



*“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**

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

Established 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 5 years (subsidiaries or divisions, holding companies, regulated banks, franchises and utilities are not eligible). The business headquarters must be located in Brazos County, have had sales of more than \$50,000 but less than \$25 million in fiscal 2007, and show a five-year sales history with an increase from fiscal 2010-2011.

Nominated companies receive an application to submit confidential financial information. An economist at the Mays Business School at Texas A&M University calculates the sales growth for each of the qualifying applicants, ranks the top 10 companies 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 Club/Newman 10 Awards. The prestigious Bryan Rotary Club/Newman 10 Award showcasing all winning companies is displayed prominently, year-round, at the Bryan/College Station Chamber of Commerce. The companies are also recognized in a special publication, event news coverage, television and newspaper advertisements, and the Bryan Rotary Club and Newman Printing web sites. Newman Printing Company, Inc. is the primary financial underwriter of the program.

Also presented at the awards luncheon is the Bryan Rotary Club/Anco Insurance Award for Lifetime Business Achievement. 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 our community through the years. Anco Insurance is the underwriter for this award.

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

# Fries Financial Services

*“Success comes from a careful blending of numerous characteristics; but diligence, the ‘sticking with things even when they are difficult’ trait, is vitally important.”*

**Denise Fries • Fries Financial Services**

Denise Fries graduated from Texas A&M University in 1984 and interviewed with many well-known financial planning firms. All, however, fell short of how she wanted to serve clients. So at age 22, she opened Fries Financial Services to offer her style of financial planning and investment services. Twenty-seven years later, her business is thriving, and the firms she interviewed with no longer exist.

**Principal(s)**

*Denise Fries*

**Product • Service**

Financial Planning

**Date Founded**

1984

**Number of Employees**

6

**Sales Growth**

2009 - 2011 / 183.27%

**Location**

108 East North Avenue

Bryan, Texas 77801

Phone: 979.846.8395

[www.Friesfinancial.com](http://www.Friesfinancial.com)

“Our philosophy has always been to do what is in the client's best interest 100% of the time,” says Fries. “Our actions should always benefit the clients all of the time. Our clients recognize this, and this makes them loyal to our company.”

That client loyalty has helped Fries Financial Services thrive in a challenging economy and places the company among the Newman 10 for a third time. The key to success, says Fries, is the people who work for the company and the phenomenal collection of skills among them.

“Surround yourself with the best possible employees that you can hire. Your firm cannot grow with just the skills and talent of the business owner,” says Fries. “Firms need to hire people with character and hire people whom you can trust completely. Your clients will have interactions with these people, and they should share the passion of the mission just like the owner.”

Fries is also committed to supporting the community and, as a firm, Fries Financial Services celebrated its 20th and 25th anniversaries by holding benefit events that raised over \$175,000 for local charities. In celebration of Denise Fries' 50th birthday this year, Fries Financial Services is donating \$50,000 to 15 charities to help them set up endowments with the Community Foundation of the Brazos Valley, believing that the concept of “profit-sharing” should include the community.

# BCR - Brazosland Classic Realty

*“Integrity is everything. Small businesses are special, challenging and rewarding. The time, sweat and tears are worth it in the long run.”*

**Steve Arden** • *BCR - Brazosland Classic Realty*

## **Principal(s)**

*Steve Arden; Hank McQuaide;  
Brent Riethmayer; Trey  
Thurmond*

## **Product • Service**

Real Estate Brokerage, Real  
Estate Development and  
Property Management, Leasing

## **Date Founded**

1974

## **Number of Employees**

66

## **Sales Growth**

2009 - 2011 / 146.18%

## **Location**

700 University Drive East,  
Suite 108  
College Station, Texas 77840  
Phone: 979.694.8844  
[www.bcrbcs.com](http://www.bcrbcs.com)

BCR - Brazosland Classic Realty emerged in 2010 when local real estate companies with high integrity and successful histories merged together: Classic Realty Associates, Brazosland Realty and Brazosland Properties. Brazosland Realty/Properties began operating in 1974 and Classic Realty in 1978.

“The concept for starting the company was to associate with the most highly regarded real estate leaders in the community,” says Steve Arden. “Both of these firms are well known for producing real estate industry leaders, loyal Realtors, low agent turnover, exceptional client service, real estate information and consulting, and a long standing, rich tradition of being two of the largest and oldest real estate companies in the Brazos Valley.”

The companies were similar in size and more importantly, shared a business philosophy which provided for significantly more market impact, growth opportunities, and the ability to enhance realtor support and education.

“Within the list of Principals are three Bryan-College Station Regional Association of Realtors former Presidents, four Realtors of the Year, and numerous committee chair, within the BC/S Association of Realtors,” adds Arden. “In addition, many more leadership positions were held both locally and within the Texas Association of Realtors, including service on the Nominating Committee, Ethics Committee, Long Range Planning Committee, and MLS Board of Directors, as well as officers in state specialty organizations; not to mention the numerous community, civic and charitable involvements.”

# JB Knowledge Technologies, Inc.

*“Focus on a few things and do them really well. Find your niche, dive deep and learn to say no to things that you shouldn’t be doing. Always maintain your integrity.”*

**James M. Benham** • *JB Knowledge Technologies, Inc.*

In 2001, JB Knowledge Technologies was formed in a dorm room during James M. Benham’s senior year at Texas A&M University. Benham began by developing software for a couple of former students’ businesses. Eleven years later, the company has expanded to provide IT solutions to clients across North America, specializing in enterprise application and database development, electronic data interchange, IT strategy consulting, mobile solutions and web design and development. It also offers two web-based software products specifically for the construction and insurance industries.

“In 2004, we got our first insurance related client; in 2006, we got our first construction related client and launched our SmartBidNet construction bid software product,” says James M. Benham. “In 2009, we launched our SmartCompliance certificate of insurance management software product. We grew from two employees in 2001 to eight in 2002 to 58 today.”

By 2009, the company was fully specialized in construction and insurance-related services and products and began to develop custom software and products for large commercial contractors, as well as large insurance carriers and vendors. JB Knowledge’s clients include five of the top 20 commercial construction firms in North America, and the largest general contractor in the Middle East uses the company’s bid software.

“We’ve continued to seek out niches where we can be very competitive,” says Benham. “We’re always looking for places where there are few providers and a lot of demand. In technology, that can be challenging, but we’ve been able to maintain 35%+ growth for 10 years.”

And that consistent, significant growth places JB Knowledge Technologies, Inc. among Newman 10 for a fourth time.

## **Principal(s)**

*James M. (James) Benham  
and James T. (Jim) Benham*

## **Product • Service**

Enterprise Application and  
Database Development,  
Electronic Data Interchange,  
IT Strategy Consulting, Mobile  
Solutions and Web Design and  
Development

## **Date Founded**

2001

## **Number of Employees**

58

## **Sales Growth**

2009 - 2011 / 101.61%

## **Location**

100 North Main Street,  
Suite 100  
Bryan Texas 77803  
Phone: 866.888.8538  
[www.jbknowledge.com](http://www.jbknowledge.com)

# Kellen Commercial Interiors, Inc.

*“It’s important to treat each customer as well as you possibly can. The simple truth is you are only as good as your last job.”*

**Russ Kellen** • *Kellen Commercial Interiors, Inc.*

Kellen Commercial Interiors specializes in professional flooring solutions for customers on commercial flooring projects. Kellen offers a wide variety of products and professional installation services including carpet, tile, sheet vinyl, rubber flooring, wood and VCT.

## **Principal(s)**

*Russ Kellen*

## **Product • Service**

Furnish and Install  
Commercial Flooring

## **Date Founded**

2004

## **Number of Employees**

1

## **Sales Growth**

2009 - 2011 / 97.97%

“Everybody likes to have new flooring,” says Russ Kellen. “I get to make people happy and help them by advising what the right product is for their needs and ensuring they get the best value.”

Kellen has 30 years of experience in the commercial flooring industry and was working for DuPont Flooring when the company sold its line to Koch Industries, providing an opportunity for Kellen to open his own business in 2004.

“When I promise someone that I will do something, I do it.” says Kellen. “It’s important to treat each customer as well as you possibly can. The simple truth is you are only as good as your last job.”

Kellen kept its main customer from DuPont to start his company and has grown its business in the Bryan-College Station area. Kellen also does work in all major Texas cities and across the United States. Clients include architects, corporations, commercial property owners, general contractors, school districts, local and county government.

“It is an honor to be recognized,” says Kellen. “It tells me that my customers are happy with my work, and they keep calling back. It is an honor that they trust me with their work. It also makes me think how thankful I am to my installers, bookkeeper, accountants and all of the people that have helped me in growing my business and servicing my customers.”

# The Pool Guy

*“Treat your customers the way you want to be treated and do what you say you will do.”*

**Sean Hawthorne • The Pool Guy**

Sean Hawthorne graduated from Texas A&M University in 1993 with a degree in environmental design and worked for a local pool company for 14 years before starting his own business.

With a vision of serving customers better in a more professional and businesslike manner, The Pool Guy opened in 2006 and offers high quality pool construction, expert services and pool maintenance, as well as carrying a variety of pool-related products for purchase.

“The Pool Guy has been constructing quality pools for over 25 years,” says Hawthorne. “Building a pool is a process that can be fun and rewarding. From the design to the first time you set foot in your own pool, The Pool Guy and his team of experts will walk you through every step of the process.”

Born with an entrepreneurial spirit—Hawthorne says he has been in business since age 12—The Pool Guy initially operated out of his home and then expanded into a warehouse, and now occupies two warehouses, plus a retail store location.

From using the latest in 3D rendering technology to visualizing what a finished pool will look like to operating a retail store with quality pool chemicals, equipment, accessories and toys, The Pool Guy is committed to professional business practices, on-time service and training licensed employees.

“Be professional, treat customers right, bend over backwards to make them happy,” says Hawthorne. “Treat your customers the way you want to be treated and do what you say you will do.”

## **Principal(s)**

Sean Hawthorne

## **Product • Service**

Swimming Pool Supplies,  
Service, Maintenance and  
Construction

## **Date Founded**

2006

## **Number of Employees**

17

## **Sales Growth**

2009 - 2011 / 90.89%

## **Location**

943 William D. Fitch Parkway,  
Suite 401

College Station, Texas 77845

Phone: 979.575.6200

[www.thepoolguybcs.com](http://www.thepoolguybcs.com)

## Fifth 'C' Fine Jewelry

*"I am so grateful to be doing what I love, with the clients I love to help, and to be doing it the way I wish to do it."*

**Chuck Konderla • Fifth 'C' Fine Jewelry**

It's an unusual description, but Chuck Konderla says his company, Fifth 'C' Fine Jewelry, is the "anti-jewelry store."

"Fifth 'C' does everything a large jewelry store can do for you and more," says Konderla. "We are set up to meet with you as though you are the only person we are seeing that day to design and build jewelry for you and to do it at a great value. This is my model, one that I have heard over and over won't work. I believe it has worked. My third consecutive Newman 10 tells me it works as well!"

### **Principal(s)**

*Chuck and Lori Konderla*

### **Product • Service**

Custom Jewelry Design and Sales

### **Date Founded**

1997

### **Number of Employees**

2

### **Sales Growth**

2009 - 2011 / 68.35%%

### **Location**

1716 Briarcrest Drive,  
Suite 300  
Bryan, Texas 77802  
Phone: 979.691.7301  
[www.aggiejeweler.com](http://www.aggiejeweler.com)

Fifth 'C' Fine Jewelry began in 1997 to generate extra income for two Aggies recently graduated from college, recently married and in serious debt. Konderla had worked in retail jewelry sales throughout college and still had contacts in the industry. Selling jewelry on the side was meant to supplement his income, but it soon became his passion.

"The jewelry we design and build at Fifth 'C' is well made, very precise, amazing in appearance, extremely competitively priced, and I personally inspect every piece," says Konderla. "My clients are very well aware of what they bought, and I encourage them to shop around. If you can show a client you genuinely care about them and their needs and that you do not have an agenda of your own, you become an advocate for them. Fifth 'C' is built on the referral of advocates."

In addition to Fifth 'C', Konderla is an active leader in the community and serves on the Bryan City Council.

"I attribute my success to the work ethic my parents instilled in us," says Konderla. "The self-confidence a loving family embeds deep in your soul, having a wife who believes in me and stands by me through successes and failures and my deep belief that our Lord and Savior Jesus Christ will guide me, if I only let Him. In short, I try to see my blessings and take inventory of them each day. It gives me a positive perspective and confidence."

# Swoboda Pest & Termite Control, Inc.

*“Hard work with a positive attitude: I have always been successful and will be successful through positive thinking. It's always a great day at Swoboda Pest Control!”*

**Jerry Swoboda • Swoboda Pest & Termite Control, Inc.**

Swoboda Pest & Termite Control began modestly in 2005 when Jerry Swoboda, an entomologist, decided to relocate from Corpus Christi, Texas, to Bryan-College Station and establish a pest control company.

## **Principal(s)**

*Jerry Swoboda*

## **Product • Service**

Pest Control Services and  
Bedbug Detection

## **Date Founded**

2005

## **Number of Employees**

3

## **Sales Growth**

2009 - 2011 / 64.95%

## **Location**

100 West Brookside Drive,  
Suite 009  
Bryan, Texas 77801  
Phone: 979.846.2009  
[www.pestcontrolincollegestation.com](http://www.pestcontrolincollegestation.com)

“I bought a used pest control truck from a friend for \$75.00,” says Swoboda. “I lived in a cheap apartment in Northgate next to the mosque. Not knowing a soul, I began selling my services to business merchants and local residents.”

In the beginning, Swoboda focused on serving the multi-family and apartment complex industry with a consistent, proactive approach to eliminating and preventing unwanted pests to provide a steady cash flow.

Then, Swoboda says, he expanded his client base to include restaurants and retail stores. Today, Swoboda Pest & Termite Control supports three employees who possess over 50 years of combined experience among them.

“We have grown at a steady 20-25% rate every month and every year,” says Swoboda.

Committed to the safety of its customers and the environment, Swoboda Pest & Termite Control uses only the best and most effective products and equipment by prompt, courteous and well-trained technicians.

Swoboda says the key to his success has been hard work with a positive attitude. “I have always been successful and will be successful through positive thinking. It's always a great day at Swoboda Pest Control!”



# Celebrity Spa & Salon

*"We like to say everything we do is done with a purpose. Even though we perform hair/salon services, nail and spa services, we are in the people business. We are people who care about people. We try to employ associates who listen, communicate and interact with other people well."*

**Laura Atkinson • Celebrity Spa & Salon**

## **Principal(s)**

*Cindy Atkinson, Laura Atkinson  
and Leah Lucas*

## **Product • Service**

Full Service Hair Salon and Spa  
Treatments

## **Date Founded**

2003

## **Number of Employees**

25

## **Sales Growth**

2009 - 2011 / 55.60%

## **Location**

*4091 State Highway 6 South,  
Suite B  
College Station, Texas 77845  
Phone: 979.690.6200  
www.Celebrityspa.net*

After graduating from college, Laura Atkinson was posed a question: if she could do anything, what would it be? Her response: "Own a salon and spa with her sister."

She attended the Toni & Guy Hairdressing Academy in Dallas and then moved back to College Station to pursue that dream. Celebrity Spa & Boutique opened in 2003 and the sisters purchased the business in 2006, which has since been renamed Celebrity Spa & Salon.

"Being fairly new to the business, with such rapid growth we knew we needed guidance," says Atkinson. "In 2008, we made the decision to hire a consulting firm that strictly works with salons and spas across the nation to help guide us in the right direction. Also, coming from a family that has been doing business in this community since 1983, their help with marketing, advertising and management has been a valuable resource for our growth and achievements."

Celebrity Spa & Salon offers a complete range of salon services and luxurious spa treatments for relaxation and rejuvenation. Its dedication to personalized guest services has been recognized with numerous local accolades, including "The Readers Choice Award" for 2007, 2008, 2009, 2010 and 2011 and "Best of the Brazos" in 2009. In 2010, Celebrity Spa & Salon became a Redken Elite Salon, one of only 12 in Texas, and, in 2012, was named among the elite Salon Today 200, which recognizes the best salons in the industry.

"Have a well thought out business plan and be prepared," says Atkinson. "You can never plan enough. Never give up, even when it gets difficult. Remember, it's the 'little things' that set you apart from your competition."

# United Solutions, MSO

*“We listen to every client and work with them to meet their specific goals. We retain dedicated employees who share our vision to provide excellence in service. We are resolute in providing continuing education to our staff and our clients.”*

**Ailene Ueckert** • *United Solutions, MSO*

## **Principal(s)**

*Sam Fulton, Kris Poston, Ailene Ueckert and Beth Williamson*

## **Product • Service**

Medical Billing and Collections, Credentialing and Scanning

## **Date Founded**

1997

## **Number of Employees**

33

## **Sales Growth**

2009 - 2011 / 46.02%

## **Location**

3030 East 29th Street,  
Suite 101  
Bryan, Texas 77802  
Phone: 979.776.7300  
[www.usmso.com](http://www.usmso.com)

United Solutions, MSO provides medical billing services for healthcare providers and was established in 1997 when two large provider groups shared a common interest in the formation of a centralized billing service. Today, with over 100 medical providers in its client base, the managing partners of United Solutions, MSO credit their success to following a sound business plan.

“Our business model was to add four clients per year, which enabled us to grow but remain true to providing excellent service to our existing clients,” says Ailene Ueckert. “In the past two years, we expanded our services to include credentialing and scanning.”

United Solutions, MSO believes in providing a service that will not only increase the client’s billing collections, but enable them to remain in compliance with industry rules and regulations.

“Integrity, commitment and dedication define our outlook and services,” says Ueckert. “When a client asks for a service we haven’t historically provided, before we say ‘no,’ we ask ourselves, ‘How can we do this?’”

One of the most important practices the company has learned to appreciate is having a written disaster plan. In April 2011, United Solutions, MSO had to put its plan into action when 80% of the business was destroyed by water damage from a fire that consumed the top floor of their building. Because of the plan, there was no disruption in client services.

“As you grow; never forget your current clients: they are the reason you are successful enough to grow,” says Ueckert. “Have a good disaster plan. Invest in continuing education. And take some time for yourselves; you cannot work seven days a week forever.”

# Keys & Walsh Construction

# 10

*“Treat all employees and clients fairly and everything else will take care of itself.”*

**Kenn Walsh • Keys & Walsh Construction**

Keys & Walsh Construction, as a company, is just seven years old, but its owners, Texas A&M University graduates Ronnie Keys and Kenn Walsh, have an extensive background in the industry.

“Even though our company is only seven years old, we have all worked together for over 15 years,” says Kenn Walsh. “We have a total of over 190 years of construction experience between our 10 employees.”

## **Principal(s)**

*Ronnie Keys and Kenn Walsh*

## **Product • Service**

General Contractor,  
Residential and Commercial  
Construction

## **Date Founded**

2005

## **Number of Employees**

10

## **Sales Growth**

2009 - 2011 / 20.66%

## **Location**

12633 State Highway 30  
College Station, Texas 77845  
Phone: 979.774.3600  
[www.keysandwalsh.com](http://www.keysandwalsh.com)

The pair recognized an opportunity in the commercial and custom home industries in 2005 and leased an 800 square foot space, performing every task from estimating the job to final cleanup. As the projects grew in size and scope, additional employees were added. Today Keys & Walsh Construction offers full commercial and residential construction planning, designing and construction.

“We’re not just a construction company, we’re a details company,” says Walsh. “Regardless of the project type or budget, every detail gets the attention it deserves. This philosophy helps us deliver a great product every time.”

The business owners are directly involved with all projects and handle activities such as estimating, project management, job supervision and accounting. They credit their success to their commitment to being honest, dependable and fair in all business dealings and forming long lasting relationships with clients where quality comes first.

“At Keys & Walsh, we believe that hard work gets noticed,” says Walsh. “We continuously strive to meet or exceed the expectations of our clients, which is why the majority of our work is for repeat customers or referrals from clients we’ve pleased in the past.”

# THE BRYAN ROTARY CLUB CONGRATULATES



## 2012 Top 10 Fastest Growing Small Businesses in Brazos County

*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*

*AND*

*KBTX News 3 – Recipient of the  
Anco Insurance Award for Lifetime Business Achievement*

*Andrew L. Strong – Recipient of the  
Research Valley Commercialization Rising Star Award*

# **BRYAN ROTARY CLUB/NEWMAN 10 WINNERS**

## **1994-2011**

### **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

### **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.

### **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)  
Aggieland A/C & Heating  
The Pharmacy Shop, Inc.  
Redtail Equipment Rental, LLC

### **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

### **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

### **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

### **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

### **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.

# **BRYAN ROTARY CLUB/NEWMAN 10 WINNERS**

## **1994-2011**

### **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.

### **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.

### **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.

### **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

# KBTX News 3

*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.*

Each day, the 59 employees of KBTX work to achieve four defining statements: I trust KBTX; KBTX does not waste my time; KBTX is easy to watch and easy to do business with; and KBTX cares about the community and about my family.

KBTX-DT is the CBS and CW television network affiliate serving the Brazos Valley region of 16 primary counties, licensed to transmit its signal at the highest power allowed by law. With studios based in Bryan, KBTX is home of KBTX News 3 HD, KBTX.com, and CW Texas.

KBTX-TV began broadcasting in Bryan-College Station on May 22, 1957, from a four-room brick building on East 29th Street, from a 400-foot antenna behind the studio. Though now replaced, the present tower is used to transmit the studio signal to Carlos and is home to the National Weather Service's NOAA Weather Radio.

On October 14, 1983, at 6 p.m., KBTX officially launched its new transmitter. Installation of a new antenna and 1,700-foot tower, completed in mid-August in Carlos, TX. The new tower and antenna nearly doubled the coverage area for KBTX.

In 1996, KBTX purchased the web address KBTX.com. With the growth of on-line commerce, information and entertainment, KBTX.com has seen exponential growth in web page views and unique users. Streaming video of newscasts, stories and features continues to drive growth to record numbers of on-line viewers through kbtx.com, facebook, twitter, pinterest and other social media sites.

KBTX News 3 HD produces 33-weekly newscasts; six daily newscasts and three on weekends. Though increased competition through cable expansion and Waco-based low-power stations offered additional news, sports, weather, entertainment and information, KBTX has maintained a number one overall rating for 55 consecutive years with shares of news viewing regarded as one of the highest in the nation among rated television markets. Also, KBTX and CW will be the new home for SEC football, one from CBS, one from the SEC Network, and men and women's basketball.

KBTX has had only two owners in its 55 year history. The original ownership group, Brazos Broadcasting, was a corporation made up of local investors Frank Seale, Brazos Varisco, John M. Lawrence III, Harry Gillam, W.C. "Scrip" Mitchell, and M.N. "Buddy" Bostick, as well as a group of investors in KWTX Broadcasting from Waco. In 1999, Gray Television purchased KBTX and continues to own and operate this station, as well



## Location

4141 East 29th Street  
Bryan, Texas 77802  
Phone: 979.846.7777  
[www.KBTX.com](http://www.KBTX.com)

as 34 other broadcast operations, most of which are located in state capitols or cities with major universities.

“Though always a work in progress, KBTX is committed to our goal of being a trusted source for news, weather, sports and information – truly being ‘The People You Know, The News You Trust,’” says Mike Wright, KBTX General Manager.

A long list of firsts highlights the KBTX commitment to this community:

- First locally produced interview show
- The region’s first Doppler radar
- 24-hour broadcasting
- The area’s first commercial station to air network programming in HD
- The area’s first station with HD news
- Expansion of the digital platform with apps for mobile devices
- Installation of fiber directly to Suddenlink and all the way to Dish and Direct head ends in Waco which ensure a consistent feed to the major carriers

The KBTX news team has been honored for news coverage. In the past three-years, KBTX has received 52 Texas AP Awards; seven national Telly Awards; Shane McAuliffe and Meredith Stancik won a Lone Star Emmy Award for best series; Shane also won the statewide Barbara Jordan Award, honoring outstanding journalism for stories that focus on people with disabilities. These, among numerous other Telly Awards, continue to affirm the KBTX commitment to this region and to television.

From the beginning, KBTX took the initiative to make a commitment to the community and to public service. It has been an on-going campaign to help charitable organizations, no matter how big or small. From public affairs programs and public service advertising to employees making a commitment of their time, KBTX has made helping others a priority.

“Being honored as an Anco Lifetime Achievement business greatly increases our commitment to being better at what we do,” says Wright. “With honors like this comes responsibility. This serves to strengthen our partnership with this community to work together in making life better for our friends and neighbors. The list of previous winners serves to remind us that, while we are only a small part of what makes this community special, working to become the type of leader we’ve been called to be will play a role in improving the quality of life in one of the greatest areas in the state.”

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## **BRYAN ROTARY CLUB/ ANCO INSURANCE AWARD FOR LIFETIME BUSINESS ACHIEVEMENT**

### **PAST WINNERS**

**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  
**1998** - First National Bank



# Andrew L. Strong

President & CEO, Kalon Biotherapeutics LLC



*The Commercialization Rising Star Award is given to individuals in the Research Valley, recognizing them for 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 his or her 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**

700 Discovery Drive,  
Suite 200  
College Station, Texas 77845  
Phone: 979.458.2300  
[www.kalonbio.com](http://www.kalonbio.com)

*“Some of the best feelings in life are experienced in moments of overcoming immense challenges to claim meaningful rewards-moments of discovering what one is made of.”*  
*Iron War by Matt Fitzgerald*

Andrew Strong, Texas A&M Class of 1989, is an upstart entrepreneur forged from the analytical and data-driven environment of being both a lawyer and engineer. His turning point came in 2011 as he transitioned from General Counsel and System Compliance Officer for the Texas A&M University System to take the helm of Kalon Biotherapeutics, a new biologics development and manufacturing company formed by the System to operate the National Center for Therapeutics Manufacturing (NCTM). Andrew's trusted leadership and gracious client service is accelerating life science commercialization within the Research Valley's One Health Plus™ Biocorridor.

Through Kalon Biotherapeutics, Andrew is focused on supporting academic, non-profit and corporate partners to accelerate advances in medicine that are originating in the state of Texas and beyond. His high-performance teamwork skills enable him to oversee and manage a fully integrated biotherapeutics development and manufacturing platform at the NCTM, which is unmatched anywhere else in the nation. For Andrew, the prospect of his being involved in commercializing new research and medications to offer hope to patients in dire need of solutions is enormously compelling.

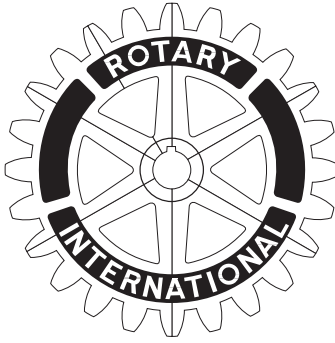
Beyond his experience with forming business ventures and the commercialization of intellectual property, Andrew has actively worked over the past two decades for the betterment of at-risk youth and the needy, earning recognition for his community work from the Points of Light Foundation. Peers have recognized him too over multiple years as a “Texas Superlawyer.” Plus, Andrew's disciplined and impactful character is exhibited as an accomplished Ironman triathlete.

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## **BRYAN ROTARY CLUB/RESEARCH VALLEY COMMERCIALIZATION RISING STAR AWARD**

### **PAST WINNERS**

**2011** - James Y. Lancaster  
**2010** - Dr. Mark W. Lenox  
**2009** - Dr. John Criscione  
**2008** - Dr. Mark Holtzapple  
**2007** - Dr. Michael Jacox



## Bryan Rotary Club



*Newman Printing Company, Inc.*



**MAYS BUSINESS SCHOOL**  
TEXAS A & M UNIVERSITY



**ANCO**  
INSURANCE  
BRYAN/COLLEGE STATION



Significant support was received from these community partners:

The Eagle



Petal Patch Florist

*M*  
mark sykes photography

**BRYAN BROADCASTING** **KAMU-TV** ***KBTX*Media**  
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