



ARKANSAS GOVERNOR'S CUP

COLLEGIATE BUSINESS PLAN COMPETITION

PRESENTED BY ARKANSAS CAPITAL

AWARDS LUNCHEON

April 7, 2023

FAYETTEVILLE, AR



arcapital.com

argovernorscup.org

[#argovscup](https://twitter.com/argovscup)

2023 GOVERNOR'S CUP TITLE SPONSOR

Dhu C. Thompson

Dhu Thompson knows the value of the Governor's Cup and the entrepreneur education opportunity it gives to college students — the entrepreneurs and business owners of the future.

Dhu has sponsored the Governor's Cup annually since 2005 because its rigorous academic requirements not only steer students toward thinking innovatively and creatively, they must also become immersed into the multi-faceted, real-world challenges of launching a startup or growing an existing business — challenges he knows very well.

Years ago, Dhu had an idea — to implement a business model of incorporating science-based sustainability practices into the recycling process that would bring value both to the manufacturer and to the environment. He had been working as a banking vice president in his hometown of Monroe, Louisiana, when he heard about an opportunity to acquire a controlling interest in a company, based in Stuttgart, that was attempting to recycle agricultural plastics.

Dhu and his wife, Mary Ellen, decided to go for it and moved the family to Stuttgart to build the company. Like many new entrepreneurial endeavors, the beginning was rough. A \$1.4 million loss was posted in the first year — and it would take three more years to realize a profit.

But, they persevered, building the company into what is now known today as Delta Plastics, which produces agricultural irrigation tubing for customers worldwide and is also one of the country's largest recyclers of heavily soiled and contaminated plastics. In 2010, Dhu and his team launched a new company, today known as Revolution. Revolution produces EPA-compliant trash can liners, made with up to 97 percent recycled content, for commercial and industrial clients who want to reduce environmental impact.

Today, Dhu is founder, past owner, and former chairman of the board of Delta Plastics and former owner and past chairman of the board of Revolution, having sold the companies in 2019. With Dhu's leadership, Delta Plastics took on title sponsorship of the Governor's Cup in 2018. After the sale, Dhu became the competition's sole title sponsor in 2020



and has generously continued in that role each year since. The cash prize pool for the 2023 competition is \$114,000.

In 2022, he and his alma mater, the University of Louisiana Monroe, launched "The Entrepreneurship Pelican Cup," the first statewide business plan competition for all Louisiana college students. The Entrepreneurship Pelican Cup will celebrate its second anniversary with its awards luncheon April 21 and will also feature live pitches from finalist teams.

Arkansas Capital is grateful to Dhu for his years of financial support and leadership. Please join us in thanking him for being a major force in giving students the ability to compete and to grow personally and professionally. Because of Dhu and others, they now have knowledge and skills that will serve them well into the future regardless of whether or not they launch their businesses.

But, should they get that new idea, they'll have more confidence to "go for it" — just like Dhu did years ago.



ARKANSAS GOVERNOR'S CUP

COLLEGIATE BUSINESS PLAN COMPETITION

PRESENTED BY ARKANSAS CAPITAL

»» AWARDS LUNCHEON ««

11:30 A.M. TO 1:00 P.M. FRIDAY, APRIL 7

FAYETTEVILLE PUBLIC LIBRARY EVENT CENTER | Fayetteville, Arkansas

TODAY'S EMCEES

MIKE PRESTON

Managing Director

Investment Banking and Head of Site & Incentive Group, Stephens

ANNE PRESTON

Broadcast News Anchor/Journalist

WELCOME

Introduction of Finalists

Remarks — Governor Sarah Huckabee Sanders (via video)

LUNCH

REMARKS — Walton Family Foundation

ELEVATOR PITCH COMPETITION

Small Business Division Finalists

High-Growth/Technology Division - Undergraduate Finalists

High-Growth/Technology Division - Graduate Finalists

AWARDS PRESENTATION

Dhu C. Thompson, Title Sponsor (via video)

Elevator Pitch Awards

Winrock Automotive Small Business Division Awards

High-Growth / Technology Division - Undergraduate Track Awards

Innovate Arkansas High-Growth / Technology Division - Graduate Track Awards

argovernorscup.org | [#argovscup](https://twitter.com/argovscup)



STATE OF ARKANSAS
SARAH HUCKABEE SANDERS
GOVERNOR

March 31, 2023

Welcome to the Arkansas Governor's Cup Collegiate Business Plan Competition for 2023! In the 23 years since the first Governor's Cup, this competition has grown into one of the best in the country for finding top entrepreneurs, and I know this year will be no exception.

Arkansans are proud, hardworking people and this competition complements my vision to create a pro-business, pro-worker, pro-growth environment that retains the strong businesses we have, inspires the creation of new businesses, and attracts businesses that are looking for new opportunities.

The premise of the Governor's Cup embodies the spirit of innovation and competition. This event already has led to the creation of several Arkansas companies, which makes this a valuable economic-development tool. The future for our workers and families will be made better because of the spirit of this competition.

I am grateful to all of you for your commitment, innovation, and helping make our state one of the best places to live, work, and raise a family in the country.

Enjoy the competition! I look forward to seeing the many ideas that come forth.

Sincerely,

A handwritten signature in blue ink that reads "Sarah Sanders".

Sarah Huckabee Sanders
Governor of Arkansas



Gov. Sarah Huckabee Sanders



WELCOME

to the 23rd annual Arkansas Governor's Cup Collegiate Business Plan Competition Awards Luncheon!

Arkansas Capital launched the Governor's Cup to encourage our college students to be innovative and think like entrepreneurs.

It's a perfect opportunity for students who are interested in startups and small business ownership; who may just want to learn more about entrepreneurship; or, who already have a business idea and they don't want to wait until after college to launch!

The Governor's Cup is exclusive to currently-enrolled, degree-seeking students studying any academic discipline from any college or university in the state, regardless of education level. They must meet rigorous requirements to compete. They must also have majority ownership of the company and have "C-Level" roles on its management team.

Ultimately, students get a true entrepreneur education experience. They are fully immersed in all aspects of launching a new or bringing a new, innovative idea into an existing business. The rigor of the work leads to further development of

personal and professional skills and gives students a much greater understanding and appreciation of the challenges real-world entrepreneurs face in the business model and customer development process.

The Governor's Cup does not require students to launch their business ideas, although approximately 30 companies have roots in the competition. C-Suite executives from several of them report their companies may not have launched if it hadn't been for the competition.

Whether starting new businesses or working in corporate or professional settings, Governor's Cup alumni say the competition has had a significant and positive impact on them in their professional development and in their careers beyond college.

Teams also get constructive and meaningful feedback throughout the process from nearly 40 volunteer judges, many of whom are Arkansas-based entrepreneurs, small business owners, and current or former large corporation and banking executives.

This year, there are two competition

divisions with three tracks: Small Business Division, High-Growth / Technology Division - Undergraduate Track, and High-Growth / Technology Division - Graduate Track.

In March, 14 finalist teams were selected after the written round to advance to the final round – virtual oral presentations to judges. The winners have been decided and will be announced today.

Since the first competition in 2001, 3,172 students have competed as part of 977 teams from an average of 14 colleges and universities annually. After today, more than \$2.807 million will have been awarded in cash prizes.

Arkansas Capital is pleased to present the Governor's Cup for the 23rd year. However, the competition is not possible without the support of sponsors, plus several dozen volunteer judges from Arkansas and across the country who took time to review plans, hear presentations, and provide invaluable feedback to these teams at all levels of the competition.

We are glad you are here today! Thank you and enjoy the luncheon!



WALTON FAMILY
FOUNDATION

Where Opportunity Takes Root

Championing community-driven change guided by the voices and needs of those closest to the challenges





Mike Preston >>>

<<< **Anne Preston**

OUR EMCEES

Mike Preston is a managing director and head of the Site & Incentive Group for the Investment Banking Division of Stephens.

Stephens is a leading family-owned investment firm that includes Stephens Inc. (member NYSE/SIPC); Stephens Investment Management Group, LLC; Stephens Insurance, LLC; Stephens Capital Partners LLC; and Stephens Europe Limited.

Before joining Stephens, Mike held several positions, including serving as Secretary of Commerce for the State of Arkansas; executive director of the Arkansas Economic Development Commission; and vice president of Government Relations with Enterprise Florida, Inc.

He also served as chief of staff for Senator Steve Oelrich of Florida.

During his eight years as Arkansas Secretary of Commerce, Mike signed more than 500 economic development agreements totaling \$14+ billion of investment, employing nearly 24,000 Arkansans. During this time, Arkansas also saw

unprecedented job growth with more than 120,000 new jobs created.

Mike is a 2005 graduate of the University of Florida. He and his wife, Anne, are active in the community, serving on multiple boards for several nonprofit organizations, including Easter Seals Arkansas and the Cystic Fibrosis Foundation.

Anne Imanuel Preston is an award-winning television news anchor. She leads newscasts in Arkansas for TV stations all over the country. Viewers can see her in different cities in Arkansas, New York, Mississippi, Wyoming, Tennessee, Indiana, and Alaska. She also hosts a live, weekly medical show with a special focus on autoimmune disease.

A Florida native, Anne was an anchor for Bay News 9 (a 24-hour cable news station serving Tampa-St. Petersburg) before moving to Arkansas with Mike in 2015. She also previously served as a news anchor at WTXL in Tallahassee, and as an anchor and reporter for

WCJB in Gainesville and WBBH in Fort Myers.

The Associated Press and the Society of Professional Journalists have recognized Anne with several first-place awards for her broadcast work. She is a summa cum laude graduate of the University of Florida and a member of the UF Hall of Fame.

In her free time, Anne enjoys volunteering. She is passionate about working with the Cystic Fibrosis Foundation, where she and Mike are both members of the organization's board. They were selected as the 2018 Cystic Fibrosis Foundation's Breath of Life Gala Honorees for their efforts to raise awareness about CF and funding for research and treatments. Anne also volunteers with the Children's Tumor Foundation and the Children's Advocacy Centers of Arkansas.

Mike and Anne — along with their young son, Pierce, and their rescue dog, Reagan — are proud to call Arkansas home.

»» SPONSORS ««

— TITLE SPONSOR —

Dhu C. Thompson

— VENTURE SPONSOR —

WALTON FAMILY
FOUNDATION



— PRESENTING SPONSOR —



ARKANSAS
CAPITAL
EMPOWERING ENTREPRENEURS

— HIGH-GROWTH / TECHNOLOGY DIVISION —
GRADUATE TRACK SPONSOR



— SMALL BUSINESS DIVISION SPONSOR —



— ACCELERATOR SPONSORS —



MOVISTA



THE STEPHENS GROUP



United States Steel Corporation

» SPONSORS «

— ANGEL SPONSORS —

ArcBest Corporation
Arkansas Blue Cross
and Blue Shield
Arkansas State
Chamber of Commerce / AIA
AT&T Arkansas
Electric Cooperatives
of Arkansas
Eric Rob & Isaac
Fayetteville Chamber
of Commerce
Harding University
IFWORLD

John Brown University
Soderquist College of Business
Kutak Rock
Lyon College
Ouachita Baptist University
Quattlebaum Grooms & Tull
Rose Law Firm
Safe Foods
Startup Junkie
Harriet and Warren Stephens
| Stephens, Inc.
Tommy's Express Car Wash

TODAY'S CASH PRIZE AWARDS

HIGH-GROWTH / TECHNOLOGY — UNDERGRADUATE TRACK

1st Place: \$20,000 Team + \$1,500 Advisor
2nd Place: \$10,000 Team + \$1,500 Advisor
3rd Place: \$7,500 Team + \$1,500 Advisor

HIGH-GROWTH / TECHNOLOGY — INNOVATE ARKANSAS GRADUATE TRACK

1st Place: \$20,000 Team + \$1,500 Advisor
2nd Place: \$10,000 Team + \$1,500 Advisor
3rd Place: \$7,500 Team + \$1,500 Advisor

WINROCK AUTOMOTIVE SMALL BUSINESS DIVISION

1st Place: \$10,000 Team + \$1,500 Advisor
2nd Place: \$7,500 Team + \$1,500 Advisor
3rd Place: \$5,000 Team + \$1,500 Advisor

ELEVATOR PITCH COMPETITION

- High-Growth / Technology - Undergraduate Track: \$1,000
- High-Growth / Technology - Graduate: \$1,000
- Small Business Division: \$1,000

» 2023 CASH PRIZE POOL — \$114,000!

FINALISTS

High-Growth / Technology Division UNDERGRADUATE TRACK

Abily

JOHN BROWN UNIVERSITY, SILOAM SPRINGS

Team Leader: Dimitri Clark

Team Members: Sydney Hodge, Alexandra LaFon, Wilber Aguilar

Advisor: Eva Fast

Abily is a picture-based web browser for people with motor and visual disabilities.

AdCharta

UNIVERSITY OF ARKANSAS, FAYETTEVILLE

Team Leader: Amanda Thomsen

Team Member: Jack Norris

Advisor: Justin Urso

AdCharta utilizes e-paper to quickly turn any personal surface (car bumper, laptop, water bottle, etc.) into a space for advertisement. AdCharta's no-power, no-hassle display not only makes the locations of displays limitless, but also makes the process of selecting an ad and displaying it seamless for prospective advertisers.

BusyBee

LYON COLLEGE, BATESVILLE

Team Leader: Hayden Chenault

Team Members: Hayden Hargrave, Chris Burrup, Willie Lucas, Jr.

Advisor: Angela Buchanan

BusyBee is an app/website-based company that posts jobs for young adults (primarily high school and college students) that require little to no previous job experience. Clients will be able to post small jobs for the young adults to do, with options to negotiate.

CarpeDerm

HARDING UNIVERSITY, SEARCY;
UNIVERSITY OF CENTRAL ARKANSAS, CONWAY

Team Leader: Tayler Appleton

Team Member: Erin George

Advisor: Jon Wood

CarpeDerm offers dermatologists a solution to save time and money on the amounts of appointments required and track no-shows. This app will also provide the ability of clinics and patients to keep track of potentially melanomic moles or other oddities without an appointment by allowing patients the ability to send pictures of the area of skin to be treated.

MicroCures

OUACHITA BAPTIST UNIVERSITY, ARKADELPHIA

Team Leader: Emma Bynum

Team Members: Jade Dorman, Connor Bjerke, Kaitlyn Montgomery, Keren Fernandez

Advisor: Nathan Reyna

MicroCures offers a new supplemental therapy for non-small-cell lung cancer to be used alongside the standard course of treatment. The microRNA (miRNA) therapy will be administered at hospitals or cancer centers through intravenous infusion (IV) before radiation to increase its efficacy. MicroCures expects this therapy to improve the efficacy of radiation treatments and give hope for remission in the face of a formerly bleak prognosis.

The SoLo

HARDING UNIVERSITY, SEARCY

Team Leader: Lane Bortell

Team Members: Chole Ingersoll, Ragan Edison, Justin Wideman

Advisor: Jon Wood

The SoLo device is an inflatable, automated mat that lifts one side of a hospital patient at a time through inflation and deflation. The resulting redistribution of weight helps prevent bedsores. The device also benefits nurses by saving them time and reducing physical stress.

FINALISTS

High-Growth / Technology Division

INNOVATE ARKANSAS GRADUATE TRACK

Agri-Guard

UNIVERSITY OF ARKANSAS, FAYETTEVILLE

Team Leader: Emmie Noyes

Team Member: Emory Johnson

Advisor: Trey Malone

Agri Guard simplifies access to complex information on crop insurance programs by providing easy-to-use software that utilizes specific data-driven tools to provide crop insurance premium estimates as well as the ability to enroll in crop insurance coverage.

CareMate Technologies

UNIVERSITY OF ARKANSAS, FAYETTEVILLE

Team Leader: Kindann Fawcett

Team Members: Allie Burgess, Destiny Posey, Jacob Mount, Tiffany Miles

Advisors: Sarah Goforth, David Hinton

Approximately 85 percent of wheelchair users develop pressure ulcers in their lifetimes, which are difficult to heal and expensive to treat. CareMate's flagship product revolutionizes the way pressure ulcers are identified and monitored, with highly intuitive sensors that utilize pressure sensors and pulse oximetry to pinpoint pressure-ulcer development.

Partnr

University of Arkansas, Fayetteville

Team Leader: Ayden Owens

Team Members: John David Goins, Shadrach Ibinola, Analiz Rodriguez

Advisor: Sarah Goforth

Partnr has devised a solution to address the needs of athletes and businesses engaging in NIL. Their software platform serves as a matchmaking service, which assists in pairing athletes with local brands according to their interests and a variety of other metrics.

Pediatrica Therapeutics

UNIVERSITY OF ARKANSAS, FAYETTEVILLE

Team Leader: Megan Reed

Team Members: Julia Tobacyk, Veronica Garcia, Hayot Tuychiev

Advisors: Sarah Goforth, David Hinton

Pediatrica Therapeutics is addressing a growing problem of infants born physically dependent on opioids due to maternal opioid use disorder through development of a novel drug based on a proprietary technology which has shown promise to protect fetal development against prenatal opioid exposure.

UNCL Co.

UNIVERSITY OF ARKANSAS, FAYETTEVILLE

Team Leader: Michael Burton

Team Members: Clayton Woodruff, Payton Lenz

Advisors: Sarah Goforth, David Hinton

Universal Network Controlled Lock Company (UNCL Co.) addresses the rising problem of bicycle theft with a retrofitting, app-enabled, security and monitoring platform to deter theft and eliminate the need to carry a personal bike lock.

Vitruvian Matrix

UNIVERSITY OF ARKANSAS, FAYETTEVILLE

Team Leader: Mahsa Haseli

Team Members: M. Hossein Kashefzadeh, Karmon Johnson, Britt Lybarger

Advisors: Sarah Goforth, David Hinton

Breakthroughs in fighting cancer, autoimmune diseases, and COVID-19 have all been made possible by growing cells to study, but not every cell has had an FDA-approved environment in which it can both grow and behave as expected. Vitruvian Matrix's product, Eden: The Life-Supporting Environment for Life-Saving Therapy, is the first to meet all three of these "must haves" of cell manufacturers, allowing for more cells, more therapies, and more lives saved.



Innovate Arkansas

AT WINROCK INTERNATIONAL

**Catalyst, connector, and
convener of entrepreneurs and industry
leaders to help the Arkansas economy grow smarter
and faster through innovation, acceleration, and deep incubation.**

Innovate Arkansas' experienced team of business advisers and industry experts supports Arkansas' early-stage and growth-driven startups through demand-based services and special-ized programming focused on expert guidance and support, curated industry-based mentorship, executive and talent development, and connections to regional and national capital networks.

Innovate Arkansas, a program of Arkansas Economic Development Commission (AEDC), is responsible for the acceleration of technology companies in Arkansas. Innovate Arkansas provides strategic consulting in three areas: (1) the Acceleration of companies through active strategy and management, (2) the development of clients' Capital structure and to the capital provider network in the state, and (3) the development of Talent to meet the needs of the companies.

Since its inception, Innovate Arkansas has assisted more than 700 companies that have cre-ated more than 6,000 jobs with average annual salaries of \$41,084 Additionally, it has helped raise more than \$473.6 million in capital for its client companies.

Visit InnovateArkansas.org to learn how our team can help your startup grow.



190+
VALIDATION &
PORTFOLIO
COMPANIES



\$939M
IN REVENUE
GENERATED BY
COMPANIES



\$50.9M
GRANT AND PROGRAM
DOLLAR LEVERAGED BY
INNOVATE ARKANSAS



\$473.6M
TOTAL
INVESTMENT



6000+
NEW ARKANSAS
JOBS



\$41,084
AVERAGE ANNUAL
EMPLOYEE SALARY

FINALISTS >>>

WINROCK AUTOMOTIVE | Small Business Division

Covered by Grace

OUACHITA BAPTIST UNIVERSITY, ARKADELPHIA

Team Member: Madison Melcher

Advisors: Johan Eriksson, Heath Hill

Covered by Grace merges the physical and digital formats of the Bible to provide a personalized experience while interacting with the Word of God.

EzB

CENTRAL BAPTIST COLLEGE, CONWAY

Team Leader: Bryson Jones

Team Members: Katie Smith, Averie Ayers

Advisor: Kateryna Pitchford

EzB is an online retail accessible platform built to boost independent living and shopping experiences for blind and visually impaired people. Products will have been quality tested and recommended by EzB. The company is the first online store to offer a variety of products designed for blind and visually impaired people to be sold on one accessible platform.

Good Fills Refillery

LYON COLLEGE, BATESVILLE

Team Leader: Destiny Sharp

Team Members: Brad Smith, Kilee Taylor, Alison Boyd, Chloe Sharp Rudick

Advisor: Angela Buchanan

Good Fills is a zero-waste refill store created to give people the choice of reusing containers for their personal and home essentials. This will help to eliminate their contributions to the waste of single-use plastics and the pollution of plastic in landfills that causes harm to our precious planet.

Waderbuddy

OUACHITA BAPTIST UNIVERSITY, ARKADELPHIA

Team Member: Jillian Woodruff

Advisor: Chris Brune

Waderbuddy is a product designed to enable users to have a quicker and safer removal of their duck-hunting waders without the help of another person. The product will also provide increased balance to eliminate an injury that could occur. While Waderbuddy is initially targeting duck hunters, people who use all forms of boots and footwear that are difficult to remove will also benefit.

ELEVATOR PITCH COMPETITION

A popular highlight of the Governor's Cup Awards Luncheon is the Elevator Pitch Competition, in which a student from each finalist team in each of the three tracks takes the stage to make a concise, attention-getting pitch to the audience about the team's idea — in 90 seconds.

Audience members get to vote on the best pitch for each track using their mobile devices. The winner in each track wins \$1,000!



WINROCK

AUTOMOTIVE



HONDA



Mercedes-Benz



ACURA



SUBARU



JAGUAR



WE ARE PROUD TO CONTINUE
THE LEGACY OF SUPPORTING ARKANSAS'
YOUNG, UP-AND-COMING ENTREPRENEURS
IN OUR BUSINESS COMMUNITY.

OTHER ENTRIES >>

INNOVATE ARKANSAS GRADUATE TRACK

High-Growth / Technology Division

AccoustiFlux

UNIVERSITY OF ARKANSAS, FAYETTEVILLE

Team Leader: Najee Stubbs

Team Members: Christy Dunlap, Hari Pandey,
Stephen Pierson

Advisor: Hu Han

AccoustiFlux offers intelligent thermal-sensing solutions that integrate acoustic emission measurements and machine learning for precise, nonintrusive heat-flux-sensing in electric vehicle battery thermal-management systems that will rely on two-phase cooling.

WINROCK AUTOMOTIVE Small Business Division

Akers Cinema

LYON COLLEGE, BATESVILLE

Team Leader: Brody Jeanes

Team Members: Luke Jackson, William Bolles,
Jessee McGonigal

Advisor: Angela Buchanan

State-of-the-art drive-in theater with a breakthrough concierge service and a high-quality concession stand.

Artproof

LYON COLLEGE, BATESVILLE

Team Leader: Riley Hubbard

Team Members: Nate Poplin, Ignacio Suarez

Advisor: Angela Buchanan

Quality custom, sustainable soundproofing panels for businesses and individuals who want to dampen sound with style.

Batesville Motor Raceway

LYON COLLEGE, BATESVILLE

Team Leader: Austin Trimble

Team Members: William Beck, Pery Bosco

Advisor: Angela Buchanan

A high-tech, electric go-kart racing facility that is inclusive and for people of all ages.

Batesville Pitch and Putt

LYON COLLEGE, BATESVILLE

Team Leader: Zane Wallace

Team Members: Calvin Hedgepeth, Edward McLevain,
Andrew Pitts

Advisor: Angela Buchanan

A 12-hole pitch and putt golf course that includes a mini-golf course, a sports bar, and an outside entertainment venue.

Protein Paradise

LYON COLLEGE, BATESVILLE

Team Leader: Chris Tackett

Team Members: Jace Cameron, Jastan Burnes

Advisor: Angela Buchanan

Protein Paradise specializes in providing the appropriate and necessary supplement supply for the local fitness community, creating a healthy option for residents, and setting the standard for the supplement supply field.

Wigs by Aya

HARDING UNIVERSITY, SEARCY

Team Member: Aya Agathe M'bra

Advisor: Mike Allen

Wigs by Aya will recreate the hairstyles that alopecia and breast cancer patients had before hair loss.

“Arkansas is the perfect fit for Dassault Falcon Jet because it has an environment that encourages business and attracts the best people. And the people are the key to our success.”



Sebastien Deltheil - General Manager, Completion Center
Dassault Falcon Jet, Little Rock



To learn more about how inspiring businesses are leading the way to a strong economy, visit ArkansasEDC.com/whyarkansas



ARKANSAS
INC



GOVERNOR'S CUP JUDGES »

High-Growth / Technology Division | INNOVATE ARKANSAS GRADUATE TRACK

CANEM ARKAN
Managing Director
Endeavor Arkansas

WILL BROWN
Founding Member
Stopwatch™

WILLIAM BURGESS**
Co-CEO
Power Technology

RAMANDA CODY
Director of Administration;
Communications and Marketing
*University of Arkansas
for Medical Sciences*

JAMES HENDREN
Board Chairman
Arkansas Venture Center

AMY HOPPER SWAN**
Program Manager
Arkansas Research Alliance

L.B. HUDSON**
CEO
My Financial Snapshot

JARED LANDRUM
Vice President of Growth
Bond.AI

J.D. LOWERY
Manager, Community
and Economic Development
Electric Cooperatives of Arkansas

DAVID MARKS
Commercial Banker 3, Senior VP
Arvest Bank

JAMES SAMPSON
Founding Member
Stopwatch™

TORI SCOTT
COO
Fletcher Sparrow Capital

JOSH SMITH
CEO
Metova

CHUNG TAN
Business Development Manager
*City of Fayetteville
Division of Economic Vitality*

BHARAT VIJAYARAGHAVAN
VP Marketing
Movista

CHARLIE ZINSMEYER
Intellectual Property
Live Ramp

WINROCK AUTOMOTIVE | Small Business Division

GLENN BORKOWSKI
Associate General Counsel
Bank OZK

SANDRA CARRASCO-QUEZADA
Director; Latin X Business
Development, *FORGE*
Owner, *Bites & Bowls*

KRISTIN DANIEL
Founder
Parity Financial Group

ERIC DUBOWSKY
Retired CFA
Alpine Associates Management

AR'JILLIAN GILMER
Owner and CEO
Gilmer's Learning Solutions

OMAR KASIM**
Founder
Kasim Ventures Management

DAVID MASON
Dean, Workforce Development
Northark Community College

EVAN MCKINNON**
Assurance Manager
HoganTaylor

CHUCK TOOMER
Retired SVP
Alltel / Verizon

MASON MILLER**
Corporate Analyst
*Pine Bluff Sand & Gravel Co./
McGeorge Contracting*

ESPERANZA MASSANA CRANE
Director, Minority and
Women-Owned Business Enterprise
*Arkansas Economic
Development Commission*

STEVE RICE
Principal and Founder
SR Communications Group

BILL SABO
Regional Director
*Arkansas Small Business and
Technology Development Center*

RODRIGO SALAS
Executive Director
EforAll Northwest Arkansas
Co-Founder, *Molli Sauces*

GARRICK ST. PIERRE**
Lead Aerospace Instructor
Cloverdale Middle School

DEBBIE TOWNSEND
VP Commercial Banker
Bank OZK

**** Former Governor's Cup competitor**

GOVERNOR'S CUP JUDGES »»

High-Growth / Technology Division UNDERGRADUATE TRACK

JAMES BELL

VP of Economic Development
Greater Bentonville Area
Chamber of Commerce

DUSTIN HARTUNG

Principal Product Manager
acoustic.com

MARC HEFLIN

President
Bird and Bear Companies

JAMES HOUSTON II**

Founder
Enterceptor

DOUGLAS HUTCHINGS**

Co-Founder and Chairman
Delta Solar

** Former Governor's Cup competitor



BE@ON™
BENTONVILLE
ECONOMIC DEVELOPMENT

YOUTH ENTREPRENEURSHIP >>>



Bag-Brite of Pinnacle View Middle School won First Place for Best Business Plan in the 2023 Youth Entrepreneur Showcase.

NOT JUST FOR THE “BIG KIDS” MORE THAN 9,800 5TH-8TH GRADERS IMPACTED BY ARKANSAS CAPITAL’S Y.E.S. FOR ARKANSAS COMPETITION

What startup ideas and innovations are lurking in the minds of younger Arkansans?

That’s what Arkansas Capital wanted to find out.

Noting the successes that followed after the first Governor’s Cup in 2001, the company decided to take the entrepreneur education/competition experience to yet another audience, launching the **Youth Entrepreneur Showcase (Y.E.S.) for Arkansas 5th-8th Grade**

Business Plan Competition in 2006.

Like the Governor’s Cup, Y.E.S. brings a unique level of awareness to entrepreneur education not found elsewhere on a statewide scale. Any student in these grades can compete. Teams can be from the classroom, a virtual learning school, or from an after-school, church, or other youth program.

There is no cost to enter, and Y.E.S. winners — both the students and teachers — receive cash prizes and

trophies for their schools. To date, Arkansas Capital has awarded \$124,100 in cash.

Whether they become entrepreneurs or not, Y.E.S. benefits all students. They gain learning experiences that will likely serve them well in their future careers. Students are responsible for writing the business plan. They have to figure out how their idea will work, how it can be brought to market, do the math to see if it can make money, and more.



Mindful Mascots of Calico Rock Middle School won First Place for both Best Retail Booth and Most Innovative in the 2023 competition.



Mood Plush of Pinnacle View Middle School also won First Place in Best Marketing and Fourth Place for Best Retail Booth.

Y.E.S. also requires students to engage both their core reading, writing, and math skills and their “soft” skills — creativity, critical thinking, communication, problem solving, teamwork, responsibility to others, and more as they move through the competition process.

This year, 25 of 102 teams were selected by 38 volunteer judges to compete at the virtual Y.E.S. for Arkansas Expo Day. These finalist teams designed booths to display their product or service, created marketing materials, and made live pitches to a new group of judges

in hopes of convincing them their product or service is the best in the marketplace.

Please join Arkansas Capital in congratulating the 2023 Y.E.S. winners who are in the audience today, watching the “big kids.”

2023 Y.E.S. FOR ARKANSAS WINNERS

Best Business Plan

- FIRST PLACE: Bag-Brite;
Pinnacle View Middle School, Little Rock
- SECOND PLACE: Rinse and Shine Soap Company;
Southwest Middle School, Searcy
- THIRD PLACE: Bottle Bracelets;
Berryville Middle School
- FOURTH PLACE: Lanyard Editor;
Harrison Middle School

Most Innovative

- FIRST PLACE: Mindful Mascots;
Calico Rock Middle School
- SECOND PLACE: Block Socks;
Elmwood Middle School, Rogers
- THIRD PLACE: Essential Pencils;
Cabot Middle School North
- FOURTH PLACE: Composting in the Classroom;
Jefferson Elementary School, Little Rock

Best Marketing

- FIRST PLACE: Mood Plush;
Pinnacle View Middle School, Little Rock
- SECOND PLACE: Simply Customs;
Green Forest Middle School
- THIRD PLACE: Essential Pencils;
Cabot Middle School North
- FOURTH PLACE: Charming Charmington Charms;
Tyson Middle School, Springdale

Best Retail Booth

- FIRST PLACE: Mindful Mascots;
Calico Rock Elementary School
- SECOND PLACE: Simply Customs;
Green Forest Middle School
- THIRD PLACE: Composting in the Classroom;
Jefferson Elementary School, Little Rock
- FOURTH PLACE: Mood Plush;
Pinnacle View Middle School, Little Rock

ABOUT ARKANSAS CAPITAL »»

Arkansas Capital, established in 1957, is a private, nonprofit lending corporation dedicated to empowering entrepreneurs and strengthening communities. Through its affiliates and subsidiaries, Arkansas Capital offers flexible capital solutions to meet the unique needs of entrepreneurs, small businesses, and economic and community development projects, with emphasis on serving low-income, minority, and rural communities. Working in partnership with commercial banks, government agencies, and others at the local, state, regional, and national levels, Arkansas Capital has helped deploy more than \$2 billion in capital financing into projects throughout Arkansas and surrounding states.



**ARKANSAS
CAPITAL**

Arkansas Capital affiliates and subsidiaries:

Arkansas Capital Relending Corporation (ACRC), established in 1998, is a private, nonprofit provider of loans to small businesses under the U.S.

Department of Agriculture's Intermediary Relending Program. ACRC provides an economic finance tool for rural areas designed to assist with financing businesses that create or retain jobs. A rural area is any area with a population of 25,000 or fewer.



**ARKANSAS CAPITAL
RELENDING CORPORATION**

Six Bridges Capital Corporation, established in 1989, is a private, nonprofit, lending corporation specializing in financing for small business-occupied commercial real estate and equipment. As an economic development tool, the SBA 504 loan program through Six Bridges Capital Corporation provides long-term, permanent, fixed-rate financing to new and expanding businesses that have the highest probability of successfully creating new jobs for the state of Arkansas.



Partnering with Banks across Arkansas to provide government-guaranteed lending solutions to under-served communities across Arkansas.

1.800.216.7237
arcapital.com

**Empowering Minorities.
Supporting Communities.**

Arkansas Capital is Proud to be an Equal Opportunity Lender.

ABOUT ARKANSAS CAPITAL »»

Arkansas Economic Acceleration Foundation,

established in 1999, is a private, 501(c)(3) nonprofit corporation dedicated to education-based initiatives that nurture Arkansas's future entrepreneurs.

Through hands-on and highly incentivized business plan

competitions, Arkansas students in grades 5-8 and at the collegiate level can experience the real-world realities of entrepreneurship and expectations in the lending and investment communities. They also discover Arkansas has the resources they need to start, grow, and keep their businesses here at home.



in disadvantaged communities through the federal New Markets Tax Credits (NMTC) program. As of February 2022, Arkansas Capital and its public and private sector partners have worked to deploy \$375 million in NMTC allocations to finance projects in Arkansas and surrounding states.

Pine State Regional Center was formed by Arkansas Capital in 2012 for the purpose of applying for designation and operating as a Regional Center in compliance

with the U.S. Citizenship and Immigration Services' EB-5



Immigrant Investment Program. The investment focus of the regional center is construction, manufacturing, and infrastructure projects; working in partnership with government, public/private partnerships, and established developers on transactions, particularly in rural and underserved areas. Pine State received its EB-5 Regional Center designation from U.S. Citizenship and Immigration Services in 2014.



Heartland Renaissance Fund,

established in 2002, is a certified Community Development Entity by the U.S. Department of Treasury and is dedicated to stimulating economic activity

***U.S. Steel is Proud to Support
the Arkansas Governor's Cup!***

GOOD LUCK, FINALISTS!



United States Steel Corporation

ussteel.com

BOARD MEMBERS »»

ARKANSAS CAPITAL CORPORATION BOARD OF DIRECTORS

JEFF AMERINE

Founding Principal
Startup Junkie Consulting
Fayetteville, AR

JERRY BULLARD

Retired Banker
Hot Springs, AR

KEVIN BURNS

Senior Vice President
Stephens Inc.
Little Rock, AR

LAURA FINE

State Director
*Arkansas Small Business
and Technology Development Center*
— *Lead Center*
Little Rock, AR

TED GAMMILL

Principal
DD&F Consulting Group
Little Rock, AR

J. RUSSELL GUERRA

Retired Banker
Little Rock, AR

EMILY B. McELROY

Senior Account-Station Reporting
Murphy USA
El Dorado, AR

KAREN MARINE

Retired Banker
Hilton Head Island, SC

VIRGIL L. MILLER, JR.

Group CRA Director
Arvest Bank Operations, Inc.
Little Rock, AR

MARTHA MOORE

President
McCormick Works
Mulberry, AR

CARROLL PENICK

Board Member, *Bank Labs*
Little Rock, AR

SHELLE R. RANDALL

Director of Workforce Development
& Existing Industry
*Jonesboro Regional
Chamber of Commerce*
Jonesboro, AR

BRYAN SCOGGINS

Retired, State of Arkansas
Little Rock, AR

DAVID H. SHINDLER

Executive Vice President
First Horizon Bank
Little Rock, AR

WILLIAM STAED

Retired Banker
Fort Smith, AR

LORRIE TROGDEN, CAE

President & Chief Executive Officer
Arkansas Bankers Association
Little Rock, AR

SAM WALLS, III

Chief Executive Officer
Arkansas Capital Corporation
Little Rock, AR

ARKANSAS ECONOMIC ACCELERATION FOUNDATION BOARD OF DIRECTORS

KATHLEEN LAWSON

Executive Director
Economics Arkansas
Little Rock, AR

REBECCA TODD

Grant Writer
UAMS BioVentures
Little Rock, AR

SAM WALLS, III

Arkansas Capital
President of AEAF Board

LESLIE LANE

Arkansas Capital
Vice President of AEAF Board

MARIE BRUNO

Arkansas Capital
Executive Director
Secretary of AEAF Board

RUSH DEACON

Arkansas Capital
Treasurer of AEAF Board

HEARTLAND RENAISSANCE FUND GOVERNING BOARD OF DIRECTORS

KEVIN BURNS

Senior Vice President
Stephens Inc.
Little Rock, AR

CRAIG CALAFATI

Executive Vice President
Arkansas Capital
Little Rock, AR

VIRGIL MILLER, JR.

Group CRA Director
Arvest Bank Operations, Inc.
Little Rock, AR

BOARD MEMBERS »»

SIX BRIDGES CAPITAL CORPORATION BOARD OF DIRECTORS

ANDREW CARROLL

Vice President,
Commercial Loan Officer
Encore Bank
Little Rock, AR

CURT GREEN, JR.

Partner
Max Alley Real Estate Service
Texarkana, TX

BRAD HENRY

Managing Partner
Natural Capital
Little Rock, AR

NATALIE HAIRSTON

Senior Vice President,
Commercial Banker
Simmons Bank
Little Rock, AR

MELISSA HENSHAW

Vice President, Commercial Lending
Arvest Bank
Little Rock, AR

JEFF L. HILDEBRAND

Chief Lending Officer
Centennial Bank
Little Rock, AR

TODD LARSON

Executive Director
*North Little Rock Economic
Development Corporation*
North Little Rock, AR

STUART MACKEY, CCIM, SIOR

*Coldwell Banker Commercial
Hathaway Group*
Little Rock, AR

NICK ROACH

President & Chief Lending Officer
Stone Bank
Little Rock, AR



THE STEPHENS GROUP

The Stephens Group is proud to continue their support of
The Arkansas Governor's Cup.

ARKANSAS CAPITAL TEAM »»

LINDA ABRAMS
Executive Assistant

TONYA BROWN
Director, Information Technology

MARIE BRUNO
Executive Director, AEF

CRAIG CALAFATI
Executive Vice President

LA'TWAN CHEATHAM
Vice President

MICHELLE CHEN
Vice President

TESS DAVIS
Administrative Assistant

RUSH DEACON
Senior Vice President

SHANNON GARCIA
Loan Servicing Specialist

SCOTT GARDNER
Assistant Controller

JASON GOBER
Vice President

SANDRA HAIRSTON
Executive Vice President

BERT KING
Senior Vice President

LESLIE LANE
President

REBECCA MILES
Vice President

GRACE MORRISSEY
Accounting

ANGELA FRIERSON SHIREY
Vice President

DREW SPEED
Controller

LANA WALDRON
Vice President

SAM WALLS, III
Chief Executive Officer

BECKA WEBB
Vice President



We partner with
banks to help
communities
GROW

Working **TOGETHER** for a Better Arkansas.



1.800.216.7237
arcapital.com

Strengthening Communities.
Cultivating Entrepreneurship.

Arkansas Capital is Proud to be an Equal Opportunity Lender.

