



SPECIAL SECTION

BUSINESS ANNIVERSARIES

BUSINESS ANNIVERSARIES SPECIAL SECTION
PAID ADVERTISING | JUNE 2018

AUSTIN
BUSINESS JOURNAL

TABLE OF CONTENTS

Marbridge Foundation	Page B2
Marcus & Millichap	Page B3
BryComm	Page B4
Sport Court of Austin	Page B5
Envision Creative	Page B6
Intertech Commercial Flooring	Page B7
Hastings Humans	Page B8
Cude Engineers	Page B8
Greenberg Traurig	Page B9
Hyde Park Schools	Page B10
Permit Partners	Page B10
Telco Data	Page B12
Sabre Commercial	Page B13
StudioSix5	Page B14
Hill & Wilkinson	Page B16



HEATHER LADAGE
Market President & Publisher

PUBLISHER'S LETTER

Only one in three small businesses are left standing after 10 years. That statistic from the U.S. Small Business Administration drives home how difficult entrepreneurship is – and how special the companies are within the following pages.

Many of these businesses have been around for decades – one is celebrating its 70th anniversary – and this longevity matters to employees seeking stability and customers seeking trustworthy, venerable service. That's why we're happy again to recognize some of the Central Texas companies that are celebrating a milestone.

Here's an interesting fact I always like to convey in this publication: Of all the world's companies over 100 years old today, according to Tokyo Shoko Research, about 90 percent employ fewer than 300 people. So not only is it possible for small- or mid-size companies to outlast the pack, in terms of longevity it may be in your company's best interest to not strive to be a corporate giant.

To the companies featured in the following pages, congratulations on your continued success. To those of you who look forward to the day when your business can celebrate such a milestone, we hope you find helpful advice from the business leaders interviewed for this special publication.

Happy Anniversary,

Marbridge Foundation - Celebrating 65 Years

Founded as a non-profit residential community 65 year ago, The Marbridge Foundation offers transitional and lifetime care to adults with a wide range of cognitive abilities and - through compassion and faith - provides them opportunities to learn, experience, and achieve a whole new life.

A Distinctive Lifestyle

The 200 acre residential community provides a caring home to more than 250 adults with intellectual disabilities, and is located just 15 miles from downtown Austin. The campus consists of three interconnected communities: semi-independent, assisted living, and licensed skilled nursing with physical rehabilitation services. The resident population represents a diversity of diagnoses, including autism, Down syndrome, traumatic brain injury, and other cognitive or physical challenges.

Marbridge is a Learning Environment

- Residents have opportunities to:
- Participate in life skills classes.
 - Prepare for potential employment (both on and off campus).
 - Participate in Special Olympics.
 - Participate in social activities (both on and off campus).
 - Focus on abilities, not disabilities.
 - Socialize with peers who are similar in cognition and mobility.

Volunteer
Become a mentor, assist with Special Olympics, participate in classrooms, or get involved with the Young Professionals Group.
volunteer@marbridge.org

JAM
'Just About Marbridge' is a monthly, one-hour visit to learn about the mission, programs, services, and tour the campus.
info@marbridge.org

Admissions
Marbridge could be a great fit for your loved one, so contact admissions today. Accepting applications for all program care communities.
admissions@marbridge.org

Marbridge Foundation
2310 Bliss Spillar Road
Manchaca, TX 78652

Marbridge.org
info@marbridge.org
512.282.1144



Happiness
Safety
Wellbeing

We offer a **Distinctive Lifestyle** ensuring that individuals with cognitive or intellectual challenges have the opportunity to **Learn, Experience, Achieve**

Independent Living
Assisted Living
Skilled Nursing Facility
Training & Education
Summer Camp

The Village • The Ranch • The Villa • The Bridges

2310 Bliss Spillar Rd • Manchaca, TX 78652
p 512.282.1144 • Marbridge.org

Applications being accepted for all program care communities.



Marcus & Millichap Real Estate Investment Services Celebrates 15 Years in Austin

What do you see for the growth of the company in Austin? Since the Austin metro hit 2 million residents in 2015, attention has been drawn from out-of-state investors leading to the growth of the Austin's Marcus & Millichap office. In the past year, we have moved to a larger space to accommodate our growing office, brought on an experienced loan originator Hank Crane, and welcomed the return of top producing agent Kent Myers. We currently have 31 agents in the Austin office. In 2017, the Austin Marcus & Millichap office closed 147 transactions totaling \$739 million. We are excited to celebrate 15 years in Austin look forward to the continued growth in this metro area.

What is the primary mission of your company? Founded in 1971, and a part of the Austin business community since 2003, Marcus & Millichap is a leading commercial real estate brokerage firm focused exclusively on investment sales, financing, research, and advisory services. With more than 1,800 investment sales and financing professionals in offices throughout the United States and Canada, the firm has perfected a powerful property marketing system that integrates broker specialization by property type

and market area; the industry's most comprehensive investment research; a long-standing culture of information sharing; relationships with the largest pool of qualified investors; and state-of-the-art technology that matches buyers and sellers. In 2017, the firm closed nearly 9,000 transactions with a sales volume of approximately \$42.2 billion.

What sets your business apart from your competitors? Marcus & Millichap revolutionized the real estate brokerage industry. The firm was designed by founders George M. Marcus and William A. Millichap to go far beyond simply facilitating real estate transactions. Accordingly, they developed an entire system dedicated to maximizing value for real estate investors based on a unique method of matching each property with the largest pool of pre-qualified investors. Unheard of at the time, this relatively simple premise and a determined drive to measure success by client satisfaction has made Marcus & Millichap the industry's pre-eminent real estate investment services firm.

What, if anything, has changed since your business was founded? Marcus & Millichap pioneered the use of

technology in the commercial real estate business and developed one of the industry's top research and advisory service capabilities. The firm's research reports and publications are widely utilized throughout the industry and the company is continually recognized as a technology leader. From the early days of the information-technology revolution onward, Marcus & Millichap has taken advantage of being in the center of the information age. The founders realized that connecting commercial real estate assets with the largest pool of buyers required customized, cutting-edge technology. They put transactional data with exclusive research to help clients stay current with market trends and make informed decisions. In the pre-internet days of 1988, Marcus & Millichap's listings were centralized in a massive computer system in an air-conditioned room. This is no longer the case, but staying at the forefront of technological innovation and providing clients with real-time market data is an ongoing tradition.

What are your plans for the future? Marcus & Millichap's current growth plan has three major components: growing its share in the \$1-million to \$10-million private client segment, which is by far

MARCUS & MILLICHAP
www.marcusmillichap.com

9600 North Mopac Expressway,
Suite 300
Austin, TX 78759
Phone (512) 338-7800

Marcus & Millichap

the largest market segment and the one the firm has the leading market share and brand within; further developing company's specialty divisions, such as hospitality, seniors housing, self-storage, student housing and other niches, including the Institutional Property Advisors (IPA) platform, dedicated to serving larger private and institutional investors; and expanding the company's financing division, Marcus & Millichap Capital Corp., which enhances long-term client relationships through refinancing and other capital market services and provides the investment sales team with a wider range of knowledge and services to offer clients.



A HISTORY OF SUCCESS BUILT FOR THE FUTURE

For nearly 50 years, we've helped our clients create and preserve wealth for today, tomorrow and generations to come. Let us use our unique combination of expertise and access to help you maximize returns and get more out of your investments.

Austin Office
Craig R. Swanson
Regional Manager
(512) 338-7800 | craig.swanson@marcusmillichap.com

Real Estate Investment Sales
Financing
Research
Advisory Services

Marcus & Millichap
MarcusMillichap.com



BryComm Celebrates 10 Years of Keeping Austin Wired

A Focus On Core Values Has Led to Rapid Growth and Continued Success

BryComm's story is one marked by ups and downs.

"I was born and raised in this industry," said Cory Brymer, CEO of BryComm. "I've always had an entrepreneurial mindset and started learning the trade at a young age."

Early in his career, Brymer encountered a major setback after his family's business went bankrupt due to financial mismanagement by the majority owners. Thankfully, jobs were saved when a local electrical company bought the assets in an effort to start a data-com division. Although that company was financially stable, it lacked in taking care of its employees and customers.

"It was gut-wrenching for me to watch my parents lose everything, so I was very motivated to learn from those experiences," Brymer said. "As soon as you start getting comfortable and taking your foot off the gas a little, or not concentrating as hard on avoiding risk, that's exactly when things can turn."

Learning from those mistakes made by others, Brymer incorporated his own business in 2008 and began to see serious growth in 2011.

"From day one, our growth has been on a pretty steady incline, and I think it's due to multiple factors," Brymer said. "I was fortunate that I had already worked at two other companies to see what worked and didn't work. I was able to combine that knowledge with the relationships that I had forged in the industry already. Most importantly, I brought on people who were like-minded: ambitious, goal-oriented, with strong work ethic...the whole 'work hard play hard' mentality."

When BryComm had grown to around 20 employees, Brymer found himself at a crossroads: stay small and reasonably



From left to right; Kyle Gehrler, Director of Operations; Wendell Maxey, Director of Estimating and Pre-Construction; Cory Brymer, CEO/President; Jeff Coombs, Director of Business Development; Mike Baker, CFO

"I am confident in our continued growth, which is a tribute to every person here—past, present and future—and their commitment to our core values."

— Cory Brymer, CEO of BryComm

profitable, or re-invest and grow the company. Though not everyone agreed, Brymer knew what he needed to do.

"People told us we couldn't do it, that we didn't have the experience or the financial backing," he said. "I just took that and turned it into motivation. I thrive from challenges! I can thank each naysayer for fueling our success and growth, year over year, as we consistently reinvested in the company."

Now at more than 100 employees and twice named to ABJ's Fast 50, BryComm's remarkable success hasn't come easy.

"We've grown tremendously, so anything related to that growth has seen significant changes: employees, offices, costs, revenue, customers, relationships, brand, etc.," Brymer said. "Throughout each change, we have stayed focused on the core values that marked our early years, making our growth not only possible but successful."

Brymer says there is no "secret sauce" that led his company to thrive. Rather, his principles are basic: a focus on customer service, a sound process of checks and balances, and appreciation for the employees without whom the work wouldn't be possible.

BRYCOMM

www.BryComm.com

AUSTIN (HQ)

15302 Marsha Street
Austin, TX 78728
Phone (512) 712-4008
Fax (512) 712-4009

SAN ANTONIO

4718 Cotton Belt Drive
San Antonio, TX 78219
Phone (210) 233-1300
Fax (210) 233-6567



"You want a 'greenhorn' to have the same feeling of appreciation that my guys did when we were a 10-person company," he said. "Figuring out a way to make that happen has been a challenge, but I think we've done a really good job of it. And that's all about the people."

What's next for BryComm

BryComm has set a goal to grow by at least 20 percent each year, making a full footprint across Texas—and even beyond—within five years. Brymer envisions continued growth in Austin by diversifying across markets, as well as expanding to new locations. Other possibilities for growth include expanding BryComm's portfolio of services and making acquisitions.

"I am so proud of our demonstrated ability to grow quickly and organically while remaining risk-averse and maintaining a strong financial position," Brymer said. "I am confident in our continued growth, which is a tribute to every person here—past, present and future—and their commitment to our core values."



BRYCOMM'S CORE VALUES

- **Work smarter, not harder.** We use our resources in the most efficient ways possible.
- **Communicate clearly and consistently.** An open exchange of ideas is critical to our success.
- **Put the company first.** Every decision reflects the best interest of the company rather than personal self-interest.
- **Work to surpass goals, not just meet them.** From office to field staff, we work hard to exceed expectations.
- **Lead by example.** Our objective is to stay competitive while maintaining the highest standards of ethics and honesty.



Sport Court of Austin

Building backyard courts since 1978!

Greg Dettman – Founder
Sport Court of Austin

What is your business and how/why did you start your business?

Sport Court of Austin was started in 1978 to give kids and families a safe, secure place to play and practice sports at home. The court turns out to be where all friends wanted to hang out, so it was a way for parents to know who their kids are friends with. About 25 years ago we added synthetic turf putting greens to our offering to expand our reach still further. From those beginnings, we have become expert builders of both outdoor and indoor multi-sport courts, tennis courts, bocce courts, sand volleyball courts and batting cage facilities.

What is unique about your business?

"Families That Play Together... Stay Together" is our motto. We feel we have a close understanding of parenting, kids, and sports. Since our own kids have grown up in a home with a Sport Court, we know kids play and why they will play. Our goal is to help kids spend less time in front of a computer, TV, or video gaming screen, and more time outside playing with their friends and

breaking a sweat. With the recent advent of social media and smart phones, this is more important than ever. Sport Court encourages kids to become more social in person, while playing and having fun. Our customer satisfaction level is very high and most of our court owners tell us it is the best investment they have ever made.

"It's the only thing we have purchased that has actually grown with our family. Our backyard is always the hang-out house" – A. BROWN, AUSTIN, TX.

Given your business expertise and the nature of what you do, what advice can you offer to the homeowners?

The window of opportunity we all have with our children closes a little more each day. Keeping kids close to home gives you a secure feeling and a chance to become lots of kids home away from home. If you have ever thought about having a Sport Court product in your backyard, pursue it, no matter how young your kids are now. Kids that have grown up on a backyard court are now calling us to put a court in their home for their kids. They don't want to miss a moment. Even the grandkids love being

on a backyard court from Sport Court.

What else we should know about you, your family, or your business?

Many of our Sport Court kids have gone on to play sports in college and the pros. The number of All-District Athletes that grew up on a Sport Court are too numerous to name.

After 40 years what's your legacy?

Providing thousands of families the gift of raising their kids by learning to play and have fun at home without a monthly maintenance cost.

What is the primary mission of your company?

Provide the opportunity for parents and kids to enjoy the physical and mental health benefits of participation in play.

What sets your business apart from your competitors?

We know a lot because we have seen a lot and stand by our work and our products. We know how to work in tight spaces and on sloping land.

SPORT COURT OF AUSTIN

10208 FM 620 North
Austin, TX 78726

www.sportcourtaustin.com
(512) 335-9779



What if anything, has changed since your business was founded?

Public parks and playgrounds are not as safe as they used to be 40 years ago and social media is not the healthiest form of socializing for our youth.

What are your plans for the future?

Keep building courts for all sports and make sure that the fun always starts at home for families and their friends.



CELEBRATING 40 YEARS OF BACKYARD BUILDING IN AUSTIN!

512.335.9779

SportCourtAustin.com

fb/SportCourtAustin



Envision Creative Continues to Be a Creative Powerhouse in its 17th Year

Why was Envision Creative originally founded back in 2001?

David Smith (President): The original goal was to offer the highest quality design and branding services to help solve a client's unique business problem. In our opinion, designing something beautiful or creative just for the sake of being beautiful or creative, fails if it doesn't solve a specific challenge. We vowed to always keep that end goal in mind (and still do) as we develop creative solutions for our clients to ensure they receive the greatest return on investment possible. Now that we've been in business for 17 years, we've increased our client book, rebranded ourselves, upgraded our services, and grown our team... and we still have WAY more on our To Do List.

What makes Envision Creative different from other agencies?

DS: Having been a client of agencies for many years, I started Envision with the goal of providing the service, quality and transparency that I didn't always feel like I had received. Over the last 17 years, I've hired people who share the same desires

and passions for communications and results.

Envision is in an awesome position because most design agencies have trouble proving ROI, and most marketing agencies don't do a great job with branding. We have a solid team that rocks both.

You mentioned that Envision has spent the last 6 years working on its inbound marketing services and has even partnered with inbound marketing powerhouse, HubSpot. What spurred this shift in your core services?

DS: As an agency hell-bent on providing the best damn client services possible, we found ourselves asking the question, "How can we provide even more value to our clients?" That question led us to research all the ways we could help achieve client goals that go beyond the creation of a design or web deliverable and moves into the realm of comprehensive strategies that generate measurable ROI through lead generation.

Does Envision only do design work for their marketing clients?

Stephanie Silver (Vice President): No, we actually have a healthy book of design and web development clients, in addition to our digital and inbound marketing clients. We often get our longer term marketing clients through our design and web services--they love working with us and our partnerships are so strong, it just makes the best sense for us to keep the process going by taking over social media management and strategic content creation for the purpose of lead generation.

Are there specific verticals with which you prefer to work?

SS: We've had a LOT of success with food and beverage branding, packaging design, and social media management, as well as restaurant chains and hospitality (shout out to Serranos Restaurant and The Hilton Austin with their 3 brands which we work with). But overall, we've been extremely successful in nearly all B2B and B2C industries using both traditional and digital advertising strategies.

ENVISION CREATIVE

3400 Northland Dr
Austin, TX 78731

www.envision-creative.com
(512) 292-1049

E | C

ENVISION CREATIVE

Our inbound services, however are a little bit different--we have found the most success with B2B companies that really need help with their lead generation efforts on a more strategic level.

DS: The end goal is to work with clients that are excited and passionate about growing their business. Whether we do beautiful design, total rebranding, a website build, a social media campaign, or a comprehensive inbound marketing retainer--our success is measured (and proven) by the success of our clients.

CREATING
SUCCESSFUL CAMPAIGNS
for this many years.

ENVISION CREATIVE
BRANDING | MARKETING | ADVERTISING

envision-creative.com



Interview with Intertech Commercial Flooring CEO Bill Imhoff

What sets your business apart from competitors? When we founded Intertech Flooring in 1988, the leadership team brought extensive experience in the commercial flooring business and we knew we wanted to bring a unique approach to the business. First and foremost has been an unwavering commitment to quality and integrity. Doing it right is less expensive than doing it over. When we approach any project large or small, (if it's worth doing), it's worth doing right... the first time. We don't believe in cutting corners, period.

That commitment to quality, to doing things right and standing behind our word and our work are company commitments that have helped us build longstanding relationships with customers and with employees.

What is the primary mission of your company? It really comes down to this: when it comes to commercial flooring projects, we want to deliver extra-ordinary. We don't want to be just another contractor that installs a product and that's it. Our value to customers starts long before the flooring is being installed, and extends long after. That consultative partnership approach is really pretty unique and valued.

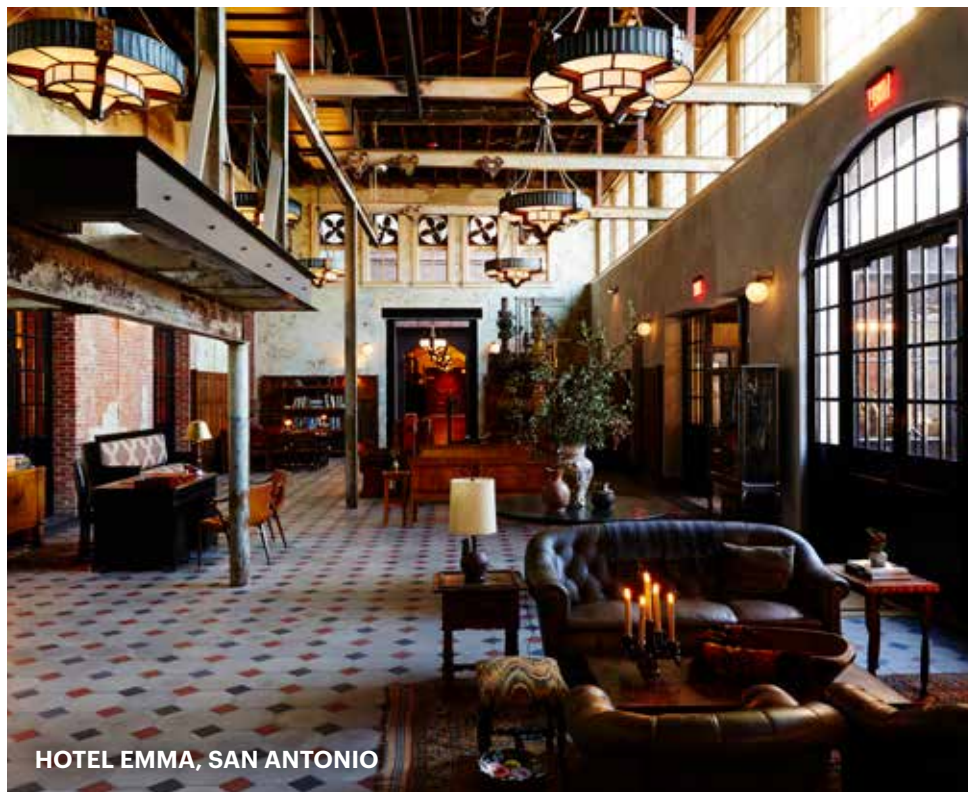
Describe the defining moment you knew your business would be successful.

In 1991, we launched into the Access Flooring business (raised modular flooring giving access to utilities under the floor). We had a very good customer, Motorola, who was on an aggressive building plan for their expansion in their Oak Hill facility.

We already were doing Motorola's floorcovering work, but with a need to use Access Flooring throughout their facility, we introduced a superior solution to their current product. We were awarded a 100,000 sq. ft. project based on our track record with other products we were installing in their facility. That project was valued at ~\$1,000,000 when our yearly revenue then was \$3,000,000. A big jump in our young business! That put us on a significant growth curve that we kept up throughout the 1990's. We did most of Motorola's work both in Oak Hill and in the Ed Bluestein facility from that point on.

What are your plans for the future?

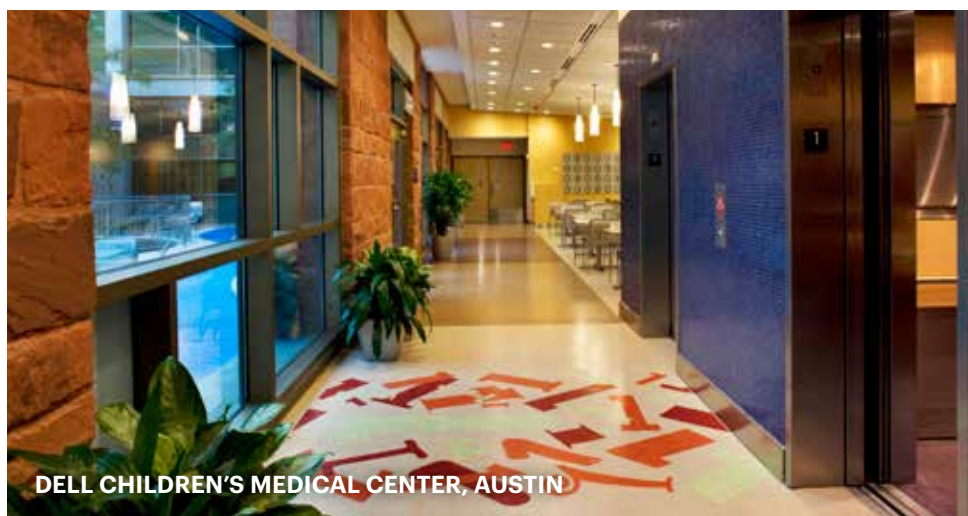
Workforce development has always been a high priority for us and me personally. In fact, I have served on the Capital Area Workforce Board for 15 years, serving as chair for two terms. Intertech Flooring developed a flooring apprenticeship



HOTEL EMMA, SAN ANTONIO



AT&T STADIUM - HOME OF THE DALLAS COWBOYS



DELL CHILDREN'S MEDICAL CENTER, AUSTIN

program not long after we founded our company, because we wanted to develop our own labor force that would meet our own high standards. Many of our leadership team today actually started out in our apprenticeship program, and many other apprentices have gone on to form their own successful businesses. Labor continues to be a challenge for all trades in Austin, and we plan to re-

energize the apprenticeship program in the coming year. It's important to continue to grow and develop that next generation.

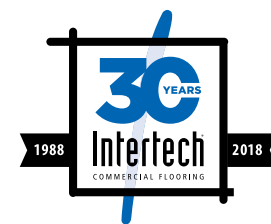
What if anything, has changed since your business was founded? We have always tried to be ahead of the curve, so to speak, introducing new products and services. Our mission is to offer

INTERTECH COMMERCIAL FLOORING

Corporate Office:
1106 Smith Road, Suite 100
Austin, TX 78721

(512) 385-4574
info@intertechflooring.com
www.intertechflooring.com

Branch Offices:
Dallas-Ft. Worth
San Antonio
Rio Grande Valley



our customers a better value in what we offer with more innovative solutions for their specific needs. We did that when we added access flooring and underfloor wiring, and expanded those products from just high-tech facilities to now all types of facilities, including general office buildings. We added leading-edge concrete surface repair and self-leveling with Laticrete Supercap technology as well. We'll continue to look for new products, services and techniques that benefit our customers.

What do you consider your most notable success? Our people!

It has been great to watch our employees' families grow up from newly married, their kids growing up, some of which have joined our company. We treat our people with respect and have always had an open door policy. Of the 15 people that we originally started with in 1988, six are still with us after 30 years, and 18 of our employees have been with us for 20 years or longer. We have a lot of experience within our company and have faced most every issue that may come up as a Commercial Flooring Contractor.

Intertech measures its success by its continuous customer satisfaction for 30 years. As the commercial flooring industry's needs continue to become more technical, requiring unique complex design solutions, the Intertech teams are uniquely equipped with the skills and experience that commercial clients need and value.



Hastings Humans: Serving Clients' Communication Needs for 70 Years

Hastings Humans has been there to answer your calls for 70 years.

Ann Hastings started the company in her home in 1948 as an answering service with one phone and one customer. Within six months she had three customers and \$30 a month gross revenue.

As word spread about the courteous and efficient service, the company grew. It moved to ever-larger locations in the Austin area, and by the mid-80s, was established at its present location, 11th and Shoal Creek.

Ann and her husband Clint passed the business on to their sons, Mark

and Scott, who now run day-to-day operations with a team of 35 employees serving hundreds of clients nationwide.

Hastings Humans continues to expand by using the latest technology to efficiently meet its customers' needs. In addition to the original answering service, the company provides:

- Virtual receptionists
- Service calls dispatching
- Sales lead capture
- Tier 1 technical support

"We've seen a lot of changes over the years," says President and Co-owner, Mark Hastings. "But one thing remains the same. We consider ourselves partners in our clients' businesses. We know that reaching a real, courteous, and efficient human not only helps our clients capture business, it also sets them apart from the competition. And we do all of this 24 hours a day."

For more information, visit www.hastingshumans.com

HASTINGS HUMANS

825 West Eleventh St.
Austin, TX 78701

www.HastingsHumans.com
toll free 888-HASTINGS
Office (512) 472-1122



Celebrating our 1-year Anniversary in Austin; 38 years of Exceptional Service in Central Texas.



What sets your business apart from your competitors?

Cude Engineers was founded in 1980, and provides civil engineering,

planning, surveying, GIS and Real Estate services. From the beginning, we have collaborated with land developers, home builders, school districts, public officials, and other regional leaders to cultivate thriving communities in Central Texas. At Cude, we have built a reputation for superior client service, vision, and expertise in the industry. We place a premium not only on skill and experience, but the ability to team with our clients to meet their goals.

Cude Engineers is excited to be celebrating our 1-year anniversary in Austin. It has been a privilege of ours to be trusted advisors for our clients and we are excited to broaden our client base in the Austin area.

What are your plans for the future?
Our primary strategic goal is to continue

offering our clients targeted solutions and create sustainable change in the Austin metroplex. Expanding our geographical footprint by opening an Austin office in July 2017 was a first step in our firm's strategic plan. Our firm is continuously developing new ideas and methods to provide our clients with a wider variety of service offerings. We accomplish this by combining TERRAVALT mapping data, premiere Real Estate services, and Engineering and Planning to bring our projects to market.

CUDE ENGINEERS

1620 La Jaita Dr., Ste. 250
Cedar Park, Texas 78613
www.CudeEngineers.com
(512) 260-9100



More Than A Civil Engineering Firm

We go beyond offering traditional civil consulting services by integrating real estate, GIS and engineering services together as one. **Cude Engineers: your partners, your success.**

**CELEBRATING OUR 1 YEAR ANNIVERSARY IN AUSTIN.
38 YEARS OF EXCEPTIONAL SERVICE IN CENTRAL TEXAS.**

Cude Engineers
Civil Engineering | Land Surveying | Planning | GIS Services | Real Estate Services
CudeEngineers.com
512.260.9100



2000 ATTORNEYS | 38 LOCATIONS WORLDWIDE*



Greenberg Traurig | Austin

At Greenberg Traurig, we recognize that clients expect and are entitled to high-quality legal work and superior client service.

The Austin office is home to a multidisciplinary team of over 25 attorneys representing clients in matters local, national, and international in scope. We provide our services with the dedication and responsiveness of a boutique firm and the breadth, depth, resources, and operating efficiencies of one of the largest law firms in the United States. GT helps bridge diverse legal systems and cultures, with a focus on open, transparent, and collaborative relationships with our clients. From our humble beginnings in 1967 in South Florida, our focus has never changed: serve clients better.

We are excited to celebrate 10 wonderful years in Austin and thank you for trusting us with your business. We are proud to be part of such an innovative, dynamic, growing community and look forward to providing you with dedicated service for decades to come.

THOMAS J. BOND | GREGORY J. CASAS | DEMETRIUS G. MCDANIEL | MARIA S. MASON
300 WEST 6TH STREET | SUITE 2050 | AUSTIN, TX 78701 | 512.320.7200

GREENBERG TRAURIG, LLP | ATTORNEYS AT LAW | GTLAW.COM

Greenberg Traurig has more than 125 attorneys in Texas, serving clients from offices in Austin, Dallas, and Houston. Greenberg Traurig is a service mark and trade name of Greenberg Traurig, LLP and Greenberg Traurig, P.A. ©2018 Greenberg Traurig, LLP. Attorneys at Law. All rights reserved. Attorney Advertising. *These numbers are subject to fluctuation. •Not admitted to the practice of law. 30944

ONE FIRM
ONE TEAM
ONE FOCUS

#1
Ranking,
African American
Partners
*American Lawyer 2017
Diversity Scorecard*

#1
Ranking,
Hispanic American
Attorneys
*American Lawyer 2017
Diversity Scorecard*

#4
Ranking,
African American
Attorneys
*American Lawyer 2017
Diversity Scorecard*

#6
Ranking,
Minority Attorneys
Overall
*American Lawyer 2017
Diversity Scorecard*

**Score of
100%**
on Corporate
Equality Index
*Human Rights Campaign
Foundation, 2018 score*



50 Years of Excellence in Christian Education



HYDE PARK SCHOOLS

4K-8TH SPEEDWAY CAMPUS

3901 Speedway | Austin, Texas 78751 | (512) 465-8338

9TH-12TH QUARRIES CAMPUS

11400 N Mopac Expressway | Austin, Texas 78759 | (512) 465-8333

Consistency key to permitting firm's growth



What is the primary mission?

Permit Partners is focused on processing real estate entitlement applications. We are based in Austin but

serve the surrounding jurisdictions. Our mission is to provide consistent and reliable consulting services for land development projects. Our project management-focused approach enables our firm to focus on managing client expectations while navigating city approval processes.

What sets us apart?

We are a one stop shop. We manage commercial and residential permitting, rezonings, subdivisions, variances, and environmental issues. We are also the largest processor of boat dock and bulkhead site plans, too. So we're versatile: we processed a 98 door hotel in 58 days; we received approval for CVS on replat, site plan, easement release, and building permit approval - all filed concurrently and approved within 7 months; we received approval for a 20,000+ SF house on Lake Austin. We expect to grow our position as the market leader in this space due to our

success rate.

What has changed since your business was founded?

We've matured into a project management based firm. We're not just processors running permits. We manage the process in a professional manner. Clients have responded very positively to that. Most recently we've added a sister company, Texas Excavation Solutions (www.texasexcavationsolutions.com). We can manage the entire process from permit application to foundation construction, or any part in between. It's been an overwhelming success so far and we're very grateful and proud of this new opportunity.

PERMIT PARTNERS

105 W. Riverside Dr. #225
Austin, Texas USA 78704

www.Permit-Partners.com
(512) 512-593-5361



PROFESSIONAL LAND DEVELOPMENT CONSULTING & PERMIT PROCESSING

- Commercial
- Rezoning
- Boat Dock / Bulkhead
- Residential
- Subdivision
- Due Diligence Studies

105 W. RIVERSIDE DR. #225 AUSTIN, TEXAS USA 78704
512-593-5361 | Info@Permit-Partners.com



Staging is Everything

GALLERY OF
Luxury Homes

Present your property to the most exclusive audience in Central Texas!

Call 512-494-2533 or email:
swoodard@bizjournals.com



**AUSTIN
BUSINESS JOURNAL**



Telco Data

THANK YOU AUSTIN FOR 17 YEARS!

“I UTILIZE SUBCONTRACTOR COMPANIES NATIONWIDE AND...MY EXPERIENCES WITH TELCO DATA HAVE BEEN EXCELLENT...VERY RESPONSIVE & PROFESSIONAL...I WILL CONTINUE TO USE THEM FOR ANY FUTURE WORK IN THE AUSTIN AREA”



WWW.TELCO-DATA.COM

(512) 977 - 0505

INFO@TELCO-DATA.COM



BUSINESS PHONE SYSTEMS

- + Sell and Service Most Major Brands
- + Local and Hosted VoIP Platforms
- + SMB to Enterprise Solutions



NETWORK CABLING

- + Complimentary Site Surveys
- + Cat5e, Cat6, Cat6A, Fiber & More
- + AV Installations: TVs, Projectors, etc



CARRIER SERVICES

- + Save up to 70% a Month
- + Representing over 30 Providers
- + Free Consultations



10 Years Strong

The Texan founders of SABRE COMMERCIAL – John Cyrier, Matt Lutz and Todd Reimers – talk about starting a company at the height of the recession, putting people first, and the next chapter.

Sabre Commercial is a general contracting firm born and raised in Austin, working mainly in the healthcare, higher education, biotech and corporate sectors. The company has its headquarters in East Austin with a second location in San Marcos. Building places where people work and learn, where they heal and worship and gather as a community, gives Sabre a tangible connection to our neighborhoods and a stake in our region.

You started Sabre in 2008, a year before the height of the recession. How did you succeed?

JC: We started the company mainly from necessity. It was a scary time and we didn't know what the future would bring. Matt and I briefly spoke about starting a company in 2007, when I left the Houston-based GC where I had worked since college. We had done a couple development deals and knew we worked well together. And Todd was a great fit, had the same values and a strong construction background. Larry Foster was our first hire and first superintendent, and he's still with Sabre.

TR: Back then it was just the four of

us. Matt did the accounting and business administration, and the three of us worked the jobsites. Our first project was the Oak Hill Plaza remodel. Then we got the Veteran's Affairs Financial Services project.

JC: The VA job came up first, but took a while to get going. Matt and I got a call about an opportunity at the Met Center from a previous client needing some preliminary pricing and scheduling. The project started small, but ended up being a three-phase, multi-million-dollar project that helped us through the lean years to 2011. Ten years in, we've successfully completed more than 700 projects, over 80% with repeat clients.

Sabre was on the ABJ Best Places to Work list several times and was named a 2017 Top Work Place by the Austin American Statesman. What's your secret?

TR: We wanted to start a construction company with a different approach, with an emphasis on treating our clients, our team members and trade partners with equal respect. We've spent countless hours defining what we wanted Sabre to become. The focus on a team

approach with all our stakeholders has allowed Sabre to thrive and build a positive culture.

ML: I have always thought of us as "the Good Guy Team." We care about each other. We care about the subcontractors. We care about the clients. In terms of leadership style, we've always been on the same page: treat your employees well and act with integrity.

Sabre is well established in the healthcare, higher education, corporate and biotech sectors. What's next?

ML: We've built some great projects over the past ten years and look forward to continuing our forward momentum. We're making some exciting changes. We've promoted John Kovar to COO, to ensure our operations stay in line with our strategic goals. You're also going to see some great things from Todd as he pursues new client opportunities as Chief Business Development Officer. In the short term, we're looking at how to improve and refine our processes and find new ways to make our project teams and projects excel and flourish.

JC: It all goes back to our mission, which

SABRE COMMERCIAL
www.sabrecommercial.com

AUSTIN
2001 Chicon Street
Austin, TX 78722
Phone (512) 767-7400

SAN MARCOS
1340 Wonder Wold Drive, Suite 108
San Marcos, TX 78666
Phone (512) 767-7400



is to create better lives. We've made our mark building places that impact the Texans in our region. That's the construction side. But it's also our employees' impact on their communities, their growing families, their local giving, and all of us trying to make every day a little better for someone else. The most fulfilling part for me is seeing the positive impact we've collectively made on Central Texas communities.



Serving Central Texas through our Austin and San Marcos offices

2001 Chicon Street, Austin, Texas 78722 | 1340 Wonder World Drive, Suite 108, San Marcos, Texas 78666



StudioSIX5 Celebrates 15th Anniversary

Austin-based StudioSIX5, the nation's premier interior architecture and design firm specializing in senior living and multi-family developments, celebrated the 15th anniversary of its founding on June 5.

With projects in 32 states and Canada, StudioSIX5 was founded by Dean Maddalena and Lea von Kaenel in Austin in 2003. The firm has elevated the discourse in senior living design as it grew from a staff of four to more than 70.

To celebrate this occasion, the firm hosted an anniversary party, and made charitable contributions to support local seniors. StudioSIX5 provided a \$3,000 donation to Family Eldercare, a local Austin charity that helps provide essential services and resources to disabled or homebound seniors. This summer, StudioSIX5 will also participate in a donation drive for the Meals on Wheels Central Texas PALS program. PALS (Pets Assisting the Lives of Seniors) provides food, supplies and access to veterinary care for pets of elderly homebound Meals on Wheels clients in the Central Texas region. The team will collect food, supplies and monetary donations at its office.

"When we were thinking about the anniversary, we wanted to do more than simply host a commemorative party—we hope to show our appreciation for seniors in our local community," said Maddalena. "These causes are close to our hearts, as many of us are working or have worked with our own parents to ensure they have an enriching retirement. Our passion for improving the lives of seniors is felt every day as we come together to share new ideas, collaborate on client solutions and explore new opportunities. We are thrilled to reach this 15th anniversary milestone, and believe that the best is yet to come."

StudioSIX5

811 Barton Springs Road
Austin, TX 78704

www.studiosix5.com
(512) 476-6501

STUDIO SIX5



Dean Maddalena, President and Founder of StudioSIX5 and Karla M. Jackson, Principal and Design Director, with part of the StudioSIX5 staff at Auditorium Shores this month.

— Photo by Will Van Overbeek

Looking for

SPONSORSHIP

opportunities?

LOOK NO FURTHER.

The Austin Business Journal has sponsorship opportunities for all of our signature events and special publications that reach over 350,000 people online and in print each week. Imagine what your business could do with that much exposure.

Call or email Shelby Benton at 512.494.2530 or sbenton@bizjournals.com

AUSTIN
BUSINESS JOURNAL

LOOKING FOR THE PERFECT COMBINATION?



Subscribe today and let Austin Business Journal and the Book of Lists work for you!

Sign up today! For only \$140 you will receive:

- 51 issues of the weekly edition in print
- 2018-19* Book of Lists in print and digital
- Complete access to digital archives
- iPhone/iPad Newsstand app
- Morning Edition email
- Afternoon Edition email

*2018-19 Book of Lists will be released in December.

For additional details or to order call Jon Petters at 512-494-2544 or email jpetters@bizjournals.com.

**AUSTIN
BUSINESS JOURNAL**



HILL & WILKINSON

CELEBRATE WITH US

50 years ago, Hill & Wilkinson (then Luther Hill & Associates) officially became a company. We are so grateful for 50 years of building great projects and great relationships throughout Texas. This year, we also proudly celebrate 10 years serving the greater Austin area. All of our partners, friends and colleagues are invited to join us for a year of celebration, reflection and giving back.



www.hill-wilkinson.com