



BUSINESS PERFORMANCE AWARDS



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 2012, and show a five-year sales history with an increase from 2015 – 2016. 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.

Welcome to the 24th 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*

Rechargeable Battery Technology dba Exothermix

1

“Do the right thing, even when no one is looking.”

Mary Giese • *Exothermix*

Exothermix began as the Rechargeable Battery Corporation. After twenty-seven years and two major pivots, they have finally found their niche in energy storage and deployment: *Safe Heating Anytime, Anywhere.*

The self-heating efforts began in 2006 through an SBIR grant to develop a portable, simple and safe way to heat U.S. Army rations. Four years later, the technology was far enough along to start focusing on industrializing the production process, making the bill of materials as safe as possible and extending the shelf-life.

Exothermix operates as a “covenant company” with business practices based on biblical principles. Their business philosophy is to profit their investors, seek mutual benefit in all relationships, benefit the world with their products and give out of their profits.

The company supports the Texas A&M School of Biomedical Engineering via advisory board membership, sponsoring senior projects and internships and hosting job-shadowing events.

Exothermix supports local, national and international missions including Faithful to the Fatherless, Lifesong for Orphans, Ears to Hear and Hope International.

Along the way, leadership has learned to be open to learning from failures and operate in a mode of humble collaboration, to listen to wise counsel and to know that no one can do it alone.

Principal(s)

Mary Giese

John D. White

Adam E. Laubach

Product • Service

*Develops and manufactures
portable heating solutions*

Date Founded

2011

Sales Growth

2014 – 2016 | 1,745.17%

Location

2501 Earl Rudder Freeway

South, Ste 600

College Station, TX 77845

Phone: 979.260.1120

Exothermix.com

A Brush Above Services, LLC

2

"You're only as good as the last job you completed."
Thomas L. Rodgers • A Brush Above Services, LLC

Principal(s)

Susan M. Krueger
Thomas L. Rodgers
Kaitlyn Rodgers

Product • Service

Commercial Drywall and
Commercial, Residential and
Industrial Painting

Date Founded

2005

Sales Growth

2014 – 2016 | 499.25%

Location

2904 First Street
Bryan, TX 77801
Phone: 979.704.3077
bcsbrush.com

Thomas began painting for a Master Painter in Colorado. In 2005, while a student at A&M, he formed the business to pay for his college expenses. Back then he worked out of his truck. That may not seem impressive, but he certainly impressed his customers as his reputation for quality work quietly spread throughout the community.

By 2011, Thomas took on a painting partner, Daniel Krueger, whose wife is a principal in the business. Thomas handles the painting aspects while Daniel handles the drywall aspects. Their reputation for high quality work brought them increasingly more high profile jobs.

Thomas explains another part of their success. "We realize that without our employees, we wouldn't be as successful. We are mindful that we rely on them to perform to our high standards and are happy to pay them well, which enables them to provide for their families."

The key to their success has been keeping their heads down and continuing to go forward to the next item on the list. When asked for advice by other small business owners, Thomas tells them, "Your reputation is everything, so keep it clean. Keep your promises. Under promise and over deliver."

Throughout the years, they have learned that in the bidding process, you need to know when to walk away from a potential job. Being the lowest bid isn't going to work for you if you aren't going to make any money.

The Barracks Construction Group, LLC

3

“Failure isn’t having an idea that doesn’t pan out. Failure is not trying. Don’t be afraid.”

Heath Phillips • *The Barracks Construction Group, LLC*

Principal(s)

Heath Phillips

Product • Service

Student housing, property management and real estate investment

Date Founded

2009

Sales Growth

2014 – 2016 | 248.21%

Location

*514 Deacon Drive West
College Station, TX 77845
Phone: 888.567.5757
barrackstownhomes.com*

Heath Phillips transitioned from a firefighter 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.

Over time, Heath realized the growth potential and, when the opportunity came, he took it. The company’s dreams grew bigger but Heath and his co-workers learned that you can’t just have a dream. “You have to have the right people in place in order for that dream to become a reality.”

The company has a non-profit arm called The Papa Bear Foundation. Over the past year, they have given their time, resources and finances of \$1.5 million towards cancer research and local homeless shelters.

One of the important lessons they have learned is to have the right people in your organization. Without that, “you will never reach your full potential. Find the right people – be relentless about it.”

One of the keys to their success has been having fun. They have annual company banquets, birthday celebrations, Sunday brunches and Unicorn Frappuccino for the whole office. As Heath says, “Real success isn’t dollars and cents; it is knowing that you’ve built something that will genuinely make someone else’s life better.”

“We’re much more than geeks. We’re business people first.”

Ross Morel • *FrogSlayer, LLC*

Principal(s)

Ross Morel

Kyle Marshall

Product • Service

Custom software solutions for clients

Date Founded

2005

Sales Growth

2014 – 2016 | 158.07%

Location

1733 Briarcrest Drive, Suite 108

Bryan, TX 77802

Phone: 832.928.5121

frogslayer.com

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. The company has grown to include significantly more staff and to focus on providing a full solution. Ross’ goal is to change the public’s perception of technology companies. “FrogSlayer is committed to hiring locally and is interested in partnering with organizations who do the same.”

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 is 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 “align themselves with their customers’ ideals. Plan, build and manage to help provide the full solution.”

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

Principal(s)

Josh Zapalac

Allison Zapalac

Product • Service

Pest Control

Date Founded

2011

Sales Growth

2014 – 2016 | 149.27%

Location

3900 State Hwy 6 South

Suite 109B

College Station, TX 77845

Phone: 979.224.4277

eco-zapp.com

Joshua started building pest traps when he was in middle school. When he grew up, he formed his business as an offshoot of his father’s West Texas pest control business. Joshua took some decidedly different roads in building his own pest control business.

Being an entrepreneurial guy, Joshua infused his business with creativity, persistency and a ceaseless drive for improvement and effective change. EcoZapp was one of the first businesses out of Startup Aggieland.

Joshua is not just about bugs. He embraces risk. He is about finding the next problem so he can invent a solution. 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 has been donating 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 used to be a narcotics dog. Allison’s friend untrained Blazer and then retrained him to be able to detect termite activity in the walls.

"Assembling the right team is important."

Gary 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.

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 Spivey's 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. 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 advise other small business owners to keep their word and strive for perfection.

Principal(s)

Gary Spivey
Frances Spivey

Product • Service

Residential and Commercial
Roofing and Repair

Date Founded

1995

Sales Growth

2014 – 2016 | 139.87%

Location

4301 Alexis Court
College Station, TX 77845
Phone: 855.569.7663
americaschoiceroofers.com

Computers, Electronics, Office Etc.

7

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

Reagan Jackson • *Computers, Electronics, Office Etc.*

The original business idea for Computers, Electronics, Office Etc. was to bridge the gap between audio/video and I.T. 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.

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.”

Principal(s)

Reagan Jackson
John Stanfield

Product • Service

Home and Business
Technology Services

Date Founded

2009

Sales Growth

2014 – 2016 | 77.02%

Location

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

“Work hard, don’t quit, learn from your mistakes and look for the good in any situation.”

William B. Renner, DC, FIAMA • *Renner Chiropractic*

Principal(s)

*William B. Renner, DC,
FIAMA*

Product • Service

*Chiropractic and
Acupuncture*

Date Founded

2009

Sales Growth

2013 – 2015 | 64.71%

Location

*1121 Briarcrest Dr.
Ste. 100
Bryan, TX 77802
Phone: 979.774.6337
rennerchiropractic.com*

Dr. Renner started his practice with a borrowed electrotherapy unit and a portable adjusting table. He rented a room in a medical office. As his practice grew, he expanded into two rooms and then took over the entire suite. His goal was to provide a quality chiropractic experience with minimal wait time. He just kept hiring, expanding and getting more equipment to keep up with that goal.

From the beginning, Dr. Renner has wanted to provide quality care in an efficient manner. He attributes his key to success to his unique focus on his patients. “I take the time to listen to my patient, find out what is wrong and tell them simply and honestly the quickest way to correct it.” Along the way to success he has learned some important lessons: respect people, respect their time and have quality employees.

He is a member of the Chamber of Commerce, as well as the Bryan Rotary Club. He is thrilled that his success has enabled him to contribute to many local and international organizations. Plus, Renner Chiropractic is the first chiropractic office to receive this award since the inception of the Bryan Rotary 10 Business Performance Awards in 1994.

Dr. Renner’s business philosophy is to “do a good job, be honest, direct and caring.”

Bombers Baseball, LP

9

"It's not about the umpire's call. It's what you do the next time at bat."

Uri Geva • Bombers Baseball, LP

Multiple sports leagues approached Uri and Chris about bringing a sporting team to Bryan/College Station. They thought about hockey, soccer, baseball and football. When the right opportunity came along, they moved forward with it. They wanted to make summers fun.

Principal(s)

Uri Geva
Chris Clark

Product • Service

Championship Baseball

The Bombers Baseball was not an overnight sensation. They have been at this for eleven years. They define persistence and perseverance. They have never given up because they know that reaching your vision takes a long time. Good things come to those who wait. They are now running another Texas team with the goal of ten teams by 2026.

Date Founded

2006

Sales Growth

2014 – 2016 | 63.44%

Location

405 Mitchell Street
Bryan, TX 77801
Phone: 979.779.7529
bvbombers.com

Uri and Chris have a business philosophy that massive action and belief in an idea is critical. They are in the business of creating memories of a lifetime. Having made over 300 community appearances, they are certainly actively involved in the community. Additionally, they participate in teacher recognitions, school festivals, Little League sponsorships and give gift baskets to any non-profit raffle. They help raise funds for Voices for Children, affordable baseball camps and more.

Chris and Uri attribute their key to success to being a good leader for fans, people, players, staff and interns. "Leadership comes in many ways. You don't realize how you affect people. We have seen former interns and former players go on to national levels." The impact of the Bombers Baseball is much larger than our community.

Their advice to other small business owners is that "you need a good at-home support group – parents, kids, family, faith – everyone on the same page. Also peer support, mentors and coaches to help you persevere."

“Do what’s right.”

John Magruder • *Magruder Homes, LP*

In college, John’s summer job in residential and multi-family construction laid the foundation for his future as a homebuilder and business owner. He started working for his father-in-law and shortly after made the decision to start his own business with his wife, Tyan.

Principal(s)

Tyan Magruder

John Magruder

From the beginning, Tyan and John have offered a unique home building experience. Tyan focuses on each home’s design while John oversees the construction and administrative activities.

Product • Service

Residential Construction

Their mission statement has expanded from “Do what is right and the money will follow” to *Family First ... Keep Promises ... Do the Right Thing ... Always Improve ... Enjoy.*

Date Founded

2007

Sales Growth

2014 – 2016 | 63.16%

Tyan and John have participated in two blitz builds through Habitat for Humanity. Tyan has been with the Junior League for seven years. John has been an active member of the Greater Brazos Valley Builders Association as president, board member and committee member.

Location

14996 Live Oak

College Station, TX 77845

Phone: 979.324.6682

magruderhomes.com

Their key to success has been doing the right thing. They come through with their promises. They honor their relationships and follow through.

John’s advice for other small business owners is to “Keep it lean. Only spend what you need.” Tyan and John have learned to forecast, plan and be true to what they believe.

THE BRYAN ROTARY CLUB CONGRATULATES



2017 Top 10 Fastest-Growing Small Businesses in Brazos County

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

AND

*Fries Financial Services --Recipient of the
Anco Insurance Award for Lifetime Business Achievement*

BRYAN ROTARY 10 (formerly known as NEWMAN 10) WINNERS

1994-2016

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

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.

BRYAN ROTARY 10 (formerly known as NEWMAN 10) WINNERS

1994-2016

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

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 (formerly known as NEWMAN 10) WINNERS

1994-2016

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

Fries Financial Services

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.

"I constantly engage in activities that allow me to effect positive change for my clients, my family and my community."

Denise Fries • *Fries Financial Services*

Location

108 E North Avenue
Bryan, TX 77801
Phone:
979.846.8395
friesfinancial.com



Fries Financial Services began 32 years ago when Denise Fries decided she wanted to work in an industry where she could put the client first, build close life-long relationships and be able to look at herself in the mirror at the end of the day. Her firm has evolved to specialize in retirement planning, estate planning, life insurance, long-term care insurance, college funding and investments.

Denise has always relied solely on referrals for new clients. She now has \$268,000,000 of assets under management for over 1,000 clients. While her business was growing, she has been honored with three Newman 10 Awards, including being ranked #1 as the fastest-growing business in 2012.

The firm's business philosophy is to always put the client first, never underestimate the value of kindness, hire caring, competent people with a servant's heart, train them well, give them encouragement to grow, listen to their ideas and be there for each other. And never do anything that would embarrass your mother.

The firm has a long history of giving back to the community by raising funds and building homes for Habitat for Humanity. Denise particularly enjoys creating projects that include matching fundraising.

Denise sets aside time every week for community service and volunteer work. Over the years her projects have included matching grants for 38 charities, funding and building a Habitat house, adopting a family displaced by Hurricane Katrina, earning the Bryan/College Station Chamber of Commerce Impact Award, and buying and improving distressed properties in an effort to improve our neighborhoods.

For Denise, being selected as the 2017 Anco Insurance Lifetime Business Achievement award winner is a humbling experience. She feels “it is very rewarding to know that our slow and steady one satisfied client at a time approach is valued and respected. This award feels like the gold watch for a life dedicated to doing the right thing.”

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

2016 Texas Commercial Waste

2015 Copy Corner

2014 Stylecraft Builders, Inc.

2013 Davis & Davis Lawyers, PC

2012 KBTX News 3

2011 The Insite Group, LP

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



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 2016-2017, the Bryan Rotary Club:

- Honored the Top 10 fastest-growing small businesses in Brazos County for the 24th year. Recognized for the 19th year, the Anco Insurance Award for Lifetime Business Achievement.
- Provided funding and volunteers to construct a fence for a Habitat for Humanity house.
- Provided funding and volunteers to install little free libraries for neighborhoods in Bryan.
- Established – for the fourth 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 \$10,500 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 \$5,000 to the Fun for All Playground.
- Donated a total of \$3,000 to 12 local charities.
- Sponsored and volunteered for 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 a Rotary Exchange high school student for a year in members' homes.
- Donated \$2,500 to the Children of the Dump project in Nicaragua.

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...

First—Is it the Truth?

Second—Is it Fair to All Concerned?

Third—Will it Build Goodwill and Better Friendships?

Fourth—Is it Beneficial to All Concerned?



SIGNIFICANT SUPPORT WAS RECEIVED FROM THESE COMMUNITY PARTNERS:



