



BUSINESS PERFORMANCE AWARDS

July 11th 2018





2018
BRYAN ROTARY 10
BUSINESS PERFORMANCE AWARDS

*A Summary of Brazos County's
Fastest-Growing Private Companies*





Small Businesses on the Move

The Bryan Rotary Club, in cooperation with the Bryan-College Station Chamber of Commerce, designed the Bryan Rotary 10 Business Performance Awards as a community economic development program. The program annually recognizes and honors small businesses in Brazos County for their achievements and the significant impact they have on the local economy.

The program reflects the respect Rotarians have for all useful occupations and for the value of productive work. Introduced in 1994 as the Newman 10 Awards, the awards program is now identified as the Bryan Rotary 10 Business Performance Awards Program.

Since 2016, Anco Insurance has been the primary financial underwriter.

Anyone may nominate a business. After a business is nominated and has submitted an application signed by a CPA, an economist at the Mays Business School at Texas A&M University calculates the sales growth for each of the qualifying applications and ranks the top 10 businesses based on the percentage increase of gross sales. Only the percentage of sales growth is published.

A qualified applicant must be an independent, privately-held corporation, proprietorship or partnership that has been in business at least 5 years. The business headquarters must be located in Brazos County, have had sales of more than \$50,000 but less than \$25 million in fiscal 2013, and show a five-year sales history with an increase from 2016 – 2017. Franchises are not eligible.

The prestigious Bryan Rotary 10 Awards are presented to the top 10 fastest-growing small businesses at a special Awards Luncheon. Awards showcasing all winning businesses are displayed year-round at the Bryan-College Station Chamber of Commerce.

Also presented at the Awards Luncheon is the Bryan Rotary/Anco Insurance Award for Lifetime Business Achievement. Introduced in 1998, the Anco Award is given to a mature business that has a sustained history of success and respect in its industry and has significantly contributed to the quality of life in the community through the years. Anco Insurance is the underwriter for this award.

The Brazos Valley Economic Development Corporation also presents their Launch Award recognizing a new business to the area making a significant impact to the community and their industry.

Welcome to the 25th annual Bryan Rotary 10 Business Performance Awards!

“A business house should be as public-spirited as a citizen...business is not a beast of prey, but the handmaid of civilization and progress.”

Glenn C. Mead • *Rotary International President, 1912-1913*

Sunspace Texas Company, LLC

1

“Starting a business isn’t easy. There are hardships along the way. But if you commit to it and stay persistent eventually it will pay off.”

Brian Windham • *Sunspace Texas Company, LLC*

Principal(s)

Brian Windham

Product • Service

Outdoor enclosures and other outdoor amenities

Date Founded

2012

Sales Growth

2015 – 2017 | 173.39%

Location

*4280 Bentwood Drive
College Station, TX 77845
Phone: 979.229.8036
www.sunspacetexas.com*

Initially in the remodeling business locally, the owners found their product while attending a trade show in Chicago. They were impressed by the stacking window system for porches and patios having seen many poor quality outdoor space products during their remodel jobs.

With only the owner and two guys from the remodeling business this new product was initially a side job, but by providing excellent customer service and products word of mouth soon converted the side business to the primary business, servicing a 200 mile radius from Bryan /College Station.

Brian is currently serving as the President of the Brazos Valley Home Builders Association. He and his wife are also involved with derby days and the symphony along with other miscellaneous philanthropic events throughout the year.

Ownership is honored to be recognized with today’s award, viewing it as a validation for doing things the right way. They are looking forward to continued growth and won’t be satisfied with just winning this award once.

Their business philosophy is centered on providing excellent customer service paired with great products. They want to create a good experience for their clients and allow them to know that they stand by their products from start to finish.

JackRabbit Manufacturing & Powder Coating

2

“Stay Humble, Hustle Hard. Be proud, enjoy and savor the gifts given in the moment they’re given, and resist the temptation to allow more challenging areas of your life crowd out your joy.”
Devin and Makala Gerland • JackRabbit Manufacturing & Powder Coating

Principal(s)

Devin and Makala Gerland

Product • Service

Custom metal fabrication and finishing

Date Founded

2011

Sales Growth

2015 – 2017 | 140.35%

Location

1720 Fountain Avenue

Bryan, TX 77801

Phone: 979.446.0073

www.jackrabbitmfg.com

The start-up for business was mass production and marketing of a high lift jack mount (hence the name) for off-road vehicles, and to then expand that line with more off-road and ag implements as we grew.

For the first two years this was a one man show, with the founder spending countless hours at his computer. However, they soon turned from a consumer product line strategy to custom fabrication strategy and began the arduous and bumpy task of “figuring themselves out” as a company.

When the oil market crashed, being 75% of their revenue source, they invested in powder coating and formed a new marketing strategy focused on increasing brand awareness. Soon sales were increasing and their labor force was at 9. They now feel secure in “understand their lane” of custom fabrication and finishing, and find success comes when they stay in their lane. “For us, the riches are in the niches.”

The owners serve in their church, and are active in their community knowing that giving back is a vital part of success. Their success in life and business is that they’re 100% invested in one another, so that business success brings a mutually satisfying joy when times were good and a buckling down together when times were hard.

“Our people’s commitment to living out our values and our mission is what helps us deliver consistent results. I truly believe any and all success we have is because of this commitment, nothing else.”

Ross Morel • Frogslayer, LLC

After graduating from Texas A&M, Founder, Ross Morel, started his first company, Morelco Technologies, and soon merged with a small software development firm.

Principal(s)

Ross Morel

Product • Service

Custom software tools for accelerated growth and faster innovation for increase profits

They’ve helped clients make buildings smarter, oil rigs safer, energy cheaper, financial crime harder, education more accessible, healthcare more efficient, and more. Their clients have generated over \$350M in ROI – and that averages a 23x payback in 2 years or less.

From a community service perspective, they’ve given back in a multitude of ways:

Date Founded

2005

Sales Growth

2015 – 2017 | 137.71%

- For Students: guest lectures, mentoring, tutoring, job shadowing, scholarship sponsorships, Startup Aggieland, 3 Day Startup, MBA Venture Challenge, TAMUhack, Industry Affiliates Program, judging events

Location

909 Southwest Pkwy E
College Station, TX 77840
Phone: 832.928.5121
www.frogslayer.com

- For Community: Brazos Valley Cares, Big Brothers & Big Sisters, The Mercy Project, American Heart Association, United Way, Girl Scouts of Central Texas, Chamber of Commerce, Leadership Brazos

Ross says, *“I’m here to grow people, not a company. When I remember to serve my team, and give them opportunities, everything else takes care of itself. Give your people as much as you can; they’ll pay you back many times over.”*

Over the past 5 years they’ve averaged over 75% revenue growth annually, and 2018 marks the third year they’ve been recognized as a Bryan Rotary Top Ten Winner.

Element Retirement & Investment Consultants

4

“Relationships matter more than location. Trust is paramount and don’t be afraid to ask questions of others for help.”

Eric Wylie • *Element Retirement & Investment Consultants*

After 15 years working in financial planning with a large institution, the owner stepped out on his own with the help and support of his wife.

Growth has come as a direct result of building relationships through active community involvement and a sincere pride in being a part of this community for 30 years. They started and have developed a business that has always put their client’s needs first.

Their team is actively involved in the community, including The BCS Chamber of Commerce, Brazos County A&M Club, College Station Noon Lions, A&M United Methodist Church, Aggieland Rotary and The United Way Grant Committee.

A few axioms that have become a part of their daily operation:

- Slow & steady wins the race. Effective planning is a marathon, not a sprint.
- It takes a lot of swings to hit a home run.
- You can’t do it all by yourself.
- This community is very special and it’s unlike any other.

As for being named one of Bryan Rotary’s Top Ten, Eric says *“We are very excited for the affirmation that they’re doing things well and that as we help our client’s reach their financial goals, we’re also achieving our own goals.”*

Principal(s)

Eric Wylie

Product • Service

Investment management & financial planning

Date Founded

2011

Sales Growth

2015 – 2017 | 92.41%

Location

PO Box 11822

College Station, TX 77842

Phone: 979.693.3742

www.elementconsultants.com

Zapalac Enterprises, LLC

dba Ecozapp

5

“Don’t listen to advice from someone who has never risked what you must risk to achieve your goals.”

Joshua Zapalac • Zapalac Enterprises, LLC

The Founder started building pest traps when he was in middle school. Later, he formed his business as an offshoot of his father’s pest control business.

Principal(s)

Josh Zapalac
Allison Zapalac

Product • Service

Pest control & HVAC services

Date Founded

2011

Sales Growth

2015 – 2017 | 88.89%

Location

3900 State Hwy 6 South
Suite 109B
College Station, TX 77845
Phone: 833.924.6100
www.ecozapphvac.com

Being a rather entrepreneurial kind of guy, he took some decidedly different roads in building his own pest control company. Implementing ideas that have infused his business with creativity, persistency and a ceaseless drive for improvement that brings effective change.

The company was one of the first businesses out of Startup Aggieland. The owners and their team are always looking for challenges in need of solutions, and they enjoy finding the solutions that solve the problem. And sometimes those solutions aren’t just about bugs. His latest leap is with a new device he will install onto your air conditioner unit to enhance the unit’s ability to blow out colder air. This EcoZapp Efficiency device makes your unit so efficient that you save money on your utilities bill even in the summer.

The company donates the devices and installations in homes built by non-profit agencies. EcoZapp might be the first ever pest control company to employ a termite dog, Blazer, who was trained first as a narcotics dog. With some professional “retraining” Blazer has become a valuable asset with his keen ability to detect termite activity in the walls.

“It doesn’t matter where you start. Create a vision for the future, pray about it and go do it.”

Terrence Murphy • *TM5 Properties*

Terrence began investing in real estate after retiring from the NFL, and after several years of being an investor in Aggieland, he decided it was time to start his own real estate company.

He’s a believer in and encourages others to first find what you’re passionate about, then study the subject and do the necessary research... be prepared before you just jump out there.

Principal(s)

Terrence and Erica Murphy

Product • Service

Residential, farm & ranch land, and Investment Property sales and leasing

Date Founded

2010

Sales Growth

2015 – 2017 | 84.39%

Location

*3091 University Dr E Ste 230
Bryan, TX 77802
Phone: 979.703.1979
www.tm5properties.com*

He’s built the business one deal at a time, one department at a time and one client at a time. Striving to create and maintain a true 5 star service company and a team that’s committed to staying atop of current trends and contemporary practices in all aspects of the real estate industry. Their stated mission is to bring a value to their clients that’s distinctive from all other real estate brokerage companies in their market.

Among the many ways the company gives back include: Relay for Life, Church, Chamber of Commerce member, Fellowship of Christian Athletes, Boys and Girls Club, Voices for Children, CASA, Habitat for Humanity, etc.

Asked to comment on being named a Bryan Rotary Top Ten, Terrence says, *“It’s humbling. Because it started out as just an idea and now it has grown to this.”*

Village Foods & Pharmacy

7

“Owning a successful business looks easy from the outside. In reality, just as a duck looks so graceful swimming across a scenic lake, there is a LOT of work going on under the surface that most people never notice.”

Jim Lewis • Village Foods & Pharmacy

Principal(s)

*Jim Lewis and his daughters,
Lynnsey Lewis and Cassie
Lewis*

Product • Service

*Full service pharmacy and
natural foods store*

Date Founded

2008

Sales Growth

2015 – 2017 | 81.68%

Location

*3030 E 29th St., Ste 100
Bryan, TX 77802
Phone: 979.846.9600
www.villagefoodsrx.com*

In 2008 we bought the former AppleTree supermarket. Their lease was expiring and their sales had dropped for 6 straight years. Starting our own local supermarket we changed things quickly, stocking over 7,000 natural and organic items, including gluten free foods. The pharmacy was already operating well and that continues today with local doctors telling patients we will treat them right regardless of their insurance situation.

Competing against the biggest chain companies in the business, we have to be more nimble and work harder to be sure our customers feel valued and appreciated.

Owning a business, the work is never done, but by hiring outstanding people who strive for excellent customer service daily, you can find time to work ON the business rather than IN it. After all, you are either growing or dying.

And always be grateful. Grateful to be in a country and community that recognizes and rewards hard work. Grateful for a team of employees who truly care about serving their customers well. Grateful for customers who like what we do and tell others about us.

Key to success: Grit, perseverance – and the luck that only comes to those who are willing to work for it.

BVP Management Inc. dba CENTURY 21 Property Management

8

“Never quit. Get up every day, put on your uniform, and go to work early

Mike Beal • *BVP Management Inc.*

While associated with one of the oldest real estate firms in Bryan & College Station, we have grown with our community providing excellent service.

Principal(s)

Mike Beal

Product • Service

Property management, leasing, HOA management and condo association management

Success has come from listening to the people on the front line, those who do the job, day in and day out, because those actually doing the job know the most. That means having excellent people doing exceptional work for their clients and community. People like property manager Terry Thigpin and the team he has put together to serve our customers; people who stay involved.

Date Founded

1946

We look at new ways and systems that will allow us to do our job faster and more efficiently every day, and as we adapt and make changes we don't just look at how it will impact the bottom line, we carefully consider how it will affect our customers, clients and staff.

Sales Growth

2015 – 2017 | 70.85%

Location

903 Texas Ave. South
College Station, TX
77840
Phone: 979.219.3974
www.century21bcs.com

Their office and staff support actively participate in the community and are involved with Rotary, The Rehab Center, March of Dimes, church & civic clubs, Association of REALTORS®, BCS Chamber of Commerce, city committees and boards for Bryan and College Station and many more.

They've been honored to be named a Texas Historic Business, and they are a repeat Bryan Rotary 10 winner.

CEO Technologies (formerly, CEO Etc.)

9

“Having the right group of people who believe in the company and enjoy what they do is essential to our continued growth and success.”

Reagan Jackson • CEO Technologies

Principal(s)

Reagan Jackson & John Stanfield

Product • Service

Home and business technology services and solutions

Date Founded

2009

Sales Growth

2015 – 2017 | 62.88%

Location

*3001 Earl Rudder Fwy. S.
College Station, TX 77845
Phone: 979.446.0054
www.ceoetc.com*

This business began as a collaboration of two business owners. One focused on computer support, software, and audio/video installations, and the other on office technology and supplies. Initially formed to bridge the gap between audio/video installation and repair, computer support, and office technology solutions, the partners soon expanded into security and communications services, developing a team of exceptional managers and technicians.

Their philosophy is giving customers an experience beyond their expectations, to really listen and to understand the client's needs. They believe it is personal service and strong relationships that set them apart from other technology companies.

Keys to success in the ever changing world of technology depends on constant and clear communication, and the assembling of and maintaining of a team of people who truly enjoy the technology business. Team members who stay up to date on “the best of the best” in technology solutions.

They've learned the importance of being selective in hiring, and avoiding just getting someone in to help, and it's patience in that selective process to wait for the “right person” that has made continued growth possible.

They are proud to be named a Bryan Rotary 10 winner again, for the 5th straight year.

“Good employees are the key to success in business. Treat them with respect and pay them well.”

Bob Kraus • *Keystone Millwork, Inc.*

Principal(s)

Robert “Bob” and Mary Kraus

Product • Service

Custom architectural woodworking, cabinets and wood trim to the commercial construction industry.

Date Founded

1989

Sales Growth

2015 – 2017 | 39.91%

Location

1740 Shiloh Ave

Bryan, TX 77803

Phone: 979.823.4846

www.keystone-millworks.com

During the recession in the 80’s, losses in the construction and oil industry forced many local businesses to shut down, including a local millwork shop. The founder saw the opening in the market and set up shop in a one-car garage providing millwork for local businesses.

Success has come through creativity, adaptability and perseverance for 29 years in which they’ve seen many changes in the economic climate and in market demands. At times they’ve had to downsize, becoming leaner, more efficient and more creative, all of which has made them a better company that is growing rapidly and is poised for success.

Community involvement includes membership in Bryan Rotary Club, and ongoing support toward Habitat for Humanity, Little Free Libraries, Hope Subdivision Park and Texas A&M BUILD.

The team enjoys and takes pride in creating unique and functional wood features that are prominently displayed throughout the state of Texas. The majority of businesses, schools and hospitals in the Bryan College Station area contain millwork manufactured locally by this team of talented craftsmen and women.

Regarding being named a Bryan Rotary Top Ten, Bob Kraus says, *“It is an honor and a source of pride for the employees to be recognized for their performance.”*

THE BRYAN ROTARY CLUB CONGRATULATES



2018 Top 10 Fastest-Growing Small Businesses in Brazos County

Sunspace Texas Company, LLC

JackRabbit Manufacturing, LLC

Frogslayer, LLC

Element Retirement & Investment Consultants

Zapalac Enterprises, Inc.

TM5 Properties, LP

Village Foods Pharmacy

BVP Management, Inc.

CEO Technologies

Keystone Millwork, Inc.

*Smith Dairy Queen --Recipient of the
Anco Insurance Award for Lifetime Business Achievement*

*G-CON Manufacturing --Recipient of the Brazos Valley
Economic Development Corporation Launch Award*

BRYAN ROTARY 10 WINNERS

1994-2017

2017

Rechargeable Battery Technology dba Exothermix
A Brush Above Services, LLC
The Barracks Construction Group, LLC
Frogslayer, LLC
Zapalac Enterprises, LLC dba Ecozapp
America's Choice Roofing
Computers, Electronics, Office Etc.
Renner Chiropractic
Bombers Baseball, LP
Magruder Homes, LP

2016

Pitman Custom Homes, LP
J4 Engineering
The Barracks Construction Group, LLC
Kellen Commercial Interiors, Inc.
Magruder Homes, LP
FrogSlayer, LLC
Computers, Electronics, Office Etc.
Tracy Stewart, CPA, PLLC
America's Choice Roofing
Capital Construction Services

2015

Exosent Engineering, LLC
Schaefer Custom Homes
Cortiers Real Estate
Computers, Electronics, Office Etc.
Crawford Concrete Services, LLC dba Texas Concrete Design
TechBundle, LP
Cedar Lane
Fitness Dynamics, Inc. dba AeroFit Health & Fitness Centers
Hotel Solutions, Inc.
United Solutions

2014

Schaefer Custom Homes
Cortiers Real Estate
Hotel Solutions, Inc.
Crawford Concrete Services, LLC dba Texas Concrete Design
BCR - Brazosland Classic Realty
Computers, Electronics, Office Etc.
JB Knowledge Technologies, Inc.
The Pool Guy
Massage Enterprises, LLC dba A Healing Touch Massage & Spa
TechBundle, LP

2013

Cortiers Real Estate
Otis Instruments, Inc.
BCR - Brazosland Classic Realty
JB Knowledge Technologies, Inc.
The Pool Guy
Aggieland Green, Ltd.
Hotel Solutions, Inc.
The Sleep Station
Swoboda Pest & Termite Control, Inc.
AeroFit Health and Fitness Centers

2012

Fries Financial Services
Brazosland Classic Realty
JB Knowledge Technologies, Inc.
Kellen Commercial Interiors, Inc.
The Pool Guy
Fifth "C" Fine Jewelry
Swoboda Pest & Termite Control, Inc.
Celebrity Spa & Salon
United Solutions, MSO
Keys & Walsh Construction

2011

Republic Landscapes
Brazos Technology
JB Knowledge Technologies, Inc.
Ellis Custom Homes
Fries Financial Services
Fifth "C" Fine Jewelry
La Voz Hispana
Zajonc Corporation
By Design Interiors
Ed Slovacek CPA PLLC

2010

Brazos Technology
The Ground Crew LLC
Brazos Valley Hearing Services
Chrome: A Salon Experience
Ed Slovacek CPA PLLC
JB Knowledge Technologies, Inc.
Fifth "C" Fine Jewelry
Expressions Dance and Music
Ashford Square Realty LLC
Venus Pest Company

BRYAN ROTARY 10 WINNERS

1994-2017

2009

J.P. Miles Construction Corp.
Chrome: A Salon Experience
Blue Baker
AgniTEK LLC
French Door Spa, Inc.
MacResource Computers and Service
B&B Laboratories Inc.
TDI-Brooks International, Inc.
Quick Internet Software Solutions
Keystone Millwork Inc.

2008

Stearns Design Build
AgniTEK
Chrome: A Salon Experience
Fitness Together Personal Training Studio
Dailey Electric, Inc.
MacResource Computers and Service
Blue Baker
Venus Pest Company
Zajonc Corporation
Landscape Expressions

2007

UK Advertising, Inc. dba Infinity Pro Sports
MacResource Computers and Service
TDI-Brooks International, Inc.
BCA Electric, LLC
JB Knowledge Technologies, Inc.
Bryan Signs dba Sign Pro
Brazos Valley Office Solutions (BVOS)
Aggieland A/C & Heating
The Pharmacy Shop, Inc.
Redtail Equipment Rental, LLC

2006

Jefferson Christian Custom Homes
UK Advertising, Inc. dba Infinity Pro Sports
MacResource Computers and Service
Bryan Signs, Inc. dba Sign Pro
Wired Ranch Advertising, Inc.
Mitchell & Morgan, LLP
Keystone Millwork, Inc.
Redtail Equipment Rental
Brazos Valley Carpet Outlet
Aggieland A/C & Heating

2005

UK Advertising, Inc. dba Infinity Pro Sports
MacResource Computers and Service
Redtail Equipment Rental
Brazos Valley Carpet Outlet
Wired Ranch Advertising, Inc.
David Gardner's Jewelers
The Land Design Group
Christopher's World Grille
Kling Engineering & Survey
Aggieland A/C & Heating

2004

AES Employer Services, Inc.
Stearns Construction, Inc.
UK Advertising, Inc. dba Infinity Pro Sports
Fries Financial Services
Redtail Equipment Rental
AgniTEK
Pride Cleaners
Gifts & Gab
A&K Custom Cabinets & Trim, Inc.
Capsher Technology, Inc.

2003

AES Employer Services, Inc.
Choice Home Health
Steamatic of the Brazos Valley
Pride Cleaners
JG Innovative Services
LaserSaver, Inc.
Kieschnick Construction
AgniTEK
Brazos Record Storage
Honig's Southwest Whistle Stop

2002

AgniTEK
Michael Kellett Photography
Steamatic of the Brazos Valley
Choice Home Care
Hurn Enterprises, Inc. dba The Kyle House
Brazos Record Storage
The Pharmacy Shop
Mobley Pool Company
AgriLogic, Inc.
Brazos Blind & Drapery

BRYAN ROTARY 10 WINNERS

1994-2017

2001

C&J BBQ Market
MacResource Computers and Service
B&B Laboratories, Inc.
Best Interior Shutters & Blinds
TDI-Brooks International, Inc.
Brazos Blind & Drapery
LaserSaver, Inc.
Century 21 Beal
McDonald's Restaurants of B/CS
Café Capri

2000

Med-Ox Specialties, Inc.
Green & Associates
Climate Masters Heating & A/C
Texas Digital Systems, Inc.
Custom Interior Shutters
R.M. Dudley Construction Co., Inc.
Mobley Pool Company
LaserSaver, Inc.
Comet/Pride 1-Hour Cleaning
Witt's End

1999

Applied Computing Services, Inc.
McDougal & Company
Compuview Microsystems
Bryan Container Company
B&B Laboratories, Inc.
The Arkitex Studio, Inc.
TDI-Brooks International, Inc.
Med-Ox Specialties, Inc.
Entec Pest Management, Inc.
Green & Associates

1998

Entec Pest Management, Inc.
Compuview Microsystems
Old Bryan Marketplace
R.M. Dudley Construction Co., Inc.
Bryan Container, Inc.
Med-Ox Specialties, Inc.
Applied Computing Services, Inc.
LaserSaver, Inc.
2D Construction, Inc.
POPabilities/Baskets on the Brazos

1997

Med-Ox Specialties, Inc.
MacResource Computers and Service
Texas Computers & Networking Service
Arbin Corporation
A-Plus Computer Services, Inc.
Richard Smith Company
R.M. Dudley Construction Co., Inc.
Standard Automatic Fire Enterprises
LaserSaver, Inc.
Lynn Tech, Inc.

1996

Arbin Corporation
Standard Automatic Fire Enterprises
Texas Digital Systems, Inc.
Brazos Valley Animal Medical Center
C&D Copier Products, Inc.
R.M. Dudley Construction Co., Inc.
Neutral Posture Ergonomics, Inc.
Lynn Tech, Inc.
MicroAge Computer Center
Fan Brace, Inc.

1995

Qualice Computer Corporation
Knowledge Based Systems, Inc.
Neutral Posture Ergonomics, Inc.
Century 21 Beal, Inc.
Advanced Home Health Services
Wicks & Sticks
W.W. Nichols, Inc.
Keta's Hallmark Shops
MicroAge Computer Center
Texas Digital Systems, Inc.

1994

Qualice Computer Corporation
Neutral Posture Ergonomics, Inc.
Style Craft Builders
Metrica, Inc.
ITS Tours & Travel
University Title Company
Messina Hof Wine Cellars
Wicks 'N' Sticks
Computer Access
Talent Tree Personnel Services

Smith Dairy Queens, Ltd.

Principal(s)

Karen Smith

Date Founded

1947

Location

161 N. Earl Rudder
Freeway
Bryan, TX 77802
Phone: 979.846.2222
www.smithdq.com

The Anco Insurance Award for Lifetime Business Achievement is given to an established Brazos County business, recognizing longevity, customer service, community involvement and financial growth.

In 1947, Omar Smith of Bryan, Texas, owned and operated a small counter-service cafe called Smitty's Grill near the Texas A&M campus. 67 years later that beginning has grown into one of the largest, single family-owned Dairy Queen chains in Texas. Mr. Smith's son, Terry (TAMU, Class of '69) was born into the business and was managing his first store as a high school junior, and he ran the family business for 31 years. Smith Dairy Queens is now a third-generation company, having grown to 39 stores and over 700 employees throughout central Texas.

Current President, Karen Smith, believes in the open door philosophy with employees, taking their concerns or suggestions to heart, and she maintains the family's tradition of giving back to the communities they serve.

Donations to Habitat for Humanity began in 2011 with \$50,000 given to provide a full home sponsorship for the Lopez family, in honor of Terry Smith. Their partnership with Habitat has now built four homes.

Smith Dairy Queens' also provides support for community based non-profits including Health for All, breast cancer awareness, The Food Bank, Hospice, Breakaway Ministries and Young Life.

They are also partners with DQ in support of the Girl Scouts of America program for helping teach entrepreneurial business skills to Girl Scouts, which includes providing behind-the-scenes tours, entrepreneurial tips about how to run a successful business, and learning how new products are developed.



In conjunction with the Dairy Queen system, Smith DQ supports the Children's Miracle Network, having raised funds for 170 children's hospitals that benefit sick and injured children. Through their annual Miracle Treat Day and the Terry O. Smith Memorial Golf Tournament, Smith DQ has raised and donated \$524,000 in support of Children's Miracle Network.

When asked about the impact of recognition by the Anco Lifetime Achievement Award, Karen says, *"What an honor it is for Smith Dairy Queens to receive this award! Smith Dairy Queens was the dream of my father-in-law in 1947, and to be part of keeping it going today is an honor and a privilege. And keeping the business going strong all these years would be impossible without our loyal and dedicated employees."*

Bryan Rotary Club/Anco Insurance Award for Lifetime Business Achievement Past Winners

2017 Fries Financial Services	2006 Wells Fargo Bank
2016 Texas Commercial Waste	2005 Britt Rice Electric, LP
2015 Copy Corner	2004 Producers Cooperative Association
2014 Stylecraft Builders, Inc.	2003 Acme Glass
2013 Davis & Davis Lawyers, PC	2003 Newman Printing Company (Honorary)
2012 KBTX News 3	2002 University Title Company
2011 The Insite Group, LP	2001 The Eagle
2010 C.C. Creations LTD	2000 St. Joseph Regional Health Center
2009 Bryan Broadcasting Corp.	1999 The Adam Corporation/Group
2008 Tom Light Chevrolet Co., Inc	1998 First National Bank
2007 David Gardner's Jewelers	

G-CON Manufacturing

Winner of the
**BRAZOS VALLEY
ECONOMIC DEVELOPMENT
CORPORATION
LAUNCH AWARD**

Principal(s)

Maik Jornitz

Date Founded

2014

Location

6161 Imperial Loop Dr
College Station, TX
Phone: 979.431.0700
www.gconbio.com

The Launch Award honors an independent, privately-held corporation, proprietorship or partnership headquartered in Brazos County. The award recognizes the company's scale of operations since startup toward second-stage growth. In existence less than five years, the company must have demonstrated distinguished industry achievement of technology products and service that validates its potential. The company must have improved or transformed the region's marketplace in target industry sectors, including advanced manufacturing, agricultural sciences, biotech, engineering, R&D and professional services.

"Receiving this award is a source of tremendous pride to our young firm and shows the dedication of each of the team members and our employees to the success of this bold project. It also validates our cleanroom design principles for rapidly deployable, flexible and repurposable manufacturing infrastructures."

Maik Jornitz, CEO of G-CON Manufacturing

There is enormous growth in the biopharmaceutical and pharmaceutical industries. More demand for biologic drugs, the availability of personalized medications, more efficiency in drug production and many other factors have been catalysts for not only industry growth as a whole, but also for the rise of G-CON Manufacturing Inc. based in College Station.

Instead of companies using large facilities with large price tags and large hurdles to adapt them, G-CON Manufacturing provides prefabricated cleanroom modules, or PODs. The flexible, movable and interconnectable spaces give companies the chance to more easily alter their own playing fields. The “plug and play” environments can be arranged in a variety of ways. They feature their own air-handling units, fire suppression and a process control system. Electricity, water, steam and other utilities can be sent from host facilities to an entry point on the POD. Construction time is a fraction of what it would take on a standard facility.

The drive to create a new, higher standard showed when eight people worked to create six PODs for the National Center for Therapeutics Manufacturing at Texas A&M. Word of the work spread quickly. The year 2014 marked G-CON Manufacturing Inc.’s establishment, Pfizer becoming a customer and investor, and the start of a boom in business. GlaxoS-mithKline, AveXis, Lonza and more industry leaders can now speak to the quality of the PODs. G-CON Manufacturing now owns its campus, plus 8.8 acres alongside on which a new facility is planned for construction. The company has already added 25,000 square feet of manufacturing space. Fifty-five employees work in College Station and locations across the country. Their work in the Brazos Valley came, in part, in response to a need for delivering a commercial scale, rapid response to biothreats.

“Our founders saw the pharmaceutical industry’s changing requirements early on and developed a solution to meet those demands,” said Sid Backstrom, G-CON Manufacturing’s vice president of business management. *“Since then, through the leadership of our board, the hiring of the right industry expertise and a little bit of Texas grit, we have seen our company grow in size and expertise to the point where we are an industry leader in the cleanroom arena.”*



What is Rotary?

Rotary is an international service organization whose membership is composed of business and professional men and women. Rotary's motto is "Service Above Self."

Rotary Vision Statement: Together, we see a world where people unite and take action to create lasting change - across the globe, in our communities, and in ourselves.

In 2017-2018, the Bryan Rotary Club:

- Honored the Top 10 fastest-growing small businesses in Brazos County for the 25th year. Recognized for the 20th year, the Anco Insurance Award for Lifetime Business Achievement.
- Posted – for the sixth year – the Field of Valor at Veteran's Park – a 1,000 Flag Salute to Service, honoring Veterans and First Responders.
- Posted over 340 flags on 5 holidays at homes and businesses through our Flags Across America Bryan program.
- Awarded \$10,500 in grants to teachers in Bryan elementary schools.
- Awarded \$10,000 in scholarships to BISD students.
- Awarded \$10,000 in grants to four Brazos County non-profit organizations.
- Donated a total of \$3,000 to 12 local charities.
- Sponsored and volunteered for 2 blood donation drives with Gulf Coast Regional Blood Center.
- Sponsored BISD students for Rotary Youth Leadership Awards Conference.
- Donated to the END POLIO NOW project through Rotary International Foundation.
- Hosted a Rotary Youth Exchange high school student from Germany.
- Provided volunteers to Ring Bells for the Salvation Army.

The Object of Rotary

The Object of Rotary is to encourage and foster the ideal of service as a basis of worthy enterprise and, in particular, to encourage and foster:

- FIRST. The development of acquaintance as an opportunity for service;
- SECOND. High ethical standards in business and professions; the recognition of the worthiness of all useful occupations; and the dignifying of each Rotarian's occupation as an opportunity to serve society;
- THIRD. The application of the ideal of service in each Rotarian's personal, business, and community life;
- FOURTH. The advancement of international understanding, goodwill, and peace through a world fellowship of business and professional persons united in the ideal of service.

The Rotary 4-Way Test

Of the things we think, say, and do...

1. Is it the TRUTH?
2. Is it FAIR to All Concerned?
3. Will it Build GOODWILL and BETTER FRIENDSHIPS?
4. Is it BENEFICIAL to All Concerned?



SIGNIFICANT SUPPORT WAS RECEIVED FROM THESE COMMUNITY PARTNERS:



