



BUSINESS PERFORMANCE AWARDS

June 26th 2019



2019
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 2014, and show a five-year sales history with an increase from 2017 – 2018. 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 26th 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*

Capital Construction Services

1

In 2011, Capital Construction Services started out as a side job for small property maintenance and some remodeling while Doug still worked full time at the fire department. In 2016, Doug went fulltime and has never looked back.

The keys to their success have been perseverance, flexibility to adapt to the market and focus on customers and employees.

Principal(s)

Doug and Gwen Smith

Product • Service

Residential remodeling and commercial construction

The Smiths give back to the community by being involved in the B/CS Chamber of Commerce, Mike Evans Foundation, Habitat for Humanity and the Home Builders Association.

Date Founded

2011

As for being named one of Bryan Rotary's Top Ten, Doug says "We are surprised, honored and humbled to be recognized. Our community is a great place for small business to prosper."

Employees

18

Sales Growth

2016 – 2018 | 183.12%

Doug advises small business owners to "Stay flexible with the market – Think BIG and don't be afraid to do something new and different."

Location

840 Graham Road

College Station, TX 77845

Phone: 979.571.9088

www.capitalconstructionbc-stx.com

Ranked #1 Best Small Company to work for in Texas, 2014 by Texas Monthly. FrogSlayer builds and maintains custom software to help growing companies tackle the frustrations of their existing systems. They not only help their clients create a unique competitive edge, but also deliver the critical systems the company's employees and customers rely on for years to come.

Principal(s)

Ross Morel

Product • Service

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

Date Founded

2005

Employees

50

Sales Growth

2016 – 2018 | 163.06%

Location

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

The team at Frogslayer continues to give back to our community with involvement in the B/CS Chamber of Commerce, A&M student organizations, A&M mentoring programs, and a broad range of charity events.

The key to their success is to take care of people – customers and employees – and not focus on technology, but on relationships and understanding customer and employee needs.

Their lessons learned include: be frank and candid with people you deal with, focus on serving your niche (be the best at what you do), and be knowledgeable about what you are not going to do.

As for being named one of Bryan Rotary's Top Ten, Ross says "Awesome, we are surprised every time, we are not focused to grow, but the client's services lead to the growth."

Ross advises small business owners to "find your niche and stick with it. Work your way out of this job and expand your horizons."

Principal(s)

Russ and Debbie Kellen

Product • Service

Supply and Install Commercial Flooring

Date Founded

2004

Employees

2

Sales Growth

2016 – 2018 | 144.96%

Location

*5104 Spanish Bay Ct
College Station, TX 77845
Phone: 979.690.1234
www.kellenflooring.com*

The original idea for the company was to provide a local professional commercial flooring company as an option and a resource for the Bryan/College Station market by offering a wide variety of products from all major manufacturers and provide professional installations.

When asked for the keys to their success, Russ & Debbie stated it has been their ability to provide good value, to recommend the right product, and to provide timely and professional installations by great installation crews...not to mention making sure the customers are happy with their new floors after the fact!

The Kellens say they have been fortunate to support various organizations within the community including: The Ronald McDonald room at St. Joseph Hospital, Texas A&M Letterman's Club, Relay for Life, College Station Little League, the K.C's and the Knights of Columbus charities such as Special Olympics and St. Vincent de Paul and St. Thomas Aquinas Catholic Church just to name a few.

As for being named one of Bryan Rotary's Top Ten, the Kellens said "It is an honor that so many customers have trusted our team with their projects, jobs, and flooring needs."

Russ advises small business to think, "Safety first! Always act in the best interest of your customers and your employees. And watch your cash flow."

Zapalac Enterprises, LLC - dba Eco-zapp

4

Winner of the 2018 Young Entrepreneur of the year from the SBA for the Houston District and a Multiple Aggie 100 award winner, this company helps homeowners replace old air conditioning systems as quickly, cleanly, and efficiently as possible, while providing energy efficiency and energy reduction services for their clients.

Principal(s)

Joshua and Allison Zapalac

Product • Service

*Efficient Home Services,
Energy Reduction Services*

Josh & Allison Zapalac recognize that workforce and energy are two major issues that will face us in the future. They believe that HVAC is evolving and is an area of the workforce that millennials are entering. Due to the belief that labor will be a large constraining factor on the trades in the future, they wanted to position themselves to be able to sustain their workforce and therefore their culture with top talent.

Date Founded

2011

Vision, energy and efficiency is where this company is going. They were once a one truck operation serving Brazos County and now they have a 14+ vehicle fleet serving the surrounding counties and the greater Houston area.

Employees

22

Sales Growth

2016 – 2018 | 134.64%

As for being named one of Bryan Rotary's Top Ten their response was "Awesome! We need 12 more of them! It's an indicator that my team continues to do a great job and it sets the standard moving forward. It shows we're doing something good."

Location

*3900 State Hwy 6 South, Suite
109B*

College Station, TX 77845

Phone: 833.924.6100

www.ecozapphvac.com

Josh's advice to other small business owners would be to join The Entrepreneur's Organization.

Element Retirement & Investment Consultants

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"We have an ongoing commitment to our clients and our community. Service is our product, and trust is paramount."

Eric Wylie • Element Retirement & Investment Consultants

Principal(s)

Eric Wylie

Product • Service

*Investment Management &
Financial Planning*

Date Founded

2011

Sales Growth

2016 – 2018 | 123.53%

Location

College Station, TX

Phone: 979.693.3742

www.elementconsultants.com

After over 15 years working locally in financial services for a large company, the owner was blessed with being laid off, and as a result 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 clients' needs first. Key to their growth has been the addition of new advisors with the same core values.

Their team is actively involved in the community, including the B/CS Chamber of Commerce, Brazos County A&M Club, College Station Noon Lions Club, A&M United Methodist Church, Aggieland Rotary, and the City of Bryan Toastmasters.

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

- Slow and steady wins the race: effective planning is a marathon, not a sprint.
- What's best for the client is far more important than what's best for the firm.
- Our community is special and is unlike any other.

As for again being named one of Bryan Rotary's Top Ten, Eric says, "We are very excited for the continued affirmation that we are doing things right and that we get to do what we enjoy doing, helping our clients reach their financial goals."

This company's business philosophy and keys to success can be applied to any small business by using some of the fundamentals taught to children – treat everyone with respect, integrity, and maintain a high ethical standard. Furthermore, emphasize quality from the ground up. If an opportunity is identified, find a way to do something with it.

Principal(s)

Scott Hiller

Product • Service

Mystery Shopping / Retail Services

Date Founded

2008

Employees

27

Sales Growth

2016 – 2018 | 79.24%

Location

*1601 Sebesta Road
College Station, TX 77845
Phone: 979.693.2260
www.customerimpactinfo.com*

Initially mystery shopping was the core business for Customer Impact. Growth of social media has reduced demand for mystery shopping services. Scott's experience in on-site merchandising analysis resulted in a shift in the company's core business. As a result, a new company is being spun out that involves using 3rd party affiliates to enter stores and assist with implementation of marketing /merchandising material, strategies, and tactics.

Their company maintains an active database of over 200,000 individuals that have expressed an interest in doing work for the company on a contract basis and maintains a presence in 5,000 – 8,000 stores regularly over a 3-4-week period.

Scott advises small business owners to “hire the best people you can find, treat them right, and give them the opportunity to grow. Work hard at being better while maintaining an ability to act on opportunities. Remember, it's okay to make mistakes but learn from them.”

Scott gives back to the community through continued support for Boys and Girls Club, Voices for Children, CASA, and Habitat for Humanity.

Principal(s)

Bryan and Jennifer Reece

Product • Service

Custom Home Builder

Date Founded

2013

Employees

10

Sales Growth

2016 – 2018 | 56.08%

Location

*3900 S Hwy 6, Suite #110
College Station, TX 77845
Phone: 979.635.4800
www.reece-homes.com*

Before starting Reece Homes, Bryan worked as a project manager for a home building company in Houston and fell in love with the industry. Jennifer was educated as a teacher, but discovered her talents in design and added that skill to the company.

In 2013, after enduring some challenging experiences, they took a leap of faith by selling their home, and using the equity to purchase 4 lots and started building spec homes. The company was founded on the principle “Built the way we live”, which was coined when the Reeces built that first spec home and intended to move into it.

Their business philosophy has been to treat employees and customers like family and to build strong relationships with everyone they come in contact with.

Their team is actively involved in the community, including Home Builders Association Board, Harvey Little League, MSC OPAS, and Junior League.

As for being named one of Bryan Rotary’s Top Ten, The Reeces are “Honored and flattered to be named among these great companies. Blessed.”

Their advice to other small business owners is:

- Owning a small business involves taking risks. You have to have the intestinal fortitude to take on these risks. Understand the risk.
- Do research and make good decisions.
- Find your passion and pursue it.

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

Bob Kraus • Keystone Millwork

From a one-car garage, to the newly completed 20,000 sq. ft. addition, to their manufacturing plant, this 30-year-old business is still experiencing significant growth.

Principal(s)

Robert “Bob” and Mary Kraus

Product • Service

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

Success has come through creativity and adaptability over the years in which they’ve seen many changes in the economic climate and market demand. 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 more successes.

Date Founded

1989

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

Sales Growth

2016 – 2018 | 55.06%

What Bob finds most rewarding about their business is that their team of talented craftsmen and women work with wood daily to create beautiful and functional products that are on public display in commercial and institutional buildings throughout the state.

Location

1740 Shiloh Ave
Bryan, TX 77803
Phone: 979.823.4846
www.keystone-millworks.com

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

Helping homeowners in the Brazos Valley since 1995, what started out with Home Marketing Consulting led to roofing homes and businesses across the Brazos Valley. They are now a household name when it comes to residential roofing and will be there long after the storm.

They enjoy getting to know their customers and forming lasting relationships whenever they can.

Principal(s)

*Gary and Frances
Spivey*

Product • Service

*Install and repairs all types of
residential and commercial
roofing in central Texas*

Date Founded

1995

Sales Growth

2016 – 2018 | 50.96%

Location

*4301 Alexis Court
College Station, TX 77845
Phone: 979.776.5292
www.americaschoiceroofer.
com*

Adding the right staff at the right time has been a key ingredient to their success. Gary always says he hires “truth tellers” because they try to educate every customer about the materials, installation, and what will be happening on their property in a straightforward truthful way. They have been fortunate to continue to find quality people to add to their work family. Keeping a family atmosphere is very important to them. In 2017 their daughter, Hannah, graduated from Texas A&M and joined the team.

Whenever they come across someone in need of repairs they try to help regardless of their financial situation. They have also provided repairs/renovations to various non-profits in our area including Aggieland Pregnancy Outreach. During the past year they have donated or participated in Partners in Giving, Coach Blair Charities, and MASH.

“We are very proud to be recognized as one of the fastest growing small businesses in the Brazos Valley. Our success is shared with all our employees. We literally began at our kitchen table all those years ago and now all of us could not fit around that table. It takes each and every employee to make America's Choice Roofing successful.”

Principal(s)

Andy Brooks

Product • Service

Custom Home Builder

Date Founded

2014

Employees

6

Sales Growth

2016 – 2018 | 37.18%

Location

*14391 S. Dowling Road
College Station, TX 77845
Phone: 979.220.4198
www.flagshiptx.com*

Being a custom homebuilder has been a dream of Andy's for a longtime. As Bob and Andy worked together to design and build Andy's personal home, they discovered and appreciated each other's drive, creativity, and work ethic. Therefore, the conversation began and with the support of their partners, Bernie Bernard and Jim Brooks, FlagShip Custom Homes became a reality.

This company has steadily grown year after year due to relationships, lots of hard work, referrals from clients, being meticulous, and providing quality work. They have an incredible team where each member plays an integral role in their success. Each of the team has unique talents, gifts, and responsibilities. They rely on each other to do their best each and every day.

Their philosophy is simple, stand behind your word and your work. Do what you say you are going to do, be loyal, honest, and reliable.

This team gives back to the community by assisting in planning, sponsoring, and promoting community/industry related events each year. They are members of the Chamber of Commerce, the Greater Brazos Valley Homebuilders Association, and each member is active in their church community.

Our advice to others is, "There is always more to learn. The market is constantly changing and you have to be willing to adapt. Loyalty, respect, hard work, and a great team will take you far."

THE BRYAN ROTARY CLUB CONGRATULATES



2019 Top 10 Fastest-Growing Small Businesses in Brazos County

Capital Construction

Frogslayer, LLC

Kellen Commercial Flooring, Inc.

Zapalac Enterprises, Inc.

Element Retirement & Investment Consultants

Customer Impact, LLC

Reece Home, LLC

Keystone Millwork, Inc.

America's Choice Roofing

FlagShip Custom Homes

*Allen Honda --Recipient of the
Anco Insurance Award for Lifetime Business Achievement*

*Evo --Recipient of the Brazos Valley
Economic Development Corporation Launch Award*

BRYAN ROTARY 10 WINNERS

1994-2018

2018

Sunspace Texas Company, LLC
JackRabbit Manufacturing and Powder Coating
Frogslayer, LLC
Element Retirement & Investment Consultants
Zapalac Enterprises, LLC dba Ecozapp
TM5 Properties
Village Foods & Pharmacy
BVP Management Inc dba CENTURY 21
CEO Technologies
Keystone Millwork, Inc

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.
Texas Concrete Design
TechBundle, LP
Cedar Lane
Aerofit Health & Fitness Centers
Hotel Solutions, Inc.
United Solutions

2014

Schaefer Custom Homes
Cortiers Real Estate
Hotel Solutions, Inc.
Texas Concrete Design
BCR - Brazosland Classic Realty
Computers, Electronics, Office Etc.
JB Knowledge Technologies, Inc.
The Pool Guy
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

BRYAN ROTARY 10 WINNERS

1994-2018

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

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

BRYAN ROTARY 10 WINNERS

1994-2018

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

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

BRYAN ROTARY 10 WINNERS

1994-2018

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
Compuvision 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.
Compuvision 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.

1997 - Continued

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.
Stylecraft Builders
Metrica, Inc.
ITS Tours & Travel
University Title Company
Messina Hof Wine Cellars
Wicks 'N' Sticks
Computer Access
Talent Tree Personnel Services

Allen Honda

Principal(s)

Pat Allen-Rice, John Allen

Location

*2450 Earl Rudder Fwy S
College Station, TX 77802
Phone: 866.986.9271
www.allenhonda.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.

Allen Honda has been serving the Brazos Valley for 64 years and traces its roots back to the Oldsmobile Cadillac dealership in Downtown Bryan that was owned by Mr. Edge. In 1955, CJ Allen, along with a partner, bought the stock from Mr. Edge and became General Manager and co-owner of Brown-Allen Motor Company. Subsequently, they moved the dealership to Texas Avenue in Bryan. CJ then bought out Mr. Brown, and the name of the business was changed to Allen Oldsmobile Cadillac.

In 1975, CJ opened the Allen Honda dealership next to his existing dealership on Texas Avenue. In 1985, the Allen Honda dealership moved to the location it now occupies at the corner of Highway 6 and Southwest Parkway. In 2003, following the passing of CJ, his wife Pat Allen and son John Allen took over the business. They have continued the legacy of excellent customer service and value through their sales of new and preowned automobiles in this market.

In 2017, Pat Allen Rice and John Allen opened their new, state-of-the-art facility, expanding upon the footprint they had been on since 1985. In 2018, the dealership achieved and was awarded all four of the recognitions given by American Honda Motor Company making them one of the top dealerships in North America. Only six Honda dealerships in America won all four awards simultaneously that year.



The Allen's have continued to follow the example of philanthropy established by CJ Allen. Over the years, the Allen's have provided financial and other means of support for enumerable groups in the Brazos Valley. They have had a special affinity for youth activities as well as other organizations that build up B/CS as a community. As the complete list is too long to include in one page, some of the groups that they have been involved with or donated to include: The African-American Museum, American Diabetes Association, American Heart Association, Brazos Valley Symphony Orchestra, Bryan and Robertson County Youth Livestock Shows, Multiple Endowed Scholarships at Texas A&M, First Baptist Church of Bryan, Fun-for-All Park, Grace Bible Church in College Station, Museum of Natural History, Onramp Ministries, OPAS, Salvation Army, TAMU Foundation, Veterans' Park, and 12th Man Foundation.

The Allen's and Allen Honda have been a staple in this community for decades. They have created countless jobs, sold vehicles to thousands in our community, and have a reputation for outstanding customer service. On top of what the business has done over the last 64 years, CJ, Pat, and John Allen have given of their time and treasures to support this community and help build it into the amazing place that it is today. They embody the principals of the four-way test of the things we think, say or do in their business and personal practices each day. They are truly deserving of the ANCO Insurance Lifetime Business Achievement Award.

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

2018 Smith Dairy Queens, LTD	2007 David Gardner's Jewelers
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

Evo Conversion Systems

Winner of the



LAUNCH AWARD

Principal(s)

Jeffery K. Tomberlin

Date Founded

2017

Location

5552 Raymond Stotzer
Pky. Ste 112
College Station, TX
77845
Phone: 254.307.1486
www.evoconsys.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.

"We really found ourselves at the right place at the right time because within the past five years, the industry has developed globally to a point where our services were required to train and advise companies on this production system. In the end, we are a local business with a global impact."

- Dr. Jeffery K. Tomberlin, EVO Conversion Systems Director

As the human population grows, so too does the organic waste it creates. A significant amount of the world's food will end up in landfills from which greenhouse gases emit and pollutants get into water and soil. EVO Conversion Systems, LLC, based in College Station, aims to reduce the waste, and has enlisted the help of an army of assistants: black soldier flies.

The larvae of *Hermetia illucens* can consume almost any organic waste. Instead of going to landfills, the material is converted into biomass as protein and fat by the larvae. After the waste is digested, what is left can be used as an effective fertilizer for crops and gardens. Then, the fly larvae can be used as a supplement for many farm-raised animals.

Texas A&M University Department of Entomology researchers Jeffery Tomberlin, Jonathan Cammack, and Spring Yang have spent years researching the black soldier fly. They developed a process to maximize the efficiency of the waste conversion process. A&M has licensed this technology to EVO, which was founded in 2017. Currently with six employees including Tomberlin, Cammack and Yang, EVO is located near Easterwood Airport, and has expanded from 1,000 to more than 3,000 square feet, with an aim to find a bigger location locally. From the Brazos Valley, EVO has clients across the United States and in eight other countries.

On a global scale, EVO is partnered with the JMGreen company in China to build facilities capable of handling 60 tons of food waste per day. JM Green focuses on engineering and industrialization. EVO focuses on biology and the flies' optimization. On a local scale, EVO prides itself on having zero waste. It uses waste water from Blackwater Draw Brewing Company and the Rio Brazos Distillery. Insect protein is sold as feed for chickens and reptiles. The compost goes to Cosmic Landscaping for fertilizer.

The company also credits partnerships with the A&M College of Agriculture and Life Sciences, the College of Engineering's NSF I-Corp program, TEES's Clean Energy Incubator, and the Brazos Valley Economic Development Corporation as supporting players in EVO's efforts to significantly reduce the world's waste.

"The BVEDC is proud to recognize EVO Conversion Systems with the Launch Award in 2019," said Matt Prochaska, BVEDC's president/CEO. "The innovative work being done by this emerging local company is on track to have a significant impact on the world, and we look forward to seeing even more great things from their team."

Brazos Valley Economic Development Corporation Launch Award Past Winners

2018 G-Con Manufacturing



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 2018-2019, the Bryan Rotary Club:

- Honored the Top 10 fastest-growing small businesses in Brazos County for the 26th year. Recognized for the 21st year, the Anco Insurance Award for Lifetime Business Achievement.
- Posted – for the seventh 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 Bryan program.
- Awarded \$10,747 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.
- 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?

Bryan Rotary Club



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