

# Tom Light

Chevrolet  Bryan/College Station



BUSINESS PERFORMANCE AWARDS



The Bryan Rotary Club

**Tom Light**  
Chevrolet  Bryan/College Station



THE BRYAN ROTARY/NEWMAN 10  
BUSINESS PERFORMANCE AWARDS

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

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# 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 2013-2014.

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.

# Exosent Engineering, LLC

*“Be willing to maneuver as a company to find a niche market. Just because you started in one area does not mean that is where your company will end up.”*

UV Doron & Andrew Duggleby • *Exosent Engineering, LLC*

## **Principal(s)**

*UV Doron & Andrew Duggleby*

## **Product • Service**

Engineering and manufacturing cargo tank pressure vessels.

## **Date Founded**

2010

## **Number of Employees**

28

## **Sales Growth**

2012 – 2014 | 238.70%

## **Location**

12600 Hwy 30, Suite 100  
College Station, TX 77845  
Phone: 979.703.1949  
[www.exosent.com](http://www.exosent.com)

Initially, Exosent began as an engineering-services company providing design services, 3D modeling, finite element analysis and computational fluid dynamics for a broad range of products in many industries. In 2011, they began fabricating vacuum tanks for a specific company who placed an order for 20 vacuum tanks. In 2013, Exosent acquired the ASME U2 stamp, allowing them to build pressure vessels that are lighter than the competition, have less chance of rolling over, and that can haul hazardous materials such as propane, Liquid Natural Gas, acid and crude oil. Exosent’s ExoLPG, a liquid propane trailer that is the first of its kind in North America, hit the road in April 2015. They are one of only 150 U2 stamps in US, and the only ASME U2 certified Cargo Tank Manufacturer in the United States. This provides Exosent with technological advantage over every other manufacturer. They have expanded their cargo tank line from simple vacuum tanks to a variety of product lines that have diversified their product offerings and have provided higher margins to the company.

At Exosent there are two guiding principles. First, always have the latest equipment. This leads them to invest in technology and be ready when the market turns. Second, remain small and agile. With only 28 employees, they can make quick decisions and carry those through to quick implementation. In conjunction with their guiding principles, Andrew and UV attribute their key to success to be their agility and quick movement. They “sized up their competition from Mexico and developed products that are better than any other on the market.”

They tell us that one of the most important lessons they have learned over the years is that “Cash flow is king. Banks tend to be reluctant to fund small, riskier businesses.”

Andrew and UV are honored to be recognized as one of the fastest growing small businesses in the Brazos Valley. They are having fun seeing the impact they are having on the local economy.

# Schaefer Custom Homes

*“Follow your dreams. Owning your own business is challenging and has a high level of risk, but if you have true love and passion for what you do, it will be shown in your product or service.”*

**Michael G. Schaefer** • *Schaefer Custom Homes*

**Principal(s)**

Michael G. Schaefer

**Product • Service**

Custom Home Builder

**Date Founded**

2005

**Number of Employees**

5

**Sales Growth**

2012 – 2014 | 129.88%

**Location**

200 South Main, Suite 200

Bryan, TX 77802

Phone: 979.575.4180

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

Michael Schaefer has been building homes since he was an 18 year old freshman at Blinn College in Brenham. “As a child, I lived across the street from the owner of a lumber company who built one or two homes per year. When I was 15, I started working for him at the lumberyard. He had an outstanding reputation in the community as a homebuilder and businessman. My favorite part of working at the lumber company was making deliveries so I could see homes being built in their various stages. Whether it was building new homes, working on bank foreclosures, or revitalizing buildings in Downtown Bryan, construction has always been in my blood.” He now has 5 employees and broke his own record by building 15 homes this past year.

Schaefer does not view his role as a job. To him it is more of a hobby because he loves what he does. “I truly have a passion for what I do. The construction industry is often viewed as a manufacturing process. I try to make the building process as fun for my clients as it is for me. The homebuilding business is stressful from the construction, safety, and structural aspects. It is also challenging working with clients who may not know what exactly they want and struggle to be able to translate their thoughts and ideas. There are often challenges, but the relationships that we “build” is well worth it in the end. It is often hard on me emotionally when we finish a house because we will not have the daily contact with my homeowners like we have had for the past several months.”

The most important lesson Schaefer has learned is from his father. “My dad taught me that honesty is an important part of who we are. I learned early on that there are consequences for our actions and in the end, honesty will pay off. There are times that we may 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. I would like to be remembered for being a businessman that was honest and ethical and surrounded himself with good people.” This seems to work well for Michael Schaefer because a large percentage of this year’s builds were from clients for whom he has previously built home or whose family members have been his clients.

## Cortiers Real Estate

*“Being patient and not anxious for anything. Don't go big on untested ideas, even if you think you can get economies of scale. If it works, you can always go big on the second round.”*

**James Murr** • *Cortiers Real Estate*

### **Principal(s)**

*James Murr*

### **Product • Service**

Real estate sales, leasing, management, construction and development.

### **Date Founded**

2008

### **Number of Employees**

53

### **Sales Growth**

2012 – 2014 | 129.25%

### **Location**

809 University Dr. East, Ste 101A  
College Station, TX 77840  
Phone: 979.985.5610  
[www.cortiersrealestate.com](http://www.cortiersrealestate.com)

James Murr started Cortiers Real Estate to empower real estate agents as their sponsoring company. “I had observed real estate brokerages and their limited support of agents, and thought I can do that better.” They have grown to 53 employees and provide real estate sales, leasing, property management, construction and development.

The beginning was not a piece of cake. Murr admits that his timing was horrible. “We started in the month of the biggest drop in the market during the recession, and we began as a high-end company which was the sector of the market that took the biggest hit. It took a few years of trial and error to figure out where we needed to be.”

As a successful small business owner, Murr feels that College Station is a city with a reputation for great people and great businesses. “To be honored as one of the fastest growing among them has been very uplifting for all of us, and we look forward to continuing to contribute to this community. The award has inspired us to do more.”

“Do more” means adding more services. “We are working to become a provider of all real estate services. We have partnered in a construction company and our development projects are just taking off. We have also begun the Real Estate Gallery, which will house our real estate services as well as a mortgage company, title company, and insurance company. It will be located next to the Harley Davidson dealership on Hwy 6.”

Murr and his employees are already doing more. They are contributors and volunteers at Still Creek Ranch and Habitat for Humanity. That doesn’t include the other eleven community entities where they volunteer.

His advice to other small business owners is right in line with his actions. “Serve others, always do what you know to be right, and always be learning.”

## CEO Etc.

*“As you grow, and grow fast, it is a challenge to keep your employee ratio just right for the amount of work you have. Sometimes it’s tempting to just get someone in to help, but the difference is incredible when you are patient and get the right people working for your company.”*

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

### **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**

27

### **Sales Growth**

2012 – 2014 | 93.90%

### **Location**

3001 Earl Rudder Fwy S  
College Station, TX 77845  
Phone: 979.446.0054  
[www.ceoetc.com](http://www.ceoetc.com)

CEO was founded in the beginning of 2009 when Jackson and Stanfield merged their existing companies together to combine forces and grow a larger, more encompassing organization. With 27 employees, CEO specializes in home and business technologies, services and supplies, with trained technicians and support staff supporting five divisions:

- Computers - Computer sales and repair, computer network design and installation, corporate IT support and server administration, business phone systems, POS systems, software solutions, virus protection and backup solutions.
- Electronics - Electronics hardware sales and repair, home theater installation, home automation systems, commercial AV solutions, digital signage, structured wiring, alarm systems and satellite sales and installation.
- Office Etc. - Conference room solutions, phone systems, printers, imaging and technology supplies
- Security - Installation and monitoring of residential and commercial security systems, home automation, access control, CCTV and IP video surveillance systems and 24-hour monitoring/response.
- Communications - Provider of high-speed Internet services, capabilities include: fiber, wireless, cable modem, and satellite. Digital telephone service provider, telephone systems, satellite sales and installation.

Jackson and Stanfield say “there was much more of a crossover between these industries than we anticipated and our customers loved being able to work with one vendor to manage all of these needs. We have added divisions such as Security and Communications Services because of the needs our clients were seeking. Developing a team of exceptional managers and technicians has been a vital ingredient of our rapid growth. Our philosophy is to give our customers an experience beyond their expectations and offer a trustworthy and competent team of individuals who listen to our clients’ needs and stay on top of this ever changing industry of technology.”

# Crawford Concrete Services, LLC

## dba Texas Concrete Design 2

*“As you grow, and grow fast, it is a challenge to keep your employee ratio just right for the amount of work you have. Sometimes it’s tempting to just get someone in to help, but the difference is incredible when you are patient and get the right people working for your company.”*

Reagan Jackson & John Stanfield • *Texas Concrete Designs, LLC*  
dba *Texas Concrete Design 2*

### **Principal(s)**

Chris and Heather Crawford

### **Product • Service**

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

### **Date Founded**

2007

### **Number of Employees**

8

### **Sales Growth**

2012 – 2014 | 73.06%

### **Location**

6635 Elmo Weedon Road  
College Station, TX 77842  
Phone: 979.324.1887  
[www.texasconcretedesign.com](http://www.texasconcretedesign.com)

“Texas Concrete Designs first started as a side business to make a couple of extra dollars”, describes owner Chris Crawford. After graduating from A&M with a degree in Construction Science, in 1998, he was a project manager on commercial construction projects. On one project, they were asked to install several thousand square feet of stained concrete. After searching for an installer, they did the work themselves. With this new skill and knowledge, Chris was soon installing stained concrete floors for friends and friends of friends.

Chris would work nights and weekends to get all their work done. This grew quickly to working every night and every weekend on this side job. Demand grew to the point where Chris was using his full time job vacation days to catch up on the work for Texas Concrete Designs. From there, Chris took the leap and quit his real job to concentrate on his concrete business.

“Over the last several years, to help hone our skills and broaden the services that we offer, we have attended numerous classes and training opportunities. As we have continued to grow, we have made substantial investments in both equipment and manpower”, explains Chris. Now they have large commercial projects all over Texas that they handle effectively with just eight employees.

Chris stresses that it is critical to always be honest with the customers. “Even when something does not go our way or the unforeseen comes up, notify the customer and explain the different options to resolve the issues. Never try to conceal or cover up anything.” Furthermore, he does “whatever it takes to achieve customer satisfaction. There are times when the customer is not happy with something that we have done. Regardless of the time it takes or money it costs, do what it takes to appease the customer.”

Being a Newman 10 award winner is a point of pride for Chris and Heather Crawford. They are intent on not growing too fast because they know the cost of being too busy to be with family. They know what really counts in life.

# TechBundle, LP

*“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 & John White*

## **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**

11

## **Sales Growth**

2012 – 2014 | 72.98%

## **Location**

4411 South Texas Avenue  
Bryan, TX 77802  
Phone: 979.446.0582  
[www.techbundle.com](http://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 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.

# Cedar Lane

*“Cedar Lane’s business philosophy is to run a bar like a business, to run a business that my employees are proud to work at, and for us to try our best to make as many customers feel important, welcomed, and appreciated as possible.”*

**Bobby Grabowski • Cedar Lane**

**Principal(s)**

Bobby Grabowski

**Product • Service**

Services/entertainment

**Date Founded**

2009

**Number of Employees**

15

**Sales Growth**

2012 – 2014 | 67.49%

**Location**

303 College Main  
College Station, TX 77840  
Phone: 979.268.7585

Cedar Lane began as a very small establishment in the small building that is now called the Palms, named from the three giant palm trees covering the back patio. Cedar Lane was transformed into a bar from a hair salon, and numerous renovations and additions were made. Bobby initially was unable to get a liquor license, so he originally opened the establishment selling only beer and wine. He started out cleaning pools during the day and bartending at night until he was able to open Cedar Lane. Through rigorous work and tumultuous financial obstacles, Bobby was able to develop and grow Cedar Lane into a thriving business. He truly believes “we have built something more than a bar or a business.. something very special has been created.”

To Bobby, the financials is not his number one priority. His primary focus is customer feedback and working to make his business better. He feels as if focusing on total sales will cause him to lose grasp of what made Cedar Lane unique, which could cause the numbers to decline. “Our growth in my eyes is recognition; it’s how we have made our place on Northgate and in the community,” says Bobby. “Our growth to me is our relationships with the police and Adopt-A-Street, Blue Santa, and other charities and organizations. We aren’t treated like a bar and I’m not treated like a bar owner – it’s a great feeling.”

Bobby boasted that the graduation rate among Cedar Lane’s employees is steadily above 90% and has not faltered for 5 years. He does his best to encourage and motivate his employees to not only to be great at work, but to also keep their eyes on a challenging world and to tackle it with confidence. Bobby takes a lot of pride in his employees, and he believes that they have helped shape and grow Cedar Lane into the successful business that is has become today.

# Fitness Dynamics, Inc.

## dba Aerofit Health & Fitness Centers

*“Hire people who are passionate about making a real difference in the lives of real people through health and fitness, create an uplifting clean environment, provide members and staff access to a clear road to success and encourage, encourage, encourage.”*

**Kathy Langlotz & Larry Isham • Aerofit Health and Fitness Centers**

### **Principal(s)**

*Kathy Langlotz & Larry Isham*

### **Product • Service**

Personal training, group training, corporate wellness programs, children’s programs, group exercise classes, and swim lessons/aquatic programs.

### **Date Founded**

1999

### **Number of Employees**

262

### **Sales Growth**

2012 – 2014 | 64.21%

### **Location**

1900 W. Villa Maria Rd  
Bryan, TX 77807  
Phone: 979.823.0971  
[www.aerofitclubs.com](http://www.aerofitclubs.com)

Aerofit is more than just gym. The 262 employees provide a wide variety of programs, facilities and services that support our community as essential resources in the pursuit of each individual’s health and happiness. Some of these include personal training, group training, corporate wellness programs, children’s programs, group exercise classes, and swim lessons/ aquatics programs.

In 1999, Fitness Dynamics, Inc. was operating two multipurpose facilities. Kathy and Larry summarize their initial philosophy as “offering a ‘get away’ for the entire family by developing a wide variety of programs for all ages and creating a welcoming environment. We, quite simply, wanted to become the best part of our member’s days. We wanted to become considered part of their extended family.” They expanded in 2011 and again in 2014. Their latest expansion, Aerofit Wellness, is a project that has the integral component of the support of The Med. Kathy and Larry explain “it is a natural partnership between two entities striving to improve the quality of life within the community, each believing that the other provides a necessary piece of the healthcare continuum. Now with five facilities and thousands of members, we remain committed to creating a positive, fun environment that offers the community a place to feel nurtured and supported while achieving and maintaining health, happiness and that little extra bounce on their step!”

Their advice to other business owners is to “be intentional about structuring balance outside your business life. Hiring and investing in great staff is a powerful way to achieve this. Expect times during which the business is all-consuming. Surrounding yourself with colleagues that share your passion, and who are able to run the business in your absence, allow these times to be managed in a healthy way.”

Kathy and Larry are excited to be one of the Newman 10 Award winners. The Brazos Valley is growing rapidly. The fact that they are growing with it means that Aerofit is truly part of the community they strive to serve.

# Hotel Solutions, Inc.

*“Keep your clients happy and your employees happier. Check, double check and triple check your work!”*

**Fran Murr** • *Hotel Solutions, Inc.*

In 2007, Fran Murr was a one-woman show offering out-sourced hotel accounting. When clients began asking for expanded help, she hired staff and delivered more services. Now she has 16 employees doing monthly accounting and specialized reporting while she travels to train clients.

***Principal(s)***

*Fran Murr*

***Product • Service***

Outsourced accounting services for hotels.

***Date Founded***

2007

***Number of Employees***

16

***Sales Growth***

2012 – 2014 | 63.96%

***Location***

809 University Dr. E, Suite 210

College Station, TX 77840

Phone: 979.823.8544

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

Murr moved to College Station to be close to her grandbabies. She describes, “I had no idea at that point what the future would hold or that I would run a company being honored in this way. I feel extremely blessed and humbled. It is a special honor that for the last three years both my business and my son’s business have been recognized.”

Hotel Solutions, Inc, is a family company. Murr tries to extend that atmosphere to all of her employees. She bakes a cake for each employee on their birthday for an office birthday party. “We also have awesome Christmas parties including a murder mystery dinner party and a treasure hunt.”

When she is not partying, she is tweaking her business plan to meet her employees’ needs and her clients’ needs. “It’s quite an adventure! We are spending more time and resources to find the best people to fit our needs and then better train them from the beginning.”

Murr’s advice to other small business owners? “Find your niche, the service or product that you can provide better than anyone else and then continue to perfect it. We have found success in being specialists.”

## United Solutions

*“A major key to our success has been to really listen to the needs of the client.”*

**Kris Poston & Ailene Ueckert • United Solutions**

In 1997 three local medical practices collaborated to combine their resources to form a centralized billing company to cater to medical providers and facilities. United Solutions began with just three clients. They now have thirty-five clients spread out over 112 locations. Their niche is in Federally Qualified Health Centers.

**Principal(s)**

*Ailene Ueckert & Kris Poston*

**Product • Service**

United Solutions provides medical billing and credentialing to medical providers/facilities.

**Date Founded**

1997

**Number of Employees**

52

**Sales Growth**

2012 – 2014 | 54.08%

**Location**

3030 East 29th St. Suites 101 & 117  
Bryan, TX 77802  
Phone: 979.776.7300 ext. 201  
[www.usmso.com](http://www.usmso.com)

Ailene Ueckert explains that United Solutions takes great care to analyze what their clients need to achieve financial success. This is done simultaneously with ensuring their clients remain in full compliance with the many specific guidelines and rules involved in medical billing, collections and credentialing. United Solutions is amenable to work from the client’s existing practice management and electronic health system.

They are able to deliver this custom service because they have a remarkable and loyal staff of over 50 employees. In just a few months, this staff will need to move from working with 14,000 diagnosis codes to 70,000 codes. That is an increase of five fold.

Kris and Ailene have advice for other small business owners:

- Invest in training and continuing education
- Let your current clients know you would like to expand and would appreciate referrals from them.
- Assure your existing clients that expansion will not impede the service they receive.
- Have a disaster plan.
- Believe in your business

This is the second Newman 10 award for United Solutions. This honor has enabled them to show in print that they are a company with a solid reputation and longevity.

# THE BRYAN ROTARY CLUB CONGRATULATES



## 2015 Top 10 Fastest Growing Small Businesses in Brazos County

*Exosent Engineering, LLC*

*Schaefer Custom Homes*

*Cortiers Real Estate*

*CEO Etc.*

*Crawford Concrete Services, LLC dba Texas Concrete Design 2*

*TechBundle, LP*

*Cedar Lane*

*Fitness Dynamics, Inc. dba Aerofit Health & Fitness Centers*

*Hotel Solutions, Inc.*

*United Solutions*

*AND*

*Copy Corner – Recipient of the  
Anco Insurance Award for Lifetime Business Achievement*

*Essentium Materials, LLC – Recipient of the  
Research Valley Commercialization Rising Star Award*

# **BRYAN ROTARY CLUB/NEWMAN 10 WINNERS 1994-2014**

## **2014**

Schaefer Custom Homes  
Cortiers Real Estate  
Hotel Solutions, Inc.  
Crawford Concrete Services, LLC (dba Texas Concrete Design 2)  
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

## **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

## **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

# **BRYAN ROTARY CLUB/NEWMAN 10 WINNERS 1994-2014**

## **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

## **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  
Style Craft Builders  
Metrica, Inc.  
ITS Tours & Travel  
University Title Company  
Messina Hof Wine Cellars  
Wicks & Sticks  
Computer Access  
Talent Tree Personnel Services

# Copy Corner

*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.*

*“Treat your vendors like customers, your customers like guests and your team, like family. In the end, it’s still all about people.”*

Larry Hodges • Copy Corner



Copy Corner opened in 1988 when three Texas A&M students believed that there was a demand for the service on the growing south side of campus and also a better way to deliver the service. With existing, competing businesses located in Northgate and digital technology about to change the industry forever, they launched their venture in the old post office building on the corner of Texas and Jersey St.

The original business plan focused on providing a better copying service to the students, faculty and staff at Texas A&M. With fast changing technology and an ever-growing community, the focus quickly expanded beyond campus and into the community.

“Find something you are really good at or something you really love and work hard at it, and the rest will take care of itself,” is the advice Mr. Hodges was given when he first started out. Over the years, he has come to realize that it is certainly more complicated than that, but hard work, perseverance and the Golden Rule certainly make for a good foundation.

Larry strongly believes in the power of the people. “Copy Corner has been fortunate to employ great people.” Mr. Hodges says, “In the beginning, we hired mostly students who were very bright and hardworking and who bought into Copy Corner’s vision. We’ve employed more than 400 students over the past 27 years and it’s been truly rewarding to watch them grow and succeed in their lives. We’ve also been blessed with a core management team, several of whom have been with us more than 20 years and together they have helped hold it all together through the good times and the not so good times.”

## Location

2307 Texas Ave S  
College Station, TX 77840  
Phone: 979.694.2679  
[www.copycorner.com](http://www.copycorner.com)

Mr. Hodges is also passionate about service and the importance of giving back to the community. He has served on numerous boards, including; The BCS Chamber of Commerce, The Community Foundation of the Brazos Valley, The College Station Education Foundation, The Bryan/College Station Convention and Visitor's Bureau and The Research Valley Partnership. As a group, the Copy Corner team led the first Corporate Challenge for Habit For Humanity to help celebrate their 15th anniversary. Each year they award scholarships through both school districts for students who serve their community and more than half of their marketing budget each year is directed towards non-traditional advertising like charitable events.

For Larry, being selected as the 2015 Anco Insurance Lifetime Business Achievement Award winner was an unexpected honor. "You just don't think about those types of awards... the ones with Lifetime in their name." He stated that he was "bursting with pride while at the same time, humbled to the core" when he learned of the award from three fellow business leaders whom he also considers friends. He believes that the recognition is a testament to the quality of the people he's had the honor to work with and as important, the quality of the people in the community.

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

### **PAST WINNERS**

**2014** - Stylecraft Builders, Inc.

**2013** - Davis & Davis Lawyers, P.C.

**2012** - KBTX News 3

**2011** - The Insite Group, L.P.

**2010** - C.C. Creations LTD

**2009** - Bryan Broadcasting Corp.

**2008** - Tom Light Chevrolet Co., Inc.

**2007** - David Gardner's Jewelers

**2006** - Wells Fargo Bank

**2005** - Britt Rice Electric, LP

**2004** - Producers Cooperative Association

**2003** - Acme Glass

**2003** - Newman Printing Company (Honorary)

**2002** - University Title Company

**2001** - The Eagle

**2000** - St. Joseph Regional Health Center

**1999** - The Adam Corporation/Group

**1998** - First National Bank

# Dr. Elisa Guzman Teipel

Co-Founder/Director of Research and Product Development, Essentium Materials LLC

# Blake Teipel

Co-Founder/Senior Materials Scientist, Essentium Materials LLC

Texas A&M University PhD Candidate, Material Science and Engineering



*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](http://www.startupaggieland.com)

*“Ultimately, our company is about transforming nature’s waste in order to transform people’s lives. We want our engineering decisions to make the world a better place.”*

Essentium Materials LLC was established on the idea that it can turn untapped, abundant waste streams from around the globe into a state-of-the-art nanocomposite. Today, the College Station company is providing a resource to produce truck liners, battery pack covers in electric cars, household cutting boards, and living wall planters, among other products, with their self-developed technology that creates a composite material made of agricultural waste products combined with recycled plastics. The result is a high performance green manufacturing material that is cost neutral as well as lighter, stronger and stiffer than the traditional all-synthetic plastic fibers. Company products retain natural anti-microbial properties carried over from their recycled waste feedstock sources.

The spark for this innovative business idea surfaced when Elisa was a graduate student and motivated to help people in developing nations achieve a higher standard of living by turning their access to discarded products like coconut husks into a highly marketable engineering material. Since then, she has been joined by her husband Blake, along with other talented colleagues, to secure small business research grants from the federal government to fund the hard work of transitioning materials from the lab to their customer’s production settings. The company remains at the forefront of imagining breakthrough products, and Blake’s teams have won first place at the 2014 and 2015 Texas A&M University Ideas Challenge.

Demonstrating their deep commitment to bringing effective and sustainable change to the world, Elisa and Blake Teipel are commercializing disruptive material technologies in a way that can impact human dignity through a Faith-centric company.

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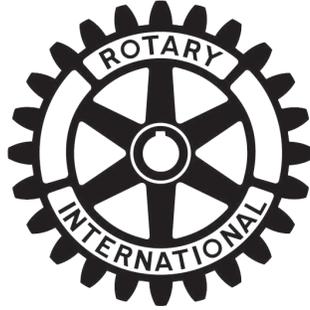
## BRYAN ROTARY CLUB/RESEARCH VALLEY COMMERCIALIZATION RISING STAR AWARD

### PAST WINNERS

**2014** - Startup Aggieland  
**2013** - Dr. Duncan J. Maitland  
**2012** - Andrew L. Strong  
**2011** - James Y. Lancaster

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

**Bryan  
Rotary  
Club**



**Tom  
Light**

 **Chevrolet  
Bryan/College Station**



Newman Printing Company, Inc.



**ANCO**  
INSURANCE  
BRYAN/COLLEGE STATION



Significant support was received from these community partners:

**The Eagle**

**KAMU-TV**



**BRYAN BROADCASTING**  
CANDY 95.1 WTAW 1620 KZNE 1150 KAGC 1510 KWBC 1550

**KBTX**Media

**CONLEE-GARRETT**  
MOVING & STORAGE  
Since 1946



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media



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 2014-2015, the Bryan Rotary Club:**

1. Honored 10 of the Brazos County's fastest growing small businesses;
2. Awarded \$23,223 in teacher mini-grants to Bryan elementary school educators;
3. Started an international grant of \$15,000
4. Supported 12 local charities with donations totaling \$3,000;
5. Hosted 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 \$6,000 for India mosquito nets

### **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](http://www.bryan-rotary.org)

### **How can you find out how Rotary serves globally?**

[www.rotary.org](http://www.rotary.org)





*Newman Printing Company, Inc.*