



THE BRYAN ROTARY CLUB/NEWMAN 10 BUSINESS PERFORMANCE AWARDS

*A Summary of the Brazos County's
Fastest-Growing Small Businesses*



Beginning our Third Decade of Recognition and Celebration



“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 five years (subsidiaries or divisions, holding companies, regulated banks, franchises and utilities are not eligible). The business must be located in Brazos County, have had sales of more than \$50,000 but less than \$25 million in fiscal 2009, and show a five-year sales history with an increase from fiscal 2012-2013.

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 10 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 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 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 winner. 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.

Schaefer Custom Homes, LLC

"I learned early on that there are consequences for our actions and in the end, honesty will pay off. There are times we need to share news with others that they may not want to hear but in the end being upfront and honest is the best policy."

Michael Schaefer • *Schaefer Custom Homes, LLC*

Principal(s)

Michael Schaefer

Product • Service

Custom Home Builder

Date Founded

2005

Number of Employees

4

Sales Growth

2011 - 2013 / 447.37%

Location

200 South Main, Suite 200

Bryan, TX 77803

Phone: 979.575.4180

www.schafercustomhomes.com

The home building business has grown from one home a year to 13 homes last year. 2013 was a record year for the number of homes we built. We expect 2014 to be another record-breaking year. "I believe that our success can be attributed for standing behind our product and doing the right thing," says Mr. Schaefer.

The homebuilding business is stressful from the construction, safety, and structural aspects. It's also challenging working with clients who may not know what exactly they want and struggle to be able to translate their thoughts and ideas as well as the construction process in general. "I try to make the building process as fun for my clients as it is for me. There are often challenges but the relationships that we build are worth it," says Schaefer.

Schaefer built his first home when he was 18. He was a freshman at Blinn College in Brenham where he grew up. He has stayed in the construction field most of his career. "Whether it was building new homes or revitalizing buildings in downtown Bryan, construction has always been in my blood," says Schaefer.

Even though Schaefer is not currently a Rotarian, he was inspired when he attended a Rotary meeting several years ago as a guest of Dr. Barbara Pearson. "The Four-Way Test that Rotarians recite at their club meetings inspired me and I've used some of their core elements in my business decisions," Schaefer says. "I started using the following criteria: Is it fair, am I being consistent, and is it the right thing to do. I think applying this to my business has been a part of both my personal and business success."

Schaefer says it's an honor to be recognized as one of the fastest growing businesses in the Brazos Valley. Being able to build a home for a family that is going to live in the home and build memories is rewarding. "Our community has more builders per capita than any place in Texas. Locally, we have some of the best builders around," Schaefer opines. "I am honored that my business has been successful, especially with the level of quality builders. This keeps us all on our A-game."

Cortiers Real Estate

"I think the biggest lesson I have learned is that, even though we live in a microwave world where we expect things to happen very quickly, it is through the willingness to work hard and focus for a substantial amount of time that makes something great."

James Murr • *Cortiers Real Estate*

Principal(s)

James Murr

James Murr started Cortiers Real Estate with just himself and an investor in 2008. Today, the company employs 48 professionals who deliver services in real estate brokerage, development, property management and leasing.

Product • Service

Real estate brokerage, development, property management and leasing

"The idea was to create a real estate brokerage that empowered agents with more resources and assistance in order to provide better service to our clients," says Murr. "As technology was integrating more heavily into our business, it was harder for real estate agents to handle all of the new demands."

Date Founded

2008

Murr initially focused solely on high-end residential properties; however, he says the timing was poor, as the real estate market experienced its largest drop of the recession the month his company began.

Number of Employees

48

Sales Growth

2011 - 2013 / 342.05%

By adapting his business model to include the entire spectrum of the real estate market in its portfolio while maintaining a full service brand, Cortiers grew; nearly doubling the number of agents it employed each year.

Location

3600 Highway 6 South – Suite 100
College Station, TX 77845
Phone: 979.985.5610
www.cortiersrealestate.com

"I try to serve my agents and staff better than anyone else, so they can, in turn, serve our clients better than anyone else. It's always about people," says Murr. "I don't subscribe to working extra-long hours and sacrificing your home life, but deliver consistent hard work and never give up. Recognize the real value is in your people and you have to be the example. In short, I do my best to represent Christ in my life and work as unto the Lord."

Murr also credits the recognition that comes from being a Newman 10 winner. "We received tangible value from the Newman 10 award last year. It boosted our reputation and our credibility. We include the award in our print material and it's part of our recruiting package."

Hotel Solutions, Inc.

“Find your niche, the service or product that you can provide better than anyone else and then don't get sidetracked.”

Fran Murr • *Hotel Solutions, Inc.*

Prior to creating Hotel Solutions, Inc. in 2007, Fran Murr was the chief financial officer of a management company that held several hotels in its portfolio. Combining her interest in the hospitality business with her proficiency in the accounting software used by hotels, she transitioned into a consulting position.

Principal(s)

Fran Murr

Product • Service

Outsourced accounting services for hotels.

Date Founded

2007

Number of Employees

12

Sales Growth

2011 - 2013 / 149.57%

Location

3600 Highway 6 South – Suite 100
College Station, TX 77845
Phone: 979.823.8544
www.hotelaccountingsolutions.com

“Starting as a consultant providing the setup and training on the software, it was a natural progression to add other services,” says Murr. “Additional services were offered and the business developed into what it is today, offering full service accounting to hotel owners and management companies.”

Today a staff of 12 is trained on the sophisticated software and hospitality accounting practices and provides monthly services for more than 60 clients.

“Our goal is to provide accurate timely data to managers in order for them to better operate their hotels,” says Murr. “We love it when they get really excited about all the information that we can make available to them.”

Serving as a remote corporate accounting department for its clients, Hotel Solutions is constantly trying to evolve their business plan to meet client needs. “It’s quite an adventure!” exclaims Murr. “Over the past year we’ve hired an office manager, which is our first purely support staff role, and we are spending a lot of time developing our internal training procedures.”

As a newer business, Murr believes being a Newman 10 recipient is a great indicator that they’re a real force to be reckoned with. “We even include it in our advertising and promotions.” Hotel Solutions, Inc. moves up from the number 7 position from last year’s Newman 10 finalists.

Crawford Concrete Services, LLC

dba Texas Concrete Design

“Always being honest with people (never sugar coat anything), doing what it takes to keep customers happy, maintain a high ethical standard, and never promise something you can’t deliver.”

Chris Crawford • *Crawford Concrete Services, LLC dba Texas Concrete Design*

Principal(s)

Chris and Heather Crawford

Product • Service

Decorative concrete services- concrete stamping, concrete staining, concrete floor polishing, decorative overlays, epoxy and industrial flooring.

Date Founded

2007

Number of Employees

7

Sales Growth

2011 - 2013 / 148.93%

Location

6635 Elmo Weedon Road
College Station, Texas 77842
Phone: 979.324.1887
www.texasconcretedesign.com

When Crawford first started the company, he already had a full time job, and was going to use Texas Concrete Design as a means to make a little extra money on the side. For the first three years, Crawford and another friend performed most of the work on nights and weekends. For larger projects, they would employ friends, family, and acquaintances.

“Finally, we were busy enough to begin hiring part-time employees and eventually full-time employees,” says Crawford. “After a couple years of steady growth, I was able to leave my full-time job and pursue the decorative concrete business on a full time basis. Over the past several years, we have performed work on large commercial jobs both locally and throughout the state.”

Crawford has several philosophies in regards to the way the company is run. When a customer is unsatisfied, instead of arguing with them, do everything necessary to please them. In order to try to prevent an unsatisfied customer, manage their expectations in the beginning. Employ people that have shared values. “I like the fact that we employ several employees that are pickier than I am. Once good employees are in place, do what it takes to keep them happy.”

Crawford also has advice for other small business owners. He argues that you have to control your growth and make sure you can always deliver on promises. Never give up, even though there will be numerous times that you question if all of the daily headaches, problems, and numerous late nights and weekends are worth continuing operations. Most importantly, treat your employees with respect and show that you value them.

“Our longest, non-stop shift was 36 straight hours. We saw the sun come up twice during that job, and in the end you realize what you’re doing is really worth it,” concludes Crawford.

BCR - Brazosland Classic Realty

“Our greatest assets are our clients and our agents. They are the entire focus, without them we simply would not exist.”

Trey Thurmond • BCR-Brazosland Classic Realty

BCR - Brazosland Classic Realty formed in 2010 when two real estate companies with high integrity and lengthy histories of success merged together: Brazosland Realty and Properties, which began in 1974 and Classic Realty Associates, which formed in 1978. Full real estate services were the goal.

Principal(s)

*Steve Arden, Hank McQuaide,
Brent Riethmayer and Trey
Thurmond*

Product • Service

Real estate brokerage, real estate development, property management and leasing

Date Founded

1974

Number of Employees

62

Sales Growth

2011 - 2013 / 106.96%

Location

700 University Drive East,
Suite 108
College Station, TX 77840
Phone: 979.694.8844
www.bcrbcs.com

“Our business philosophy is to build a quality organization by starting with a well designed plan and implementing it with the help of quality individuals who believe in the ideas,” says Thurmond. “Both original companies were diversified and both offered unique ideas and perspectives. Because of this it became a 1 + 1 = 3 formula for success.”

“The business has continued with rapid growth by becoming more focused on expanding into other areas,” explains Thurmond. “Our HOA management division has doubled over the last 12 months.”

Thurmond also attributes a key element of their success to always being the best listener possible. “Listen to your employees, listen to the public, and most of all listen to your clients,” he adds. Thurmond advises other small business owners to “set goals, seek advice from others, never fail to persevere, and build your brand.”

Being involved in community activities and organizations is highly encouraged at BCR. “Our employees and principals participate in Rotary, March of Dimes, Chamber of Commerce, Junior League, Realtor organizations, bank boards, governmental entities and more,” says Thurmond.

Being a repeat Newman 10 winner has special significance to BCR. “We will encourage all of our employees, staff, agents, and principals to encourage other companies to strive to achieve this award,” Thurmond adds. “Many individuals in the business community have congratulated us on this prestigious honor.”

BCR received the Better Business Bureau’s 2009 Torch Award for highest ethics in business and was named the second fastest growing small business in the Newman 10 awards in 2012 and third fastest in 2013.

Computers, Electronics, Office, Etc.

“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.

Principal(s)

Reagan Jackson & John Stanfield

Product • Service

CEO specializes in home and business technologies, services and supplies, with trained technicians and support staff.

Date Founded

2009

Number of Employees

23

Sales Growth

2011 - 2013 / 103.01%

Location

11990 Old Wellborn Rd., Suite 6
College Station, TX 77845
Phone: 979.446.0054
www.ceoetc.com

CEO was founded in the beginning of 2009 when business partners Reagan Jackson and John Stanfield merged their existing companies together to combine forces and grow a larger, more encompassing organization. Stanfield's business focused on computer support, software, and audio/video installations while Jackson's business focused on office technology and office supplies. Merging these companies together helped gain a larger customer base and extended offerings for their clients.

“We have added divisions such as Security and Communications Services because of the needs our clients were seeking,” says Jackson. “As our services have grown and our customer base has grown, we have put together management and technical teams within CEO to support each of our divisions independently. Developing a team of exceptional managers and technicians has been a vital ingredient of our rapid growth. Each team member has brought important skill sets to CEO and we really try to incorporate their individual talents into our business.”

Jackson says that proving their value through service as been a primary key to their success. “We live in a world of technology which can be a complex world for our customers. We could not be successful if we did not communicate well with our customers and meet their needs from a service level,” says Jackson. It starts with the initial introduction, listening to customers' needs and continues through the design process, implementation, and education on products. “We have a team of people who truly enjoy the industry and embrace the opportunity to stay up to date on the best of the best technology.”

Jackson believes the Newman 10 award is recognition of their commitment to their customers. “We have grown with very little direct outward marketing, which means that our business has grown on referral opportunities and repeat customers. There is no better compliment than that. To be selected as a Newman 10 award recipient, we really have to thank our loyal customers.”

JB Knowledge Technologies, Inc.

“Take care of your people and your customers. Everything else will follow.”

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

JB Knowledge Technologies, Inc. is accustomed to growth: the thirteen year-old company is making its sixth appearance among the fastest growing small businesses in the Brazos Valley.

Principal(s)

James M. Benham, James T. Benham and Sebastian Costa

Product • Service

Information technology outsourcing, services and products

Date Founded

2001

Number of Employees

104

Sales Growth

2011 - 2013 / 71.39%

Location

100 North Main Street,
Suite 100
Bryan TX 77803
Phone: 866.888.8538
www.jbknowledge.com

“Hope for the best but plan for the worst: you never know what good or bad things are around the next corner,” says President James M. Benham. “Make your mistakes small while you can; it’s better to learn a hard lesson when the consequences are less severe.”

The company began with Benham developing computer software during his senior year at Texas A&M University and grew by developing custom applications, databases and other web-based solutions for a variety of small and large clients. “We began on the premise that any size business can and should be able to develop customized, mobile, paperless information technology to fit their business strategy.”

In 2006, JBKnowledge developed SmartBidNet, a web-based bid software for the commercial construction industry. In 2009, JBKnowledge introduced its SmartCompliance web-based certificate of insurance management software, and last year, SmartReality was successfully launched as one of the construction industry’s first augmented reality mobile applications. As the company continues to expand, their focus remains on the commercial construction, insurance and risk management industries. JBKnowledge provides software products and technology outsourcing services to over 500 companies in the United States, Canada, Caribbean and Middle East.

“There’s a thriving community of businesses and professionals in our corner of Texas,” says Benham. “Being a part of the Newman 10 has introduced us to some incredible peers in our industry and complementary industries as well. To be associated with such a successful network of individuals continues to add value to our own network.”

In addition to managing the company’s continued growth, Benham was elected in November of 2012 to serve on the College Station City Council.

The Pool Guy

8

“Be professional, be honest and go the extra mile.”

Sean Hawthorne • The Pool Guy

Sean Hawthorne, the driving force behind The Pool Guy, has a long history in the pool business, starting at age 12. He went on to graduate from Texas A&M University in 1993 with a degree in environmental design and worked for a local pool company for 14 years before forming his own company in 2006.

“Building a pool is a process that can be fun and rewarding,” says Hawthorne. “From the design to the first time you set foot in your own pool, The Pool Guy and our team of experts will walk you through every step of the process.”

Principal(s)

Sean Hawthorne

Product • Service

Swimming pool service, maintenance, supplies and construction

Date Founded

2006

Number of Employees

19

Sales Growth

2011 - 2013 / 71.15%

Location

943 William D. Fitch Parkway,
Suite 401
College Station, TX 77845
Phone: 979.575.6200
www.thepoolguybcs.com

The Pool Guy offers high quality pool construction, expert repair services and pool maintenance, as well as carrying a vast variety of pool-related products for purchase. Hawthorne initially operated out of his home and then expanded into a warehouse location, and now occupies two warehouses and a retail store location.

From using the latest in 3D rendering technology to visualize 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.

For Hawthorne, the key to success has been straightforward. “Adapting to customer needs allows them to drive the business path to success.” The Pool Guy has also received recognition from existing and new customers for being recognized as a Newman 10 award winner, something that Hawthorne believes adds credibility and prestige. “It’s something we’re proud to brag about to all our customers.”

Massage Enterprises, LLC

dba A Healing Touch Massage & Spa

"We are committed to impeccable service and excellence, to always exceed client expectations. It takes years to gain a client's trust and only seconds to lose them."

Carey Summerville • *Massage Enterprises, LLC dba A Healing Touch Massage & Spa*

Principal(s)

Carey Summerville & Corey Summerville

Product • Service

Therapeutic treatments through massages, facials, scrub and body wraps.

Date Founded

2006

Number of Employees

14

Sales Growth

2011 - 2013 / 58.45%

Location

524 University Drive East, Suite 100
College Station, TX 77845
Phone: 979.694.1999
www.ahealingtouchbcs.com

The Summervilles started out as massage therapists in Dallas. "We had the desire to one day own our very own spa, so we both took jobs with some of Dallas' well-renowned spas, such as The Hotel Crescent Court Spa, The Hotel ZaZa Spa, and Elizabeth Arden Red Door Spa," says Carey Summerville. "These spas helped teach us the importance of customer service along with training in high-quality therapeutic treatments. This invaluable work experience set the foundation for our impeccable service, exceeding client expectations and providing 'the royal treatment' that everyone who walks through our doors deserves."

Aggie owned and operated, class of 1999, both Carey and Corey decided to relocate to the BCS area to establish their own spa. "We started out small with a 1,000 sq. ft. office space with four treatment rooms. After 5 1/2 years of building clientele, we relocated A Healing Touch Spa to our University location in February 2012. Today, we're a group of 14 spa professionals in a 2,500 sq. ft. spa with 8 treatment rooms that allow us to add therapeutic full-body treatments to our spa menu of services."

The Summervilles believe education and meeting customer expectations are the keys to their success. "Staying up to date on all treatments and procedures is vital in the spa industry," says Carey. "And customer service is key. Word of mouth has been the best form of advertisement for us. It is always about our clients and knowing what makes them happy."

As for being recognized as one of fastest-growing small businesses in the Bryan-College Station community, Carey Summerville is excited. "We feel honored and grateful to be in the position we are in today. We are thrilled to be in the top 10, knowing we have only scratched the surface of our potential. We look forward to the next 5 years to see what new services we can introduce to our community."

TechBundle, LP

10

“TechBundle is a company built on personal touch and the ‘golden rule’.”

Steven Sutton • TechBundle, LP

TechBundle is the most recent evolution of a technology services company that began after the dot-com collapse of the early 2000s. The company started out as CSC Computer Services based in Jewett, Texas in 2002. The company was renamed to TechBundle in 2006, and company operations were moved to Bryan, Texas in 2007.

Principal(s)

Steven Sutton

Product • Service

TechBundle is a computer consulting company providing service and support for commercial and government customers, with a focus on blue-collar businesses.

Date Founded

2004

Number of Employees

10

Sales Growth

2011 - 2013 / 56.32%

Location

4411 South Texas Avenue
Bryan, TX 77802
Phone: 979.446.0582
www.techbundle.com

Sutton explains that TechBundle is a company focused on personalized customer interactions. “Our service technicians don’t use impersonal communication methods such as email to interact with our customers,” says Sutton. “Instead, we interact with them personally either face-to-face or through the telephone.”

Sutton has learned valuable lessons along the way. “Building a successful company is more than trying to make money,” Sutton explains. “It’s about doing something that taps your inner passion. There are many struggles along the path of creating a successful small business - if money is the only motivator, it can be too easy to abandon the dream, particularly in the early years when cash flow is limited.”

Sutton has advice for other small business owners. “The challenge is determining which pieces of advice are relevant to your particular company, given its current stage of development. For a company just starting out, I would advise never say ‘no’ to any given sales opportunity,” says Sutton. However, he believes that same advice does not apply to a business in a more mature position. “I would advise learning the opposite, to say ‘no’ and not expand a client base if it means sacrificing quality of support for your current clients.”

Sutton also believes in giving back to the community. Ten percent of TechBundle’s profits are placed in a charity fund and dispersed based on needs in the community. In the past two years, TechBundle has made contributions to various organizations such as the Boys and Girls Club of the Brazos Valley, Aggieland Humane Society, and The Theater Company. TechBundle also encourages its employees to volunteer in the community; for every volunteer hour an employee gives to a local organization TechBundle will make a \$100 contribution up to \$500.

THE BRYAN ROTARY CLUB CONGRATULATES



2014 Top 10 Fastest Growing Small Businesses in Brazos County

Schaefer Custom Homes, LLC

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

AND

*Stylecraft Builders, Inc. – Recipient of the
Anco Insurance Award for Lifetime Business Achievement*

*Startup Aggieland – Recipient of the
Research Valley Commercialization Rising Star Award*

BRYAN ROTARY CLUB/NEWMAN 10 WINNERS

1994-2013

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

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

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

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

1994-2013

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

Stylecraft Builders, Inc.

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.

“Don’t rest on your laurels. You have to re-invent yourself continually.”

Randy French • Stylecraft Builders, Inc.



Stylecraft Builders began during the worse Texas recession with record high mortgage rates and low housing demand. But that didn't deter Randy French from doing what he knew best. In the first four years, the number of houses built doubled each and every year. Today, Stylecraft Builders currently builds nearly 500 homes every year throughout Central Texas.

"I wanted to become a production homebuilder, not a custom builder," says Mr. French. "So after we had established ourselves, we decided to go the production route in 1993. It required more overhead and volume, which meant greater risk, commitment and performance." French also admits, "Hiring people that are smarter and more talented than me has been a key to our success."

The business philosophy at Stylecraft Builders is to make work fun and employ the golden rule by treating others as you would want them to treat you. "We also stressed integrity everyday, to be fair and honest," explains French. "There is a great business book I love to read and re-read titled Proverbs."

French has advice for other small business owners that are looking to succeed. "You have to find your niche and do it better than anyone else," he says. "You also have to

Location

4090 State Highway 6, South
College Station, TX 77845
Phone: 979.690.1222
www.stylecraftbuilders.com

be sure it's a broad enough business model that your share of the pie is sustainable. You have to outwork and outsmart your competition and be customer service driven – throughout the entire company."

French also believes strongly in being involved and giving back to the local community. In 2013, the Texas Association of Builders honored Randy as the Philanthropist of the Year. The list of organizations that he and Doug French, Vice President of Stylecraft Builders, have sponsored and/or served on boards include Habitat for Humanity, Still Creek Boys & Girls Ranch, SOS Ministries, United Way, Scotty's House, Salvation Army, Health for All, Bubba Moore Memorial Group, BCS Chamber of Commerce, as well as many other social and professional associations in the Brazos Valley.

For Randy and Doug, being selected as the 2014 Anco Insurance Lifetime Business Achievement award winner is an unexpected honor and privilege. However, both admit that your recognition and reputation has to be earned every day. As Randy states emphatically, "Its not just about your achievements, but where you go from there!"

BRYAN ROTARY CLUB/ ANCO INSURANCE AWARD FOR LIFETIME BUSINESS ACHIEVEMENT

PAST WINNERS

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

1998 - First National Bank

Startup Aggieland

Texas A&M University



The Commercialization Rising Star Award is given to individuals or groups 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 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

1700 Research Parkway,
Suite 150
Texas A&M University
2405 TAMU
College Station, TX, 77845
Phone: 979.862.3248
www.startupaggieland.com

*“In the steps of preparing a creative product idea to become a business, it is crucial that the combination of curriculum and experiential learning be present to have a fuller, hands-on understanding of the entrepreneurial process. Both elements are necessary but insufficient, one without the other.”
Dr. Richard Lester, Co-Founder and Executive Director of Texas A&M University’s Center for New Ventures and Entrepreneurship*

Startup Aggieland is a business accelerator connecting enterprising students with an ecosystem that encourages small venture development and entrepreneurial learning opportunities. The 2012 launched initiative is a national model for student-led entrepreneurship within institutions of higher education. Operated on campus by students for students of every major who are seeking to turn innovative ideas into innovative businesses, Startup Aggieland is a commercialization resource and springboard for meeting the shared entrepreneurial objectives of Texas A&M University and the Bryan/College Station communities.

Small businesses play a crucial role in the U.S. economy and entrepreneurs advancing forward are among the most important elements in economic vitality. Exclusively designed to promote and encourage student entrepreneurial experiential learning and education, Startup Aggieland received seed investment funds from the University to respond “in a cohesive way to the nation’s growing entrepreneurial evolution and provide an ecosystem to nurture the entrepreneurial spirit,” says Dr. Jorge Vangeas, Co-Founder, Professor and Dean of Texas A&M’s University’s College of Architecture. An integral part of Startup Aggieland’s success is the involvement of a collaborative network of University faculty and professionals in the business community who serve as mentors, advisors and service providers to the student companies and the incubator student staff.

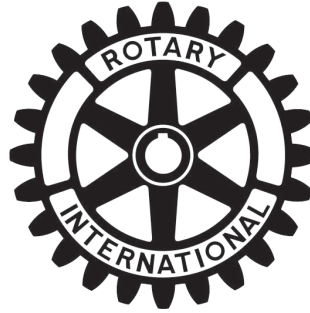
More than 100 student ventures have launched from Startup Aggieland and its impact for community growth in the Bryan/College Station area and overall value to the Texas A&M University experience has unlimited potential.

BRYAN ROTARY CLUB/RESEARCH VALLEY COMMERCIALIZATION RISING STAR AWARD

PAST WINNERS

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 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

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College Station





What is Rotary?

We are 1.2 million neighbors, friends, and community leaders who come together to create positive, lasting change in our communities and around the world. We focus our efforts with programs and projects related to club service, vocational service, international service, youth service, and community service.

In 2013-2014, the Bryan Rotary Club:

1. Honored 10 of the Brazos County's fastest growing small businesses;
2. Awarded \$9,157 in teacher mini-grants to Bryan elementary school educators;
3. Built a picnic pavilion for the Faith Habitat for Humanity Subdivision in Bryan;
4. Supported 12 local charities with donations totaling \$3,000;
5. Hosted 1,319 local fifth-grade students for history-themed field trips to Veterans Park as part of the Field of Valor – 1,000 Flag Salute to Service honoring Veterans and First-Responders.
6. Supported a continuing water well drilling project and trade school education program in Nicaragua; and
7. Raised \$2,311 for ongoing Polio eradication efforts.

How can you get involved with Rotary?

Bryan Rotary Club
Weekly Wednesday Lunch Meetings
12:00-1:00 pm
Phillips Event Center at Briarcrest
www.bryan-rotary.org

How can you find out how Rotary serves globally?

www.rotary.org