & CEO

About the company
StratiFiHealth is integrated healthcare solutions for population health and physician practice services that proactively shape the patient’s healthcare experience.

What three words describe you as an entrepreneur?
Grateful, inspiring, curious.
Our finalists – in their own words

Where did you get the strength to ignore a million no’s?

Growing up with parents who were deaf required me to work hard to achieve even the smallest rewards. These constant obstacles gave me the resilience to navigate through no’s and failures without losing sight of my goals - all driven by the desire to provide a better life for my parents. In hindsight, these lessons learned as a child gave me many tools needed to be an entrepreneur later in life!

Kevin Carr
Community Beer Co.

Some are not ignored ... you set a path and you have a vision but sometimes there needs to be a correction.

Pardeep Kohli
Mavenir

Believing wholeheartedly in the reason you are doing what you are doing and then being determined not to fail.

Thomas Hartland-Mackie
City Electric Supply Co

You have to have a bit of a chip on your shoulder and look forward to proving people wrong. It is hard to defeat something that won’t yield.

Rhett Bennett
Black Mountain

I come from an Entrepreneurial family. My dad owned a small bakery and my brother is the co-founder of Mailchimp. It’s in our blood.

Rex Kurzius
Asset Panda
StratiFi Health
Lance Spivey
Co-Founder & President

About the company
StratiFiHealth is integrated healthcare solutions for population health and physician practice services that proactively shape the patient’s healthcare experience.

What three words describe you as an entrepreneur?
Purposeful, resilient, grateful.

Solovis, Inc.
Josh Smith
Co-Founder & CEO

About the company
Solovis is leading fintech innovation for institutional investors with a powerful cloud-based platform for multi-asset class portfolio management, reporting and analytics – uniquely designed for the limited partner community.

What three words describe you as an entrepreneur?
Passionate, determined, client-focused.
Spacee Inc  
Skip Howard  
CEO

About the company
Spacee is a technology company that helps its clients bring Augmented Reality to brick and mortar locations in a Post-Mobile World.

What three words describe you as an entrepreneur?
Crazy, passionate, persistent.

Urban Air Adventure Parks  
Michael O. Browning Jr.  
Co-Founder & CEO

About the company
Urban Air Adventure Park is a worldwide leader in family entertainment, serving more than 23 million guests each year. The company revitalizes big box retail locations, turning vacant buildings into Indoor Family Theme Parks that feature active entertainment attractions and dining that appeals to guests of all ages.

What three words describe you as an entrepreneur?
Innovative, gritty, authentic.
Our finalists — in their own words

Where did you get the strength to ignore a million no’s?

In my sales background, I eventually understand a “no” really just means “not right now”.....which means a “yes” sometime later! The Army helped me to develop a hyper-focus to push through any obstacles (such as “no’s”) to accomplish a mission.

Trent Wood
CAF Companies

By realizing that succeeding was the only option.

Jeff Jan
Solo Stove

I started my career in sales and every good salesman knows that another “no” just means you’re one step closer to a “yes.”

Spencer Jan
Solo Stove

I learned early on to acknowledge failure and move on.

Troy Andrews
Paradigm Midstream, LLC

Because no’s aren’t no’s, they are a pathway to get to yes.

Josh Smith
Solovis, Inc.
The Warwick Group
Kate Richard
Founder & CEO

About the company
The Warwick Group ("Warwick") is an investment firm that manages alternative asset classes.

What three words describe you as an entrepreneur?
Curious, adaptable, tenacious.

Z Constructors Nationwide, LLC
Seth Williams
CEO & Principal

About the company
Z Constructors is a full-service, commercial construction firm providing a comprehensive range of pre-construction and construction management services.

What three words describe you as an entrepreneur?
Tenacious, strategic, limitless.
At the Kauffman Foundation, we first listen to the communities we serve, seek to understand the problems, and dream big with people to build uncommon solutions that deliver results. So, whatever you’re dreaming, now is the time for Uncommon. And we believe, Uncommon is YOU.

Learn more at Kauffman.org
Creating Stronger Advocacy For Avocados

Avocados From Mexico Is A Best-Run Business.

The avocado industry is experiencing tremendous growth. Avocados From Mexico’s marketing team trusts SAP Business By Design to centralize and analyze their data. Deliver insights that help stakeholders make better decisions at the right time. And identify more effective ways to build brand equity and market avocados that people around the world love.

THE BEST-RUN BUSINESSES MAKE THE WORLD RUN BETTER. For more, visit our website
LAUNCH PAD

EXPERTISE  INNOVATION

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