

THE NORTHEAST MISSISSIPPI

# BusinessJournal

A MONTHLY PUBLICATION OF JOURNAL PUBLISHING AND THE COMMUNITY DEVELOPMENT FOUNDATION

APRIL 2008

*Family-owned  
Businesses...*



...where kin is in  
and the work doesn't end

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# Succession planning big issue for family businesses

**S**o caught up in the day-to-day operations of a family-run business, you might skip an important detail – who's going to run it when you're gone?

Sure, your sons and daughters (or nephews, nieces, sisters, brothers and so on) might help run the place now, but are you sure that will be the case 20, 30, 40 years from now?

That's why it's critically important that succession planning is part of any business plan.

Frank Wiebe, of the Small Business Development Center located at the Renasant Center for IDEAs business incubator in downtown Tupelo, calls it "exit planning."

"Because all of us eventually leave a business, whether we retire or tire of it, we're going to get out," he said.

And for some family-owned enterprise, the next generation may not have the same interest or passion to run the business. To make sure everyone is

Every business goes through a life cycle – growth, maturity and decline. Obviously, the best time to get "out" is in the maturity stage. But then, it's often difficult to gauge that point when you're busy running the place.

on the same page – or at least in the same book – all the principle parties need to sit down, talk and develop a business plan that includes who will be in charge. Will it be passed on to the next group of family members, or will it simply cease to exist? Don't take anything for granted.

"If you're lucky, you'll have a family member who want to keep the business going," Wiebe said. "So what you want to do is to have a timeline and work that person into the business."

In other words, show that person or persons the ins and outs of the business so the transition is made smoother.

But if it appears you're going to be last member of the family

to run the business, it's best to plan that exit strategy now, before it's too late. If nobody knows your intentions, the business could very well suffer if you let them assume your desires.

Every business goes through a life cycle – growth, maturity and decline. Obviously, the best time to get "out" is in the maturity stage, when the business is going about as well as it can. But then, it's often difficult to gauge that point when you're busy running the place.

And of course, getting outside resources to help is important – folks like your lawyer,

banker and insurance agent, for example.

Wiebe at the SBDC – or any SBDC for that matter – can also offer advice. They do it everyday for businesses big and small.

Don't think that the SBDC is just for new businesses, either. The centers also offer advice to growing businesses. In fact, nearly half of the work they do are for existing businesses.

For more information about the Small Business Development Center and how it can help you, call (662) 915-5001, or toll-free at (800) 725-7232. That's the state director's office at Ole Miss. It can direct you to any number of satellite offices in Northeast Mississippi, including Booneville, Tupelo and Starkville.

You also can find other family business consultants with an online search, but remember that most will charge fees of some kind.

But when it comes to keeping your family business alive, the price might be just right.



**Dennis  
SEID**

## LOOKING AHEAD

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# Watts running two businesses and going strong

■ **The family owns University Florist in Oxford and The Flower Co. in Batesville.**

BY CARLIE KOLLATH

BUSINESS JOURNAL

OXFORD – Judy Watt Conner might leave her store, but she never clocks out.

Conner, the owner of University Florist in Oxford, had a third line – her shop phone – installed in her house so she won't miss calls when she's not at the flower shop.

"In my type of business, you have to be there for your customers," she said. "I'm like a doctor on call ... I tell everybody the good Lord doesn't put us on a time frame."

She tells of a Saturday in March when she had been at the hospital all night with a family emergency. She had finally dozed off, and the shop phone went off.

It was 7 a.m. and a church representative was calling because he forgot to pick up palm leaves for the service that morning. Before she had time to head out the door, the shop phone rang again and a woman needed flowers for a funeral.

She agreed to meet both people at

her store, even though she is technically closed on Sundays.

"I was so tired, but that's all right. That's part of it," she said. "I go from the time I get up until the time my head hits the pillow. My dad has always taught me to help other people. And it's not just with flowers."

Conner, along with her parents Bill and Martha Watt, and her children, Smitty and Katelyn, own University Florist in Oxford and The Flower Co. in Batesville. They are actively involved with Ole Miss athletics, even serving as corporate sponsors for some of the events.

Conner said with a sheepish smile that when there is a ball game it's one of the few times she'll close her shop a little early.

"It's our family time where we spend it together outside of work," she said.

The Watts entered the flower business 29 years ago. Bill Watt and Conner started her shop 24 years ago, after Bill Watt said his wife fought Conner tooth and nail for six months.

Both business work together to fill orders, and Conner talks to her parents on the phone at least four times each day. The family is as strong as ever, she says.



C. TODD SHERMAN

Family members, from left, Katelyn Conner, Judy Watt Conner, Bill Watt, Martha Watt, and Smitty Smith own and operate the University Florist in Oxford and The Flower Co. in Batesville.

"I've always come from a close-knit family," she said "You're all going to have to get along to make it successful. Everyone has their own ideas and opinions and you have to be able to accept everyone's ideas. Mom might

come over and do something and I won't like it. I do it and she doesn't like it. Then we do it and compromise and roll with it."

Contact Carlie Kollath at 678-1598 or carlie.kollath@djjournal.com.

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## Supplier bringing at least 630 jobs

**By Dennis Seid**

**BUSINESS JOURNAL**

NEW ALBANY – Toyota supplier Vuteq U.S.A. is building a \$31 million plant in New Albany to supply injection molded parts and glass components for the Highlander SUV assembly plant near Blue Springs.

Vuteq will employ 130 workers at its New Albany site and will employ up to 500 additional workers at the Blue Springs facility, otherwise known as Toyota Motor Manufacturing Mississippi.

Stephen Surles, executive director of the Union County Development Association, said keeping a lid on the news has been difficult.

"They selected the site back in December and just bought the land just a few weeks ago," Surles said. "So there were a few people talking, but we couldn't say anything."

That is, not until Gov. Haley Barbour's communication office announced on March 9 that Vuteq was the sixth Toyota supplier – and fifth in Mississippi.

The state is contributing \$1.5 million for infrastructure and \$3 million for training, Barbour said.

It is the fifth supplier associated with TMMMS, which is scheduled to open by 2010 to produce the Highlander sport utility vehicle.

Other suppliers have been announced for Baldwyn, Dorsey, Senatobia and Batesville in Mississippi, and for Henderson, Tenn.

The six suppliers so far named for TMMMS represent some \$375 in investment and more than 1,800 jobs. Toyota is investing \$1.3 billion in its Blue Springs facility and expects to hire some 2,000 workers.

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# Biggers find niche in specialty hardware

## The store marks 90 years in business

■ **Biggers Hardware was founded in 1918 and is operated by fourth generation family members.**

BY CARLIE KOLLATH  
BUSINESS JOURNAL

CORINTH – Biggers Hardware might be a retail mainstay in downtown Corinth, but it also is a living history lesson.

Biggers Hardware, which celebrates its 90th anniversary this year, has been family-owned since it started. The business, and the oral history, has been passed down over the years to each generation. Lex Rhodes and Lon Taylor are the fourth generation of family owners, with their great grandfather J.D. Biggers founding the store.

The business started in the original storefront at 602 Cruise Street, but has since grown to encompass an entire city block. Rhodes is quick to offer a tour of the facility, winding his way past the pipe threading area to the lawn mower maintenance shop on the first floor.

Along the way, he greets customers by

name and talks about the community at the store after running into a man who used to work at the store when he was a teenager.

"The best part is the colorful characters and the customers over the years that you run into," he said.

A staircase in the store's old back entrance leads to the second floor that once was a boarding house in the 1930s and 1940s. The rooms along the hallway still have numbers above the wooden lintels.

Instead of beds, the rooms now house shelves stocked with sporting goods and other merchandise that the store used to sell, but has since pared down as it focuses on becoming a specialized hardware store. Rhodes also said the store has found a nice niche in catering to the high-end market in Memphis.

### All in the family

On the back side of the second floor is a former shirt factory that has since been converted into additional storage space. Rhodes isn't sure of the exact

Turn to **HARDWARE** on Page 8



DESTIE LEE

Teresa Taylor, Lon Taylor and Lex Rhodes of Biggers Hardware in Corinth are the fourth generation of family owners.

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# Working with family has advantages, disadvantages

■ **The Goddards say business wouldn't be the same with nonfamily members, but it puts a strain on the relationships sometimes.**

BY CARLIE KOLLATH  
BUSINESS JOURNAL

BOONEVILLE – It's important that business owners are able to trust their employees, and it's a built-in perk of a family-owned business, says Goddard's Jewelry owner James Goddard.

Goddard runs Goddard's Jewelry in downtown Booneville with his wife, Donnie, daughter Beverly, and great niece, Candi Hall. Hall is the granddaughter of Smith Goddard, who founded the jewelry store 50 years ago. The Goddards had another child, Kenny, who worked in the store, but he died in 1997.

James Goddard bought into the business in 1967 after Smith Goddard's health problems made the business responsibilities too much. The jewelry store and repair shop had about \$14,000 worth of inventory at that time.

Since then, the business has moved twice and now operates out of a 3,500-

square-foot location at 201 West College Street. The business still includes watch and jewelry repair and a large jewelry inventory, and has added crystal and China to the mix, in addition to miscellaneous gifts.

It amounts to a large potential for theft, which is why James Goddard jokes that "you almost have to be kin to work here."

Donnie Goddard said that very few of the employees over the past 50 years have not been family. The store currently has five employees, of which four are family members.

Said James Goddard: "I know that Beverly and Candi are interested in doing good for the store – not just getting a paycheck."

Beverly Goddard said she thinks her parents "expect more because I'm the daughter."

James and Donnie Goddard also have their theories.

Donnie Goddard said, "She's our daughter and I think it's hard for her to look at us as her parents or her boss."

James Goddard said, "She looks at us more as a ..."

"Paycheck," his wife added with a grin.

"It does put a strain on relationships



THOMAS WELLS

Beverly Goddard, from left, Donnie Goddard, Candi Hall and James Goddard keep the 50-year-old jewelry store running in downtown Booneville.

over time," Donnie Goddard said. "When Beverly takes off from work she goes somewhere else where we aren't there because she's been with us all day ... If we ever have time to sit down, we have fun. But business has to go on and responsibilities take over."

Added Beverly Goddard, who has

been working full-time at the store for 25 years: "It can be good and it can be bad ... Most times it's good because you get to be with your family."

Hall has been working at Goddard's for 11 years, but doesn't see it as a per-

Turn to **ADVANTAGES** on Page 8

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# Making family memories

## Grocer's Pride fits right into the Dendy's hometown dream

■ The grocery store celebrates its 20th anniversary this year.

BY CARLIE KOLLATH

BUSINESS JOURNAL

HOUSTON – If you work at Grocer's Pride in Houston, a paycheck isn't the only compensation you'll get. Owners Kirkham and Kathy Dendy, daughter Kirbi and cousin Billy feed their 90 employees – who they call the "Grocer's Pride family" – biscuits every morning. Breakfast also includes prayer.

"We have a prayer list at Grocer's Pride. Being a family-owned business, we can do things like that that you can't do at a chain," Kirkham Dendy said. "We have lots of working moms who are getting kids off to school and don't have time for breakfast."

Added Kathy Dendy: "People work better on a full stomach. We don't want anybody to be hungry in a grocery store."

Kirkham and Kathy Dendy opened their first grocery store 20 years ago

in Houston, and said they couldn't have done it without their family.

"We had to borrow \$60,000 and my dad had to co-sign for it," Kathy Dendy said. "We had nothing. It wasn't easy, but it was easy. We all did it as a family. We needed to do it. We didn't know anything different."

### Oops no change

Sykes Silver Saver, the predecessor to Grocer's Pride, opened at 6 a.m. on Aug. 1, 1988, but in the scramble to stock the store, Kirkham Dendy forgot one very important thing – change. And the bank didn't open for several hours.

The Dendys solved the problem by getting their family and friends present at the opening to turn out their pockets and put all the change in the cash registers.

Kirkham Dendy's father, Kirkham Sr., pitched in over the years. "He helped me do everything and he is greatly missed," Kirkham Dendy said.



THOMAS WELLS

Turn to **PRIDE** on Page 18 Billy Dendy, Kathy Dendy and Kirkham Dendy make sure their employees start the day with full stomachs.



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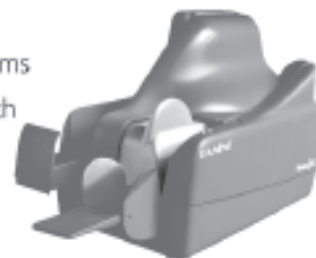
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## Hardware

*Continued from Page 5*

dates, though.

"I don't remember any of this," he said with a smile. "This is just what they tell me."

Rhodes said his parents didn't work at the store, but his grandfather did and passed the stories, and the store, down to him. He's worked at the store full time since 1982.

Along with Rhodes, Taylor and his wife Teresa are the only family members who work at the store now. Howev-

er, Lon Taylor said there are 10 owners from different parts of the family.

The Taylors said they aren't sure what is going to happen to the business because when it comes time to retire, they're selling out and "going to the house."

"We're waiting for the next family member to step forward," Lon Taylor said, noting that most of the owners are at least 70 years old. "Hopefully, some of their children and grandchildren will come back and take over."

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

## Advantages

*Continued from Page 6*

manent job. Beverly Goddard isn't sure if it's a lifetime career for her either.

"I always thought my brother would come back and we could continue running it," she said of her brother Jimbo who lives in South Carolina. "But I see all the stress and

have been confined to a store these 25 years. I'm not fully decided whether I'm going to continue on with it."

And she doesn't think her brother is going to enter the family business either.

"He's been in here enough during Christmas to know he doesn't want any of it," she said with a laugh.

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# Chamber Connection

A publication of Journal Publishing and the CDF Chamber Division – April 4, 2008



## Tune In To WCDF May 1

Members of the Community Development Foundation are invited to tune in to WCDF: Your Business Network, on Thursday, May 1, for the organization's Annual Membership Meeting. With a Today Show format, the dinner meeting will begin promptly at 6:30 p.m. and will be held at the Tupelo Furniture Market, Mississippi Complex, Hall B.

Annual Meeting program committee chairman, Mary Werner, and her committee have planned an exciting event for the over 1,400 members of the Community Development Foundation.

"The Annual Meeting Program Committee has planned an event that will be both entertaining and informative," said Werner. "We look forward to celebrating the past year's accomplish-

ments with the entire CDF membership."

Other highlights of the meeting will include the announcement of the newly elected CDF Board of Directors, the recognition of the Jim Ingram Community Leadership Institute's graduating class of 2008, and acknowledgement of the 2007-2008 Ambassador of the Year.

Jack Reed, Jr., 2007-2008 CDF Chairman, will provide a summary of the year, and Mitch Waycaster, Chairman-Elect, will present a challenge for the 2008-2009 year. All CDF members will receive an invitation to this special event.

For more information or to request tickets for the 2008 Annual Meeting, please contact the CDF office at 662.842.4521.



**Front Row (left to right)** Patty Tucker; Mary Pace; Jim Fitzgerald, Vice Chairman; Jack Reed, Jr., Chairman; Mitch Waycaster, Vice Chairman; Mary Werner, Past Chairman; David Rumbarger, President/CEO. **Second Row (left to right)** Dick Hill, Chauncey Godwin, Mabel Murphree, Buzzy Mize, Robert Jamison, David Cole, Lisa Hawkins. **Third Row (left to right)** Eddie Richey, Billy Crews, Zell Long, Jeff Snyder, Robin McGraw, Phil Morgan. **Fourth Row (left to right)** Mike Armour, Lloyd Gray, Rubye Del Harden, Scott Reed, Richard McCarty, David Henson, Tom Robinson, Greg Pirkle. **Back Row (left to right)** Mike Clayborne, John Lovorn, Mark Burleson, David Irwin, Bo Calhoun, Guy Mitchell, Hughes Milam, Byron Fellows, Chris Rogers, Ed Neely, Tillmon Calvert, Rudy Dossett, Jr., and John Heer. **Not pictured are:** Terry Judy, Peggy Bishop, Gary Carnathan, V.M. Cleveland, Tom Foy, Johnny Green, Randy McCoy, Chuck Moffatt, Alan Nunnelee, Larry Otis, Clarence Parks, Aubrey Patterson, Terry Smith, Jane Spain, Kyle Steward, Roger Weldon, Tim Weston, Markel Whittington, and Bobby Williams.

# Chamber focus

Dear Friends:

A THANK YOU to our new members for their investment during the membership campaign last month. These companies and individuals are joining more than 1,400 members who are supporting community and economic development and the promotion of stronger businesses in Tupelo/Lee County and Northeast Mississippi. We appreciate and thank all of our members.

We are looking forward to seeing all of our members at the CDF Annual Meeting on May 1. The meeting will be held at the Tupelo Furniture Market, Mississippi Complex and invitations have already been mailed. Using the theme of "WCDF: Your Business Network", we will be able to showcase the many programs and events that provide networking opportunities to our members. The Annual Meeting Program Committee, chaired by Mary Werner, has planned an informative and entertaining program that you do not want to miss. We encourage you to attend and bring your business cards to network with other members.



SMITH

The Jim Ingram Community Leadership Institute Class of 2009 completed their one year of institute training last week. They will now volunteer their time and talents to a non-profit organization for one year, and will graduate next spring. The Class of 2008

will receive recognition as a part of the CDF Annual Meeting on May 1. Nominations and application forms for the new class will be accepted in June. If you would like to nominate someone, please call the CDF office at 662.842.4521.

The April First Friday concluded our First Friday programs for this CDF year. First Fridays will take a summer break and reconvene in September.

Vice President of Chamber Services

## Community Development Foundation's Board of Directors for 2007-2008

CDF is governed by a 61-member Board of Directors. The Executive Committee is composed of the CDF Officers and eleven additional members of the Board. CDF's goals and objectives are accomplished through the efforts of members appointed to committees operating under one of CDF's three divisions: Chamber Division, Economic Development Division, and Planning and Property Management Division.

### 2007-2008 Executive Committee

Jack Reed, Jr., Chairman  
Mitch Waycaster, First Vice Chairman  
Jim Fitzgerald, Second Vice Chairman  
David P. Rumbarger, President/Secretary  
Mary Werner, Past Chairman

Chauncey Godwin  
Lloyd Gray  
Lisa Hawkins  
David Irwin  
Robert Jamison

Terry Judy  
Guy Mitchell, III  
Mary Pace  
Tom Robinson  
Jeff Snyder

### 2007-2008 Board of Directors

Mike Armour  
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Mark Burleson  
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Tillmon Calvert  
Gary Carnathan  
Mike Clayborne  
V. M. Cleveland  
David Cole  
Billy Crews  
Rudy Dossett, Jr.  
Byron Fellows  
Tom Foy  
Johnny Green  
Rubye Del Harden

John Heer  
David Henson  
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Zell Long  
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Chuck Moffatt  
Phil Morgan  
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Chris Rogers  
Terry Smith  
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Markel Whittington  
Bobby Williams

## FIRST FRIDAY



Pictured at the March First Friday networking breakfast are Michael Jones, JBHM Architects and sponsor of the event; Steve Woods, senior vice president for state public policy operations, National Federation of Independent Business; Jack Reed, Jr., CDF Chairman; and David Rumbarger, President/CEO, CDF.

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To attend, please contact the SBDC at  
662.915.1291

CDF Annual Meeting  
Thursday, May 1, 2008  
6:30 p.m.  
Mississippi Furniture Complex, Hall B  
  
Job Fair  
Thursday, May 22, 2008  
  
For more information on any of the above  
events please contact the CDF office  
at 662.842.4521





## **Thank You to Everyone Who Helped Make the 2008 CDF Membership Campaign A Huge Success**

Bella Vita  
Cellular South  
Monogram It!

Rick's Mart  
Todd's Downtown Deli  
Watchful Eye Care Services



Michael Addison, GoBox of Tupelo, recruited the most new members during the membership drive. He is pictured with Emily Addison, director of member services, CDF, and Jim Fitzgerald, CDF membership chairman.

Mr. Michael Addison  
Mr. Mike Armour  
Ms. Beverly Bedford  
Mr. Chris Berryman  
Ms. Tracie Bramlett  
Ms. Ann Brazil  
Mr. Greg Burks  
Mr. Bill Calhoun  
Ms. Paula Calhoun  
Mr. Richard Carleton  
Mr. Josh Collins  
Ms. Gabrielle Cooper  
Mr. John Curlee  
Mr. Jim Fitzgerald  
Mr. Toby Hedges  
Ms. Waurene Heflin  
Mr. Brandon Holloway  
Ms. Sadie Johnson  
Ms. Carmen Jones  
Mr. Terry Judy  
Mr. Brannon Kahlstorf  
Ms. Stephanie Kitchens-Langley  
Mr. Dick Lankford  
Mr. Lindsey Leake

Mr. Jim Leeper  
Ms. Pat Masur  
Ms. Keri McMillin  
Mr. Bill McNutt  
Mr. Steve Megginson  
Mr. Sam Michael  
Mr. Paul Mize  
Ms. Jean Mooneyhan  
Ms. Mabel Murphree  
Mr. Jamie Osbirn  
Ms. Sandra Perkins  
Mr. Steven Polley  
Mr. Tom Robinson  
Ms. Kaycee Roper  
Mr. Terry Smith  
Ms. Connie Snell  
Mr. Ron Stephens  
Ms. Amy Tate  
Mr. Steve Vinson  
Mr. Mitch Waycaster  
Ms. Mary Werner  
Mr. Cecil Williams  
Ms. Marsha Williams  
Mr. Kirk Wilburn

# New CDF MEMBERS

**A MAN & A VAN LLC**  
MR. DAVID MORGAN  
2074 N GLOSTER ST.  
TUPELO, MS 38804  
(662) 844-0007  
MOVING AND STORAGE

**ADVANCED COURT REPORTING**  
MS. REGINA RUSSELL  
P.O. BOX 761  
TUPELO, MS 38802-0761  
(662) 690-1500  
COURT REPORTING

**ALFA INSURANCE-THE ROCK AGENCY**  
MR. JAMIE ROCK  
210 E MAIN ST., STE. 2-A  
TUPELO, MS 38804  
(662) 844-9370  
INSURANCE

**AMERISPEC HOME INSPECTIONS-BUTCH COBB**  
MR. BUTCH COBB  
1945 HWY 30 E  
NEW ALBANY, MS 38652  
(662) 316-2717  
REAL ESTATE/APPRAISERS/PROPERTY DEVELOPMENT

**ASCENDANT CONSULTING INC.**  
MR. DAVID STEWART  
P.O. BOX 745  
TUPELO, MS 38802  
(662) 842-8406  
CONSULTING

**AUNT DI'S MINI STORAGE**  
MR. JERRY MCCREARY  
P.O. BOX 176  
BALDWIN, MS 38824  
(662) 891-6640  
MOVING AND STORAGE

**AUTOCREDIT**  
MR. JIMMY HITT  
1600 S GLOSTER ST.  
TUPELO, MS 38801  
(662) 844-5050  
AUTOMOTIVE

**BALDWIN TOOL & DIE, LLC**  
MR. BRIAN HOGUE  
45 CR 6311  
BALDWIN, MS 38824  
(662) 365-8665  
MANUFACTURERS/DISTRIBUTORS

**BILL WILLIAMS SPORTING GOODS**  
MR. LUKE HARRIS  
P.O. BOX 805  
TUPELO, MS 38802-0805  
(662) 842-7027  
RETAIL AND SPECIALTY SHOPS

**BURNS MOTORS LLC**  
MR. RHONDIE BURNS  
P.O. BOX 98  
BALDWIN, MS 38824  
(662) 365-9751  
AUTOMOTIVE

**COMCAST SPOTLIGHT**  
MR. STEVE MAYS  
357 N GLOSTER ST.  
TUPELO, MS 38801  
(662) 840-9559  
ADVERTISING

**COUNTRY FLOORING**  
MR. TOMMY HOLCOMB  
P.O. BOX 115  
SALTILLO, MS 38866  
(662) 869-3545  
CONTRACTORS/CONSTRUCTION/BUILDING MATERIALS

**COUNTRYWOOD PLANTATION ASSISTED LIVING**  
MR. JIMMY YOUNG  
145 WATSON DR.  
MANTACHIE, MS 38855  
(662) 282-7808  
RETIREMENT AND ASSISTED LIVING

**MR. C. SHANE DAVIS**  
262 MCNEECE ST.  
TUPELO, MS 38804  
(662)  
INDIVIDUALS

**DB'S FLORAL DESIGNS N MORE**  
MR. DANNY BROWN  
P.O. BOX 41  
SALTILLO, MS 38866  
(662) 869-3620  
FLORISTS

**DEBT RELIEF FINANCIAL SERVICES, INC.**  
MS. MICHELLE LATHAM  
500 AIRPARK RD.  
TUPELO, MS 38803  
(662) 840-6728  
COLLECTION AGENCIES

**DECO DIRECT, LLC**  
MS. ANNE CANNON  
2725-B OLD BELDEN CIR.  
TUPELO, MS 38801  
(662) 407-0707  
RETAIL AND SPECIALTY SHOPS

**EATON, BABB, & SMITH, P.A.**  
MR. JOE BABB  
P.O. BOX 2421  
TUPELO, MS 38803  
(662) 620-1892  
ACCOUNTING

**EDUCATION RESOURCES, LLC**  
DR. GAYLA HODGES  
30178 LOST CORNER RD.  
NETTLETON, MS 38858  
(662) 963-0496  
CONSULTING

**EMA FOODS CO. LLC**  
MR. DAN PURNELL  
P.O. BOX 4135  
TUPELO, MS 38803-4135  
(662) 620-2828  
MANUFACTURERS/DISTRIBUTORS

**F & M INSURANCE AGENCY**  
MR. FREDRICK FLATT  
2029 EMILY ST.  
TUPELO, MS 38804  
(662) 397-5671  
INSURANCE

**MR. & MRS. CHARLIE K. GREER**  
4255 WHITECHAPEL LANE  
BELDEN, MS 38826  
(662) 680-3327  
INDIVIDUALS

**H H PLUMBCO, INC.**  
MR. BILL HAMBLIN  
P.O. BOX 7175  
TUPELO, MS 38802-7175  
(662) 842-8012  
MANUFACTURERS/DISTRIBUTORS

**ROBERT & MELISSA HALL**  
944 CR 1948  
SALTILLO, MS 38866  
INDIVIDUALS

**HESTER REAL ESTATE**  
MR. TIM HESTER  
811 OAK GROVE RD.  
TUPELO, MS 38804  
(662) 842-1106  
REAL ESTATE/APPRAISERS/PROPERTY DEVELOPMENT

**HMC METAL FORMING, INC.**  
MR. JOHN COBB  
P.O. BOX 510  
NEW ALBANY, MS 38652  
(662) 538-0804  
MANUFACTURERS/DISTRIBUTORS

**HUMANA MARKETPOINT**  
MR. JEFF HAMM  
2114 COUNTRY CLUB RD.  
TUPELO, MS 38804  
(662) 231-2403  
HEALTH CARE

**HUNTER'S HAVEN LLC**  
MR. GEORGE PARTLOW  
3902 WESTGATE DR.  
TUPELO, MS 38801  
(662) 841-0422  
RETAIL AND SPECIALTY SHOPS

**IDEAL FOAM, LLC**  
MR. TODD BUSKIRK  
P.O. BOX 563  
PONTOTOC, MS 38863  
(662) 489-2264  
MANUFACTURERS/DISTRIBUTORS

**IKON OFFICE SOLUTIONS**  
MR. CHAD WALDROP  
1830 N GLOSTER ST., STE. A  
TUPELO, MS 38804  
(662) 840-8571  
OFFICE SUPPLIES AND EQUIPMENT

**IN FOCUS VIDEO PRODUCTIONS**  
MR. STEVEN POLLEY  
2502 TEAKWOOD LN.  
TUPELO, MS 38801  
(662) 491-2111  
SOUND AND VIDEO

**JASPER CREEK, LLC**  
MR. RANDY COBB  
857 HIGHLAND PARK DR.  
TUPELO, MS 38801  
(662) 538-5163  
MOVING AND STORAGE

**KIDDIE KASTLE PRE SCHOOL CENTER**  
MS. JEANETTE KIRK  
122 S MADISON ST.  
TUPELO, MS 38804  
(662) 841-1709  
CHILD CARE CENTERS

**LABOR STAFFING**  
MS. DEBI BREWER  
5335 CLIFF GOOKIN BLVD.  
TUPELO, MS 38801  
(662) 840-9444  
EMPLOYMENT AGENCIES

**MAIN STREET MINI STORAGE**  
MR. GUS HILDENBRAND  
1301 PRESIDENT AVE.  
TUPELO, MS 38801  
(662) 346-9966  
MOVING AND STORAGE

**MARTIN DENTAL CLINIC, PA**  
DR. NEAL MARTIN  
P.O. BOX 1405  
SALTILLO, MS 38866  
(662) 869-2787  
DENTISTRY

**MR. DENOTEE MARTIN**  
1009 CR 65  
NEW ALBANY, MS 38652  
(662) 534-3176  
INDIVIDUALS

**MIZE ELECTRIC**  
MR. THOMAS MIZE  
327 CR 831  
SALTILLO, MS 38866  
(662) 842-5615  
ELECTRICAL

**MONTGOMERY FLOORS INC.**  
MR. ROY MONTGOMERY  
3709 W MAIN ST.  
TUPELO, MS 38801  
(662) 844-1165  
CONTRACTORS/CONSTRUCTION/BUILDING MATERIALS

**MUSICIAN'S PLAYGROUND, INC.**  
MR. BRIAN WEST  
1901 E MAIN ST.  
TUPELO, MS 38804  
(662) 840-6884  
ENTERTAINMENT

**NASHVILLE CHEMICAL**  
MR. GENE MULLOY  
7001 WESTBELT DR.  
NASHVILLE, TN 37209  
(615) 350-7070  
INDUSTRIAL SUPPLY

**NORTHBRIDGE PHARMACY**  
DR. JEMA NUNLEY  
1025 NORTHBRIDGE RD.  
BALDWIN, MS 38824  
(662) 365-2100  
PHARMACIES

**NORTHSIDE FORD LLC**  
MS. HOLLY KIX  
P.O. BOX 280  
BALDWIN, MS 38824  
(662) 365-7223  
AUTOMOTIVE

**PIGGY WIGGLY OF PONTOTOC**  
MS. JUNE WILLIAMSON  
P.O. BOX 898  
PONTOTOC, MS 38863  
(662) 489-4282  
GROCERY STORES

**R & D MARKETING, LLC**  
MR. DAN PURNELL  
P.O. BOX 3352  
TUPELO, MS 38803  
(662) 620-2828  
MANUFACTURERS/DISTRIBUTORS

**RILEY AUTO & TIRE SERVICE, INC.**  
MS. SUZANNE RILEY  
3425 HWY 371 N  
MANTACHIE, MS 38855  
(662) 282-7785  
AUTOMOTIVE

**ROYCE WHITE AND ASSOCIATES**  
MS. ANGELA WHITE  
431 W MAIN ST., STE 410  
TUPELO, MS 38801  
(662) 844-8422  
INSURANCE

**SERVICE-PRO**  
MR. STEVE HUDSON  
123 DRIVE 2158  
SALTILLO, MS 38866  
(662) 231-8650  
RESTORATION SERVICES

**SHELTER INSURANCE-JAMES MOORE**  
MR. JAMES MOORE  
P.O. BOX 3506  
TUPELO, MS 38803  
(662) 840-6107  
INSURANCE

**SLAYTON'S CONCRETE CONSTRUCTION, LLC**  
MR. RAY SLAYTON  
111 CR 1119  
SALTILLO, MS 38866  
(662) 869-1766  
CONTRACTORS/CONSTRUCTION/BUILDING MATERIALS

**SPORTSMAN LAWN & LANDSCAPE, INC.**  
MR. BRAD MCCULLY  
P.O. BOX 2127  
TUPELO, MS 38803-2127  
(662) 844-6539  
LAWN & GARDEN

**STEAK OUT**  
MR. JIM PHILLIPS  
516 S GLOSTER ST.  
TUPELO, MS 38801  
(662) 680-9272  
RESTAURANTS AND CATERING

**SUGAREE'S BAKERY**  
MS. MARY JENNIFER RUSSELL  
110 WEST BANKHEAD ST.  
NEW ALBANY, MS 38652  
(662) 534-0031  
RESTAURANTS AND CATERING

**MR. & MRS. OTIS TIMS**  
P.O. BOX 7120  
TUPELO, MS 38802-7120  
(662) 842-3871  
INDIVIDUALS

**TOWN & COUNTRY HOMES**  
MR. NATHAN ROGERS  
2401 S GLOSTER ST.  
TUPELO, MS 38801  
(662) 397-8812  
MOBILE HOME DEALERS

**VAN ATKINS JEWELERS**  
MR. CHUCK COOPER  
100 W BANKHEAD ST.  
NEW ALBANY, MS 38652  
(662) 534-5012  
JEWELERS

**WATERS FAMILY HEALTHCARE, INC.**  
MS. TAMMIE WATERS CFNP  
305 MILL ST.  
BALDWIN, MS 38824  
(662) 365-3253  
HEALTH CARE

**WILDLIFE TECHNICAL SERVICES, INC.**  
MR. WALT DINKELACKER  
P.O. BOX 3658  
TUPELO, MS 38803  
(662) 407-0182  
CONSULTING

**FOR MORE INFORMATION  
ON MEMBERSHIP  
WITH THE COMMUNITY  
DEVELOPMENT FOUNDATION,  
PLEASE CONTACT EMILY ADDISON,  
DIRECTOR OF MEMBER SERVICES,  
AT (662) 842-4521 OR  
EADDISON@CDFMS.ORG.**



# Model Contractor Program Proves Successful for Local Businessmen

The Model Contractor Development Program (MCDP), sponsored by the Mississippi Development Authority, the Community Development Foundation, and the Mississippi Small Business Development Centers, graduated 30 small contractors in November 2007. Participants learned how to utilize better business practices needed to improve their company's operations and increase their bonding capacities, in order to take full advantage of the construction boom in Mississippi. Three local companies have already put these business practices into work and are reaping the benefits that the MCDP promised.

While many participants in the program were new to the contracting business, others had been in the business for quite a while, but were looking for ways to grow their businesses. Tim Prewitt, a veteran contractor and vice president of Red Hills Construction in Tupelo, gained valuable business contacts through the program, but also found great resources for his business in the volunteer expert presenters.

"I have been working in construction for many years and I never have a day that I do not learn from a person that I am associated," said Prewitt. "My association with CDF and the MCDP has brought me into contact with a few classmates that I now talk with on a bi-weekly basis. I try to help the startup contractors not make the same mistakes I made. I believe that when a contractor fails, it hurts our entire industry,

not just that single contractor."

Tory Hayes with Trinity Builders & Realtors, LLC gained a broader understanding of how to communicate in business through his participation in the MCDP. Hayes specializes in residential construction and is based in Hickory Flat, MS. His future plans included relocating to the Mississippi Gulf Coast, but through participation in the MCDP, Hayes has found opportunity at home.

"What I got most out of the MCDP class was the structuring of my business and learning how to communicate with businesses, project developers, and even Toyota. I learned not to be afraid," said Hayes. "I came into some work in Holly Springs and hope to work in Tupelo in the future. I am happy to stay in North Mississippi for the opportunity."

At their graduation ceremony, class participants were given a copy of the book *The E-Myth Contractor: Why Most Contractors' Businesses Don't Work and What to Do About It*, by Michael E. Gerber. The book offers valuable insight into how entrepreneurs should run a construction business and what mistakes to avoid. John Hawthorne, Jr., owner of John's Painting Services based in Columbus, MS, has taken the words in the book to heart and has read it multiple times, each time taking away more information.

"I'm not in business to make money. I'm in business for business," said Hawthorne. "Your business is your family. If it suffers, they suffer. You have to



Pictured at the Renasant Center for IDEAs are: Wayne Averett, CDF; Tory Hayes, Trinity Builders & Realtors; John Hawthorne, Jr., John's Painting Services; Bill Burge, Mississippi Contract Procurement Center; Robert Hall, CDF.

structure your mind so you can structure your business, then the money will come," said Hawthorne.

The MCDP delved into such topics as preparing a business plan, marketing, financial planning, project management, and others. While each participant took something different from the program, overall the 30 graduates of the MCDP are more prepared to engage in business as contractors, no matter what

comes their way.

For more information on the MCDP or future training opportunities, please contact Wayne Averett at the Renasant Center for IDEAs, at 662.823.4332. Red Hills Construction may be reached at 662.871.8089. Trinity Builders & Realtors, LLC may be reached at 662.507.2819 and John's Painting Service may be reached at 662.574.2567.

## REIDREJEBIAN



A ribbon cutting was held to celebrate the grand opening of ReidRejebian in Tupelo. Pictured on the front row are: Barbara Smith, CDF; Kim Collins, ReidRejebian; Stephanie Moody-Coomer, ReidRejebian; Vivian Rejebian, ReidRejebian; Councilman Berdell Jones; Renee Reid, ReidRejebian; Bill Reid, ReidRejebian; Daphene Hendricks, ReidRejebian; Beverly Bedford, City of Salltillo; and Waurene Heflin, Crye-Leike Realtors. Pictured on the back row are: Kerri Guyton, J. Guyton Group, LLC; Jean Mooneyhan, Mississippi Radio Group; Bill McNutt, WLM Insurance, LLC; Marsha Williams, Williams Transfer & Storage; Les Perry, North Mississippi Medical Center; Ellen Kennedy, CDF; Chris Richburg, Lamar Advertising; and Susan Speed, Mississippi Tourism Association. ReidRejebian is located at 3018 Cliff Gookin Blvd. in Tupelo and can be reached at 662.842.5040.

## WHAT'S KICKIN'



A ribbon cutting was held to celebrate the opening of What's Kickin' Maternity-N-More in Tupelo. In attendance were: Emily Addison, CDF; Richard Carleton, Mall at Barnes Crossing; Beverly Bedford, City of Salltillo; Marsha Williams, Williams Transfer & Storage; Sarah Fooshee, What's Kickin' Maternity-N-More; Jana Edwards, What's Kickin' Maternity-N-More; Councilman Dick Hill; Les Perry, North Mississippi Medical Center; Nicole Fooshee, What's Kickin' Maternity-N-More; David Fooshee, What's Kickin' Maternity-N-More; Jayden Fooshee; Ann Brazil, Snelling Staffing; Mike Maynard, Weatherall's, Inc.; Waurene Heflin, Crye-Leike Realtors. What's Kickin' Maternity-N-More is located at 1529 Cliff Gookin Blvd. and can be reached at 662.842.6199.



## L SIGNS



A ribbon cutting was held to celebrate the opening of L Signs and Tupelo Trailways in Tupelo. Pictured at the event are: Bill Frohn, Century Commercial Real Estate Services; Bill Nesmith, Mississippi MudCats; Marsha Williams, Williams Transfer & Storage; Duke Loden, Century Commercial Real Estate Services; Connie Snell, Mississippi MudCats; Bryan Warren, Custom Insurance Concepts; Sonny Pryor, L Signs and Tupelo Trailways; Les Perry, North Mississippi Medical Center; Larry Kidd, L Signs and Tupelo Trailways; Councilman Smith Heavner; Norm Watson, L Signs and Tupelo Trailways; Keith Thompson, L Signs and Tupelo Trailways; Beverly Bedford, City of Salltillo; John Oxford, Renasant Bank; Emily Addison, CDF; Ann Brazil, Snelling Staffing; and Ron Roper, M & F Bank. L Signs and Tupelo Trailways are located at 813 Varsity Drive, Suite 10 in Tupelo and can be reached at 662.687.1234.

## PRO GRAPHICS



A ribbon cutting was held to celebrate the opening of Pro Graphics in Tupelo. Pictured at the event are: Bert Sparks, WTVA/WLOV/WKDH; Beverly Bedford, City of Salltillo; Stephanie Teer, Pro Graphics; Sue Golmon, Coldwell Banker Tommy Morgan, Inc.; Jesse Strider, Pro Graphics; Mike Burks, Pro Graphics; Mayor Ed Neely; Randy Lawrence, Pro Graphics; Les Perry, North Mississippi Medical Center; Councilman Mike Bryan; Waurene Hefflin, Crye-Leike Realtors; Bill McNutt, WLM Insurance, LLC; Marsha Williams, Williams Transfer & Storage; and Emily Addison, CDF. Pro Graphics is located at 414 A South Gloster Street and can be reached at 662.329.3341.

## DEBT RELIEF



A ribbon cutting was held to celebrate the grand opening of Debt Relief Financial Services, Inc. in Tupelo. Pictured are: Samantha McAlister, Debt Relief Financial Services, Inc.; Jessica Norman, Efficiency Billing Service, Inc.; LaPrecious Moore, Debt Relief Financial Services, Inc.; Teresa Rhodes, Efficiency Billing Service, Inc.; Taiesha Gladney, Debt Relief Financial Services, Inc.; Stefanie Cryder, Efficiency Billing Service, Inc.; Janet Ventura, Debt Relief Financial Services, Inc.; Brandy Brown, Efficiency Billing Service, Inc.; Sheila Franklin, Efficiency Billing Service, Inc.; Anita Jones, Debt Relief Financial Services, Inc.; Rebecca Nicholson, Efficiency Billing Service, Inc.; Councilman Mike Bryan; Joann Knox, Efficiency Billing Service, Inc.; Shalonda Bingham, Debt Relief Financial Services, Inc.; Richard Carleton, Mall at Barnes Crossing; Vernell Wright, Debt Relief Financial Services, Inc.; Sue Golmon, Coldwell Banker Tommy Morgan, Inc.; Marsha Williams, Williams Transfer & Storage; Alicia Lee, Debt Relief Financial Services, Inc.; Bert Sparks, WTVA/WLOV/WKDH; James Jennings, Debt Relief Financial Services, Inc.; Emily Addison, CDF; Les Perry, North Mississippi Medical Center; and Beverly Bedford, City of Salltillo. Debt Relief Financial Services, Inc. is located at 500 Airpark Road in Tupelo and can be reached at 662.840.6728.

## SUCCESS SKILLS



Gina Black and Martha Swindle, graduates of the NEWMS Leadership Success Skills Course are pictured with course facilitator Rubye Del Harden. Black and Swindle each participated in the ten-week winter course.

## MUSICIAN'S PLAYGROUND



To celebrate the opening of Musician's Playground, Inc. in Tupelo, a ribbon cutting was held. In attendance were: Jason Beasley, Renasant Bank; Ann Brazil, Snelling Staffing; Marsha Williams, Williams Transfer & Storage; Beverly Bedford, City of Salltillo; Sue Golmon, Coldwell Banker Tommy Morgan, Inc.; Julius West; Bert Sparks, WTVA/WLOV/WKDH; Lyn West, Musician's Playground, Inc.; Brian West, Musician's Playground, Inc.; Councilman Smith Heavner; Councilman Berdell Jones; Waurene Hefflin, Crye-Leike Realtors; Richard Carleton, Mall at Barnes Crossing; Bill McNutt, WLM Insurance, LLC; Shirley Curry, Crye-Leike Realtors; Fred West; Earlene West; and Emily Addison, CDF. Musician's Playground is located at 107 Rankin Extended in Tupelo and can be reached at 662.840.6884.



## TUPELO YOUNG PROFESSIONALS



Members of the Tupelo Young Professionals are pictured at the March TYP event hosted by Staggs Interiors. For more information on the Tupelo Young Professionals, please visit [www.typs.biz](http://www.typs.biz).

## BELLA VITA



A ribbon cutting was held to celebrate the grand opening of Bella Vita's new location in downtown Tupelo. Pictured at the event are: Beverly Bedford, City of Saltillo; Sherry Reese, Beauty Motif; Crystal Morgan; Erin Marsh, Bella Vita; Mayor Ed Neely; Richard Carleton, Mall at Barnes Crossing; John Thomas Matthews, Bella Vita; Bert Sparks, WTVB/WLOV/WKDH; Amy Nash, Cellular South; Scarlett Fyke, Watchful Eye Care Services; Ann Brazil, Snelling Staffing; Emily Addison, CDF; Waurene Heflin, Crye-Leike Realtors; Marsha Williams, Williams Transfer & Storage. Bella Vita is located at 205 West Main Street in Tupelo and can be reached at 662.841.0660.

## Did You Know?

The Community Development Foundation hosts a **Business Roundtable**. This meeting is held every other month, at 4:00 p.m. in the CDF boardroom. Informative reports are given on new businesses in the community, exciting opportunities with existing businesses in the area, and upcoming events in the business community. For more information or to join the Business Roundtable, please call the CDF office at 662.842.4521.

## CDF JOB FAIR 2008

Thursday, May 22, 2008

Mississippi Furniture Market Complex, Hall B

9:00 a.m. – 4:00 p.m.

For more information, please contact  
Greg Giachelli at 662.842.4521

## Images of Tupelo 2008-09

[imagestupelo.com](http://imagestupelo.com)

Your Window of Opportunity is NOW

**Advertising space available for a limited time only.  
Reserve yours today!**

Images of Tupelo is the official CDF-sponsored community magazine that delivers the targeted audience local businesses most want to reach. More than 10,000 copies will be distributed to prospective residents, new businesses and visitors throughout the year.

In addition, Images of Tupelo is part of a complete publishing program that expands the reach and impact of your ad through these key elements:

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The power of the Internet – provides additional exposure through Images of Tupelo online at [imagestupelo.com](http://imagestupelo.com) (for 1/3-page or larger ads)  
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Message impact – advertiser credibility increases by association with an objective, quality publication  
Direct marketing – a customer acquisition and retention program is an available option

Get connected! Enrich your Web site instantly with engaging community content. Go to [imagestupelo.com](http://imagestupelo.com), "Links" and "Link To Us." Many of your fellow CDF members have already signed on – put Images of Tupelo to work for your business, too.

**For more information, contact Andrea Joiner at (662) 842-4521,  
Toll-free at (800) 333-8842 or by e-mail at [ajoiner@jnlcom.com](mailto:ajoiner@jnlcom.com).**



Please tell us about your organization

Organization Name

Mailing Address

City, State, Zip Code

Physical Address (if different)

City, State, Zip Code

Website

Number of Employees

Description of Organization (services offered, products manufactured, industry, etc.)

Main Contact information (to receive all chamber correspondence)

Contact Name

Title

Phone

Toll-free phone

Fax

E-mail address

Additional contacts for your organization

Name

Title

E-mail

Name

Title

E-mail

Areas of Interest (please circle your selection)

Ambassadors	Business Roundtable	Business Seminars	Leadership Program
Networking	Public Policy	Small Business & Entrepreneurship	Workforce Development

Do we have your permission to send information about chamber activities via fax, email and direct mail?

\_\_Yes \_\_No

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

\_\_Yes \_\_No

Signature and title of authorized person with your company

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300 West Main Street, P.O. Box A  
Tupelo, MS 38802-1210  
662.842.4521 Phone  
800.523.3463 Toll-free  
662.841.0693 Fax  
www.cdfms.org



## BusinessNotes

### MONROE

#### RTI breaks ground for 200-worker facility

HAMILTON – Two hundred new jobs are one step closer.

With some 300 people on hand for a groundbreaking ceremony last week, Tom Adams of Tronox and Dawne Hickton of RTI International Metals signed a long-term agreement that aligns the two industries. RTI will build a titanium sponge facility on land leased from Tronox, which will supply the new Hamilton industry with titanium tetrachloride for its manufacturing process.

Construction on the new facility is set to begin this summer, when environmental permits are issued. After an 18-month construction period, the plant should start operations in 2010. The \$300 million project will bring 200-220 new jobs to the community once it is operational. This facility is being built to support RTI's long-term agreements with Lockheed Martin and Airbus.

*Daily Journal reports*



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## Pride

*Continued from Page 7*

He recalls the time he and his dad were making coolers for the store. They had plywood and were using Styrofoam to insulate the coolers. To make sure it was airtight, the younger Dendy crawled into the cooler and pointed out where he could see light until he was in the dark.

"I'm thankful Kirkham is really good with building things," Kathy Dendy said. "We've saved a lot of money."

They also made their money stretch with the help of a few crockpots.

"We couldn't afford not to sell anything that we couldn't move," she said of the meat products. "If we couldn't sell it, we would put it in a crockpot and eat it for dinner."

After the first time Kirkham

Dendy tried the crockpot trick though, he said customers kept saying how good it smelled and would buy it before he could get it home.

"Pretty soon we had 10 crockpots going," Kathy Dendy said.

And all the while, the Dendys were raising a daughter, Kirbi, who is now a 20-year-old junior at Mississippi State University. She grew up riding her tricycle around the aisles of the store, while her parents were running the business.

And Kirkham Dendy wouldn't have it any other way.

"I can stand on the front porch and see the house I was born in," he said. "A lot of people laugh about that, but when they talk about hometown, I am hometown."

Contact **Carlie Kollath** at 678-1598  
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## BusinessNotes

### LEE

#### Reynold's Hardware open again after fire damage

■ TUPELO – More than five months after burning down, Reynold's Hardware has reopened.

It's longer than owner Joe Bell would have liked, but with "so many little things" to restock, the process was more time-consuming than expected.

A fire started in Bell's warehouse in the early morning hours of Oct. 22, 2007, tearing through his inventory, which included several thousand gallons of paint. The cause, Bell said, hasn't been determined.

The warehouse had to be torn down, but the Tupelo Fire Department was able to save his showroom, which is the concrete block building that faces South Green Street.

The showroom, which caters to walk-in business from small contractors and maintenance crews, sustained heavy smoke damage. Everything had to be replaced, Bell said.

Bell focuses on commercial and industrial business, with factory accounts and large contractors making up the lion's share of his business. Bell plans to have a grand opening for the

store, complete with a barbecue, in May.

### CLAY

#### Wal-Mart opens new West Point supercenter

■ WEST POINT – Wal-Mart opened its supercenter store here early last month at 1313 Highway 45 South.

The store is triple the size of the store it replaced and also carries a wider selection of merchandise, including a full line of groceries.

Other store features include a bakery, deli, lawn and garden center, pharmacy, hair salon, digital photo lab and an arcade. Store hours are 6 a.m. to 11 p.m. seven days a week.

The store has 225 employees, including 90 from the previous location.

Tim Climer, president of the West Point/Clay County Community Growth Alliance, said he's hopeful that the new supercenter will help people stay in Clay County, instead of going to either of two other supercenters within 20 miles.

"We have had quite a bit of leakage through retail sales and this should stop quite a bit of that," he said.

*Daily Journal reports*

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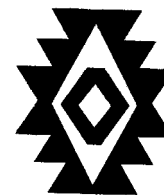


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