

THE NORTHEAST MISSISSIPPI

# Business Journal

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FEBRUARY 2010

## Family Business

IN IT FOR THE  
LONG HAUL

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# Expert: Family businesses in it for the long haul

**■ The director of MSU's Center of Family Enterprise Research says family businesses have advantages during economic downturns.**

By Carlie Kollath

BUSINESS JOURNAL

STARKVILLE – Family-owned businesses may have a leg up over nonfamily-owned businesses, says a business expert.

James Chrisman, director of Mississippi State University's Center of Family Enterprise Research and a management professor, said the key for all businesses these days is to weather the storm. Yet, some of the shared goals of family businesses may put them in a better position, he said.

The increased pressure from the tough economy "puts a strain on companies that are lacking resources, haven't been around that long and are operating on a shoestring."

"Family-owned businesses

have an advantage there because they tend to be in it for the long haul," Chrisman said. "They are more likely to endure sacrifices to make it in the long term. They are more likely to rally and contribute resources to help the firm get through it."

Family members have a stake in the success of the company, he said.

"They'll work longer hours, accept lower pay when necessary and do things that a regular employee just would not," Chrisman said.

And sometimes people in the family but not part of the business are more willing to donate time and resources to help the company succeed.

"The lack of a conflict of interest can be very important," Chrisman said.

In addition, members of a family tend to know each other better and communicate better than nonfamily employees.

"The likelihood of someone being able to get away with something is lower and that



**James Chrisman**

can be beneficial," Chrisman said. "There's just on and on how they can be helpful."

It's good news for the business community, considering more than half of all businesses are family-owned. The figures vary wildly, depending on the origins of the figures.

Chrisman said he usually sees estimates between 65 to 90 percent. His calculations put it closer to 80 percent.

"Family-owned businesses have an advantage there because they tend to be in it for the long haul. They are more likely to endure sacrifices to make it in the long term. They are more likely to rally and contribute resources to help the firm get through it."

Many large companies, such as ones on the S&P 1000, also are family businesses, with Chrisman estimating the percentage is somewhere between one-third and 40 percent. The reason for the smaller percentage, he said, is because family businesses have capital constraints and many times wind up compromising control if they want to grow.

For example Walmart, the

world's biggest retailer, is 40 percent-owned by a Walton family trust. The company was founded nearly 50 years ago by Sam Walton.

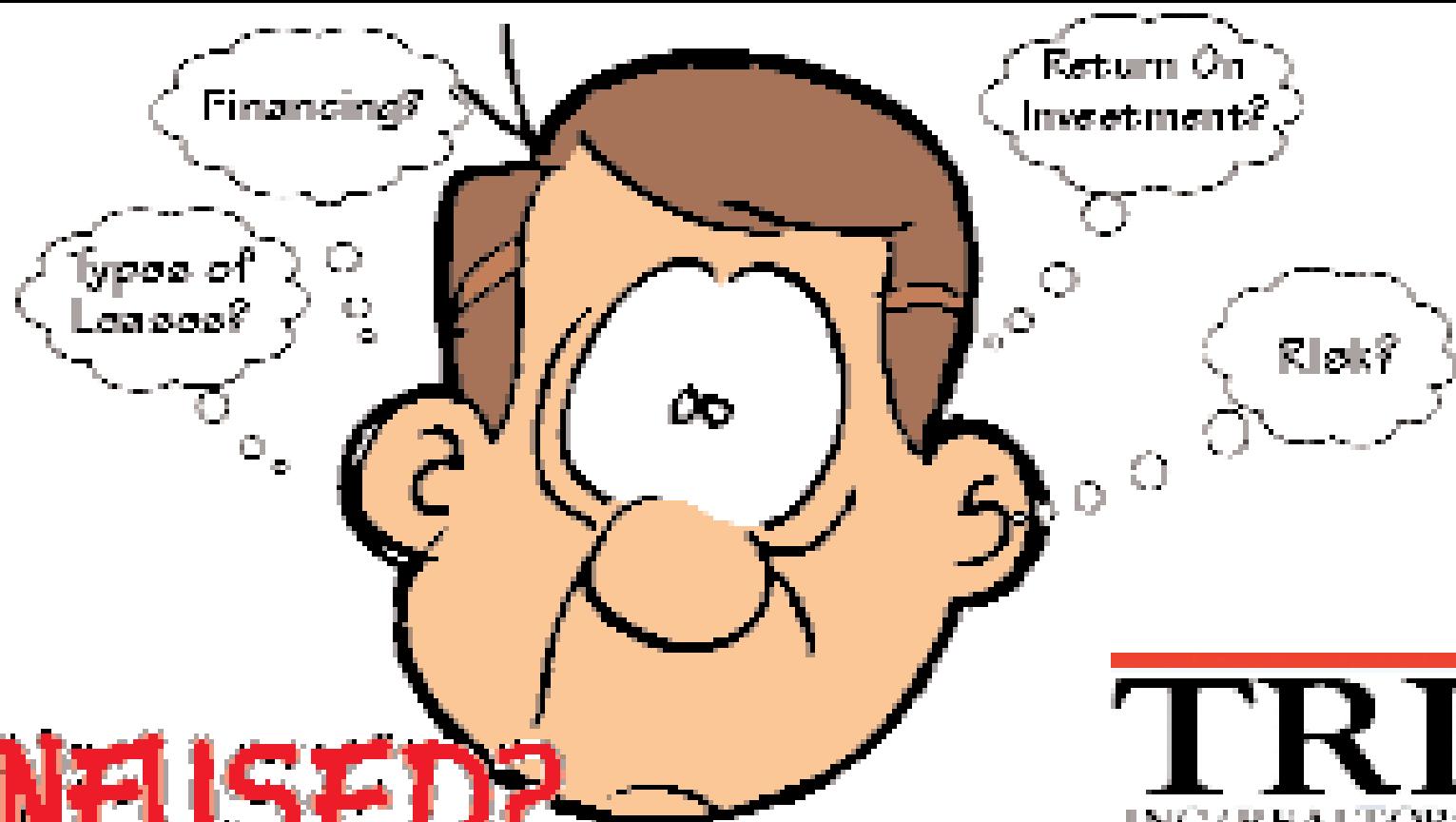
During his research, he's found that family businesses are more common in the retail and service sectors and less likely in the high tech and manufacturing sectors.

He added that the U.S. has a smaller percentage of family business than other countries, especially developing nations.

In the next 10 to 20 years, he doesn't see a pronounced shift in the U.S. to or away from family businesses. He expects the number will be fairly constant with a slight upward trend.

"Family-owned businesses, like other businesses, don't have a long life span," he said. "Thirty to 40 years is old. Businesses come and go. That's the regular working of the economy."

Contact Carlie Kollath at (662) 678-1598 or carlie.kollath@journal.com.



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# The furniture industry is much like family

We all have relatives we love and those we'd rather not be around unless forced to do so.

At the family reunions, everyone smiles and laughs and gets along for the most part. But there are some disagreements now and then.

Which brings us to the furniture industry in Mississippi.

The Winter Tupelo Furniture Market wrapped up last month, and the initial reports suggest that it was a decent market. More buyers than usual were in town by many accounts, although overall attendance was still weak compared to the boom times of a few years ago when 35,000 people packed the market, restaurants and hotels.

Having attended 11 of the

past 12 markets, I would say the overall mood from last month's market was better than, say, the past three or four – which, by the way, were held in the midst of the worst recession since the Great Depression.

Is the worst over for the furniture industry?

Ray Allegrezza, editor-in-chief of Furniture Today, sees "solid evidence" that it is.

"Consumers are saving more money than before, so if they decide to buy home furnishings, they likely will be able to fund those purchases," he said. "And retailers, after almost a year of playing it close to the vest with inventory, are almost forced to replenish their shelves."

With that in mind, there were buyers looking to do just



**Dennis  
SEID**

that at the market. Buyers from the top 100 furniture retailers were at the market in greater numbers, looking for products and deals they could flow

through their stores.

And that's where they run into the family of furniture manufacturers in Northeast Mississippi.

From the time Morris Futorian set foot in the region 50 years ago, almost every company in the region can trace its roots to him.

Some have withered away, some have grown, others have branched out into other ventures.

There are many company execs who have worked at other companies, where they learned and developed their skills.

Ever heard of the six degrees of separation? In the furniture industry, it's more like three or four.

There are friendly competitors. And some not-so-friendly. There is rivalry – and envy, of course.

But much like family gatherings, most everyone plays nice.

At the furniture market, everybody wants a piece of the pie – only the pie is much smaller these days. So there's a little more urgency in getting your name in front, even at the

expense of others. Hey – business is business.

But if there's one thing the furniture family can – or at least, should – agree about is jobs.

The Mississippi Furniture Association, led by Ken Pruitt and Crowell Armstrong, have tried mightily to get the furniture family in the state to get on the same page to fight for jobs.

The MFA and many in the industry are fighting for cut-and-sew job tax credits again.

But what some see as a priority, some do not, the MFA feels.

For the good of the family, maybe petty differences can be put aside.

Contact Dennis Seid at dennis.seid@djourn.com or (662) 678-1578.

*The Winter Tupelo Furniture Market wrapped up last month, and the initial reports suggest that it was a decent market. More buyers than usual were in town by many accounts, although overall attendance was still weak compared to the boom times of a few years ago when 35,000 people packed the market, restaurants and hotels.*

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**Our roots are here in North Mississippi,  
not just our branches.**



# A custom-built business

## Pettigrew Cabinets was founded in 1971



THOMAS WELLS

Pettigrew Cabinets has been family-owned since its founding. The current ownership includes Earl Hammock, from left, Craig Pettigrew, Jerry Pettigrew, Jennifer Pettigrew and Jeff Pettigrew.

**By Carlie Kollath**

BUSINESS JOURNAL

PLANTERSVILLE – The Pettigrew family makes cabinets that are so well-loved, some customers have been buried in them.

Well, they aren't buried in the actual cabinets, but in custom-made caskets based on the company's cabinets.

The story goes, according to Pettigrew Cabinets Vice President Jerry Pettigrew, that a woman died unexpectedly and her husband was left to make the arrangements.

"She had liked her cabinets so much that her husband wanted her casket to match her cabinets," Jerry Pettigrew said.

The family-owned company since has made two more cab-

inet-inspired caskets.

The custom caskets are examples of the many requests fielded by Pettigrew Cabinets since it started in 1971. The company focuses on custom cabinets, islands and countertops, but Jeff Pettigrew, president of Pettigrew Cabinets, said they've done many other projects, including mantles, entertainment centers, jewelry boxes and woodwork for cars and motor homes.

The company also has expanded to sell kitchen appliances from brands such as Fisher & Paykel, Viking and Sub-Zero.

They usually do jobs within 100 miles of Plantersville, but they have done special jobs in the past on the Mississippi Gulf Coast and in Colorado.

### Humble beginnings

Jeff Pettigrew's father, Fred Pettigrew, started the woodworking company in a single building at the current location on Highway 6 East.

"Dad was a school teacher," Jeff Pettigrew said. "He always said because we weren't making enough money (from his teaching), he went into woodworking."

Fred Pettigrew, who retired from the company last year, started off by building eight-track tape boxes, stereo boxes and cabinets.

Said Jerry Pettigrew, Fred's brother: "He always said it took him seven, eight years to get the courage to quit teaching and build cabinets."

As Fred Pettigrew's side job grew, so did his company. His brother, Lamar Pettigrew, joined the company in its early days, as did Jerry Pettigrew.

"In 1977 or '78, I came to work here for two years," Jerry Pettigrew said. "I left and came back in '81 for a temporary job 'til I could get a permanent job. I haven't been out looking for that job yet."

Turn to **PETTIGREW** on Page 8

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# Belmont business started with a broken leg

**■ Wood Sales is one of the nation's largest tool and equipment wholesalers.**

By Dennis Seid

BUSINESS JOURNAL

BELMONT — In this town of less than 2,000 people, one company and its founder looms large.

And it all started with a broken leg.

Oneal Wood founded his first business in 1968 and it morphed into Wood Sales, which has become one of the country's biggest tool and equipment wholesalers in the country. Wood Sales also has spun off four other companies through the years, including Wood Industries, M&W Sales, Jamco Furniture and Tool Mark Inc., or TMI.

Combined, the companies employ about 200 people in the area.

"Our focus is the community," said Wood. "That's very important for us. We've been all over the country, but we think

we're in the best part of the U.S. We've got good leadership and good people in this community."

But if it hadn't been for Wood falling off a horse more than 40 years ago, who knows what might have happened.

Here's the story: Wood had gotten a job with a nearby pulp mill. Two days before he was scheduled to start, Wood was pinned under a horse he was riding after the horse got spooked and threw him off. The accident broke Wood's leg and he lost his job.

While recovering, he went to an auction and liked what he saw.

"So I started hunting for merchandise from the auctions to sell myself, and we put our own business in Golden," Wood said.

It was a general merchandise store with varied goods including recliners, panty hose and socks.

In the mid 1970s, Wood turned his eye toward tool sales, and Wood Sales was formed. Business took off.

His children, including



C. TODD SHERMAN

Tammy and Jeff, also got involved in the business early on and haven't left.

"I was always working," Tammy said with a laugh.

Tammy later married James McDowell, and their son, Erick,

also has his hand in the business.

Tammy's chief responsibility is M&W Sales, which sells imported furniture and accessories. James, a Tishomingo supervisor, co-founded Jamco, which builds sofas and chairs.

Erick's main responsibility is Jamco. Jeffrey Wood, Tammy's brother, runs Wood Industries, which makes air compressors.

Clearly, it's all in the family. But that's a good thing, said Erick.

"We work together all the time and we can talk to each other and tell each other what we think," he said. "It's the real deal."

And key to the family's success has been their hard work.

"Our problem is that our work is never done," Oneal Wood said. "I usually start my day at 7:30 in the morning, and sometimes I don't leave until midnight. There's never a moment where you can let down."

The economic downturn hit his businesses as well, but Wood doesn't like to use the "r" word.

"It wasn't a recession," he said. "I see it as a reorganization. It always gets better. You've got to change and you've got to always look to the future."

The area has been hurt by closings and layoffs involving Belmont Homes, Tiffin Motorhomes, Schnadig Furniture and other companies, but the Wood "empire" has been an anchor in the community.

"We've been successful by being honest," Wood said.

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# Diversification key for Century Construction

**By Dennis Seid**

BUSINESS JOURNAL

TUPELO — When Colin Maloney got into the construction business in 1997, he built his first and last house.

"That was it," he said with a laugh.

His company, Century Construction, is geared toward commercial building and contracting these days.

And Century is a young company poised for growth.

"We started with a truck and two laborers," Maloney said. "Now we're at about 100 employees."

Century has been named one of the fastest-growing private companies in the state by the Mississippi Business Journal last year. And in October, Maloney was named the Mississippi College School of Business Alumnus of the Year.

But Maloney takes the accolades in stride because he believes the company's best days are still ahead of it.

"While our initial focus has been on construction, we've

evolved into other areas," he said.

That includes a full-service real estate division, Maloney Properties Development, which manages, owns and leases commercial properties across the state.

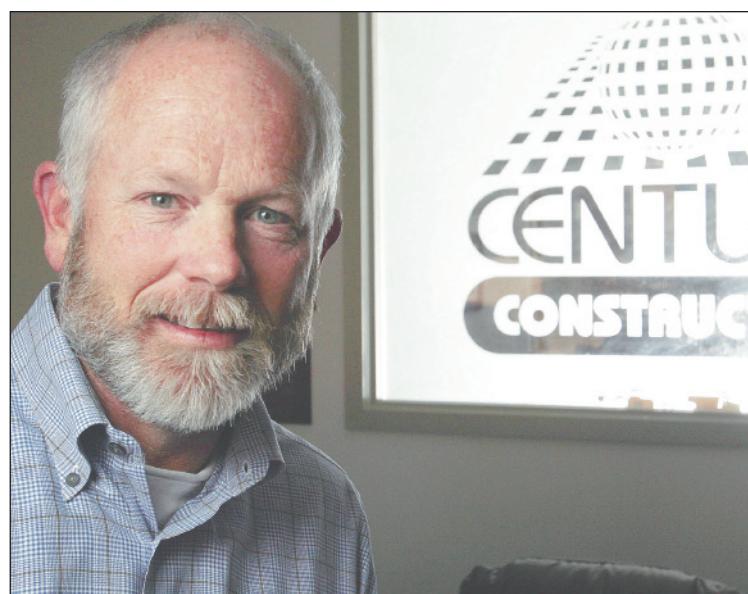
There's also a glass and door division called Maloney Glass & Overhead Door, which started as Maloney's father's business, Creative Glass.

Creative Glass was sold to another company in 1994, and Maloney bought it back in 2000.

He was introduced to the construction business watching his grandfather, who was a Standard Oil jobber and who worked with real estate on the side.

"He built the first mall in Tupelo, and that was my first taste of real estate," Maloney said. "When we sold the glass company, at that time I was getting into real estate. I did some property management."

He was asked to do some construction work on the side,



THOMAS WELLS

Tupelo's Century Construction, owned by Colin Maloney, was named in 2009 one of the fastest-growing private businesses in the state by the Mississippi Business Journal.

which led to the formation of Century Construction. The company's been growing ever since.

"The building side of the business is the easy part," he said. "It's the finances, the pa-

perwork, handling the employees that can get challenging."

The recession has been tough, too, and the commercial construction industry has been hit particularly hard.

Because private projects

have dried up, more people are bidding on the jobs that remain.

"Where we used to see four or five, now it's not uncommon to see 20 or more bidders," he said. "It's very competitive."

And where 80 percent of Century's work involved private projects a few years ago, it now makes up only about 5 to 10 percent, with the bulk now being government contracts.

Government contracts are more complicated to do, but Maloney said his company has been able to get its foot through the door and has had its name noticed.

Century's projects have included work in a five-state region: Mississippi, Tennessee, Alabama, Arkansas and Louisiana.

"We try to keep within a day's drive of Tupelo," he said.

The purchase of a small plane also allows project manager to get to a site easily.

"It's good to be able to go to site and return in the same day

Turn to CENTURY on Page 8

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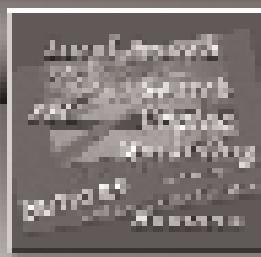
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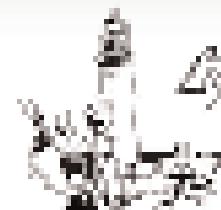
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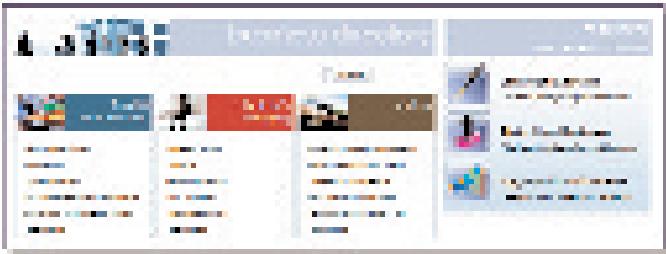
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## Pettigrew

*Continued from Page 2*

The rest of the family got involved, too. Fred Pettigrew's sons, Jeff and Craig, started sweeping the floors when they were kids in 1974.

The number of workers has grown to 18 employees. The ownership has grown, too, and includes Jeff Pettigrew; Jeff's brother, Craig; Jeff's wife, Jennifer; Jeff's uncle, Jerry; and Earl Hammock, who Jerry Pettigrew jokes is an honorary nephew.

The owners say that because they are a family-owned business, they have more flexibility than corporate-owned businesses when it comes to jobs they do. Craig Pettigrew laughs as he recalls one customer who asked him to paint toilet seats, which he did.

Jeff Pettigrew said, "You pretty much get what you want."

Hammock and the others say the finished product, and in turn the pleased customer, are the best parts about their

business.

Often, one job can lead to another. For example, one customer had a custom-designed island made for his kitchen. He called Pettigrew Cabinets last month and said he loved it so much, he wanted all the checkouts at his business to look like his kitchen island, Jerry Pettigrew said.

Such experiences are important because with each job, the Pettigrew family's reputation is on the line.

So, the company takes a lot of pride in its products, and Jerry Pettigrew said it usually translates into satisfied customers who are proud of their new woodwork.

And when the customers are happy, they don't hesitate to let the Pettigrew family know, even if it is outside the confines of the Plantersville facility.

"I've been hearing about Pettigrew Cabinets ever since I've been in Tupelo," Jerry Pettigrew said.

Contact Carlie Kollath at (662) 678-1598 or [carlie.kollath@djournal.com](mailto:carlie.kollath@djournal.com).

## Century

*Continued from Page 7*

if we need to," Maloney said.

And Maloney says that an important part of doing business is being a corporate citizen. He's a supporter of many local charities and schools in Lee County, but he's also extended his support to the Gulf Coast, which is still recovering from Hurricane Katrina.

Last May, Century built a Boys and Girls Club in Pass Christian that received several architectural awards and was featured on "Good Morning America." The company is building two more B&G Club facilities in D'Iberville and Gulfport.

The community is as important as customers, Maloney said.

"Always take care of your customers and give them the best value for their investment and always take care of your employees," he said.

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A publication of Journal Publishing and the CDF Chamber Division – February 2010

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# Chamber focus

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THANK YOU to the exhibitors, restaurants, and food service vendors for your participation in the Taste of Tupelo and Business to Business Connection trade show last week. Your involvement was key to the success, and we appreciate your support. We are gathering information from the evaluations as we plan for next year's event. Congratulations to Cindy Carr, the lucky winner of the Dell Netbook computer and HP printer.

THANK YOU to the sponsors of the Northeast Mississippi Economic Forecast Conference for the outstanding speakers you recruited for the conference last month. If you were unable to attend the conference, you can hear the speakers on our website at [www.cdfms.org](http://www.cdfms.org).

THANK YOU to our members for your support and investment. Our



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goal is to continue to broaden our range of benefits to meet the changing and expanding needs of the business community that we serve. It is only through the investment of our members that we can meet and exceed this goal. If you are not involved in CDF and would like the opportunity to partner with 1450 investors, we invite you to call the CDF office at 842-4521. We will be glad to review the benefits of membership.

Please mark your calendars for the CDF Annual Membership Meeting scheduled for Thursday, May 6. More details will be mailed later.

Vice President of Chamber Services

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P.O. BOX 802  
TUPELO, MS 38802  
(662) 680-6098  
INDIVIDUALS

### COMFORT KEEPERS

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P.O. BOX 1340  
TUPELO, MS 38802  
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MR. DARRELL RANKIN  
773 HIGHLAND PARK DR.  
TUPELO, MS 38801  
(662) 680-6098  
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(662) 269-2552  
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MS. TAMMY RODGERS  
P.O. BOX 1785  
TUPELO, MS 38802  
(662) 680-6098  
INDIVIDUALS

### FLAVOR SAVOR

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MR. BOBBY SMITH  
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(662) 844-3924  
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TUPELO, MS 38802  
(662) 841-9130  
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MR. NOEL WOMACK  
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TUPELO, MS 38802-1771  
(662) 401-0774  
FURNITURE

### Dates to remember

#### CDF Ambassador's Club Quarterly Meeting

Thursday, February 11, 2010

4:00 p.m.

CDF Boardroom

#### First Friday

Friday, March 5, 2010

7:00 a.m.

Mall at Barnes Crossing

**CENSUS BUREAU**

A ribbon cutting was held to celebrate the opening of the U.S. Census Bureau office in Tupelo. Pictured participating in the ceremony are: Emily Addison, CDF; Diane Johns, U.S. Census Bureau; Melody Gholson, U.S. Census Bureau; Tora Clay Harris, U.S. Census Bureau; Jeff Behler, U.S. Census Bureau; James Hull, U.S. Census Bureau; Richard Babb, Office of Congressman Travis Childers; Mayor Andre De Berry, City of Holly Springs; Jordan Suddeth, Office of Congressman Travis Childers; Councilman Nettie Davis; Mayor R.V. Adams, Town of Nettleton; Julia Viator, U.S. Census Bureau; William Friar, U.S. Census Bureau; Rev. Robert Jamison; Clifford Holley, University of Mississippi; Timiko Hampton, U.S. Census Bureau; Peggy Haire, U.S. Census Bureau; Valleria Greer, U.S. Census Bureau; David Stokes, U.S. Census Bureau. Pictured on the back row, with members of the CDF Ambassador's Club and employees of the U.S. Census Bureau, are V.M. Cleveland and Adam Cleveland. The U.S. Census Bureau is located in the West Main Shopping Center in Tupelo and can be reached at (866) 861-2010. For general information, please visit <http://2010.census.gov/>.

**ECONOMIC FORECAST CONFERENCE**

The 2010 Northeast Mississippi Economic Forecast Conference was held January 20 at the BancorpSouth Conference Center. Speakers for the annual event included Dr. Loren C. Scott, president, Loren C. Scott & Associates, Inc.; Mr. Phil Hardwick, coordinator of capacity development, John C. Stennis Institute of Government at Mississippi State University; and Mr. Chris Rogers, chairman, CDF Board of Directors. Pictured, Chris Rogers speaks to the crowd of over 700 in attendance. To hear a Podcast of the 2010 conference, please visit the Media Library at [www.cdfms.org](http://www.cdfms.org).

## **The 2010 CDF Membership & Manufacturing Directory is going digital!**

To be sure your company's information is accurate and up-to-date before this publication is complete, visit [www.cdfms.org](http://www.cdfms.org) to check your listing in the Membership Directory.

*Should you need to make changes to your listing, please contact CDF at (662) 842-4521 or [jcurlee@cdfms.org](mailto:jcurlee@cdfms.org)*

**TRI-VISTA REHAB**

A ribbon cutting was held for Tri-Vista Rehab's location in Corinth, MS. Pictured at the event with the CDF Ambassadors are: Diana Rowsey, LPTA, Tri-Vista Rehab; Melanie Moore, SLP, Tri-Vista Rehab; Brittany Chapman, LPTA, Tri-Vista Rehab; Alisha Goff, OTR/L, Tri-Vista Rehab; Karen Boutin, Tri-Vista Rehab; Kevin Boutin, Tri-Vista Rehab; Emily Addison, CDF; Lindsay Duffie, DPT, Tri-Vista Rehab; Beth Isbell, Tri-Vista Rehab; Debra Durham, LPTA, Tri-Vista Rehab. Tri-Vista Rehab is located at 3303 Shiloh Ridge Road in Corinth, MS, and can be reached at (662) 287-5662. For more information on Tri-Vista Rehab, please visit [www.trivistarehab.net](http://www.trivistarehab.net).

**TOMMIE LEE IVY HONORED**

As a thank you for his service to the Community Development Foundation Board of Directors, Chris Rogers, CDF chairman, presented a certificate of appreciation to Tommie Lee Ivy, Lee County Board of Supervisors, District Four, at the January meeting of the CDF Board of Directors.

## FAA FEDERAL CREDIT UNION



To celebrate the opening of their new branch in the Tupelo Commons shopping center, FAA Federal Credit Union held a ribbon cutting. Pictured at the event are: Chris Syriac, FAA Federal Credit Union; Nina Spann, FAA Federal Credit Union; Adam Bridges, FAA Federal Credit Union; Councilman Markel Whittington; Susan Nichols, FAA Federal Credit Union; Jenni Latsady, FAA Federal Credit Union; Verna Kinard, FAA Federal Credit Union; Sheila Hester, FAA Federal Credit Union; Dallas Pitts, FAA Federal Credit Union; Dawn Graeter, FAA Federal Credit Union; Councilman Fred Pitts; Councilman Nettie Davis; Councilman Mike Bryan; Chris Evans, FAA Federal Credit Union; Tom Sammons, FAA Federal Credit Union; Greg Sayres, FAA Federal Credit Union; and Emily Addison, CDF. Not pictured is Karen Crowe, FAA Federal Credit Union. Also pictured are members of the CDF Ambassador's Club. FAA Federal Credit Union is located at 3182 Tupelo Commons in Tupelo and can be reached at (662) 680-5620.

## GOODWILL INDUSTRIES (COLEY ROAD)



To celebrate the opening of its Coley Road donation center, a ribbon cutting was held for Goodwill Industries. Pictured at the event are: Priscilla Miles, Goodwill Industries; Gary Shipley, Goodwill Industries; Quin Berry, Goodwill Industries; Councilman Mike Bryan; Keith Chapman, Goodwill Industries; Michelle Lackey, Goodwill Industries; Helen Wade, CDF; and Emily Addison, CDF. Goodwill Industries accepts all donations at its donation center at 161 Coley Road in Tupelo and can be reached at (901) 508-1657. For more information on Goodwill Industries, please visit [www.discovergoodwillms.com](http://www.discovergoodwillms.com).

# U.S. Lawns Offers Curb Appeal and Customer Service

Mike Kirk spent many years in corporate America until one day in 1998 he looked out the window and found his calling. Now owner of U.S. Lawns, with his wife Angela, Kirk spends his days outside creating beautiful, healthy landscapes for customers throughout Northeast Mississippi. To boot, Kirk brought on Scott McQuary as operations manager and Alan Newby as production manager, bringing a special dynamic to the company as three childhood friends work together to provide curb appeal and top-notch customer service to their clients.

U.S. Lawns, a division of The Valley Crest Companies, is headquartered in Orlando, FL, and is a national franchise organization with 325 owner-operators across the United States. The Valley Crest Companies is the largest landscape company in the nation, bringing a vast array of knowledge and expertise to its franchisees. At U.S. Lawns, Kirk and company specialize in landscape construction and

maintenance, from the start of new construction including landscape design and irrigation systems, to planting, sodding, hardscapes, and everything associated with landscape maintenance. Kirk has 24 employees and utilizes nine service trucks as part of the business. What sets U.S. Lawns apart from other landscape companies is their staunch commitment to providing great customer service.

"Our philosophy is to develop good, close relationships with clients. We tailor our programs to each customer and work with any type of budget," said Kirk. "A lot of our business comes from referrals, which we love because we always want to hear that our customers are happy."

U.S. Lawns can cater to the needs of any client, as their current customer base includes hospitals, restaurants, banks, apartment complexes, assisted living facilities, home owners associations, doctor's offices, churches, and residential areas. With the mantra "your image is everything to us," U.S. Lawns offers its top



Pictured at the Business to Business Connection with equipment used by U.S. Lawns are Scott McQuary, operations manager; Alan Newby, production manager; and Mike Kirk, owner.

four reasons to choose their company that include: trust, quality, service, and value.

With a territory that covers all of Northeast Mississippi, Kirk has found that his membership with CDF has given him opportunities to meet potential clients that did not previously exist.

"CDF has allowed me networking opportunities that I would not have had previous-

ly," said Kirk. "I get the opportunity to interact with customers and potential customers at events like the Business to Business Connection." Another phase of the business is their full-service landscape maintenance program. One aspect of U.S. Lawns' business is turf fertilization and weed control. They offer a lawn herbicide spraying program, to eliminate undesir-

able weeds in the turf, through the application of pre/post emerge herbicides. Kirk utilizes a Z-Spray machine for turf spraying with a 300 pound capacity fertilizer spreader that gives the turf its bold color and keeps it healthy and weed-free. To create maximum curb appeal for their clients, U.S. Lawns offers mowing, edging, pruning, trimming, debris removal, shearing, weeding, mulching, seasonal planting, and irrigation maintenance. With a dedicated quality control technician and a dedicated staff who are trained in proper horticultural techniques and safe practices, U.S. Lawns strives to ensure that their customers are happy with every phase of their overall landscape plan.

"Curb appeal and customer service are what we are really all about," said Kirk.

To learn more about the many services offered by the team at U.S. Lawns, contact them at (662) 534-7447 or visit [www.uslawns.com](http://www.uslawns.com). U.S. Lawns is located at 915 Sam Barkley Drive in New Albany, MS.

# MARK YOUR CALENDAR

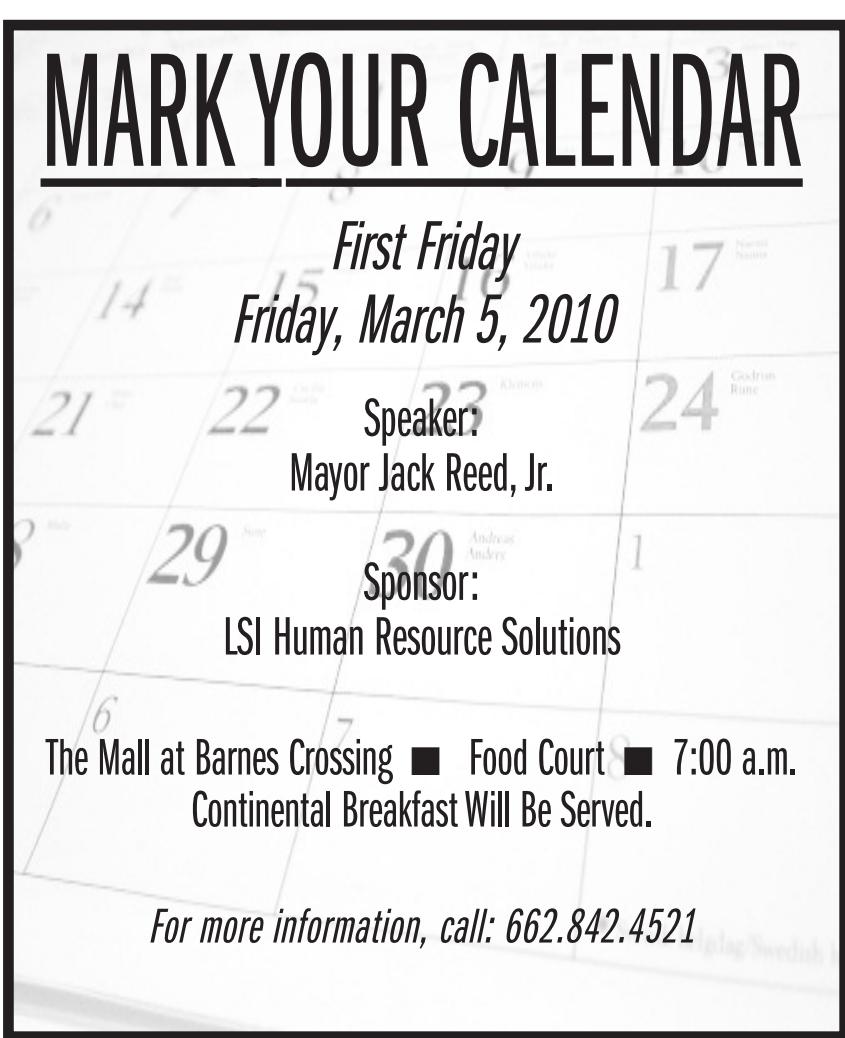
*First Friday*  
Friday, March 5, 2010

Speaker:  
Mayor Jack Reed, Jr.

Sponsor:  
LSI Human Resource Solutions

The Mall at Barnes Crossing ■ Food Court ■ 7:00 a.m.  
Continental Breakfast Will Be Served.

For more information, call: 662.842.4521



## THE DJ



A ribbon cutting was held to celebrate The DJ's new location on McCullough Boulevard. Pictured with members of the CDF Ambassador's Club are: Emily Addison, CDF; Emily Burns; Scott Burns, The DJ; Councilman Markel Whittington; Bart Phelps; Andrea Phelps; Hannah Burns; Carson Phelps; and Lynda Jungkind. The DJ is located at 3189 McCullough Blvd. in Tupelo and can be reached at (662) 401-3349. For more information on The DJ, please visit [www.thedjonline.com](http://www.thedjonline.com).

## NEW BIRTH REACHING MINISTRIES



A ribbon cutting was held at New Birth Reaching Ministries in Tupelo. Pictured on the front row are: Emily Addison, CDF; Pastor Sammy Agnew, New Birth Ministries; Dr. Sharon Mitchell, New Birth Ministries; Councilman Nettie Davis; Councilman Jonny Davis; Pastor Patricia McAllister, New Birth Ministries; Orlando Pannell, CDF; Sally Williams, City of Tupelo; Judge Rickey Thompson, Lee County Justice Court Drug Court; Shirley Moon, Lee County Justice Court Drug Court. Pictured on the back row are: Lula Brown, New Birth Ministries; Leslie Freeman, New Birth Ministries; Halesha Anthony, New Birth Ministries; Penny Townsend, New Birth Ministries; Sandra Tate, New Birth Ministries; Sherrella Doss, New Birth Ministries; Katherine McGlown, New Birth Ministries; Cathy Smith, New Birth Ministries. Also pictured are members of the CDF Ambassador's Club. New Birth Reaching Ministries is located at 1326 Oakview in Tupelo and can be reached at (662) 255-4145.

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## AMANDA ANGLE, CPA



To celebrate the opening of Amanda Angle, CPA in Tupelo, a ribbon cutting ceremony was held. Pictured on the front row of the event are: Councilman Mike Bryan; Amanda Angle; Councilman Fred Pitts; Scott Angle; Barbara McDonald; and Emily Addison, CDF. Pictured on the second row are: Brad McCully, Sportsman Lawn & Landscape; and Lauren Fox, AmeriPrise. Pictured on the back row are: Mike Eldridge, ServPro; and Deborah Tierce, Tierce Motivational Training. Also pictured are members of the CDF Ambassador's Club. Amanda Angle, CPA is located at 623 West Main Street, Suite 22 and can be reached at (662) 322-6049. For more information on the company, please visit [www.anglecpa.com](http://www.anglecpa.com).

## GOODWILL INDUSTRIES (McCULLOUGH BLVD.)



A ribbon cutting was held to celebrate the grand opening of the Goodwill Bookstore on McCullough Boulevard in Tupelo. Pictured at the event are: Emily Addison, CDF; Gary Shipley, Goodwill Industries; Linda Shipley, Goodwill Industries; Patty Parker, Goodwill Industries; Keith Chapman, Goodwill Industries; Alexis Horton, Goodwill Industries; and Councilman Markel Whittington. Also pictured are members of the CDF Ambassadors' Club. All donations are accepted at the 1889 McCullough Blvd. location of Goodwill Industries and they can be reached at (901) 508.1657. For more information on Goodwill Industries, please visit [www.discovergoodwills.com](http://www.discovergoodwills.com).

## DYSON INSURANCE



A ribbon cutting was held for Dyson Insurance Agency-Allstate. Pictured at the event are: Davye Zeigler, Dyson Insurance Agency; Andy Dyson, Dyson Insurance Agency; Councilman Markel Whittington; Jan Dyson; Clyde Dyson; Rebecca Johansen, Dyson Insurance Agency; Emily Addison, CDF; and David Cayson, Regions Bank. Dyson Insurance Agency is located at 704 Hillcrest, Suite B in Tupelo and can be reached at (662) 269.2117.

## Parkgate Pregnancy Clinic Provides Education and Support

**P**arkgate Pregnancy Clinic offers free services to women who want to make an educated decision about their unplanned pregnancy, hopefully equipping them to make a life-affirming choice. In September 2009, Parkgate completed a medical conversion with Focus on the Family, offering clients even more information through limited obstetrical ultrasound. Parkgate Pregnancy Clinic stands as a beacon of comfort, support, and hope for women in difficult situations throughout North Mississippi.

"Pregnancy resource centers across the country are converting to medical clinics under an M.D. license to give women facts in a non-threatening environment," said Jessica Roy, executive director of Parkgate Pregnancy Clinic. "We have already noticed a big difference in the clients that walk through our door and the information they are seeking."

A 12-member board of directors, chaired by Rob Hudson, governs Parkgate Pregnancy Clinic. A staff of four manages the day-to-day operations of the clinic, with a support staff of more than 20 volunteers. Tricia Robbins serves as director of client services by handling counseling, referrals, the training of client advocates, parenting classes, and any referrals for post-abortive counseling. A registered nurse, Nancy Collins serves as clinic director, overseeing the clinic in regards to ultrasounds, pregnancy testing, and counseling for sexually transmitted diseases. Finally, Carrie Haadma, office manager, and Roy, executive director round out the clinic staff.

As a non-profit entity, Parkgate Pregnancy Clinic relies on churches, individuals, "life-minded" groups, and grants for funding. While the medical conversion doubled the clinic's operating budget, annual fundraising events help drive the organization. A very well-known case of choosing life will be featured at this year's annual fundraising banquet. While serving as

a missionary in the Philippines, Pam Tebow became ill and was treated with strong antibiotics before discovering that she was pregnant with her fifth child. For her own safety, doctors urged her to abort the baby. She refused and more than 21 years ago, gave birth to Heisman trophy winner, Tim Tebow. Pam will speak at Parkgate Pregnancy Clinic's annual banquet on February 25 at The Orchard in Tupelo.

"Over a year ago when we booked Pam Tebow to speak, we had no idea that she would be able to tell her story on the Super Bowl just a few weeks prior," said Roy. "The subject of making unselfish choices has become a great topic of discussion lately and we are looking forward to not only hearing Pam that night, but how God is continuing to use her story even through Tim and his life."

Parkgate Pregnancy Clinic also offers programs designed to encourage abstinence and purity. On January 28, the clinic sponsored "The Silver Ring Thing" at the BancorpSouth Arena, attended by over 1,400 students, encouraging a commitment to purity with an emphasis on second chances. Parkgate Pregnancy Clinic has also created a division within the clinic deemed MPOWER, designed to encourage youth to make their own life-affirming choices. Both programs share the goal of giving information to a generation who thrives on making their own decisions through information that is attainable through a myriad of different media. By giving students the tools needed to make an informed decision, Roy hopes that they are potentially putting themselves out of business. Until then, the staff and volunteers of Parkgate Pregnancy Clinic will continue to offer education and support to those who need them most.

Parkgate Pregnancy Clinic is located at 100 Parkgate Drive Extended, Suite 2 A-H. For more information on Parkgate Pregnancy Clinic or how to volunteer, please call (662) 841-1517 or visit [www.parkgatedonors.com](http://www.parkgatedonors.com).

## GOODWILL INDUSTRIES (GLOSTER ST.)



To celebrate the opening of the Goodwill donation center on North Gloster Street, a ribbon cutting was held. Pictured with members of the CDF Ambassador's Club are: David Peacock, Goodwill Industries; Michelle Lackey, Goodwill Industries; Priscilla Miles, Goodwill Industries; Tonya Ferguson, Goodwill Industries; Councilman Jonny Davis; Keith Chapman, Goodwill Industries; and Emily Addison, CDF. Goodwill Industries accepts all donations at this location at 1960 North Gloster Street in Tupelo and can be reached at (901) 508.1657. For more information on Goodwill Industries, please visit [www.discovergoodwillms.com](http://www.discovergoodwillms.com).

## ARE YOU RECEIVING E-MAIL UPDATES FROM CDF?

If not, call the CDF office with your e-mail address or send an e-mail to [jcurlee@cdfms.org](mailto:jcurlee@cdfms.org) to start receiving e-mail invitations to CDF events.

# TUPELO YOUNG PROFESSIONALS

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Community Development Foundation

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Number of Employees

Category (list located on the back of this application)

Keywords (choose up to 10 words that describe your business)

Main Contact (will receive all chamber correspondence)

Contact Name

Title

Phone

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Fax

Email address

Additional Contact

Name

Title

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Areas of Interest (please circle your selections)

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Tupelo Young Professionals

Do we have your permission to use your photo in our chamber publication(s)?

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## BusinessRewind

### Caney Fork to replace Santa Fe Cattle Co.

■ TUPELO – Caney Fork Restaurant could be open by March, if not sooner, said company vice president Josh Weis.

The Nashville-based restaurant is looking to take over several former Santa Fe Cattle Co. sites this year, including locations in Columbus and Tupelo.

Caney Fork serves “authentic casual Southern food” including steaks, Mississippi catfish, barbecue, seafood, fried dill pickles and fried green beans.

Company vice president Josh Weis said Caney Fork negotiated with the landlord of the former Santa Fe restaurants and “came to terms” to get all of the properties.

Santa Fe in Tupelo closed in September, putting about 65 people out of work. The restaurant on South Gloster Street opened in 2006. The company, based in Brentwood, Tenn., filed for Chapter 11 bankruptcy protection last July and closed several locations.

### BancorpSouth net income of \$104.3M for 2009

■ TUPELO – BancorpSouth reported

2009 net income of \$104.3 million, or \$1.25 per share.

That's a 13.4 percent drop from the \$120.4 million, or \$1.45 per share, recorded in 2008.

Still, fourth-quarter 2009 earnings were \$19.4 million, or 23 cents per share, compared to \$16.8 million, or 20 cents per share for the same period a year earlier.

Total assets at the end of the year were \$13.2 billion, compared to \$13.5 billion at the end of 2008. Total deposits were \$10.7 billion versus \$9.7 billion. Loans and leases, net of unearned income, increased from \$9.7 billion to \$9.8 billion.

### Renaissance net earnings reach \$18.5M in 2009

■ TUPELO – Renaissance Corp., the parent company of Renaissance Bank, reported net income for 2009 of \$18.5 million, or 88 cents per share.

That was a 23 percent drop from the \$24.1 million, or \$1.15 per share, posted in 2008.

Renaissance's fourth-quarter earnings were \$4 million, or 19 cents per share, compared to \$232,000, or 1 cent per share, a year earlier.

Total deposits grew to \$2.58 billion at Dec. 31, 2009, compared to \$2.34 billion at the end of 2008.

Total loans were about \$2.35 billion at the end of 2009, compared to about \$2.53 billion in 2008.

Total assets for the year were about \$3.64 billion, compared to \$3.72 billion in 2008.

### Fewest boardings since 1996 posted at airport

■ TUPELO – With only two flights a day leaving Tupelo Regional Airport, passenger traffic dropped sharply in 2009.

The 13,088 boardings last year were the fewest recorded since 1997, which saw 13,858 boardings. But both figures are better than the 10,975 posted in 1996.

Still, last year's drop marks three straight years of declining boardings. Just four years ago, Tupelo Regional posted a record 31,000 boardings, when it had two airlines providing seven daily flights.

But ASA/Delta pulled out of Tupelo in January 2008, just as the recession was getting under way, and airline traffic has continued to fall.

### Quad/Graphics, Worldcolor to close merger in summer

■ CORINTH – World Color Press Inc., also known as Worldcolor, will merge with Quad/Graphics in a deal approved by both companies' board of directors.

Quad/Graphics, based in Sussex, Wis., is the largest privately held printer in the U.S. Worldcolor, based in Montreal, is the second-largest provider of print, digital and related services in America.

Worldcolor has a 450-employee plant in Corinth.

The deal is expected to close this summer, with Quad/Graphics expecting pre-tax annual savings of about \$225 million within two years.

Quad/Graphics said it plans to “achieve greater operational efficiencies” with the acquisition.

Gary Chandler, president of the Alliance, the economic development group for Corinth and Alcorn County, said, “Moving forward we are cautiously optimistic. We are hopeful the quality of our work force and the flexibility of our operations here in Corinth help us become a part of Quad/Graphics future.”

### Hancock Fabrics lawsuit moved to Delaware

■ BALDWYN – Hancock Fabrics' lawsuit against its former accountants, PricewaterhouseCoopers, will move to Delaware, U.S. District Chief Judge Michael P. Mills ruled last month.

Months ago, PwC asked for the transfer, saying the issues Hancock raised against it belonged with the same court over Hancock's bankruptcy.

Hancock argued it would be more convenient to leave the case in Mississippi, among other reasons to keep it here.

Hancock filed for Chapter 11 protection in Delaware Bankruptcy Court in March 2007. The filing listed PwC as an unsecured creditor. The company exited bankruptcy protection in August 2008.

In March 2009, Hancock sued PwC in the circuit court of Lee County, alleging its former accountants' decisions contributed to its financial woes. PwC moved the lawsuit to federal court then asked for the Delaware transfer.

Daily Journal

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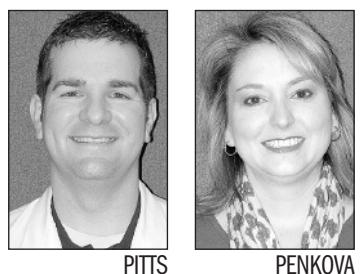
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## NewsMakers



PITTS PENKOVA

■ **Wes Pitts** and **Stacie Penkova**, pharmacists at North Mississippi Medical Center, were both recently board certified in pharmacotherapy. They are the only two pharmacists in north Mississippi to have achieved this certification, and are two of only 20 in Mississippi.

They are certified by the Board of Pharmaceutical Specialties, an agency whose purpose is to recognize pharmacy specialties and certify pharmacists' knowledge and skills at the advanced practice level.

Pharmacotherapy is the area of pharmacy practice that is responsible for ensuring safe, appropriate and economical use of medicines in patient care. A pharmacotherapy specialist has responsibility for direct patient care, is a member of a multidisciplinary team and is the primary source of drug information for other health care providers.

■ The board of directors of Renasant Bank announced these recent promotions:

• **Danny Gladney** to senior vice president and collections & recovery department manager. He has been with Renasant since 1988, serving as manager of the bank's collection, recovery, bankruptcy and other real estate owned department. Gladney also has been a consumer lender with the Renasant's Amory office and an indirect lending officer in Tupelo.

Gladney attended Mississippi State University, graduating with a bachelor's degree in banking and finance. He also attended the Barret School of Banking, formerly Mid-South School of Banking, in Memphis and the Southeastern

School of Consumer Credit at Vanderbilt University.

• **Stacy Jones** Crowley to vice president for human resources. Crowley has been with Renasant since

1996 and has been an employment representative for the past nine years.

Crowley attended the University of Mississippi, graduating with a bachelor's degree in banking and finance. She also is a graduate of Itawamba Community College and the Barret School of Banking.

• **Matt Gillis** to vice president and appraisal and review specialist. A native of Sturgis, Gillis joined Renasant in September 2009. Previously, he was a vice president in the underwriting/credit department of another regional bank in Memphis.

Gillis graduated from Mississippi State University with a bachelor's degree in banking and finance. He also attended the Barret School of Banking, graduating magna cum laude; the Tennessee Bankers Association's Southeastern School of Banking and the commercial and advanced commercial lending school at Vanderbilt University.



SMITH OWENS

■ North Mississippi State Hospital recently announced its employees of the quarter for the first three quarters of 2009. They were **Lisa Newsum Smith**, purchasing clerk, (first quarter);

**Stephany Owens**, social worker for the Corinth Crisis Intervention Center, (second quarter); and **Malcolm Bell**, social worker, Tupelo campus (third quarter).

Smith has worked at NMSH for nine years. Before becoming purchasing clerk for the hospital, she was an active treatment technician. A graduate of North Pontotoc High School, she attended Itawamba Community College, Northeast Mississippi Community College and Blue Mountain College.

Owens, a master level social worker, holds a master's degree in social work from the University of Tennessee, a Master of Education in Social Science from Delta State University and a Bach-

elor of Science in social science from Mississippi University for Women.

Bell is also a licensed master level social worker and is working toward achieving LCSW status. He holds a Bachelor of Social Work and a Bachelor of Arts degree in social work and psychology from the University of Mississippi. He received a Master of Social Work degree from the University of Alabama. Bell has worked for NMSH for more than five years.

■ **Sonya Grimes** was chosen as the January 2010 employee of the month for Franklin Collection Service.

She has been employed with Franklin for more than seven years. Grimes is a human resource assistant at Franklin.



GRIMES

■ Cooper Tire & Rubber Co. recently announced January service anniversary awards for employees at its Tupelo plant:

• **25 years:** Joel Bailey, Hursey Willingham, David Gladney, Phil Walls, Art Palmer, Wayne Weaver, Raymond Fells, Thomas Pearson, Mark McMillen, Joe Munn and Paul Rajacich.

• **20 years:** Kenneth Robertson, Terry McMickin, Mike Franks, Todd Rakestraw, Anthony Malone, Cynthia Northington, Terry Tyes, Brenda Cruse, Zonny Bullock, Teddy Bridges, Ricky Blissard, Elisha Sullivan, Jimmy Ridling, David Jones, Larry Garrison, Jeff Worthey, Donald Little, Gary Allen and Jackie Sneed.

• **15 years:** Frank Swader, Randy Stegall, Pat Reed and Quincy Berry.

• **10 years:** James Hodges, Charles Gilmore, Shane Bates, Jacqueline Chandler, Tom Jackson, Mitchel Earnest, Stephen Funderburk, Renae Hughes and Jerry Thomas.

• **5 years:** Brad Kuykendall, Scott Click, Ronnie Chandler, Linda McCollum and David Dodd.

■ The Mississippi Department of Corrections announced recently the Mississippi State Penitentiary and Region I Community Corrections employee award recipients for the fourth quarter of 2009. Winners included:

• **Luther Childs** of Rienzi, corrections officer II – five-year tenure award.

• **Sonja Palmer** of Corinth, field officer supervisor – five-year tenure award.

• **Earl Parker** of Tupelo, field officer III – five-year tenure award.

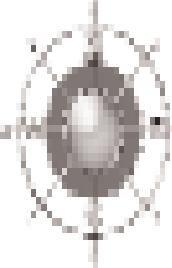
• **Helen Valentine** of Shannon, program coordinator – Extra Effort award for December 2009.



JONES



KENNEDY



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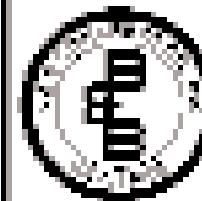
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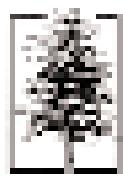
CROWLEY

# Business Directory

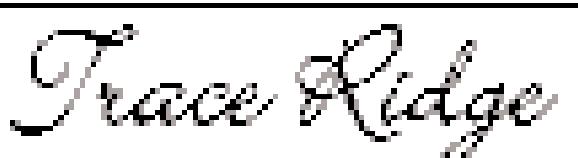
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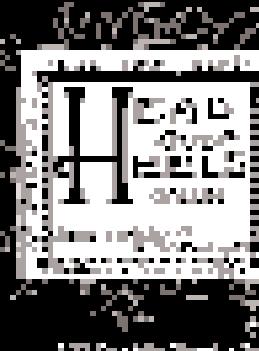
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