

M. BLAIR GARROU

Experience prior to, or other than, Mercury Fund:

- 2015 – Present **Station Houston**, Houston, TX
Co-founder, Chairman, Investor & Mentor: For-profit, co-working accelerator focused on entrepreneurs launching software startups. Currently at 150 members. Built upon a hybrid of the highly successful 1871 (Chicago), Union Hall/Cintrifuse (Cincinnati), and Capital Factory (Austin) models, Station drives entrepreneurial innovation forward and helps high-tech startups on the path to success by connecting them with mentors, resources, events, education, and each other.
- 2005 – Present **Rice University Jones Graduate School of Business**, Houston, TX
Adjunct Professor of Management: Currently teaches MGMP 626: Financing the Entrepreneurial Venture for Rice University's MBA program.
- 2010 – 2015 **SURGE Accelerator**, Houston, TX
Co-founder, Investor, Advisor & Mentor: For-profit, mentor-driven seed accelerator focused on entrepreneurs seeking to solve the world's energy problems using software. SURGE was ranked in the top 10 accelerator programs in the U.S. from 2012–2014. Since inception, SURGE was the premier seed accelerator focused on energy software, and expanded to include over 250 active mentors and 100 corporate and service provider sponsors.
- 2003 - 2004 **Intermat, Inc.**, Houston, TX
CEO & Board Member: Leading provider of product lifecycle management software tools and services to Global 2000 manufacturing companies. Joined the company as CEO after leading the LBO of the business from MRO Software in January 2003. Responsible for leading Intermat's privatization and turn-around strategy as well as providing strategic direction to its management team. Recognized in the *Houston Business Journal's* Fast Tech 50 and Top 25 Houston-based Software Development Companies for 2003-2004. Led the sale of Intermat to IHS, Inc. (NYSE: IHS) in September 2004 (4x, 367% IRR to Genesis Park). Served as consultant to IHS during Q4'04 to lead integration of Intermat business unit prior to IHS' IPO on the NYSE.
- 2000 – 2004 **Genesis Park, LP**, Houston, TX
Principal: \$25 million Houston-based venture capital and private equity firm focused on technology-driven, high-growth companies in Texas. Assisted in the development of the firm's deal flow sourcing, review and due diligence procedures. Led deal sourcing, due diligence, structuring and post-investment activities for the firm's software investment portfolio, including Intermat (acq. by IHS), FuelQuest, Inc. (acq. by Saracen Energy) and SAT Corp. (acq. by Invensys).
- 1999 – 2000 **Houston Technology Center (HTC)**, Houston, TX
Director of Operations: Assisted in the launch of HTC, a non-profit business accelerator that assists in the rapid commercialization of Houston-based emerging technology companies. Managed a team of 12 individuals responsible for day-to-day accelerator activities. Formalized the organization and launch of the Houston Angel Network (HAN), Houston's first angel investment organization.
- 1997 – 1999 **BMO Nesbitt Burns**, Houston, TX
Sr. Analyst: Assisted in the launch of the Houston branch of Nesbitt Burns, the investment banking arm of the Bank of Montreal (BMO). Assisted in the close of over \$5B in investment banking and M&A activity for clients in the energy sector, including: \$3.4B acquisition of Norcen Energy by UPR; \$1.1B acquisition of Tarragon Oil & Gas by USX-Marathon Group; and, \$116MM IPO for Spinnaker Exploration. Held NASD Series 7 and 63 licenses.
- 1994 – 1997 **Deloitte & Touche LLP**, McLean, VA
In-Charge Accountant: Focused on audit and assurance services for middle-market clients in the technology, manufacturing and retail industries. Currently hold CPA license in State of Texas.
- Education:**
1990 – 1994 **WASHINGTON & LEE UNIVERSITY**, Lexington, VA
BS, Management with Special Attainments in Commerce, 1994

Organizations:

Current

- Post Oak School, Board Member, 2013 – Present
- Station Houston, Co-founder & Chairman, 2015 – Present
- Greater Houston Partnership, Innovation Council, Co-Chair, 2016 – Present
- Texas Venture Capital Association, President 2016 – Present, Board Member, 2014-2016
- TMCx, Mentor, 2015 – Present
- TechStars, Mentor, 2009 - Present
- The Brandery, Mentor, 2010 – Present
- UT Health Science Center – Houston, Development Board, 2007 – Present
- YPO – Gulf States Chapter, Chairman, 2015-2016, Board Member, 2013 - Present
- Rice Alliance for Technology and Entrepreneurship, Advisory Board Member, 2002 – Present
- Rice Business Plan Competition, Judge, 2001 – Present
- Houston Technology Center, Information Technology Committee Member, 2004 – 2014

Previous

- UT-Austin Cockrell School of Engineering, Advisory Board, 2014-2016
- University of Houston Cougar Venture Fund, Advisory Board, 2013 – 2015
- Vine Street Ventures, Advisory Board, 2012 -2015
- TechStars Star Power Fund, Advisory Board, 2011 – 2014
- Houston Angel Network, Member, 2005 – 2010
- Houston Technology Center, Board Member, 2011 – 2014
- Houston Business Journal’s “40 Under 40,” Inaugural Award Winner, 2009
- MD Anderson Cancer Center’s Friends of Integrative Medicine, Steering Committee, 2009
- San Antonio Technology Center, Advisory Board – 2009
- UT Health Science Center – Houston, Leaders of Tomorrow, Chairman - 2009
- Ernst & Young Entrepreneur of the Year Award, Judge, 2007
- TeXchange, Entrepreneurial Spirit Award recipient, 2005

Personal:

- Married with two children