

## **2019 Honorary Commander Induction Ceremony Bio**

### **Troop 6, Reds Ferris, Owner-Ferris Home Improvements**

Walter “Reds” Ferris was born in Wilmington, bred in Newark, and raised by a hardworking single mom in Harmony Hills. Reds grew up playing Newark National little league, attended Newark High and served as a co-captain of the football team before graduating in 1994. Although he tried a variety of jobs, he repeatedly found he had a knack for sales and working with his hands. Yet, he was frustrated working for companies that didn’t always have the customer’s best interest at heart or had no desire to grow. He hated the impersonal structure that capped his earning potential and based incentives on quantity over quality. On October 4, 2004, he decided it was time for change. He pulled into the dealership, traded in a brand new Tahoe and a stable 9 to 5 job as a top installer for another roofing company for a work truck and the unknown as the owner of Ferris Home Improvements. The first year was tough. Reds was unable to make enough gas money to run estimates and eventually had his truck repossessed. Fortunately, his mom Denise and stepdad Mike believed in him, so they helped him get his truck back and out on the road. Reds hit the pavement hungrier than ever before to become a successful business owner. Since then, he grew Ferris Home Improvements from his parents’ basement to a company that manages over 150 people and grossed over \$15 million this past year. Headquartered on Kirkwood & Harmony Road, just miles up the street from the Harmony Hills home he was born and raised in, Ferris Home Improvements has won numerous awards for excellence in professionalism, rapid growth, and community service. Over the last 14 years, Reds took what he learned and continued growing as an entrepreneur, partnering to open a successful real estate investment company, a successful bar, a restaurant, and will soon finalize purchase of another bar in the Pike Creek area.

Reds has been just as active in the community as he has in the business world over the last 14 years. Reds spends a third of his schedule attending, running, or actively participating in fundraising events throughout the community, and he continues to be a major sponsor for local little leagues and adult softball teams. Together with his wife Kelley, his daughters Riley, Erin, & Cassidy, his son Brett, and their dog Boston, they currently live in Pike Creek, but they can most often be found at the Piedmont ball fields or at their church, St. John the Beloved, where Reds serves as President of the Athletic Association. According to Reds, community service and work go hand-in-hand: “Strong businesses within the community have a responsibility to help strengthen and support the area in which we work and live. As your neighbor, I care about the same safety and growth issues that worry you. I care about the same local causes because they impact me, my family, and the families of all of our employees. It makes sense that we work together to leverage our resources to make our community a better place to live, work, and raise our families. It’s a win-win.”