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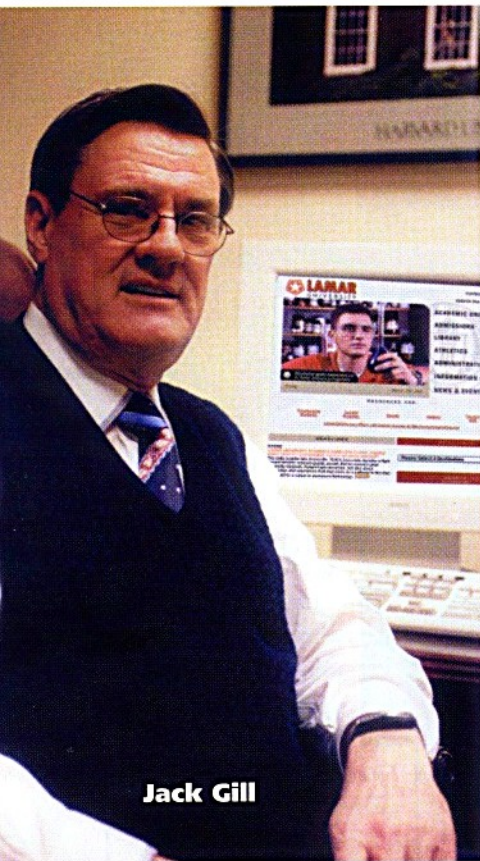
Ideas to Gold

Sowing seeds for
Entrepreneurial Institute, pg.16

Dance Cards: LU Returns to NCAA, pg. 14

Return Policy

Giving to education from the fruits of success brings great satisfaction to the Gill family



Education centers pivotally in the Gill family history. In the generation before Jack Gill, formal education is conspicuous in its absence. In succeeding generations, it is noteworthy in its abundance — and in its effect.

To the great benefit of many colleges and universities, including Lamar University, the family has adopted a very generous “return policy” — giving more than \$25 million in gifts since 1985 and much personal time as champions for education. To help manage their philanthropy, they established the Gill Foundation in 1997.

It has been a long way from humble beginnings to tremendous influence for Jack Gill. Born in the blue-collar town of Lufkin in 1936, Jack was the fourth of six children for Samuel and Beulah Gill. Neither of his parents was able to complete an education. Jack’s father lost both his parents by the time he was 8 years old, and, as he and his siblings were forced to care for themselves, leaving school after the fifth grade. Jack’s mother was one of nine children reared on a farm, none of whom completed high school.

“I never wanted for a meal,” Jack says, “but I was always aware that we were a very poor family.”

A principled man and self-taught, Samuel drove heavy equipment, working 12-hour days, six days a week to make ends meet. Jack found his father wise beyond his limited education: “He knew what an education could do for a person and he always told me, ‘If you don’t want to work as long and hard as I do, then get yourself an education. That’s the secret to a better life.’”

Fueled by desire for that better life, Jack entered the world of

work at age 8 behind a lawnmower. By age 10, he was janitor of his church, parlaying his earnings into “store-bought” shirts that were a luxury in a time of hand-me-downs.

Gill’s parents were strict Baptists who believed in hard work, honesty, integrity, discipline and responsibility, values they lovingly imparted to their children. Still, Jack felt insecure as a child and overshadowed by his older siblings who excelled either athletically or academically. Searching for an area in which to excel, he began to develop an interest in the sciences. Soon, he had created a small laboratory in a garage storage room and spent many hours tinkering there.

He also began working at the local grocery store, for the first time making measurable money. His thoughts turned to college. “I knew it would be up to me,” Jack said. “My parents made it clear that they could not pay for college.”

After graduating near the top of his class, Gill and a friend moved to Beaumont to be near Lamar University. He worked 40 hours a week at a grocery store while earning a degree in four years in two demanding areas of study, chemistry and engineering.

After graduating with honors in both subjects, he considered medical school, but found no way to finance it. Instead, he won teaching assistantships and fellowships, which paid for graduate school at Indiana University. There he excelled in organic and biochemistry, bypassing the master’s program and earning his Ph.D. in four years.

“I realized when the first grades came in that I could compete with the best and the brightest from any school, and that my undergraduate education at Lamar had been excellent,” Jack said.

In 1963, Jack became a scientist and engineer for Monsanto. Chromatography was a newly invented technique to identify complex chemical compounds, and his strong science and engineering background allowed him to pioneer the field. Soon, he was publishing scientific papers, inventing new techniques, designing ground-breaking chromatography instruments and traveling and lecturing all over the world.

In 1965, Jack took a job in California as vice president of research and development for Wilkins. Later, the company was acquired by Varian Associates. While he found his experience rewarding, Gill was working for a salary only. In entrepreneurial spirit, he decided to found his own company, Autolab, which created the world’s first micro-processor-based instruments and computers for use in laboratories. After three years, the company merged into Spectra Physics Inc., and Gill served as group president and co-chief operations officer.

By this time, Jack was uncomfortable in the large company environment and he left at the age of 40, to found Vanguard Venture Partners, today one of the nation's leading high-tech venture capital firms.

"The high-tech venture capital business is today perhaps the most important component driving the U.S. and world economy," Jack said. "This generation of new companies and technologies has made a huge impact on not just the business world, but on the way we live and the way we work. And now change and innovation is accelerating."

He is in demand for his experience, as one of only a few executives with more than three decades of experience in Silicon Valley. "More businesses have been founded, more jobs created, more market value created, more taxes paid to government, more products exported by the high tech industries of Silicon Valley than in any other time or place in the history in the world."

While Jack thoroughly enjoys his venture successes, he has kept his foot in the academic door throughout his career. He is adjunct professor at Rice University and Indiana University and lectures extensively on a worldwide basis. He also frequently speaks to high school and university students on the value of high-tech careers.

"I enjoy spending time with young people," Jack says. "If you want to act young, feel young, think young and be young, then you hang around with young people. What better place to do that than a college campus?"



Photographs of the Gill family find prominent display throughout the offices of the Gill Foundation on the 15th floor of a high rise in the Galleria area of Houston, testament to the importance of family relationships, however far flung they may be. Traditional East Texas and Kentucky values may have guided Jack and Linda in helping their four children avoid "affluenza" – the potential down side of today's children growing up in wealthy environments.

Their twin sons Jason and Tyler at 12 were the only children in their affluent Palo Alto neighborhood to have a paper route. Beginning at 5:30 a.m., they delivered the San Jose Mercury to the driveways and

doorsteps of some of the richest households in America.

"In the boys' minds they were behind the power curve (in allowance)," Jack said. "Our strategy was to keep them on the lean side of average." So, when they wanted more, the response was "encouragement" to get out and earn it.

"I felt good about their learning a good work ethic, but other parents couldn't believe the Gills would allow that," Jack said. But, the boys enjoyed it and also learned to save half of their earnings, "Valuable lessons in today's world."

Today, after college and several years working in high-tech, both have returned to academia and are in the first year of MBA programs, Jason at Indiana University and Tyler at the University of Chicago. Both expect to return to the business side of the high-tech world, Jack said.

The Gills' eldest son, Jeff, is a researcher at California Polytechnical Institute, applying scientific rigor to the analysis of voter behavior. His career path has been anything but direct. After high school, his eclectic interests took him into a brief music career as co-founder and guitarist of a successful hard rock band.

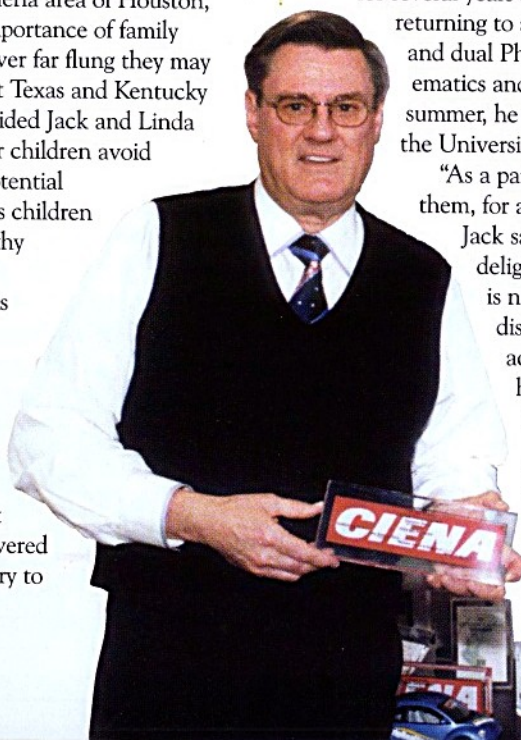
After an assault outside a Hollywood bar one night, Jeff spent a month in the hospital. He determined not only to accept his father's offer of college, but declared that he would excel and land a position with IBM. It seemed improbable to Jack that Jeff could make such a transition, though he never doubted his resolve or his intelligence.

Freshly shorn and sworn to serious work, Jeff excelled in his last two years at UCLA, making a successful transition from hard rocker to Big Blue (IBM). There he worked for several years as a programmer, before returning to academia for an MBA and dual Ph.D.s in statistical mathematics and political science. This summer, he will join the faculty of the University of Florida.

"As a parent, don't give up on them, for anything's possible,"

Jack said. "Jeff's a real delight in our family and is now beginning to distinguish himself academically. Someday he'll be teaching at Harvard or Stanford."

Daughter Jennifer is also a delight to the Gills. "She was the one who always exceeded every



VANGUARD
VENTURE PARTNERS
Founded in 1981 in Palo Alto, Calif.

\$255 million capital invested to date in high-tech companies.

Vanguard-backed companies have:

- Created over 20,000 jobs
- \$5 billion annual sales
- Made over 100 millionaires
- Created \$60 billion in market value
- Returned \$1 billion to investors

expectation," Jack said. "The one every teacher thought should major in their profession."

With two years of undergraduate work at MIT, she transferred to Stanford, earning a bachelor's in electrical engineering. Master's work at the University of Texas followed. Her vita includes work for Sun Microsystems, where she managed about 100 engineers developing microprocessors. After four years at a break-neck pace – "Four years at Sun, she said, was like 10 years at any ordinary place" – she returned to Stanford to earn her M.B.A. She is now a partner at a leading venture capital firm and has found success in that arena as well.

While at Stanford, Jennifer became mindful of the difficulties faced by women entrepreneurs in the high-tech world dominated by men, and founded Stanford Women Entrepreneurial Alliance, an on-campus networking organization to address the issue at the university level. After graduation, she founded the Forum for Women Entrepreneurs (FWE) which today has more than 850 members and chapters in Silicon Valley and Seattle.

"FWE has become a very prestigious, important organization in Silicon Valley," Jack said. "There is a whole new group of dynamic women achievers in recent years in areas previously dominated by men. Of all of Jennifer's achievements, we're most proud of her founding FWE."



"Education is the great enabler," Jack said. "We live it, talk it, breathe it and hope to instill it in our children and our grandchildren."

"We emphasize the importance of education because it worked not only for me, but also for Linda," Jack said. Reared in a tobacco-farming family, Linda's college education was made possible through a scholarship. Not only did Linda and Jack

stress education for their own children (who together hold degrees from a dozen institutions), but they are making education a major philanthropic thrust through the Gill Foundation, as well as through direct gifts and the giving of their time in volunteer service.

Since 1985, the Gills have given more than \$25 million in gifts and endowments in support of education to 14 different colleges and universities and several high schools.

"All of us have benefitted, therefore all of us have a privilege and an obligation to give back to the system that helped us," Jack said.

The four Gill children are now members of the Gill Foundation board of directors and determine about half of the annual giving (presently about \$700,000 per year). Jack's goal is to increase the Foundation's assets to \$20 million in the near term to enable gifts totaling \$1 million annually.

"You can do lots of things with a million a year," Jack said.

The largest gifts made by the Gills have been direct gifts. A \$5 million endowment helped create the Gill Center of Instrumentation and Measurement Science at Indiana University, including five endowed chairs, five graduate fellowships and five student scholarships. Another \$5 million endowment created the Linda and Jack Gill Heart Institute at the University of Kentucky, with three endowed chairs, 10 endowed professorships, endowed research and a \$23 million building.

"We focus where the need is great and where the impact is great," Jack said. "That's where we give our major gifts and spend our time." Jack also volunteers on the board of Indiana University Foundation, M.D. Anderson Board of Visitors, and Horatio Alger Association Board of Directors, a national association which honored him in 1999.

The Gills' assistance spans from major public institutions to a number of high schools in California, Texas and Kentucky that figured in their education. There, they have established scholarships named for great teachers and other incentives for teaching excellence.



"I have immense respect for Lamar and for the great education it provided me," Jack said. His support of Lamar began in the 1980s when he met President Robert Kemble and learned of many changes since he graduated in 1958.

"A few years later, Chancellor George McLaughlin and President Bill Franklin



Gifts to Lamar University

Jack M. Gill Chair in Applied Chemistry and Chemical Engineering

**Elmer Clayton Gill Memorial Scholarship
Samuel G. Gill Presidential Scholarship
Jack M. Gill Presidential Scholarship**

**Science Faculty Development Grant
Engineering Faculty Development Grant**

Creation of the Gill Advanced Learning Center

Continuing support for the Texas Honors Leadership Program

Campus Beautification

solicited me to make a gift to Lamar," Jack said. The result was the Gill Chair in Analytical Chemistry and Chemical Engineering, one of many ways Lamar University has benefitted from the renewed relationship. Jack has also served on the Lamar University Foundation as its president and was instrumental in its move to 501(c)3 status.

"It was unfortunate that Lamar lost its momentum in the '90s," Jack said. "But I feel effective leadership is now in place to rebuild Lamar to the excellence it once enjoyed. Jimmy Simmons is the freshest breath of air that has come along to Lamar in a long time."

Recently, Jack has begun working with Lamar's chemistry and engineering faculty to initiate an outreach program for recruiting in selected high schools, spreading the news about opportunities in science and engineering and the programs at Lamar. He intends to sweeten the deal with scholarship money aimed toward recruiting top students.

It all works together: A high-tech classroom to enhance the delivery of education, development dollars to attract and encourage energetic faculty and scholarships to help bring exceptional students to the classrooms of Lamar.

In the past two decades, America's Fortune 500 companies have shed 18 million jobs through mergers, downsizing and consolidating to remain globally competitive. Over the same period, America generated 35 million new jobs, approximately one third in government and two thirds of them in high-

tech and small business, more jobs than were lost by the Fortune 500. Today, three of the top four companies in market value are high-tech: Microsoft, Cisco and Intel.

"The world has gone technology, that's where the jobs are," Jack said. "Let's get serious about focusing on those areas. There are more jobs than good people to fill them in those sectors."

What is next for the man with four careers? If you think retirement, then you don't know Jack.

"I've enjoyed more business success, more financial success, than I've ever imagined possible. I'm 63 – feel younger than 40 – but comes a time when what you do with your time and other priorities become more important. So, I'm consciously taking a step closer to retirement.

"I don't know anything more fun than high-tech venture capital so I'll keep doing that half time," Jack said, "while teaching at Harvard to fill in the other half."

At Harvard, Jack will be on faculty of both the medical school and the business school. He will serve as senior director of the Center for Innovative and Minimally Invasive Therapy (CIMIT), a consortium seeking to advance the application of technology to a new generation of medical devices and techniques that will change the way medicine is practiced.

"I will be bringing together the great innovations that have taken place in the world to bear on important challenges in medicine," Jack said.

Despite the career shift, the couple will maintain their Houston home (and Texas residency) while living part-time in Boston. Frequent trips to France, England and Italy to visit clients and friends will be easier from the East Coast.

Jack Gill's ascent from small town life to a role as a leading venture capitalist in the new high-tech economy and Harvard professor hinges on one thing: education. It is his great enablement, passion and theme. The Gill family return policy ensures it will be an enablement in the lives of countless others to come.