

Young Professional of the Year Nominee

Name: Bobby Jones
Title: Owner
Business: Bright Side Exteriors
Address: 615 Otis Dr., Dover, DE 19901
Telephone: 302-538-8797
Email: robertjones.improve@gmail.com



Number of Years at your current company: 7 years

Describe your current role with the company/organization:

As the President of Bright Side Exteriors, I am responsible for creating, implementing and executing the strategic plan in line with our company's mission, values, and goals. I also serve as the face of the company through relationship building and community involvement, which includes our ongoing partnership with Central Delaware Habitat for Humanity. My responsibilities as a business owner are endless, however, my favorite is researching and becoming aware of what's coming in our industry. Embracing change as our technology improves has been integral to Bright Side's ability to consistently grow and led to our being one of Delaware's first Solar Roofing Contractors.

What are your professional goals in the next three to five years?

After successfully growing Bright Side based on a strong relationship and referral network, I decided to partner with Master Networks in 2018. My goal is to grow both Bright Side's and Master Networks' presence into New Castle County as well as into the state of Maryland. Master Networks had a lot to do with our growth and I would love for other small business owners in these other areas to experience that as well! I also plan to have a nonprofit business that focuses on mentoring troubled youth.

What distinguishes you from other young professionals? (Give an example of your positive leadership or achievements.)

I am Fearless! From truly humble beginnings, and my share of troubling mistakes, I feel I've experienced some of the worst this world can offer and for that reason I have no fear of failure. I have learned and continue to learn from each mistake and that is what truly makes me a "Professional". What really differentiates me from other young professionals is my humility, lack of entitlement, and my Go-Giver mentality! As a result, I became the youngest Presidents Club Award Winner in the country among all roofing contractors!

What contributions have you made in the community?

Bright Side has an exceptional relationship with Central Delaware Habitat for Humanity earning the General Contractor of the Year award in Feb 2020. This comes after five years of donating four full roof systems per year to the new homes built here in Central Delaware. Additionally, Bright Side was able to secure a material donation worth over \$30k to help replace the roof at the new Restore/Affiliate building!

Serving on boards/committees: I served on the Board of Directors for Habitat for Humanity and the ReStore Committee for two years

Serving as a volunteer: I truly enjoy using my story to motivate and inspire! I voluntarily speak as often as I can to troubled and at-risk youth all over Delaware. I speak to kids regularly at Stevenson House Detention Center and Ferris School for Boys. I work with the Dover Police Department's P.A.L. program speaking to

troubled youth in our public-school systems. I also volunteer as a S.C.O.R.E. business mentor. This is a nonprofit organization focused solely on helping entrepreneurs get their businesses up and running correctly!

Additional personal information you would like to share: (Educational background, accomplishments, awards received, etc.)

I am the host and creator of The Xtra Mile Podcast where I interview unique entrepreneurs about specific challenges in growing a business. I am a graduate of Leadership Central Delaware, Class of 2016. I also worked with the CDCC in the Emerging Employee Expo as a speaker on how to “Land the Job”. I am a self-taught entrepreneur. Learning the ins and outs of business through audio learning, used books, and attending as many training events as possible. My wife Heather Jones and I are celebrating 15 years of marriage this December 30th. Much credit goes to Heather for all the above-mentioned accomplishments would not have been possible without her efforts. Together Heather and I are proud parents of two beautiful gymnasts and cheerleaders Abagale age 11, and Arianna age 15.