

Bulldog B.I.T.E.

BUILDING INNOVATION BY TRUMAN ENTREPRENEURS



ELEVATOR PITCH COMPETITION

FINALS

Thursday, November 17, 2022
1:00 – 4:00 p.m.

sponsored by



On-Campus Support provided by



THE SCHOOL OF
BUSINESS

THE OFFICE OF
ADVANCEMENT

Bulldog Pitch Day Finalists

Lola Bunch, Lelah Erhart, and
Kixxir Shade-Rongey

Kirksville High School
Kirksville, Missouri

Ally Easdale, Camryn Martin, Veil Tipton

Kirksville High School
Kirksville, Missouri

Jaren Ingersoll and Wilson Randeris

Kirksville High School
Kirksville, Missouri

Ellen McNeely, Pari Patel and Brianna Yowell

Kirksville High School
Kirksville, Missouri

Angely Pacheco-Gomez

Kirksville High School
Kirksville, Missouri

Tychique Tshienda and Lathon Wilcox

Kirksville High School
Kirksville, Missouri

FINANCIAL AWARDS

Bulldog Pitch Day awards are provided through the
Truman State University School of Business

Bulldog B.I.T.E. Finalists

Lola Ellison, Kaleb Fothergill and Hannah Stuck

Moberly Area Community College

Lola: 2024 Business Major Columbia, Missouri

Kaleb: 2023 Business Major, Kansas City, Missouri

Hannah: 2024 Business Major, Columbia, Missouri

Grace Johler and Esther Lee

Truman State University

Grace: Senior, Communication Major, Ballwin, Missouri

Esther: Senior, Business Marketing Major, Overland Park, Kansas

Trenton Kiesling

Truman State University

Junior, Double Major: Business Administration and Music

Independence, Missouri

Jillian Pry and Justina Wimer

Truman State University

Jillian: Freshman, Accounting Major, Fulton, Missouri

Justina: Freshman, Finance Major, Grant City, Missouri

Victor Wei

Truman State University

Senior, Double Major: Computer Science and Statistics

St. Louis, Missouri

Megan Wollgast

Truman State University

Senior, Finance Major

Elsberry, Missouri

FINANCIAL AWARDS

Bulldog B.I.T.E. awards are provided through
the Villhard Innovation Fund

This year's first place award for the Bulldog B.I.T.E. Pitch Competition is the **Amanda Gioia Excellence in Entrepreneurship Award** and is provided through a generous gift from Truman alumna Amanda Gioia ('93).

FINAL ROUND JUDGES



Brian Bauer ('00)

Brian guides businesses through their awkward adolescence with a human-centered, partnering approach to business advising. Utilizing incremental change with the five-year goals in mind and implemented at a pace that adjusts for the needs of the business and the capacity of the owner to digest change, Bauer is able to help owners transform their businesses into healthy, balanced and successful enterprises. Most of all, he seeks to bring joy back into the owner's life. Brian holds an Executive MBA from the Booth School of Business at the University of Chicago where he graduated cum laude and a Bachelor of Science in Business Administration from Truman. For fun, Bauer runs in triathlons (slowly) and has an unhealthy love of Shamrock Shakes.



Pat Foglesong ('91)

A Kirksville native, Pat was fortunate to be influenced by a number of local entrepreneurs that included contractors, administrators, sales professionals, dealmakers, and healthcare professionals. They all came from humble means and achieved their success by building from the ground up. Following in those footsteps, Pat, and his wife of 35 years, Christina ('90), began their business adventure as janitors cleaning offices, factories, clinics, and even a fraternity house. Today, their family business includes a variety of companies across multiple industries including service, building materials, general construction, healthcare, fitness, real estate development, and business management. Pat and Chris believe it is important to give back to their community and to continue to invest in Kirksville, their hometown. Pat and Chris met while attending junior high school in the Ophelia Parrish building on Truman's campus. They were married in 1987 while students at Truman (then Northeast Missouri State University). After graduation, the couple chose to make Kirksville their home to be near family and enjoy the quality of life a small town offers. Kirksville remains their home and is the headquarters for their business entities. Pat and Chris are the proud parents of three children and three grandchildren (plus another on the way). While his various business interests provide Pat with a number of titles, the ones he cherishes most are husband, dad, and now Papa. Pat graduated from Truman with a Bachelor of Science in Political Science.



Amanda Montgomery ('12)

Amanda became a certified yoga instructor in 2013 and pursued many opportunities related to sustainability, awareness of self, and knowing your food as she traveled both nationally and internationally. She returned to Kirksville in 2017 and began offering yoga classes to the community and at the University.

She offered her first yoga teacher training in 2018 and opened Mystic Meadows Yoga in downtown Kirksville in 2021. She continues her personal mission of promoting a comprehensive awareness of self, both physical and spiritual, a more meditative lifestyle, and an acute awareness of where our food comes from and how it affects us as human beings. Amanda was a student-athlete at Truman where she competed with the swim team and earned a Bachelor of Science in Biology from Truman.



Brian Nikulski, CFP ('95)

Brian has been in the business of financial planning since 1996. After graduating from Truman, he started his career with American Express Financial Advisors as a franchise owner and was a financial advisor with them for 11 years. He established Nikulski Financial, Inc. in 2007 and is currently the president and chief

compliance officer. Nikulski Financial, Inc. is a fee-only registered investment advisory (RIA) firm and a full-service financial planning company. Brian has been a business owner for over 25 years and helps train his staff on their elevator pitches. Brian previously passed his Series 7, 24, 9, 10 & 63 securities-related licenses and currently holds a Series 65 license. He earned his CERTIFIED FINANCIAL PLANNER™ designation in 2000 and has advanced training in portfolio construction and estate planning. He previously served as a member of the Truman State University Foundation Board of Directors serving on the Investment Committee. He is currently a member of the board of Scott County Catholic Schools and serves on the school board of Lourdes Catholic School in Bettendorf, Iowa. He is a member of the Iota Nu Chapter of Delta Sigma Pi. Brian graduated from Truman with a Bachelor of Science in Business Administration (Finance) and a minor in Economics.

QUALIFYING ROUND JUDGES



Amy Gryder ('97)

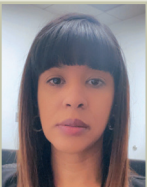
Amy Gryder is a senior director of digital product management at WEX Inc. driving cohesive digital-first experiences for customer acquisition and for the developer portal platform. Prior to her work at WEX, Amy led the customer-experience team for global customer support at Mastercard. She is a Lean Six Sigma Green Belt, a Certified Usability Analyst™, and a passionate advocate for inclusion, diversity, equity, and access. She has a Master of Arts in Leadership and Organizational Development from Saint Louis University and a Bachelor of Arts in Psychology from Truman.



Dane Stangler ('01)

Dane Stangler is the director of strategic initiatives at the Bipartisan Policy Center (BPC). He is also a senior advisor at the Global Entrepreneurship Network. Prior to joining BPC, Stangler has been president and chief policy officer at Startup Genome, the Visiting Vorzimer Professor at LIU Post, and vice president of research and policy at the Kauffman Foundation. He is a columnist at Forbes.com and has written for the Wall Street Journal, Real Clear Markets, Real Clear Policy, and Washington Monthly. Stangler earned a Bachelor of Arts in English from Truman and a J.D. from the University of Wisconsin-Madison.

PRACTICE ROUND JUDGES



Maddie Baez

Maddie Baez is the assistant manager at Bank Midwest in Kirksville. She has been with the company for the past nine years. In her role, she provides leadership and spends the majority of her time working with clients and associates. She is responsible for training and coaching a successful sales team and works to build rapport and treat others with respect and consideration regardless of their status or position. She believes in finding financial solutions and works to find simple solutions that cater specifically to clients needs.



Kabir Bansal ('10)

Kabir Bansal is from Kirksville, Mo., and is one of five members on the Kirksville City Council. Kabir has served as a senior analyst with Mass General Brigham and Fiserv, where he has specialized in data analytics and process improvement. He is an active member of Fellowship Baptist Church in Kirksville. Kabir graduated from

Truman State University with a Bachelor of Science in Business Administration.



Elizabeth Gregory

Elizabeth (Love) Gregory, MBA, is a lifetime resident of Missouri and serves as a local real estate agent for Century 21 Farm and Ranch in Kirksville. She is familiar with the towns and people who make up our communities and helps list, buy and sell property and meet all real estate needs. As an enterprising business

leader, Elizabeth uses her entrepreneurial insights to implement collaborative networking. Creating a positive environment through innovation and teamwork is her passion. She is skilled in interpersonal communication, strategic negotiation, and market analysis. Elizabeth earned a Bachelor of Business Administration from UMKC and an MBA from Culver-Stockton College. She is past President of the Board of Directors of the United Way of Northeast Missouri, former executive board secretary of the Adair County YMCA, a member of Rotary International, board member of K-REDI and board vice president for the Missouri Rural Enterprise and Innovation Center. She formerly served as the director of alumni services and foundational giving for Moberly Area Community College and as the coordinator of the admissions visit center for Truman State University.



Anastasia Tiedemann

Anastasia Tiedemann has over 20 years of experience in marketing and entrepreneurial education. She is currently a small business counselor for SBDC Northeast Missouri. Anastasia holds a Bachelor of Arts in Communications from the University of Pittsburgh and began her career at WQED, Pittsburgh Public

Television, followed by Hawthorne Direct in Iowa. She then spent almost 15 years at The Professional Education Institute in their suburban Chicago location, working behind the scenes in the planning, execution and compliance of numerous television marketing campaigns. Additionally, Anastasia provided support to their personal coaching programs and e-learning initiatives. She finds it inspiring and rewarding to use her past expertise to help others achieve their success.

About Bulldog B.I.T.E. and Bulldog Pitch Day

With the financial and professional support of Doug ('94) and Diane ('95) Villhard, Truman State University is proud to present the finals for both the Bulldog B.I.T.E. and Bulldog Pitch Day. Both competitions follow an elevator pitch format. Bulldog Pitch Day is for high school students and Bulldog B.I.T.E. is for college students.

In an elevator pitch competition, presenters outline a concept or idea for a product, service or project in a short period of time, typically from 30 seconds to three minutes. The length of the pitch mirrors the time spent waiting for and riding an elevator in a high-rise building. The purpose of the pitch is to spur the interest of a potential investor or financial backer.

About The Sponsor

Villhard Growth Partners is a St. Louis-based growth buyout firm that invests in, partners with and grows strong, tech-enabled businesses and health care services companies. They focus on lower market transactions in which they can invest alongside aggressive, entrepreneurial teams that share their passion for growing and building great businesses.

About the Community of College Entrepreneurs (CCE)

The Community of College Entrepreneurs at Truman State University is a student group that fosters the spirit of entrepreneurship on campus by promoting a network of innovative mindsets from various backgrounds. They promote entrepreneurial endeavors that lead to building wealth at a young age and advance new ideas that benefit the community. They also host campus-wide events featuring notable entrepreneurs to demystify what it takes to begin a successful business.

