

# 2009 Contractor of the Year

Aztec Contractors, Inc. was established in 1983 concentrating its services in and around the Trans Pecos area. Twenty three years later, Frank Spencer III is continuing his father's legacy to stay true to Aztec's foundation of quality construction, integrity and professionalism throughout Southwest Texas. After ten years of dormancy, Frank Spencer III, an enterprising entrepreneur, purchased the company in 2006 from his father to embark on a journey, reigniting a father's passion and a son's ambition to do great things. Having previously worked in the lending industry, he brought his considerable financial knowledge to the business. Frank's dad is presently a consultant for the company.

Staying active in the community, and as a way of getting his name known in the industry, Frank sponsors local charity events and actively participated in Stars Danced for Kids Sake, a fundraiser for Big Brothers and Big Sisters of El Paso. He networks through and is an active member of the Hispanic Chamber of Commerce. As a larger than life athlete in high school, he was chosen from an elite group to represent the United States playing football in Australia and Hawaii. He uses the team concept to run his contracting business, taking the attitude of leave it all on the field approach. "It's a great feeling when a customer says they feel a sense of comfort and trust doing business with Aztec," he comments.

Frank doesn't see other contractors as competition; he sees them as an opportunity to obtain larger contracts, develop strategic partnerships, and expand his company's horizon. This allows Aztec to make a difference within community, with their clients, and within the Aztec team. "Building on a Strong Foundation" is Aztec's motto. One of the main



*Remi & Frank Spencer III*

challenges of owning a small contracting company is bonding capacity. Frank is appreciative of those who have believed in him and Aztec's strategic objective. Grateful for all the good things that have come his way, he has five permanent employees who are his most valuable assets. "Our passion for building and not relying on others to build for us is the key to our success," he stresses. We never assume that others will do our job it is our responsibility to check the work of our team and subcontractors.

Priding himself on relationships, Frank takes time to personally speak with vendors and subcontractors, conducts surveys and, vital in today's economy "pays on time". "Responsibility is as important as quality. It's priceless. Frank places a high emphasis on achieving a high-performance working environment. Systemizing his business helps maintain consistency and efficiency he states. "The idea is to produce a turnkey operation where our clients will always get reliable and consistent results".

Frank's Dad is his toughest critic. He taught him "always be honest with your banker, being an open book no matter how discouraging at times it can be". "Looking at the big picture, all I ask is an opportunity to prove ourselves". Finding a solution to everything and taking care of business is how he operates. Raised with firm family values, Frank is a believer in old school integrity, "his word and his handshake are worth more than his signature"!!! Frank is one of three children and as mentioned previously, his family values are stellar, and this includes Remi, his Chocolate Lab that is also a part of the Aztec team. He goes to work daily with Frank and helps lighten everyone's spirits.

"I'm humbled by our success," Frank said. Giving credit to family and employees, Spencer has been the recipient of numerous prestigious awards previously Licensed, Aztec Contractors is capable of producing professional miracles.

