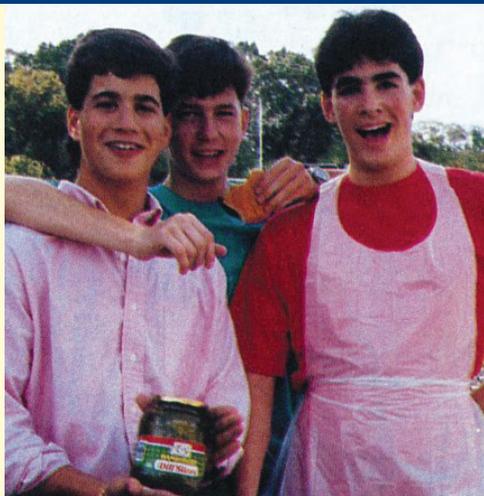
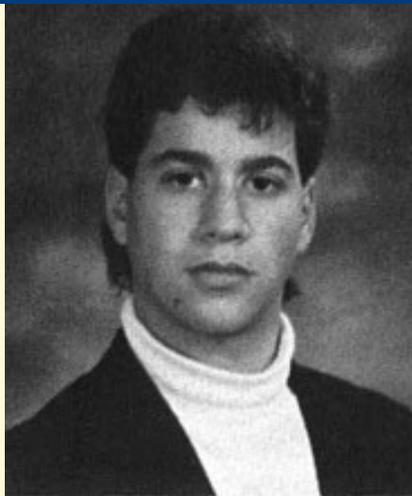


alumni profile



Evan Winston '91

Alumnus values fundamental lessons instilled by his Bullis education.

Evan Winston '91 is president and part owner of Hercules Fence. *Bullis Magazine* recently caught up with Evan at the dedication of the recently renovated Bullis baseball and softball fields, in which Hercules Fence played an instrumental role.

Question: How did you get started in the fencing business?

Answer: After graduating from Washington University in St. Louis in 1995, I worked for two years with my father who was a homebuilder in Bethesda. I was thrown into the industry, but quickly found my stride and became a project manager, overseeing the construction of 12 homes per year. I learned a lot and gained great confidence.

Question: How did that lead you to fencing?

Answer: My dad closed the home building business and I went into commercial sales at Hercules Fence.

Hercules was owned by close family friends, the Copelands—who are now a part of the Bullis family—and Scott Copeland invited me to join Hercules. I managed the company's new office in Richmond and later returned to Northern Virginia, where we doubled the size of the company and opened in Maryland in 2001.

Today Hercules is a \$25+ million company with more than 100 employees.

Question: Which Hercules achievements are you most proud of?

Answer: I am proud of the business we have built, and of the thought and strategy that the team puts forth each day for every job. This industry relies heavily on brand recognition and we have worked diligently to gain market share. One of my personal goals was to make Hercules Fence one of the most recognized fence companies in the region and I'm proud of the community awareness we've built.

Also, I get to work at some of the coolest places, including the White House, the Pentagon, the U.S. Capital, several D.C. monuments and FBI facilities. I continue to be inspired and pushed to reach beyond my limits. It is an honor to help protect and secure our country's most treasured monuments, military bases, historic buildings and critical infrastructure.

Question: Tell us about your family.

Answer: My wife Amy and I met through a mutual friend and were married in 2003. We are the proud parents of three children: Darian, 6, Tyler, 4, and Layla, 2. My family is my most treasured accomplishment. Nothing makes me happier than time spent with them. I am very lucky.

Question: What are some of your fondest Bullis memories?

Answer: I started Bullis in 5th grade and immediately loved it. In 7th grade, Mr. Larry Klinger encouraged students to



From left, 1991 yearbook photo of Evan Winston; Evan and friends Michael Winnick '91 and Jason Shrensky '91 at NHS cook out in 1990; Evan and friends Kim (Burman) Wolfberg '90 and David Cohn '91 in 1990; The Winston Family enjoying the sights in Washington, D.C.; Evan and his daughter Darian at the baseball and softball field dedication at Bullis in April; Evan's children relaxing by the pool in Mexico in December 2011.

think outside the box. He got us reading magazines and newspapers every day by offering extra credit for any mistakes we could find. I would search tirelessly every day to find something to show him!

Question: How do you feel Bullis prepared you for college and life?

Answer: Bullis gave me a lot during the eight years I was a student, but one thing that really resonates is the confidence I gained. As a peer leader and peer counselor, I mentored some freshmen, and was so proud to give back. Mr. Scott Votey was truly a positive role model—he was our guidance counselor and he helped me look at life with a different perspective and sparked my interest in psychology and the power of the mind.

Bullis also taught me about respect, to treat everyone fairly and with an open mind. These fundamental lessons have stayed with me, and their value and importance can never be underestimated.

Question: What advice would you offer Bullis students?

Answer: Always be respectful to every person you encounter. You never know who you will meet and how that introduction could evolve into a thriving relationship, either personally or professionally. Also, keep an open mind when entering new situations. Lessons can be learned in every life experience. When I graduated from Bullis, I never aspired to be a commercial fence salesperson, but by working hard and thinking outside of the box, I have accomplished a lot.

I recently enjoyed both my 20-year Bullis reunion and being a part of the dedication ceremony of the new baseball and softball fields. Seeing old friends and returning to campus has made me reflect on how much Bullis means to me and what a wonderful school it is. I feel truly blessed to have spent so many years here and am so pleased to still feel a part of the Bullis family.

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—Evan Winston '91