

# TRANSCRIPT: DAN'L MACKEY ALMY INTERVIEW

Dan'l Mackey Almy · President and CEO of DMA Solutions, Inc

---

## TRANSCRIPT

An interview with Mrs. Dan'l Mackey Almy, President and CEO of DMA Solutions, Inc. Almy is a 1994 graduate from Texas A&M and an inducted member of the Tyrus R. Timm Honor Registry.

This video was posted October 4, 2015 on the Tyrus R. Timm Registry YouTube Channel.

Could you please introduce yourself and tell us a little about your career?

Hello, my name is Dan'l Mackey Almy, I'm class of 94. I graduated in December of '94 from agricultural economics from Texas A&M university. I began working in the fresh produce industry in 1995. I've been in the industry since then. I have worked for three companies in my 20+ year history in the fresh produce industry - standard fruit and vegetable right out of college when I left Texas A&M University. I worked there for eight and a half years. The company was purchased by Del Monte Fresh Produce in 2003 where I served for 14 months with that company and I started my own business 11 and a half years ago, DMA solutions, in March of 2004.

Could you tell us what you value most about your experiences at Texas A&M?

Absolutely. What I value most about A&M – I only chose one school. I only applied to one school; Texas A&M was the only university for me. I grew up in a very small town. Texas A&M was the only university that I even thought about attending and I knew that I wanted to go to A&M because I had grown up in 4-H, and I was very familiar with the college, and fell in love with it. My blood ran maroon; it was not my family that brought me here but more my love for Texas A&M that I had become accustomed through 4-H. I came into Texas A&M University into the business school. I saw myself as a businesswoman - not as much as an agribusiness woman at the time - and I find myself over in the business school a bit lost and I made the decision to transfer into agricultural economics. And I'm so glad that I did because at that time I realized that a career in agriculture is what I wanted and from then I just had to figure out 'okay well what aspect of ag was I going to pursue?' and I was lucky enough my sophomore year to sit through an economics class that helped me identify the fresh produce industry as my career destination and I begin pursuing opportunities in fresh produce as early as my junior year.

In your opinion, what does it take to achieve success?

I think to achieve success, it really boils down to two things, and, in my own personal experience and certainly as an employer now and as a mentor to many people in the industry and quite frankly as a mom, is it boils down to attitude and effort. It's how you show up every day when things are great, it's how you show up when things are difficult. So attitude is - the adage is 'attitude is everything' and I believe that - I also believe that effort is as equally important and through effort with a good attitude, I believe that most things are achievable and that's bode well for me both personally and professionally.

What advice do you have for students of agricultural economics?

My advice for students in general, and certainly for students who have already have the wisdom to identify Ag Economics as their degree, is when you're thinking about - I think a lot of times we tend to think about a job, but my advice is to think a bit broader; think about a career, an industry, that you could go into and serve. Perhaps multiple jobs, perhaps with multiple companies, but there has to be some connection to what you are really interested in. And, for me it was food, and I saw fresh food as being something sustainable, and I thought, "There's probably a number of career opportunities that I would have in a sustainable business." Agriculture's the fabric of our nation; people also have to eat. So, my advice is to think a bit broader beyond a job, or think a bit broader beyond one specific company, and think and visualize yourself 20 years down the road, potentially in a space where you're making a difference. And I look back and that's what I was able to do. That wasn't the plan, but looking back on that, that's what's both the best for me and that would be my advice.

What are your thoughts on being selected to the Tyurus R. Timm Honor Registry?

My thoughts on being inducted is I feel great appreciation and honor. I didn't know Dr. Timm. I would have liked to have, though, and I do feel very lucky that I was able to be mentored by many people that knew him and that believed in his values, the values of Texas A&M University, so I do feel like I'm perhaps one or two removed. Certainly, being honored among 11,000 graduates of the Agricultural Economics department is a considerable honor, and while I've had many personal achievements, I think

Mrs. Dan'l Mackey Almy | Transcript  
Tyrus R. Timm Honor Registry | Department of Agricultural Economics | Texas A&M University

it's the work of the industry in general that being recognized in the Ag industry is something that I certainly appreciate and will continue to garner that attention and that respect that I've been given.

Is there anything else you would like to add?

I would just like to say thank you. Thank you for the tireless effort of the educators for Texas A&M University for continuing to value agriculture. It was one of the founding principles of this university and while we have expanded and become leaders in many, many other areas from engineering to business, the fact that we're still rooted in ag and one of the premier land-grant universities in the united states, and even the world, makes me extremely proud. And without agriculture, not much would be possible, and so for this university to continue to propel Ag in many different ways beyond maybe, perhaps the stereotypes of Ag, and to really think about it as being a broad career choice for many that's, you know, that's so important.

Mrs. Dan'l Mackey Almy | Transcript  
Tyrus R. Timm Honor Registry | Department of Agricultural Economics | Texas A&M University

Transcribed by  
Isabella Garza  
May 20, 2020