

# HOUSTON BUSINESS JOURNAL

SEPTEMBER 23-29, 2016 • VOL. 47, NO. 20 • \$6.00

## Flight museum takes off with new CEO

Lt. Gen. Doug Owens came out of retirement to lead the Lone Star Flight Museum.

BACK PAGE, 43A



### THE LIST TOP WOMEN-OWNED BUSINESSES 18A

**COVER STORY**

# King of the Castle

Nearly four months into his role as Crown Castle's CEO, Jay Brown is ready to tackle the next growth opportunity. 6B

CHRIS CURRY/HBJ

**ENERGY**

### HALLIBURTON EXEC TALKS OIL SLUMP STRATEGY 6A

#### COMMERCIAL REAL ESTATE

### Downtown exodus

Shell's planned departure from its namesake tower adds to the glut of sublease space downtown.

CARA SMITH, 12A

#### RESIDENTIAL REAL ESTATE

### Midtown still draws developer's eye

A Houston developer isn't scared off by the city's downturn. On the contrary — he's forging ahead with several projects in Midtown.

PAUL TAKAHASHI, 14A

#### THE LIST



### Hey Houston women, lean in

Jacky Noons, CEO of 3 Men Movers, shares her advice on being a leader.

LAURA FURR, 20A

Breaking news online  
[HoustonBusinessJournal.com](http://HoustonBusinessJournal.com)

On Twitter  
[@HOUBtzJournal](https://twitter.com/HOUBtzJournal)

Daily email updates  
[HoustonBusinessJournal.com/email](mailto:HoustonBusinessJournal.com/email)

On smartphones and tablets  
[HoustonBusinessJournal.com/apps](http://HoustonBusinessJournal.com/apps)



**BUILD** your CAREER with

# LARGEST HOUSTON-AREA WOMEN-OWNED BUSINESSES

RANKED BY 2015 LOCAL REVENUE

Company Name Website	Address Phone	FY 2015 Local Revenue	Full-Time, Local Employees	Women owner(s)/ Percent of ownership	Top Local Executive(s)	Headquarters Year Founded Locally
<b>1</b> Icon Information Consultants LP <a href="http://www.iconconsultants.com">http://www.iconconsultants.com</a>	100 Waugh Dr., Suite #300 Houston, TX 77027 713-438-0819	\$256.18 million	411	Pamela A. Chambers O'Rourke (78%)	Pamela O'Rourke, president/CEO porourke@iconconsultants.com	Houston 1998
<b>2</b> Sun Coast Resources Inc. <a href="http://www.suncoastresources.com">www.suncoastresources.com</a>	6405-1 Cravalcade St. Houston, TX 77026 713-844-9600	\$225 million	513	Kathy Lebow (100%)	Kathy Lebow, CEO/president	Houston 1985
<b>3</b> W. S. Bellows Construction Corp. <a href="http://www.wsbello.com">www.wsbello.com</a>	1906 Niles St. Houston, TX 77055 713-580-2132	\$190.49 million	193	Laura Bellows (68%)	Laura Bellows, president/Chairman	Houston 1936
<b>4</b> Barrios Technology Ltd. <a href="http://www.barrios.com">www.barrios.com</a>	16441 Space Center Blvd., B-100 Houston, TX 77058 281-280-1960	\$70.5 million	350	Sandra G. Johnson (88%)	Sandra Johnson, CEO sandra.johnson@barrios.com	Houston 1980
<b>5</b> Cole Chemical & Distributing Inc. <a href="http://www.colechem.com">www.colechem.com</a>	1500 S. Dairy Ashford Rd., #400 Houston, TX 77077 713-465-2453	\$70.5 million	11	Dorena Fajardo Cole (100%)	Dorena Cole, president/CEO dorena@colechem.com	Houston 1980
<b>6</b> Burnett Specialists <a href="http://www.burnettspecialists.com">burnettspecialists.com</a>	9800 Richmond, #600 Houston, TX 77042 713-973-4777	\$60.79 million	91	Women owners comprise 69% of the ownership	Sue Burnett, president sue@burnettspecialists.com	Houston 1974
<b>7</b> Mark III Systems Inc. <a href="http://www.markiii.com">www.markiii.com</a>	3600 S. Greiner Pl., #170 Houston, TX 77063 713-664-9850	\$59 million	24	Leslie Powell (90%), Ann Hillman (10%)	Leslie Powell, president lesliep@markiii.com	Houston 1995
<b>8</b> Primary Services LP <a href="http://www.primaryservices.com">primaryservices.com</a>	520 Post Oak Blvd., #550 Houston, TX 77027 713-650-7010	\$41.41 million	726	Regina Mellinger (51%)	Regina Mellinger, president/CEO regina@primaryservices.com	Houston 1988
<b>9</b> Heritage Texas Properties <a href="http://www.heritagetexas.com">www.heritagetexas.com</a>	1177 W. Loop S, 12th Fl. Houston, TX 77027 713-956-0812	\$31.18 million	38	Robin K. Mueck (51%)	Chaille Fulgh, president craigh@heritagetexas.com	Houston 1976
<b>10</b> Magnum Staffing Services <a href="http://www.magnumstaffing.com">magnumstaffing.com</a>	2500 E. TC Jester, #325 Houston, TX 77058 713-558-0968	\$30.32 million	44	Caroline A. Brown (51%)	Caroline Brown, president/CEO caroline.brown@magnumstaffing.com	Houston 1996
<b>11</b> The Richland Cos. <a href="http://www.richlandcompanies.com">www.richlandcompanies.com</a>	550 Post Oak Boulevard, #420 Houston, TX 77027 713-582-5207	\$29.95 million	20	Edna Meyer-Nelson (80%), Suzanne Klein (20%)	Edna Meyer-Nelson, president/CEO	Houston 1993
<b>12</b> BEI Engineers <a href="http://www.bei-us.com">www.bei-us.com</a>	12301 Karlard Drive, #250 Houston, TX 77034 713-475-2434	\$28.9 million	154	Susan Bandini (51%)	Fred Bandini, president/CEO fbandini@bei-us.com Susan Bandini, EVP sbandini@bei-us.com	Houston 1988
<b>13</b> Adcetera <a href="http://www.adcetera.com">adcetera.com</a>	3600 Louisiana St. Houston, TX 77006 713-522-8006	\$21.96 million	91	Kristy Sexton (100%)	Kristy Sexton, founder/CEO ksenton@adcetera.com	Houston 1982
<b>14</b> BrivicMedia <a href="http://www.brivicmedia.com">brivicmedia.com</a>	10200 Richmond Ave., #110 Houston, TX 77042 713-973-3300	\$21.7 million	10	Molly Brivic (61%)	Alan Brivic, CEO abrivic@brivicmedia.com Molly Brivic, COO mbrivic@brivicmedia.com	Houston 1996
<b>15</b> 3 Men Movers Ltd. <a href="http://www.3menmovers.com">www.3menmovers.com</a>	6812 Southwest Freeway Houston, TX 77024 713-333-6883	\$20.54 million	26	Jacky Noons (100%)	Jacky Noons, president/CEO	Houston 1985
<b>16</b> J. Tyler Services Inc. <a href="http://www.jtyler.com">www.jtyler.com</a>	5920 Milvaca St. Houston, TX 77032 713-468-2366	\$20.14 million	38	Jennifer Longbothen (51%)	Jennifer Longbothen, president longbothenj@jtyler.com	Houston 1982
<b>17</b> Preferred Corporate Housing <a href="http://www.pcorporate.com">http://www.pcorporate.com</a>	9210 Katy Fwy. Houston, TX 77024 800-960-0102	\$19 million	27	Samantha Elliott (51%)	Samantha Elliott, president selliott@pcorporate.com	Houston 1996
<b>18</b> MMI Agency <a href="http://www.mmiagency.com">www.mmiagency.com</a>	1722 Pease St. Houston, TX 77003 713-529-0500	\$17.44 million	80	Cindy A. Martin (100%)	Cindy Martin, president/founder cindyam@mmiagency.com	Houston 1986
<b>19</b> TPI Staffing Inc. <a href="http://www.tpistaffing.com">www.tpistaffing.com</a>	21840 Northwest Freeway, Suite E Cypress, TX 77429 281-890-2220	\$17 million	300	Cheryl Campbell (51%)	Cheryl Campbell, president cheryl@tpistaffing.com	Cypress, TX 1988
<b>20</b> Keller Williams Premier Realty <a href="http://www.kwpremier.com">www.kwpremier.com</a>	22762 Westheimer Pkwy., #930 Katy, TX 77450 281-230-2200	\$15.08 million	9	Gayle Huffman (51%)	Kathy Gargenti, associate broker/co-owner Gayle Huffman, broker/owner gayle@kw.com	Katy, TX 1998
<b>21</b> Cluon Acoustical Systems <a href="http://www.cluonacoustical.com">www.cluonacoustical.com</a>	27985 Decker Prairie Road Rd. Magnolia, TX 77355 281-356-5777	\$12.48 million	70	Sandra L. Cluon (55%)	Sandra Cluon, president scluon@cluonacoustical.com	Magnolia, TX 1990
<b>22</b> RE/MAX Realty Center <a href="http://www.remaxrealty.com">www.remaxrealty.com</a>	12810 Ingle Rd. Cypress, TX 77429 281-333-6300	\$10.8 million	6	Gayle Skates (100%)	Gayle Skates, broker/owner gayleskates@remax.net	Cypress, TX 2007
<b>23</b> Village Plumbing and Home Services <a href="http://www.villageplumbing.com">www.villageplumbing.com</a>	5403 Kirby Drive Houston, TX 77005 713-526-1491	\$10.55 million	65	Monica Ryan (100%)	Monica Ryan, President monica@villageplumbing.com	Houston 1946
<b>24</b> ExecuTeam Staffing LP <a href="http://www.executeam.com">www.executeam.com</a>	2401 Fountainview Dr., #600 Houston, TX 77057 713-952-0260	\$9.66 million	19	Anne Flournoy (61%)	Laura Gomez, president lauragomez@executeam.com Anne Flournoy, CEO anne@executeam.com	Houston 1987
<b>25</b> BL Technology Inc. <a href="http://www.bl.com">www.bl.com</a>	17305 Cherry St. Tomball, TX 77375 832-638-8000	\$9.52 million	48	Deborah Lee (100%)	Deborah "Deb" Lee, president	Tomball, TX 1974

**CLOSER LOOK**

**28%**

The percentage of women on the List who own 100 percent of their company.

**LARGEST EMPLOYERS ON THE LIST**

Ranked by full-time, local employees.

Primary Services LP	726
Sun Coast Resources Inc.	513
Icon Information Consultants LP	411
Barrios Technology Ltd.	350
TPI Staffing Inc.	300

**ABOUT THE LIST**  
Information was obtained from questionnaires completed by company representatives. Not all information could be independently verified by HBJ. For the purposes of this List, a "women-owned business" is defined as a company that is at least 51 percent owned by a woman or women.

**NEED A COPY OF THE LIST?**  
Information for obtaining reprints, web permissions and commemorative plaques, call 877-997-5134. More information can be found online at [HoustonBusinessJournal.com](http://HoustonBusinessJournal.com) by clicking the "Store" tab near the top of the site.

**WANT TO BE ON THE LIST?**  
If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to Laura Furr at [lfurr@bizjournals.com](mailto:lfurr@bizjournals.com)

NA = information not available



**Build your team – and get results beyond expectations.**

ExecuTeam Staffing, a leading Houston employment agency, provides total staffing management solutions based on one simple principle: Both parties should mutually benefit from the partnership. Our first priority is realizing what's important to you.

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





## THE LIST

## ADVICE

## Rising to the top takes perseverance, patience

BY LAURA FURR | LFURR@BIZJOURNALS.COM | 713-395-9626, @HBJ LAURA

The top Houston-area women-owned businesses (see page 18A) generated nearly \$1.3 billion dollars in local revenue last year in industries ranging from technology to chemicals, from staffing to plumbing.

But according to these women owners, it has taken time and tenacity to get to where they are today. We asked our top female business leaders about challenges they face in their industry, how they overcame them and what advice they would give to other women. Here's how they responded:

*"In my industry in today's market, I do not see any difference if my position was either held by a male or a female. This was not the case when I entered the market place in 1982. It would not have been unusual that time to either be totally ignored in a meeting or been excluded entirely from the meeting itself. But thankfully, time has corrected this issue."*



**JENNIFER LONGBOTHAM**, J. Tyler Services Inc.

*"I've introduced myself as the owner of 3 Men Movers, and had people ask me who really owns it. I always think, 'Let people underestimate me. It motivates me to put my head down and work harder.'"*



**JACKY NOONS**, 3 Men Movers Ltd.

*"Women today should prepare for her career objectives through education, on the job training and not being afraid to not just knock on the door of opportunity, but take that Louboutin heel off and kick that door in if need be."*



**EDNA MEYER-NELSON**, The Richland Cos.

*"This is definitely a man's industry. A woman in this industry has to be confident, show professionalism and prove a woman can do what it takes. I am not an aggressive person by nature, but sometimes I feel I have to show my toughness."*



**DEBI LEE**, BL Technology Inc.

*"Most meetings start with 'Should we wait to start when the owner comes?' to which I responded, 'I am her.' Those stunned faces were always comical and gave me the upper hand in the negotiations."*



**MONICA RYAN**, Village Plumbing and Home Services

NOVEMBER 3, 2016  
HOUSTON POLO CLUB

# TOAST THE COAST

CHAIRS: KATE & STEVE GIBSON

JOIN US  
ON NOV. 3  
AS WE TOAST THE  
TEXAS COAST AND SHOW A LITTLE  
LOVE TO THE HARDWORKING GULF

IN  
GRATEFUL  
APPRECIATION  
TO



FOR OVER  
20 YEARS OF  
CONSERVATION  
SUPPORT

FOR MORE INFORMATION CALL 713-524-6459  
OR VISIT [NATURE.ORG/HOUSTON](http://NATURE.ORG/HOUSTON)