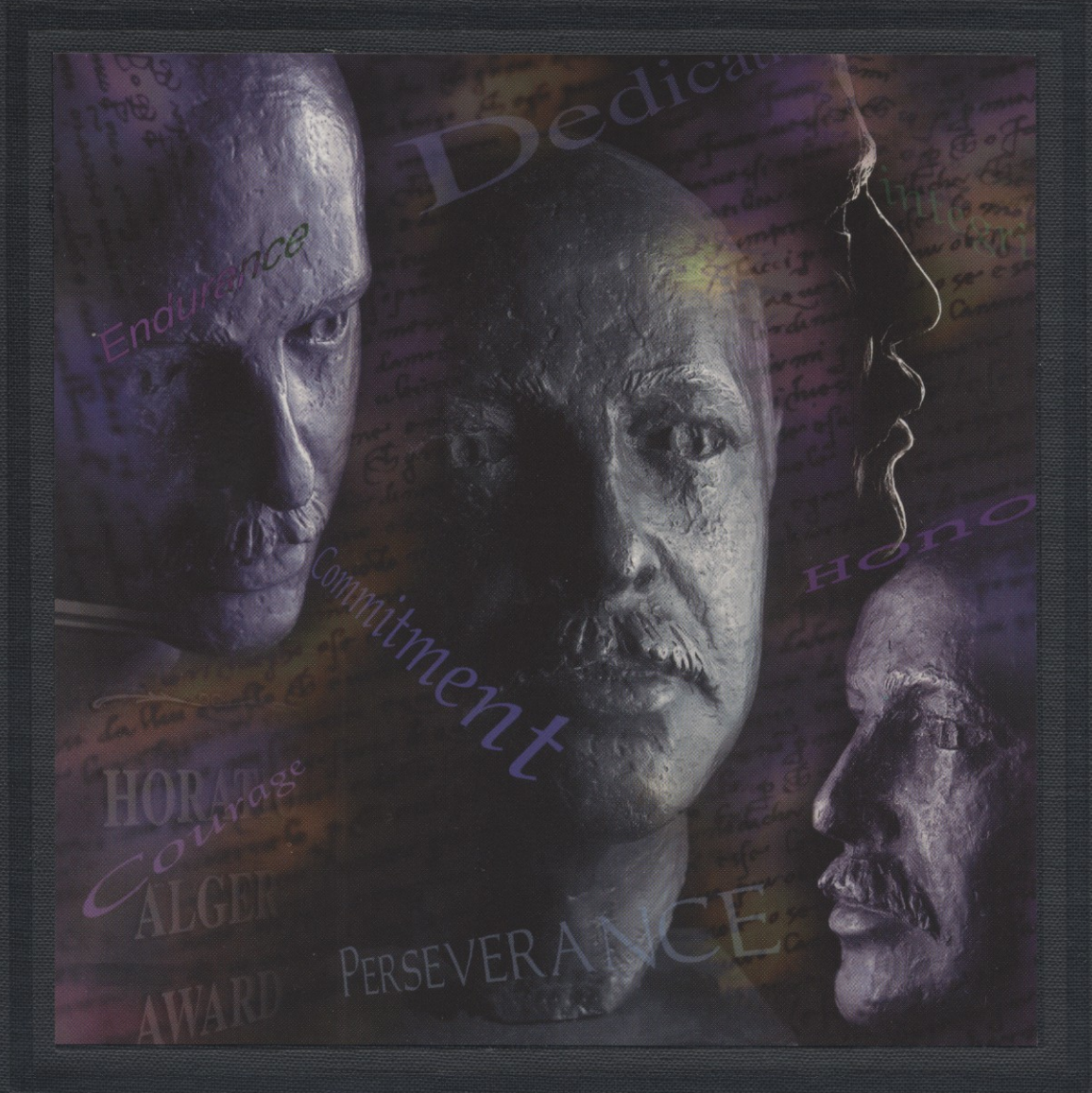
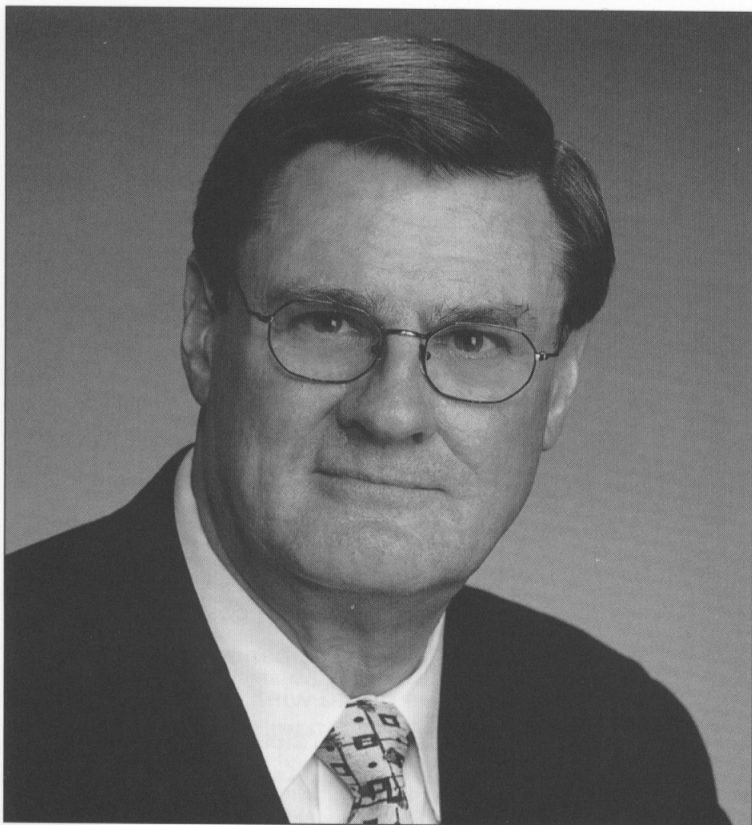


Only in America *Opportunity Still Knocks*



HORATIO
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ASSOCIATION

1999 Horatio Alger Awards



*"The pursuit
of excellence
is worth the effort."*

Jack M. Gill
JACK M. GILL

Founder, General Partner
Vanguard Venture Partners

Born in the blue collar town of Lufkin, Texas, in 1936, Jack Gill was the fourth of six children born to Samuel and Beulah Gill. His parents were poor and under-educated. Samuel Gill had lost both his parents by the time he was eight years old. He and his siblings raised themselves, forcing him to leave school after the fifth grade. Beulah Gill, one of nine children, was raised on a farm outside Lufkin. No one in her family had ever graduated from high school. When Jack Gill reflects on his early years, the poverty he and his family endured is never far from his mind. "I never wanted for a meal," he says, "but I was always aware we were a very poor family."

At the time of Jack Gill's birth, Lufkin's paper mill and foundry supported most of the town's population of 10,000. His father drove heavy equipment, working 12-hour days, six days a week. Gill says he didn't see a lot of his father, but knew him to be very bright and principled. "My father

was self-taught. He read newspapers and books and enjoyed sharing with us what he learned,” he says. “He was kind and caring, and I found him 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.’ He understood that. He didn’t resent the rich. He was a proud man who felt fortunate he could provide for his family.”

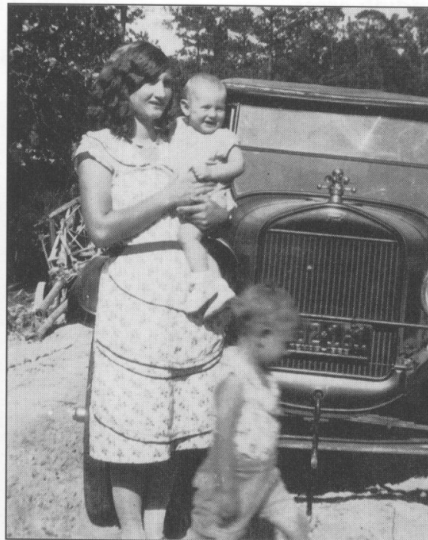
Living 10 miles outside Lufkin, the family had a small orchard that provided them with fresh fruit. They raised chickens and had a vegetable garden and a cow. It was Jack’s job to milk the cow each day. As a youth, Jack often filled a bucket with peaches and plums from the orchard and made a little money selling them. He started mowing lawns when he was 8. At the age of 10, he became the janitor of his church. He used the money he earned to buy store-bought shirts since the only ones his parents were able to provide were made from cow feed bags. “I always thought that if you

bought a shirt at J.C. Penney you had to be rich,” he says. “Things were lean and mean, tough and tight.”

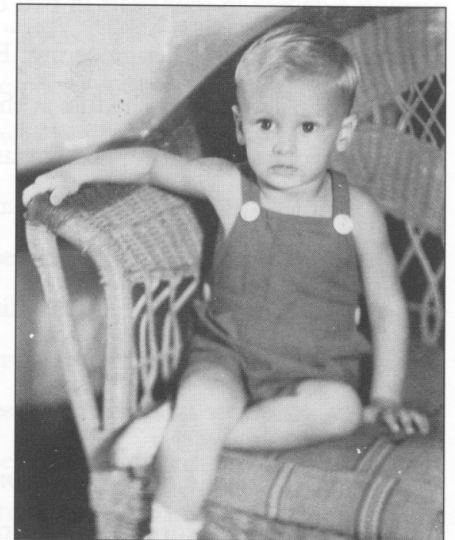
Gill’s parents were strict Baptists who believed in hard work, honesty, integrity, discipline, and responsibility. “Those things were drilled into us,” he says. On the other hand, his parents were loving and involved with their children. Still, Gill says he was an insecure child. He felt overshadowed by his older siblings who were better than he was either athletically or academically. He had little self-confidence and believed there were no areas in which he could excel. Frustrated with his position in the family, Gill put tough demands on himself to achieve. He worked hard in school and studied late at night. He began to develop an interest in chemistry and cleaned out a garage storage room for his laboratory. He considered the room, where he spent many hours tinkering, to be his retreat. Often his mother, unable to get him to go to bed with nagging, would resort to turning off the electricity to force his rest.



Jack Gill's father, Samuel, worked in highway construction all his life. He is pictured here with his first two sons in 1930.



Jack Gill with his mother, Beulah, in 1936.



Jack Gill, age 2.

In high school, Gill worked his way up at the local grocery store to the position of checker, where his nearly photographic memory helped him to remember all the prices. His success with that job began to build his confidence. He also found that meeting and talking with customers began to draw him out of his introverted nature. At the same time, he was making measurable money. He began to think about college and asked his teachers what it would take to get there. "I knew it would be up to me," says Gill. "My parents had made it clear they couldn't pay for college." One teacher in particular, his chemistry teacher, became a mentor and motivator. For the first time in his life Gill became the best at something. He was the school's top chemistry student and he knew he wanted more of what that feeling gave him.

After graduating near the top of his class, Gill and a friend moved to Beaumont, Texas, to work near Lamar University—a school Gill felt he could afford. He worked at a grocery store 40 hours a week while earning a degree in four years in two demanding areas of study, chemistry and engineering. Even today he remembers his grueling schedule at the time, rising at 5 a.m. to work at the store, taking classes from 9 a.m. to 4 p.m., then heading back to the store to work until 10 p.m., plus all day Saturday. He describes himself in those days as serious, intense, determined, and focused. He was so competitive that if he was not the top student in his classes he worked relentlessly until he was.

While in college, Gill read *Think and Grow Rich* by Napoleon Hill, a turn-of-the century philosopher. Hill believed that money alone does not equal happiness. It is just as important, according to Hill, to be



The Gill family lived in this house near Lufkin, Texas.



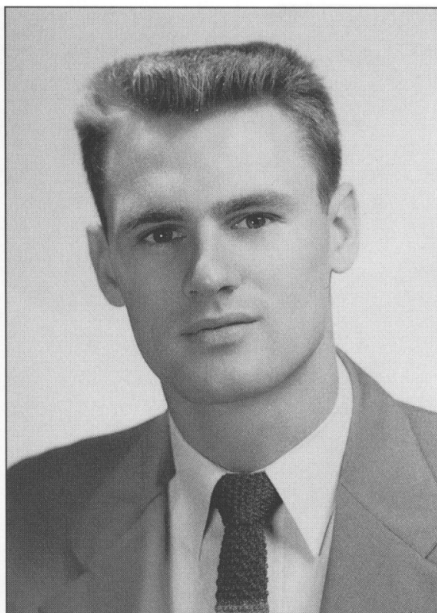
Jack Gill, third from left in front row, is pictured here with his maternal grandparents, their nine children, and 20 grandchildren.



Jack Gill, far left in second row, was the fourth of Samuel and Beulah Gill's six children.

rich in relationships and achievements to feel fully satisfied in life. The book outlined eight characteristics necessary for a rich life: ambition, awareness, curiosity, enthusiasm, patience, perception, perseverance, and positiveness. Gill fully adopted Napoleon Hill's ideas. "People who know me," he says, "would use those words to describe me because I virtually stamped them on my forehead throughout my life."

Graduating with honors in both chemistry and engineering, Gill considered medical school but could not see a way to finance it. Instead, he won teaching assistantships and fellowships, which paid for graduate school at Indiana University. Once again, Gill set himself up to be the top student in a tough curriculum, going after a doctorate in organic and biochemistry. He passed all the exams that would allow him to bypass a master's program and earned his Ph.D. in four years. At this point, Gill finally believed in his ability to achieve in the classroom. After one semester he was at the top of his classes. "I realized then," he says, "that I could compete with the best and the brightest. Hard work makes up for many shortcomings."

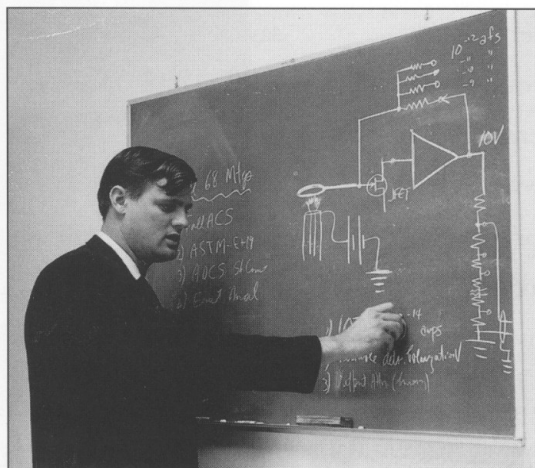


Jack Gill says that as a young man he was "serious, intense, determined, and focused."

His first job after finishing his education in 1963 was as a scientist and engineer for Monsanto. At that time, chromatography, a newly invented technique to separate and identify complex chemical mixtures, had become important in chemical research. Gill's strong background in both science and engineering allowed him to make pioneering contributions to the field—publishing scientific papers, inventing new techniques, and traveling and lecturing all over the world. Early on, when he arrived to give lectures throughout

Europe, Gill's foreign colleagues were shocked to see that it was a 27-year-old who had written such impressive papers on chromatography. Gill was young, but his unique approach to his education—combining a pure science with engineering—had made it possible for him to make theory a reality. Of that time he says, "I was on a roll. There is nothing like peer group scientific recognition. It was heady stuff."

At Monsanto he continued his research and, using his engineering background, designed chromatography instruments. In 1965, Gill took a job in California as vice president of research and development for Wilkins. Later, the company was acquired by Varian Associates. "These were the fledgling days of Silicon Valley," says



Dr. Jack Gill pioneered the science of chromatography in the 1960s.



Jack and Linda Gill were married in 1969.



Jack and Linda Gill established the Gill Foundation, which endows chairs, scholarships, and other education programs.

Gill. "It became a mega event; the world's greatest business experiment. It was an incredible experience and I was lucky to be there from the beginning."

Still, Gill was making little money. He decided to found his own company to start his entrepreneurial career. His company, Autolab, made the world's first microprocessor-based computers for use in laboratories. After three years the company merged into Spectra Physics Inc., and Gill served as group president and co-COO. "I could've stayed there for the rest of my life, but the company had grown too big for me. I was too much of an entrepreneur to have stayed there," he says. He left at the age of 40, then founded Vanguard Venture Partners, today one of the nation's leading high-tech venture capital firms.

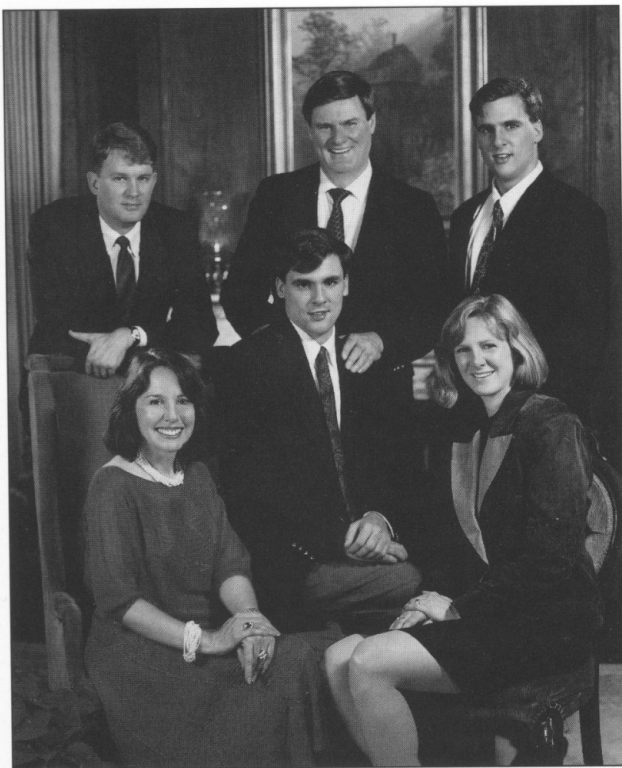
While Gill thoroughly enjoys his venture successes, he has kept his foot in the academic door. He is adjunct

professor at Rice University and Indiana University and lectures extensively on a worldwide basis. "I enjoy spending time with young people," says Gill. "I have experience and feel obligated and privileged to give back by writing, teaching, and mentoring."

Jack Gill strongly believes that education plays a critical role in determining success. "Education," he says, "provides the best opportunities for personal growth and development, career and professional achievement, income and family security, and success in building satisfying relationships. It is all the enablement a person ever needs." In 1997, the Gill Foundation was established to further the family's interest in and support of educational philanthropy.

As a father, Jack Gill says he taught his four children that the pursuit of excellence is worth the effort. If you do something, he believes, do it right. "There

is no end to what you can achieve if you set your mind to it," he says. He recalls many nights sitting around the dinner table with his children, all grown now, sharing with them quotes from his favorite philosophers such as, "God helps those who help themselves." "He that can have patience can have what he will." "Chance favors the prepared mind." "Things may come to those who wait, but only the crumbs of those who hustle." These are the standards by which Jack Gill has lived his life. That is why he is especially pleased with his Horatio Alger Award. "I admire and respect the Association's focus on helping young people get their education," he says. "It fits with my philosophy exactly. Using the example of the Members as testimonials for success is impressive. I look forward to the challenge of living up to it."



The Gill family in 1991. Front row, left to right: Linda, Jason, and Jennifer. Back row, left to right: Jefferson, Jack, and Tyler.

JACK GILL AND VANGUARD VENTURE PARTNERS

With offices in Palo Alto and Houston, Jack Gill's Vanguard venture capital firm is one of the country's leading investors in high technology start-up companies in the life sciences, telecommunications, and computer industries. Since its start in 1981, Vanguard has financed more than 100 businesses. With the help of Gill's skills in entrepreneurship, management, training, mentoring, teaching, and business sense, Vanguard has launched 30 companies that have met with major success, creating in aggregate more than 20,000 jobs, \$5 billion in annual revenues, and more than \$10 billion in market value.

When asked why he continues to work when it is no longer a financial necessity, Gill replies, "I don't know of anything that is more rewarding, satisfying, or gratifying than this. I'm now helping others to achieve success. If I knew of anything that was more fun than this, I'd be doing it."