



BUSINESS PERFORMANCE AWARDS



Bryan Rotary Club



BRYAN ROTARY 10
BUSINESS PERFORMANCE AWARDS

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





The Heart of Our Economy – Small Business

The Bryan Rotary 10 Business Performance Awards, in cooperation with the Bryan/College Station Chamber of Commerce, annually recognizes and honors small businesses in Brazos County for their achievements and for the significant impact they have on the local economy.

“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.”

Glen C. Mead • Rotary International President, 1912-1913

Introduced in 1994 by the Bryan Rotary Club and patterned after the Inc. 500 program, a company must be an independent, privately-held corporation, proprietorship or partnership that has been in business at least five years (subsidiaries or divisions, holding companies, regulated banks, franchises and utilities are not eligible). The business must be located in Brazos County and have had sales of more than \$50,000 but less than \$25 million in fiscal 2010, and show a five-year sales history with an increase from 2014-2015.

Anyone may nominate a business. Nominated businesses receive an application to submit confidential financial information. An economist with Mays Business School at Texas A&M University calculates the sales growth for each of the qualifying applicants, ranks the top 10 businesses based on the percentage increase of gross sales, and then verifies the sales figures. Only the percentage of sales growth is published.

The top 10 businesses are announced during a special awards luncheon when they are presented their individual Bryan Rotary 10 Awards. The prestigious Bryan Rotary 10 Award, showcasing all winning businesses, is displayed prominently, year-round, at the Bryan/College Station Chamber of Commerce. The businesses are also recognized in a special publication distributed at the luncheon, event news coverage, television and newspaper advertisements and the Bryan Rotary Club web site.

The Bryan Rotary 10 Business Performance Awards is an economic development program that receives significant financial support from Anco Insurance.

Also presented at the awards luncheon is the Bryan Rotary/Anco Insurance Lifetime Business Achievement Award. Introduced in 1998 by the Bryan Rotary Club, the Anco Award is given to a mature company 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.

In 2007, The Bryan Rotary Club presented the first Bryan Rotary/Research Valley Commercialization Rising Star Award winner. The recipient is recognized for demonstrating outstanding business innovation and involvement in technology commercialization that results in achieving superior performance. The Research Valley is the underwriter for this award.

The Bryan Rotary Club values the opportunity to recognize and honor these award recipients who help chart the future of Bryan/College Station.

Pitman Custom Homes, LP

“Have a passion for your business and let it show in your product.”

Jimmy Pitman • Pitman Custom Homes, LP

Jimmy Pitman is a third generation homebuilder. His grandfather, his father, his stepfather, his uncle and his cousin have each owned their own homebuilding business. Not surprisingly, Jimmy grew up with a passion to build houses.

For several years, Jimmy and Courtney carefully planned and saved before they opened Pitman Custom Homes, LP. The company began with just the two of them and has grown to six employees. Since they opened their doors five years ago, they have built over 100 homes in the community. During this expansion, they have learned about their own strengths and weaknesses. They have pursued their strengths and worked diligently to overcome their weaknesses. Jimmy and Courtney say their business has grown in part because they have surrounded themselves “with people who made our business and relationships grow stronger.”

The Pitman’s business philosophy is that “relationships are the cornerstone of our business. Many of the trades and businesses that work with us have been a part of our process since the very beginning. We are very proud of the team we have in place and together we work hard to provide the best product and experience for all our customers.”

“We believe that building a custom home should be a fun and exciting experience for a family to share. We spend a lot of time with each of our customers to get details exact, with a goal to create a final product that exceeds their expectations.”

Jimmy describes their key to success as having “been blessed to have some strong mentors that have helped guide us, teach us and work with us. It has also helped that my wife and I share the passion and enjoyment of our work together.”

Principal(s)

*Jimmy Pitman
Courtney Pitman*

Product • Service

Residential Construction

Date Founded

2011

Number of Employees

6

Sales Growth

2013 – 2015 | 441.53%

Location

*P. O. Box 11900
College Station, TX 77842
Phone: 979.492.6457*

J4 Engineering

“It is not about me. It is always, always, always about the people I serve...my family, my team, my clients and my community.”

Glenn Jones • J4 Engineering

Principal(s)

Glenn Jones, PE-CFM

Product • Service

Civil Engineering Design, Consulting
& Construction Services

Date Founded

2007

Number of Employees

3

Sales Growth

2013 – 2015 | 341.88%

Location

P. O. Box 5192

Bryan, TX 77802

Phone: 979.739.0567

Before forming J4 Engineering, Glenn put in 14 years of municipal utility and private sector construction experience. Every day with the municipalities, he faced the challenge to link the need to do the best for the public with the work force and the financial limitations of the city. This prepared Glenn to see that effective communication plus achieving the best possible outcome for all parties, is the core of the American business model. He wanted to start his own company using these core concepts to converge business, government, corporate responsibility and creativity.

At first, Glenn had a great track record as an employee but no track record as J4 Engineering. He started out knocking on doors, establishing relationships and asking for trust to get his first projects. They focused on delivering outstanding attention to detail and a lot of personal service at a fair price. Soon J4 Engineering was a respected brand and in the position to give back to the team and the communities.

As a Boy Scout leader, Glenn uses the Scouting Values to guide him in creating and managing his company. He explains, “A Scout is trustworthy, loyal, helpful, friendly, courteous, kind, obedient, cheerful, thrifty, brave, clean and reverent ... Helping shape the lives of these great kids means everything to me. What I didn’t realize is how much those same great young people have shaped my life.”

Glenn’s advice to other small businesses: “Read about the great companies you admire. Then set the books aside. Pick up a blank notebook. On page one write your name, add ‘Inc.’ or ‘LLC’ behind it to make it official. Then, turn to the last page and write what you want your legacy to be. That last line of the last day of your career will define you. If you can do that, project into the future, you will have no problem filling in the pages between for the rest of your career.”

The Barracks Construction Group, LLC

“Set goals, but don’t focus on monetary or worldly goals; it will only fill you with further discontentment.”

Heath Phillips • The Barracks Construction Group, LLC

Heath Phillips transitioned from a fire fighter with a firewood business to the builder of a College Station student-housing neighborhood called The Barracks Townhomes. As Heath describes, “With a great mentor and plenty of creativity, it quickly grew into a legitimate business.” Eventually, Heath gave up his firefighter career to focus his energy on this unique real estate opportunity.

Principal(s)

Heath Phillips

Product • Service

Real Estate Developers

Date Founded

2009

Number of Employees

30

Sales Growth

2013 – 2015 | 163.36%

Location

P. O. Box 262

Wellborn, TX 77881

Phone: 979.229.5906

What began as a part-time business, Barracks Construction Group, LLC, has grown into a business that builds student-housing neighborhoods with entertainment and recreation facilities, sales, leasing and property management and homeowner association management. The Barracks became a community and a way of life for university students. The website describes management as wanting the “residents to be unique, comfortable to be themselves and, most of all, to grow as a person because they live at The Barracks.” Heath further explains, “We want to help them grow and assist in a responsible transition from being children to adulthood.” This student-living concept has been so successful that Heath is planning to replicate The Barracks in other college towns and continue [his] positive impact on such a malleable demographic.

To give back to the community, the company founded a non-profit organization, The Papa Bear Foundation. Recently, The Papa Bear Foundation held the first annual craft beer and music festival to raise \$35,000 for a cancer patient.

The key to his success, says Heath, is the “understanding that will-power will only take you so far, and that if you don’t relinquish everything to the big man upstairs, you will never truly be successful.”

Heath’s advice to other small business owners is to avoid thinking that qualifications and formal education determine your success. Chase after your dreams.

Kellen Commercial Interiors, Inc.

“If you take care of your customers, the rest will take care of itself.”

Russ Kellen • *Kellen Commercial Interiors, Inc.*

Russ was working for DuPont when Koch Industries purchased the DuPont carpet fiber division. With his in-depth knowledge and experience with flooring, Russ was able to take that opportunity to open his own business. His original idea was to establish a local professional commercial flooring company as an alternative option for the community. Russ provided Bryan/College Station with a niche company owned and operated by a uniquely experienced specialist.

Principal(s)

Russ Kellen

Debbie Kellen

Product • Service

Furnish & Install Commercial
Flooring

Date Founded

2004

Number of Employees

2

Sales Growth

2013 – 2015 | 145.28%

Location

5104 Spanish Bay Court
College Station, TX 77845
Phone: 979.690.1234

Since opening the business in 2004, Russ has focused on maintaining and developing a full list of loyal customers. He has partnered with reliable installation crews who have high standards. He has fostered strong relationships with manufacturers and has enlisted the help of knowledgeable support companies. All of these factors have contributed to the shape and growth of Kellen Commercial Interiors, Inc.

Success has enabled the company to help various organizations, including the Ronald McDonald House Family Room at St. Joseph Hospital, St. Vincent de Paul, Special Olympics and Extreme Makeover Home Edition.

From the beginning, Russ and Debbie learned the value of taking care of each customer and each worker in the best ways they could. They also knew to never take a customer or co-worker for granted. They attribute their success to recommending the right product for their customers' needs, as well as timely and professional flooring installations by great installation crews and ensuring customers are happy with their new floors.

Russ recommends to always do what is in the best interests of your customer, keep safety first and watch your cash flow.

Magruder Homes, LP

“Do what’s right.”

John Magruder • Magruder Homes, LP

Principal(s)

*Tyan Magruder
John Magruder*

Product • Service

Residential Construction

Date Founded

2007

Number of Employees

6

Sales Growth

2013 – 2015 | 141.18%

Location

*P. O. Box 10572
College Station, TX 77842
Phone: 979.307.5290*

Tyan and John met in high school in Bellville, Texas. While they attended Texas A&M together, John served as a Senior Yell Leader and received the Buck Weirus Spirit Award for the 2003-2004 academic year. His spirited personality and sense of service have carried them through to this highly successful company. During the college summer breaks, Tyan and John started at the bottom of residential construction by working for Tyan’s father, a local homebuilder. In 2006, just after they were married, they teamed up with four fellow Aggie friends to buy a house, remodel it and flip it for a small profit. Within a year, they started Magruder Homes, LP.

Starting with one Market Ready Home, Tyan has taken care of each home’s design while John has handled the construction and administrative activities. Magruder Homes now has 25 to 40 residential construction projects every year. Their homes include Market Ready Homes, Semi-Custom Homes and fully Custom Homes.

Tyan and John have a family-first focus that they incorporate with their team members, contractors and customers. Parents of two children, they are busy with their children’s schools and Little League coaching. Their other volunteer activities include Habitat for Humanity Board of Directors, Greater Brazos Valley Builder’s Association Board of Directors and Executive Committee, 12th Man Council of Athletic Ambassadors, Junior League Sustainer and Association of Former Yell Leaders.

Their key to success has been their close working relationships with their customers, market awareness and trying to always do what’s right. John explains, “If you do what is expected of you and/or what you say you will, you will outperform most of your competitors.”

John’s advice for other small business owners includes “establish a group of advisors, create processes, keep overhead as low as possible and believe what you say.”

FrogSlayer, LLC

“Being diligent and patient has poised the company for continued, but smart, growth.”

Ross Morel • FrogSlayer, LLC

Principal(s)

Ross Morel

Kyle Marshall

Product • Service

Design & Build Custom Software

Date Founded

2005

Number of Employees

22

Sales Growth

2013 – 2015 | 89.76%

Location

1733 Briarcrest Drive, Suite 108

Bryan, TX 77802

Phone: 832.928.5121

Ross founded his first company, Morelco Technologies in 2011, soon after graduating from A&M. About a year later, he merged with FrogSlayer, a small local software development firm. After Ross fully acquired FrogSlayer in January 2013, he re-built the brand and market reputation. FrogSlayer is now known for helping clients create custom software to achieve measurable business results and for taking care of its employees. FrogSlayer’s business goal is to create the best place to work for Texas’ top software talent and to challenge the status quo of traditional technology consulting companies. Since 2013, the changes at FrogSlayer have led to a loyal and growing base of clients, expansion of out-of-state business and year-on-year growth.

Empathy is a critical component of FrogSlayer’s success. As Ross explains, “Understanding why we’re in the business and what’s important to our clients, their people, and our employees is something we have to get right every single day. Practicing empathy and keeping the ‘why’ top-of-mind is something we try to reinforce every day. We’ve been amazed how easy growth has been once you have people who really buy into the company’s purpose and genuinely care about their client’s success.”

Over the years, FrogSlayer has involved the company with organizations at Texas A&M, including the Industrial Affiliates Program with the Computer Science and Engineering Department at TAMU, the Center for New Ventures and Entrepreneurship (CNVE), and Startup Aggieland.

Ross’ advice to small business owners is to “keep things simple and focused. So many early-stage companies get distracted by the ‘buffet of opportunity’ and try selling everything to everyone. You end up not being an expert in anything.”

Computers, Electronics, Office Etc.

“We have a team of people who truly enjoy the industry and invite the opportunity to stay up-to-date on the best of the best technology.”

Reagan Jackson • Computers, Electronics, Office Etc.

The original business idea for Computers, Electronics, Office Etc. was to bridge the gap between audio/video and IT technologies. Reagan and John merged their existing companies to create this well thought out combination. The result is a single company that designs, installs and supports a complete technology package for any home or business.

Principal(s)

Reagan Jackson
John Stanfield

Product • Service

Home & Business Technology
Services

Date Founded

2009

Number of Employees

40

Sales Growth

2013 – 2015 | 82.57%

Location

3001 Earl Rudder Fwy S.
College Station, TX 77845
Phone: 979.446.0054

Computers, Electronics, Office Etc. has four divisions:

- Computer sales and repair, networking, managed IT support, business sales, POS systems and more.
- Electronics hardware sales and repair, home theatre installation, home automation systems, commercial AV solutions and more.
- Security systems for home and business, surveillance systems, 24-hour monitoring/response and more.
- Communications systems providing high speed internet, fiber, wireless, cable modem and satellite.

With all these services, their philosophy is to exceed their customers' expectations. Their team listens to their clients' needs and stays on top of the ever-changing technology industry. Their focus on customer services and relationships sets them apart from their competition. To be able to meet their own high standards, Reagan and John hire the right people. Their employees believe in the company and enjoy their work. They feel this is critical to their company's growth and success.

“We could not be successful if we did not communicate well with our customers and meet their needs from a service level. It starts with the initial introduction, listening to our customers' needs and continues through the design process, implementation, and education on products as applicable. None of this would be possible without a competent management team, technicians and staff that are excited to be a part of the continuous education required to be successful in an always changing industry.”

Their advice to small business owners: “Be selective in your hiring process. Sometimes it is tempting to just get someone in to help, but the difference is incredible when you are patient and get the right people working for your company.”

Tracy Stewart CPA, PLLC

“Take risks, but know the downside cost and make sure you can absorb the hit if something goes wrong.”

Tracy Stewart • Tracy Stewart CPA, PLLC

There is something refreshing about a divorce done differently. For Tracy Stewart it is a reality she has experienced firsthand in partnering with nearly 150 couples who have used the collaborative divorce process to delicately, but deliberately, navigate the divorce process.

Principal(s)

Tracy B. Stewart

Product • Service

Divorce Finance & Forensic Services

Date Founded

1998

Number of Employees

4

Sales Growth

2013 – 2015 | 80.51%

Location

426 Tarrow Dr., Suite 101
College Station, TX 77840
Phone: 979.324.8179

In 2001, Tracy transitioned her practice to exclusively serving the uniquely complex needs of divorcing couples. As the collaborative approach to divorce gained prominence and traction at national and state levels, she would commute to Houston and Austin to work on collaborative cases. "I grew frustrated the movement wasn't taking hold in my own town, while I was serving on the board of the Collaborative Law Institute of Texas, working with the Houston lawyers who wrote the collaborative law statutes and making a name for myself statewide." Her business really took off when she served as a key figure in the formation of the local community's first collaborative practice group, Brazos Valley Collaborative Divorce Alliance.

Through the collaborative approach, Tracy combines her financial savvy with the talents and expertise of collaboratively trained mental health professionals and local attorneys to help couples unpack the legal, financial and emotional challenges of divorce. This translates to a more favorable, more peaceable outcome for all parties, which in turn works to keep families intact, retirement plans on track and greater transparency and communication throughout the entire process.

Her keen insight and bold approach have helped to attract national media coverage, including interviews in The New York Times, Chicago Tribune and Money Magazine. Her monthly financial literacy column in The Eagle ties in with her volunteer work with the American Society of CPAs. And while this media coverage is complementary to the continued growth and success of her practice, Tracy attributes her success to great advisors, including her student staff – tomorrow's financial professionals – with whom she partners and mentors.

America's Choice Roofing

“Reputation, integrity and experience are keys to success.”

Frances Spivey • *America's Choice Roofing*

Gary Spivey draws from his varied experience to manage this successful business. Since 1995, the Spiveys have been serving homeowners in all facets of roofing, remodeling and residential sales. On a parallel track, Gary has been working in the insurance industry as both an agent and an adjuster.

In 2012, they purchased a new building in College Station. At the same time, they added new equipment and hired additional staff. In recent years, they grew their business with aggressive marketing.

Principal(s)

Gary Spivey
Frances Spivey

Product • Service

Residential & Commercial Roofing
& Repair

Date Founded

1995

Number of Employees

11

Sales Growth

2013 – 2015 | 75.28%

Location

4301 Alexis Court
College Station, TX 77845
Phone: 979.776.5292

Frances advises small business owners to keep in mind a number of points, starting with the importance of putting together the right team. For the Spiveys, the right team includes employees who fit into their family atmosphere. She recommends treating other people as you would like to be treated yourself. And finally, Frances urges business owners to keep their word and always strive for perfection.

America's Choice Roofing practices perfection in their roof installation services by using reliable old-fashioned methods. Their employees hand-nail the shingles because Gary says there is less than fifty-percent accuracy when nail guns are used.

For the past five years the Spiveys' success has enabled them to give back to their community by giving away a free roof installation with the Freedom Roof Project. Every fall, anyone can nominate a friend or neighbor to receive a free roof installation by submitting photos of the roof along with a short story about why the homeowner deserves a free roof to the Spiveys. A panel of judges reviews each nomination to identify the top three homeowners. These finalists are then listed on the Freedom Roof Project website where anyone in the community can vote for the winner.

Gary and Frances like to compare their team to a wheel. “It takes every part to make a wheel turn smoothly. If you remove one component, the wheel will not work. Each element is just as important as the others.”

Capital Construction Services

“Never underestimate the amount of effort, discipline and perseverance it takes to be successful.”

Douglas Smith • Capital Construction Services

Just five years ago, Doug and Gwendalyn Smith grabbed a handful of tools, hopped into a pickup truck and started a small property maintenance business. Because they value being reliable and are willing to take on any challenge, their business has grown at a remarkable speed solely on repeat and referral customers.

Principal(s)

*Douglas Smith
Gwendalyn Smith*

Product • Service

Property Maintenance
Residential Construction,
Remodeling & Light
Commercial Construction

Date Founded

2011

Number of Employees

2

Sales Growth

2013 – 2015 | 66.73%

Location

6762 Batts Ferry Road
College Station, TX 77845
Phone: 979.571.9088

Of course, it helps to spot a need and fill it. The Smiths saw the opportunity to provide high quality property maintenance services for investment properties. In the beginning, they convinced several property management firms that they could deliver high quality service and then, over and over, they delivered just what they promised.

Pretty soon happy customers were requesting remodeling and light commercial construction projects. Doug and Gwendalyn have never turned down any work. With their growing experience in construction, Capital Construction Services established a second company, Top Line Homes. In this company, they build spec and custom homes. Their third company is going to be an investment property-holding company.

Doug and Gwendalyn attribute their success to a few factors, including their drive to succeed. They hire the right people for the job and pay them well. Most of their maintenance contract workers are off duty firefighters. Doug can tap into this resource because they are his buddies. Doug is a full time firefighter.

The Smiths believe that to be successful, they must exceed their customers' expectations. They do this by practicing well-timed and clear communication to their customers. They take care to include their contract workers in these communications. That way, the service is delivered in accordance with their commitments.

In their spare time, Doug and Gwendalyn volunteer their services to a local Montessori school. They have helped with the building rehabilitation so the school could continue to educate children.

Doug advises small business owners to “surround yourself with great people and give them the opportunity to do what they have a passion for. The people I rely on the most are leaders themselves. We could not be successful without them.”

THE BRYAN ROTARY CLUB CONGRATULATES



2016 Top 10 Fastest Growing Small Businesses in Brazos County

Pitman Custom Homes, LP

J4 Engineering

The Barracks Construction Group, LLC

Kellen Construction Interiors, Inc.

Magruder Homes, LP

FrogSlayer, LLC

Computers, Electronics, Office Etc.

Tracy Stewart, CPA, PLLC

America's Choice Roofing

Capital Construction Servicess

AND

*Texas Commercial Waste – Recipient of the
Anco Insurance Award for Lifetime Business Achievement*

*Dr. James A. Monroe – Recipient of the
Research Valley Commercialization Rising Star Award*

BRYAN ROTARY CLUB/NEWMAN 10 WINNERS

1994-2015

2015

Exosent Engineering, LLC
 Schaefer Custom Homes
 Cortiers Real Estate
 CEO 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
 Aggieldand 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 LLC

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
 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, Inc. dba Sign Pro
 Brazos Valley Office Solutions (BVOS)
 Aggieldand 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
 Aggieldand 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
 Aggieldand A/C & Heating

BRYAN ROTARY CLUB/NEWMAN 10 WINNERS

1994-2015

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.

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

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

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

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.

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

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

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

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.

1994

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

Texas Commercial Waste

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.

“Our goal is to provide the highest quality of environmental services while keeping the best interests of our customers, employees, ownership and environment a priority.”

Ron Schmidt • Texas Commercial Waste



Location

1820 N Harvey Mitchell
Parkway
Bryan, TX 77807
Phone: 979.775.7171

Texas Commercial Waste was created 35 years ago as a transportation and solid waste management company in Bryan and College Station by Tom Salome and Melvin Lipsitz. In the early 1990s, the company expanded to a regional business, providing services to a five-county area that includes, but is not limited to, the cities of Brenham, Somerville, Hempstead and Navasota.

Other services include roll-off containers for demolition/construction jobs, as well as commercial/industrial customers, commercial and residential weekly collection, recycling and portable commodes.

Through the years, Texas Commercial Waste has successfully contributed to the quality of life in the community, has achieved a high level of success and respect in their industry and has exhibited a business philosophy consistent with the Object of Rotary and the Rotary Four Way Test.

General Manager Ron Schmidt explains, “We want to be involved in each community we serve and be good corporate citizens.” To this point, Jeff Boecker, Operations Manager, is the current president of the Brenham Rotary Club and is a past board member of the local Keep Brazos Beautiful. Additionally, Louie Rogers, Traffic Manager, has coached soccer for over eight years in College Station and is a deacon in the College Station First Baptist Church.

Ron has involved his company in the community by providing Texas Commercial Waste services for most, if not all, of the over two hundred Habitat for Humanity homes that have been built in the Bryan/College Station area.

For more than twenty years, Ron and Texas Commercial Waste have partnered with Junction 505 to employ individuals with disabilities and extend to them an opportunity to gain confidence and a degree of independence.

Ron has held many leadership positions with civic, non-profit, commerce and educational organizations for the past 35 years. Among these are:

Bryan Development Foundation, Past Board Member
Keep Brazos Beautiful (one of the Founders), Past Chair
Boys & Girls Club (30 plus years), Board Member
Blinn College Foundation, Past Chair
Better Business Bureau, Past Chair
Research Valley Partnership, Past Board Member

The community has honored Ron with several awards, including:

Citizen of the Year – B/CS Chamber of Commerce
Jefferson Award for Community Service – KBTX
Man & Youth Award – Boys & Girls Club
Blinn College Hall of Fame Award

BRYAN ROTARY CLUB/ ANCO INSURANCE AWARD FOR LIFETIME BUSINESS ACHIEVEMENT PAST WINNERS

2015 - Copy Corner
2014 - Stylecraft Builders, Inc.
2013 - Davis & Davis Lawyers, P.C.
2012 - KBTX News 3
2011 - The Insite Group, L.P.
2010 - C.C. Creations LTD
2009 - Bryan Broadcasting Corp.
2008 - Tom Light Chevrolet Co., Inc.
2007 - David Gardner's Jewelers

2006 - Wells Fargo Bank
2005 - Britt Rice Electric, LP
2004 - Producers Cooperative Association
2003 - Acme Glass
2003 - Newman Printing Company (Honorary)
2002 - University Title Company
2001 - The Eagle
2000 - St. Joseph Regional Health Center
1999 - The Adam Corporation/Group

Dr. James A. Monroe

Founder, President and Materials Engineer of Thermal Expansion Solutions Inc.

Entrepreneur in Training, TEES Office of Commercialization and Entrepreneurship

Entrepreneur Lead and Business Mentor, National Science Foundation Innovation Corps

Research
Valley
Partnership

ImpactLife

The Commercialization Rising Star Award is given to individuals or groups in the Research Valley to recognize their entrepreneurial spirit and introductory work in taking ideas to the marketplace.

The awardees are celebrated for demonstrating outstanding business innovation and involvement in technology commercialization, which results in advancing the knowledge in their field.

The awardees have exemplified vision, strong character, and leadership in the face of business uncertainty while serving as role models to encourage innovation in the wider community.

Location

Dr. James Monroe
Thermal Expansion Solutions, LLC
501 Graham Road
College Station, TX 77845

“When I realized the potential impact of alloy material technologies I was researching for my Ph.D., I was determined to step out of the laboratory and learn the business side of things to commercialize my discovery.”

Only when innovations are commercialized can they benefit society. Transforming a research breakthrough into a marketable product is a unique and oftentimes challenging experience for scientists and engineers. For some technologists, recognizing a commercialization ‘eureka moment’ may take decades of research and development – for Dr. James Monroe, the recognition of his academic work’s potential commercial impact came early. He attributes his speedy realization to the interdisciplinary collaborations and scientific freedom within Texas A&M University’s Department of Materials Science & Engineering and the entrepreneurial coaching from Texas A&M Engineering Experiment Station. Today, James is on a fast track to commercialize his technology and close the gap between the lab and the marketplace.

Dr. James Monroe’s invention involves processing a new alloy material that does not expand or change shape over a wide range of temperatures. The ability to stabilize a metal’s shape with temperature changes is a big deal for high performance electronics and instruments. To help bring his disruptive research closer to market viability, James was awarded funds from the National Science Foundation’s I-Corps Program; surpassed 93 of Texas’ top technology startups to claim 3rd prize at the Texas A&M New Ventures Competition; and secured federal government SBIR funds to accelerate his company’s product development for lasers that make the Internet faster, cheaper and more reliable. Achieving an immediate influx of capital and exposure to the fast-paced environment of commercialization, Dr. Monroe feels lucky to be racing to the top tier of his industry. “I really believe in these advanced alloy materials, and that’s why I’m investing all of my time and effort into trying to make it a reality.”

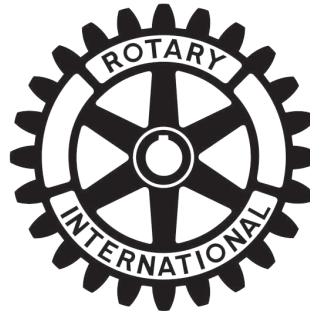
BRYAN ROTARY CLUB/RESEARCH VALLEY COMMERCIALIZATION RISING STAR AWARD

PAST WINNERS

2015 - Essentium Materials, LLC
2014 - Startup Aggieland
2013 - Dr. Duncan J. Maitland
2012 - Andrew L. Strong

2011 - James Y. Lancaster
2010 - Dr. Mark W. Lenox
2009 - Dr. John Criscione
2008 - Dr. Mark Holtzaple

Bryan Rotary Club



INSURANCE
BRYAN/COLLEGE STATION



MAYS BUSINESS SCHOOL
TEXAS A & M UNIVERSITY

Research
Valley
Partnership

ImpactLife

SIGNIFICANT SUPPORT WAS RECEIVED FROM THESE COMMUNITY PARTNERS:

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Brazos Valley
Communications
KORA-FM . KBXT-FM . KJXJ-FM
KAPN-FM . KTAM-AM



Hilton
College Station





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."

In 2015-2016, the Bryan Rotary Club:

- ✓ Honored the Top 10 fastest-growing small businesses in Brazos County.
- ✓ Provided funding and volunteers to sponsor and build a Habitat for Humanity house.
- ✓ Established – for the third year – the Field of Valor at Veteran's Park – a 1,000 Flag Salute to Service, honoring Veterans and First Responders.
- ✓ Hosted Bryan and College Station fifth-grade students for history-themed field trips during the Field of Valor week.
- ✓ Distributed 250-300 flags in the community under the Flags Across Bryan program.
- ✓ Awarded \$10,653 in grants to teachers in Bryan elementary schools.
- ✓ Awarded \$8,000 in scholarships to BISD students.
- ✓ Awarded \$10,000 in grants to four Brazos County non-profit organizations.
- ✓ Donated \$5,000 to the Fun for All Playground.
- ✓ Donated a total of \$3,000 to 12 local charities.
- ✓ Volunteered monthly for the Food Bank Backpack Program.
- ✓ Sponsored and volunteered for two Blood Bank donation opportunities.
- ✓ Volunteered for Texas Trash-Off.
- ✓ Sponsored BISD students for Rotary Youth Leadership Awards Conference.
- ✓ Donated to the END POLIO NOW project through Rotary International Foundation.
- ✓ Hosted 2 Rotary Exchange high school students for a year in members' homes.
- ✓ Donated \$2,500 to the Children of the Dump project in Nicaragua.
- ✓ Participated in Rotary International Group Study Exchange Program.
- ✓ Donated \$5,000 for mosquito nets in India (joint project with 2 India Rotary Clubs).



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