

The Business Journal

of Tri Cities Tennessee / Virginia

2017

PROFILES IN BUSINESS

ChantzScott
Auto Group



Bank & Trust Company

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www.FirstBank.com



Chantz Scott Kia

Selling the highest ranked cars

If you are in the market for a quality built new car you don't have to look further than Chantz Scott Kia. In 2016 KIA ranked highest in initial quality in 2016, the first time in 27 years that a non-premium brand has topped the rankings. As an example, Porsche was ranked second in J.D. Powers and Associates' annual rankings. JD Powers is considered the voice of customers.

It is also the second consecutive year that Kia, which was ranked second in 2015, has led all non-premium makes in initial quality. Check out a number of Kia models and you will be impressed with the consistent quality, safety and styling.

When it comes to safety for your family the 2017 Kia Cadenza earned the IIHS Top Safety Pick Award when equipped with optional front crash prevention and LEDs. To qualify for 2017 TOP SAFETY PICK+, a vehicle must earn good ratings in the five crashworthiness tests, an advanced or superior rating for front crash prevention and an acceptable or good headlight rating. The model was also chosen as the Best Large Car for Families with the award methodology combining professional automotive reviews, safety and reliability ratings, seating and cargo volume and the availability of family-friendly features. Within each of 18 categories, the vehicle with the highest composite score is named the Best Car for Families in that category.

Why Buy from Chantz Scott Kia?

According to Chantz President/CEO of Chantz Scott Kia, Auto World Chrysler, Dodge, Jeep, Ram, "What is unique about our company is that we like to have fun. It's all about people. I hire people that share the same vision and same goals I have. We believe teamwork makes the dreams work. Our mission is to provide an exciting and transparent customer experience while providing opportunities for our team members, community and the manufacturers we represent."

Chantz Scott and his staff are ready to help you select the best vehicle for your needs. "We are the #1 volume Kia dealer in our market for 6 consecutive years and we want to continue to strive for excellence and keep pushing the

envelope," said Scott. "I know that technology is continuously evolving, it is my job to make sure that we are ahead of the curve and at the same time not lose sight of what got us here, and that is taking great care of our customers."

Chantz's background in the automotive industry goes back to his high school days when he helped his grandfather sell cars on his small used car lot after class to earn a few extra dollars. Chantz also loves sports and was a football all-conference wide receiver and had plans to sign with ETSU until the program was dropped and was offered a full scholarship to play for Elon University in North Carolina. During his summer break he decided to sell cars and was hired by the new Kia dealership in Johnson City. His first month he was the top salesman which decided his future with a career in the automotive industry. "I called my coaches and told them I had decided to pursue a career in business," Scott shared. At age 21 he became the General Manager at the Kia Dealership. Since then he has acquired 100% stock in Kia of Kingsport, which is now Chantz Scott Kia and has also recently acquired Auto World Chrysler, Dodge, Jeep, Ram.

Not only does Chantz believe in supporting his local communities he's involved nationally with the automotive industry. He has recently been selected by Automotive News 40 Under 40 Retail class of 2017, a national automotive publication. He is also on the Auto World-MECC board which helps raise scholarship money for students by hosting an annual golf tournament and silent auction.

When he is not working Chantz enjoys spending time with his two children. "You may have seen my kids in one of our Kia commercials. My daughter Kinzton, age 10, you may know as the 'We wanna see ya in a Kia' girl. And my son Chancellor, age one," he said.

So if you are looking for a new or pre-owned vehicle shop Chantz Scott Auto Group and enjoy the best prices in our area along with a fun and transparent buying experience. You can view our entire inventory online at chantzscottautogroup.com.

CONTACT INFO:

Chantz Scott Auto Group
Corporate Headquarters
929 E. Stone Drive
Kingsport, TN 37660
423.230.4542

TOP EXECUTIVE:

J. Chantz Scott,
President, CEO

DATE FOUNDED: 2011

NUMBER OF
EMPLOYEES: 68

TOTAL ANNUAL
SALES: 40 million



A Note From the Publisher

This issue of *Profiles In Business* marks the second edition designed to give regional businesses the opportunity to include stories about their companies commonly referred to as ‘advertorials,’ or an editorial description of their company.

The ‘Profiles’ make for interesting reading along with factual information about companies in our region that are new or may have been here for many years. They have the opportunity to showcase their products and services you may not be familiar with and also may be interested in using in your own business.

Profiles in Business complements our annual and very popular *Book of Lists* publication. With ‘Profiles’ readers have a more descriptive concept of ‘who’ in this year’s second edition.

In every edition of *The Business Journal of Tri-Cities Tennessee/Virginia* we are surprised at the facts and information we learn regarding businesses and institutions in our region. Many we have discovered are international.

We developed this issue which tells ‘who’ is in our market’ and last year’s additional publication of ‘*Market Facts*’ presented the nuts and bolts of our business region full of interesting material and valuable research, all within this year’s *Business Journal* October 2017 edition.

A few of last year’s ‘profiles’ were used to market their company’s products and services through brochures, marketing materials and



online presentations, an additional communications tool.

I hope you enjoy reading this year’s edition of *Profiles in Business*.

Bill Derby,
Publisher

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First Bank & Trust Company meeting the needs of Southwest Virginia and East Tennessee

A top performing bank earning accolades year after year!

First Bank & Trust Company, headquartered in Abingdon, VA, has carved out a regional market niche catering to businesses large and small as well as consumers since 1979. First Bank & Trust Company prides itself with... “We built our name on TRUST..One Bank...One CompanySince 1979.”

The local bank offers all of the services expected from a larger organization helping customers with their most basic to their most complex financial needs. Their growth and success serves as a daily reminder that they are privileged to have their customers’ trust and will always put the needs of their customers first. That philosophy is embodied in the corporate theme “The Bank That Puts You First.”

According to William H. Hayter, President and CEO, “We remain committed to the founding values that have played a pivotal role in placing First Bank & Trust Company among the top performing banks in the nation. Our financial strength has generated value for our customers, our communities, our employees and our shareholders.”

Customers recognize their exceptional service, but just as

importantly the national banking industry regularly recognizes outstanding performance by the bank. Traditionally, First Bank & Trust Company earns top awards in the agribusiness industry.

Some of the awards and accolades the company has earned include: 2016 recipient of the Business of the Year Award from the Virginia Agribusiness Council. Distinguished Leadership Award from the same council in 2015 and 2016. Distinguished Friend of Agribusiness Award. Lender of the Year in 2016 by the USDA Business and Industry for Outstanding Participation in the Rural Business Loan Program. First Bank & Trust was ranked 36th in the nation among the top 200 proven performers with total assets less than \$2 billion. Ranked 8th in the nation among top Agriculture lenders. They were ranked in the top 15th percentile of community banks nationally and as one of the most Efficient Bank Holding Companies in the nation.

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Bank & Trust Company

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18528 Lee Highway - P.O. Box 1000
Abingdon, VA 24212
276.623.2323 | www.firstbank.com

TOP EXECUTIVE:

William H. Hayter,
President and CEO

DATE FOUNDED:

1979

NUMBER OF EMPLOYEES:

357



40 Years of Innovation & Growth

HMG continues focus on innovation and patient-centered care

Health care in Tri-Cities during the 1970's faced many challenges. With a majority of the medical staff in the area preparing to retire, the local hospital grew very concerned. There were many provider positions to fill, but recruiting to the area was nearly impossible. As the number of unhealthy people in the region continued to grow, the area was in great need of primary care physicians.

It was through this need that the HMG founders had a vision. In the mid 70's, Dr. Jerry Miller served as president of the medical staff at the hospital. He worked with John Dodson, the hospital administrator, to apply for the Robert Wood Johnson Foundation Grant. Dr. Miller, with the help of several founders, envisioned a doctor-owned family practice that would nurture compassionate relationships with the goal of providing one-stop shopping.

In October of 1976, this vision became a reality. The Robert Wood Johnson Foundation awarded \$476,000 to HMG. On January 3, 1977, HMG saw it's first patient.

For the past 40 years, HMG has grown from a family practice to a multi-specialty group that spans the Tri-Cities area. The first specialty was orthopedics, with the addition of Steven Krein, MD,

in 1989. Today, HMG offers a wide range of specialties, including dermatology, endocrinology and podiatry, to name a few.

HMG has achieved many firsts in the region. They were the first to fully integrate an Electronic Medical Record, and are nationally recognized as pioneers when it comes to EMR implementation. HMG has also built several state-of-the-art medical centers, including Sapling Grove Professional Building in Bristol, MeadowView Professional Center in Kingsport, and HMG Medical Plaza in Kingsport. Other notable firsts in the region include the first medical group to provide after hours care, the first group to incorporate a hospital team, the first free-standing diagnostic facility and the first to offer a low-dose CT technology.

Moving Forward

What's in store for HMG in the future? You can count on continued focus of patient-centered care, more innovations that support the physician-patient relationship, continued partnership with the community to improve health through education and wellness, and continued growth that supports the needs of the region. For more information about HMG, visit www.holstonmedicalgroup.com.

TOTAL PHYSICIANS & MID-LEVEL PROVIDERS:
165
NUMBER OF OFFICES:
41

UNIQUE PATIENTS:
190,703
ANNUAL PATIENT ENCOUNTERS:
546,000

DATE FOUNDED:
1977
NUMBER OF EMPLOYEES:
657





Local entrepreneur Richard de Montebello, president of SaberCat Comics, receives counseling from Sue Wagner (far left), client services specialist for the Virginia Highlands SBDC and SBDC Director Cindy Fields (far right).

Virginia Highlands Small Business Development Center

Putting Small Businesses on the Fast Track to Success

Established in 1993 as a community resource for small business ventures, the Virginia Highlands Small Business Development Center provides existing businesses and aspiring start-ups with the help they need to be successful. The center is located on the scenic campus of Virginia Highlands Community College and proudly serves the City of Bristol, Washington County and Smyth County.

Our experienced staff begins each private session by listening to the specific needs of the business client, then providing professional guidance and practical solutions. And because our goal is to grow the local economy, our services are offered at no cost to our clients.

Interested in Growing Your Business? The Virginia Highlands Small Business Development Center can help by providing detailed information about:

- Business Planning
- Financing Options
- Marketing Techniques
- Personnel Management
- Growth and Expansion Strategies
- Exporting Opportunities
- And Much More

Ready to Start Your Own Business? The Virginia Highlands SBDC is here to help you understand

- Business Plan Development
- Licensing and Regulatory Requirements
- Cash-Flow Management
- Accounting and Record Keeping
- Communications and Promotions
- Sales and Distribution
- And Much More

All of these services are delivered one-on-one for complete confidentiality, but small-group training sessions and workshops are also offered from time to time to address critical management topics.

The Virginia Highlands Small Business Development Center is funded, in part, by the U.S. Small Business Administration, the City of Bristol Virginia, Washington County and Smyth County. It is part of the Virginia SBDC Network – the largest provider of counseling, training and business resources for small businesses in the Commonwealth.

The Virginia Highlands SBDC is located in Room 101 of the Mechanical Education Building (MEC-101) on the VHCC Campus. For additional information, please call (276) 739-2474.



CONTACT INFO:
 PO Box 828
 Abingdon, VA 24212
 276.739.2400
 vhcc.edu

TOP EXECUTIVE:
 Dr. Gene C Couch, Jr

DATE FOUNDED:
 1967

NUMBER OF EMPLOYEES:
 245 Faculty and staff



Trevor Richardson, President/Owner (center left) and Chris Breland, Vice-President/Owner (center right) with the staff of EZ RV Superstore.

EZ RV Superstore now open

What started as an online only RV sales company has turned into a major regional RV sales and service center known as EZ RV Superstore located in their new mega-center in Gray, TN.

EZ RV is not a new company. They started eight years ago but in the process grew so fast they needed to change their business model from online only to having a full sales and service retail business.

“Like all kids in their 20’s, we saw an opportunity for internet sales,” says owner Christopher Breland. “We literally started out selling old used travel trailers on Craigslist and EBay.”

Trevor Richardson is Chris’s business partner. They met after the Katrina disaster, both working with the FEMA people who provided RV’s to disaster victims.

“In 2005 when Hurricane Katrina hit the Gulf Coast everyone saw images of the devastation and destruction. Over 10 years later we will still see those images on TV and in magazines. What people don’t see in those photos were the emergency living RVs that FEMA provided to those affected by Katrina. They were almost synonymous with the landscape. Scattered everywhere! Trevor and I both got our start helping with those RVs.

“We didn’t know each other back then.” Chris says. “We didn’t

meet until after we returned home. Just as fast as FEMA came in, they left. Trevor and I found ourselves back home, wondering what to do next.

“We decided it was obvious to continue work with RVs, just in separate directions. Trevor saw the opportunity for RV sales online and I saw a need for RV service.” Chris exclaimed.

After Katrina, Chris and his father, Larry Breland started an onsite service company called Breland RV. “We had the best time visiting area campgrounds fixing customer RV service issues. Chris and his dad each had their own service van.

Chris laughing said, “One service call at a time we went out to fix what was needed and move on to the next customer. We met the best people. Everyone was always relaxed, enjoying their vacations.”

The Breland’s RV service business continued for a few years until the great recession hit slowing the RV service business. During the slow down they tried to pick up as much business as possible in other areas.

Chris says this is when everything came together. “Dad started selling RV air conditioners on Craigslist. Trevor was selling RVs and needed an air conditioner for one. Trevor replied to dad’s

CONTACT INFO:

140 Kwickway Lane
Johnson City, TN 37615
(800) 557-2806
ezrvsales.com

TOP EXECUTIVE:

Christopher Breland,
Trevor Richardson, Owners

DATE ESTABLISHED:

2009

NUMBER OF EMPLOYEES:

19





The EZ RV Parts Store offers a wide selection of parts and accessories to help you personalize your RV.

Craigslist ad and the rest is history.

“My dad gets total credit for making the connection. Trevor needed someone to fix his RVs and we wanted to start selling. Fortunately, we were able to partner up. We put our heads together and everything just exploded,” Chris exclaimed.

In 2009, they opened their first RV sales location in front of what Chris calls a barn on 11-E in Chuckey, TN. They displayed the RV’s in the field up front while doing repairs inside. They saw a growing market in more expensive RVs. They had to learn this new demographic market and how to repair the larger and more complicated RV systems.

Larger RV’s meant larger display and service space. They expanded three times in four years selling the more expensive and luxurious Prevost Motor Coaches.

Chris explained, “We were having fun doing what we had come to love. No employees, low overhead, and awesome customers. We advertised online. Customers called us and we would make the deal. Most times they flew in and we would pick them up at the airport for their RV delivery.”

This became their standard business model selling all high-end diesel pushers with all internet advertising. EZ RV’s sales grew

from 400k a year to 10 million in 2016.

He continued, “There came a point when we realized people all over the country and Canada were getting the benefit of our nationally competitive pricing and no one in our own back yard even knew we were here and in business.”

Chris recounts why they decided to expand the focus locally. “We had everything we needed to share our services with the local area. Our master certified techs are trained to work on everything RV including multi-million dollar RV’s. We see a market and need for these services in our region.

“As far as I know we are the only RV dealer in the Tri-Cities who offer services for large diesel pusher RVs, including all the other services that go along with them. We also service all RV products.”

After finding a larger, more convenient facility they decided to make the move and in January 2017 they opened their new location behind Furniture Row in Gray, Tennessee.

EZ RV is now EZ RV Superstore providing new and used RVs of all shapes and sizes to the region. With nationally competitive pricing, specialized Class A service and parts the Tri-Cities now has new options when buying or servicing that new or used RV.



Clockwise: The EZ RV Superstore located at 140 Kwickway Lane in Johnson City, TN. at the Gray, TN Exit, Exit - 13 on I-26.

The highly trained technicians in the EZ RV Service Department will help you maintain your investment.

The lobby and Parts Store.



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Russell and Duke Ingram

Two Generations of Success

It was in 1969, during his senior year at ETSU, that Duke Ingram began his career in the insurance industry. Since then, he has evolved into one of the most successful Financial Advisors in the country. His focus on constantly expanding his expertise through continued education and research has given him the ability to protect and grow his clients' estates within an ever-changing landscape.

His son, Russell, followed his own path into the industry. He says that his focus was initially on the world of academia, aspiring to become a professor of Economics and Finance. However, during his graduate studies in Finance at Tulane University, his plans changed when he was recruited by a trading firm in Chicago. It was

there that he bridged the gap between financial theory and creating real-time trading strategies.

In 2010, Russell returned home to the Tri-Cities where he has since applied his education, unique experience, and various designations (Series 66, Series 7, Series 24) to develop sophisticated financial plans and investment strategies for all the clients at Ingram Financial Services.

Both Duke and Russell are current members of the Million Dollar Round Table, which is recognized internationally as the standard of excellence in the life insurance and financial services business.

Feel free to contact Duke and Russell for an appointment to discover what they can do for you!

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CONTACT INFO:

1303 Sunset Drive, Suite 3
Johnson City, TN
423-854-9684
ingramfinancialservices.com

TOP EXECUTIVES:

Duke Ingram
Russell Ingram

DATE FOUNDED:

1970

NUMBER OF EMPLOYEES:

4

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MICHAEL WORLEY
MORTGAGE CONSULTANT

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michael.worley@migonline.com
NMLS #1495938, TN #12729687



MORTGAGE INVESTORS GROUP

*According to Courthouse Retrieval Systems (CRS). NMLS #34391, TN #109111.



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Along with this experience comes the practical and professional knowledge of materials and techniques to best meet customer needs. LaFerney Commercial Roofing conducts stringent inspections through all phases of every roofing project and prides itself on a quality outcome.

Our reputation has been built on excellent workmanship, integrity, training, innovation, and low employee turnover. Efficiency, competitive pricing, and expert craftsmanship are important. We care about customer satisfaction and the years of performance yet to come.

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Saratoga expanding technology excellence

Saratoga Technologies headquartered in Johnson City, TN is growing its technology footprint with 26 acquisitions over the past 16 years, with the most recent purchase of Knoxville’s Advanced Office Systems expanding their service offerings into the Knoxville and Chattanooga, TN areas.

“Advanced Office Systems has been doing business for over 40 years and has been providing their customers great customer service from day one,” said David Temple President/CEO of Saratoga Technologies. “They are a great fit and our goal is to continue what they’ve been doing successfully and to make available additional technology solutions to our clients. Saratoga offers a broad range of solutions that were not previously offered by Advanced Office Systems like computer networking, cloud solutions, web and software development and telecom solutions.”

Since 2001 when the company was founded by President/CEO David Temple, Saratoga Technologies,

Inc. has grown to provide business, medical, academic and other clientele with computer hardware, networking services, printing solutions, software and communications services. Saratoga Technologies is recognized as the premier technology solutions company in East Tennessee, Northern Georgia and Southwest Virginia.

The combination of their four technology divisions includes: Networking, Printing, Communications, and Business Solutions ensuring Saratoga Technologies is capable of providing all sizes of organizations with virtually all their technology requirements. They emphasize superior customer service built on the foundation of technical expertise with a team of professionals who enjoy their work.

Saratoga specializes in managed computer networking services, server support and repair, laptop repair, disaster recovery, computer repair, network security, printer and copier repair, print management, telephone systems, voice over IP (VoIP), structured cabling

CONTACT INFO:

Johnson City, Knoxville,
Chattanooga and Abingdon
(888) 525-4220
www.saratogaus.com

TOP EXECUTIVE:

David Temple,
President/CEO

DATE ESTABLISHED:

2001

NUMBER OF EMPLOYEES:

93





services, phone bill auditing, video conferencing, computer consulting services, accounting software such as Microsoft Dynamics GP, Microsoft Dynamics CRM, document imaging and management, web design, email hosting, web hosting, spam filtering, search engine marketing, search engine optimization, internet online backup, hosted exchange, application development, database programming and other technical services.

The company prides itself focusing on adding value to their customer's organization by reducing their costs, improving efficiency through process optimization while protecting equipment and data. Their team of dedicated experts have years of experience in the technology industry. Customers can be confident Saratoga will provide quick solutions.

National Recognition and Awards

In 2016 Saratoga Technologies was notified that CRN®, a brand of The Channel Company, had named Saratoga Technologies to its 2016 Tech Elite 250 list. This annual list honored an exclusive group of North American IT solution providers who have earned the highest number of advanced technical certifications from leading technology vendors.

To compile the annual list, The Channel Company's research group and CRN editors worked together to identify the most customer-beneficial technical certifications in the North American IT channel. Companies who have obtained

these elite designations—which enable solution providers to deliver premium products, services and customer support—are then selected from a pool of online applicants.

“Saratoga is consistently dedicated to finding and testing the latest technologies that could be beneficial for small to medium sized businesses in our area. We strive to be at the forefront of technology so that we can continue to be trusted advisors for our local market,” said Stephanie Bentley, Director of Marketing for Saratoga Technologies.

“The solution providers selected for our annual Tech Elite 250 list have demonstrated a commitment to excellence and gained strong industry credibility by earning some of the most difficult IT certifications available from top technology vendors,” said Robert Faletra, CEO, The Channel Company. “Attainment of these exclusive certifications strengthens the channel as a whole by invigorating partnerships and enabling the delivery of exceptional customer service. We congratulate each of these organizations and look forward to their continued success.”

Saratoga Values

We are committed to providing the highest quality solutions and services to each one of our customers. Our commitment is the same for all of our customers whether large or small. Each employee is empowered to do what is best for you, our customer, and to take all necessary steps to ensure your expectations are not only met but exceeded on a consistent basis. Underlying our commitment are our core values, which are not words on a plaque in the boardroom but rather instilled in each employee when they join our team.

- Customer Focused
- Integrity
- Respect
- Simplicity
- Consistency





Are there rising stars in your company?
Overachievers who are under 40?

Now is the time to give them
the recognition they deserve.



You can be a part of the recognition process by nominating a young businessperson who excels both professionally and in service to his or her community. It's never been easier to make your 40 Under Forty nominations. Just visit **40under.com** and follow the instructions.

All 40 Under Forty nomination materials are due

no later than July 26, 2017. Nominees must be 39 or younger as of October 6, 2017. Visit **40under.com** for complete nomination rules and requirements.

The 25th Annual 40 Under Forty Gala will be held at the Millennium Centre in Johnson City on Friday, October 6. Call 423.979.1300 for more information.

Honorees attend at no charge.



25th Annual Gala | Friday, October 6 | Millennium Centre | Johnson City, TN

40 Under Forty honorees will be featured in the December issue of The Business Journal.

Deadline for nominations is July 26, 2017. Nominate online at 40under.com



A Partnership of Top-Ranked Universities with a Space for You

The Southwest Virginia Higher Education Center was created by the Virginia General Assembly in 1992 with the mission to strengthen the regional economy of southwest Virginia by providing higher education and professional development training of the current and future workforce. The Higher Education Center is a unique approach to higher education in that we partner with 11 top-ranked Universities and Colleges to bring degree programs, certificate programs and professional development courses to Abingdon, VA, where our local residents can benefit from the education they would receive from any of our partner Universities or Colleges, without leaving the area in order to do so. The Higher Education Center is governed by a Board of Trustees. The Executive Director, David Matlock, reports to the Board and to the Virginia Secretary of Education.

The original five partner schools were, University of Virginia; Virginia Tech; Old Dominion University; Radford University and the University of Virginia at Wise. Since that beginning an additional six institutions have been added to include, Virginia Commonwealth University; East Tennessee State University; King University; Bluefield College; Virginia Highlands Com-

munity College and Emory & Henry College. Degree programs are available on Bachelor, Masters and Doctoral levels in a wide spectrum of disciplines including Engineering (Nuclear, Aerospace, Chemical and Electrical), Nursing (Bachelors, Masters and Doctoral), Nurse Anesthetist (CRNA), Business, Information Technology to name a few. For a complete listing visit www.swcenter.edu and click the degrees tab.

Supporting the agency's mission of regional economic development, the Conference Center at the Southwest Virginia Higher Education Center is here for you. Our sophisticated, technologically-advanced facility provides the ideal venue for your next business or professional conference, and the staff at the Higher Ed Center can help you take advantage of all it has to offer. Cutting edge technology – from concert quality sound in the Grand Hall to broadband connectivity and global videoconferencing – along with key amenities, are just a few of the advantages that can be yours in utilizing the versatile facilities at the Higher Ed Center. Our staff includes technology experts a professional meeting planner, whose familiarity with our available facilities and amenities can significantly streamline your event planning.

CONTACT INFO:

One Partnership Circle
Abingdon, VA 24212
(276) 619-4300
info@swcenter.edu
swcenter.edu

TOP EXECUTIVE:

David Matlock,
Executive Director

DATE FOUNDED:

1992

NUMBER OF EMPLOYEES:

42 Faculty and staff





The Firehouse

Great Food and Famous Hospitality

If you had asked anyone 37 years ago if opening a Bar-B-Que restaurant on the south side of Johnson City was a good idea – you would have gotten the same reaction from most. “Really? Good luck!” Fast forward to 2017 and The Firehouse has become one of the region’s most popular dining destinations, located in the vibrant and growing downtown Johnson City area.

“We specialize in Great Food, Famous Hospitality and Growing Tomorrow’s leaders” says founder and owner Tom Seaton. “Growing leaders and investing in our team is what makes going to work fun and challenging each day. We have been blessed with tremendous success as a business and as a partner in our community with many organizations for almost four decades” says Seaton.

The restaurant will be temporarily closed during the middle two weeks of June 2017 for an expansion project that will focus on upgrading the kitchen and carryout areas along with adding another smoker to the operation. “This is a plan that has been in the works for several years and we

are really excited to get it done. It gives us the ability to serve our restaurant guests better and increases the capacity of the carryout business”, said Justin Seaton.

Delicious Hickory Smoked Bar-B-Que will still be available through Firehouse Catering, as it will continue to operate fully during that time. You can call and order pick up packages with BBQ and sides for 15 or more while the restaurant side is temporarily closed in June. Firehouse Catering is currently booking On Site Catering events for 100 or more during that time as well.

Both Catering options are available year around. A separate commissary kitchen operates with a full time crew 5 days a week, producing all of the delicious Hickory Smoked Bar-B-Que meats and large quantity recipes like their famous sauces, homemade dressings and desserts.

The Firehouse is located in the historic (1930) Walnut Street Fire Hall between downtown Johnson City and ETSU. The restaurant expects to be back up and running the fourth week in June!

CONTACT INFO:

627 West Walnut Street,
Johnson City, TN 37604
(423) 929-7377
www.thefirehouse.com

TOP EXECUTIVE:

Tom Seaton,
Founder and Owner

DATE FOUNDED:

1980

**NUMBER OF
EMPLOYEES:**

85





The Millstone is nestled in the beautiful countryside in Limestone, TN.

The Millstone

Corporate, Special Event and Wedding Venue

The Millstone is nestled within the beautiful countryside of Limestone, TN. Filled with natural landscaping, the grounds at the Millstone are perfect for any celebration or event.

The proprietors of the Millstone are William and Danielle Barrett, and the venue is managed by Robin Fox. William and Danielle purchased the historic Brabson Mill in 2010. This mill was in operation from 1811 until 1994 and William then restored it to showcase its natural beauty from 2010-2014. Primarily being a wedding venue, the Millstone held its first wedding in May 2015. The Millstone is a perfect location to host events for patrons from the Tri Cities region and beyond.

The Millstone is always eager to upgrade the venue to accommodate our guests in the best way possible, as we want the Millstone to bring a sense of comfort and leisure to every guest who walks through the doors. We have made many upgrades to the property throughout its existence as the Millstone. The

property has a working waterwheel, separate “bridal” cabin, fully functional “man cave,” and a complete kitchen. We have sleeping accommodations for up to parties of twelve.

As best stated by William, “This is truly a unique and wonderful location for your wedding venue or special event. Make your day special.”

The Millstone is indeed a special and breathtaking location for weddings, corporate events, and many other special events. We are very excited and eager to enjoy the company of our guests, and we always love sharing our paragon of class and elegance with an array of clients from all over the region.

For information on booking and availability, please contact Robin Fox by telephone at (423) 943-2894, or by email at info@themillstonetn.com. For pictures and other information, please visit our website at www.themillstonetn.com.

The Millstone
— Circa 1811 —

CONTACT INFO:

715 Carson Creek Road
Limestone, Tn, 37681
(423)-943-2894
www.themillstonetn.com

TOP EXECUTIVES:

William and Danielle
Barrett

DATE FOUNDED:

2014

**NUMBER OF
EMPLOYEES:**

3

The Business Journal

of Tri-Cities Tennessee / Virginia



Touching the market's decision makers...

For nearly three decades, *The Business Journal of Tri-Cities Tennessee/Virginia* has served as the leading source of business news and information for our region.

With a footprint covering 17 counties and over 1.5 million population *The Business Journal* has been the source that area executives and business owners come to first for coverage of the people and companies that drive economic growth for the Tri-Cities and Southwest Virginia region.

Our coverage is not limited to the area's top public companies; the members of our national award-winning editorial staff have been noted for their excellence in reporting on health care, technology, education, small business and other industries.

The Business Journal's news is regarded by the business community as one of the most valuable and credible sources of commerce news. Regular features include insightful industry and market reports, company success stories and updates on economic development initiatives. *The Business Journal* also carries a long-standing reputation for offering high caliber reporting and journalistic integrity combined with positive projections for the region's business opportunities.

With the connection we have with our readers, advertisers receive direct access to the decision-makers ready to purchase and use their products and services. It is this direct link that has made *The Business Journal* a wise and cost-effective advertising investment for companies needing to reach the region's business community.

CONTACT INFO:

1114 Sunset Dr. • Suite 2
Johnson City, TN 37604
(423) 854-0140
www.bjournal.com

TOP EXECUTIVE:

Bill Derby,
Owner and Publisher

DATE FOUNDED:

1987

NUMBER OF EMPLOYEES:

11

The Business Journal
of Tri-Cities Tennessee / Virginia



Bo Bennett,
General Manager



Savannah Larkins,
Office Manager



Billy Bennett,
Operations Assistant



Tim Young,
Graphic Designer

Omar Awnings' Next Generation of Leaders

While starting as a small awning company over 31 years ago producing products for Johnson City, TN customers, Omar Awning & Signs Company has grown and now produces products for customers in a 250-mile radius including national accounts.

Additional growth over the years meant creating an expanded product line for Omar to include metal canopies, architectural canopies, shade sails and customized awnings to fit any building. Omar has also added signs and graphics to their product line. Omar employees enjoy challenging situations and manufacture products to fit any building. They say.... "If you can dream it, we can make it!"

Omar is a true family-owned business. Originally started by Ed and Susan Snowden, the company now includes the next generation to grow the business. Sons, Bo Bennett serves as general manager and Billy Bennett as operations assistant. Granddaughter Savannah Larkins is the office manager and son-in-law, Tim Young, is the graphic design manager. In addition, the company has 20 employees.

Omar Awning & Signs Company won the 1992 International Award of Excellence competing with countries around the world and is one of the highest awards in

the manufacturing business. The award helped secure contracts in the aeronautical and marine industry. Omar has even manufactured items for the Malaysian government and the United Nations.

We have had so many people ask how we came up with a name like Omar. Let us tell you our story about Omar. When we started into the awning business we searched for unusual names. In Biblical times most people were tent makers by trade. Esau's grandson was Omar, a tent maker. We thought how fitting for a company that worked with canvas, "OMAR".

Ed Snowden said, "We are excited about the next generation eventually taking over our company. I love this business more than anything I've ever done in my life. It provides a great opportunity to create beautiful things and make friends."

Given Ed Snowden's and his family's dedication to Omar's success, it's easy to appreciate his enthusiasm. His ability to escalate the firm to higher ground appears to be rooted deeply in the work ethic with which he was raised. "I learned from my dad to do things right the first time, and I don't see any reason to do it any other way now."

CONTACT INFO:

202 Wesley Street
Johnson City, TN 37601
(423) 282-9180
www.omarawning.com

TOP EXECUTIVE:

Ed Snowden,
President;
Susan Snowden,
Vice President

DATE ESTABLISHED:

1986

NUMBER OF EMPLOYEES:

20





Johnson City Symphony Orchestra

Nearly 50 years ago, patrons of the arts began raising funds for the brand new Johnson City Symphony Orchestra. Today, our Symphony Orchestra has achieved recognition for its sustainment of the arts in Northeast Tennessee. The Symphony Orchestra has always seen itself as a service organization, providing quality entertainment and music education to young and old alike. Through the years, both individuals and local businesses in our community have contributed to the Symphony Orchestra so it can continue in its mission to spread the joy of music and its cultural diversity to the Johnson City region through events, education and engagement.

This 49th concert season has been entitled “Aspects of Love,” and will explore the many musical expressions of love. We will experience the profoundly deep affection found in Wagner’s operas, the charm and delight of Mozart, and the romantic grandeur of Beethoven, Tchaikovsky, and Mussorgsky. Music Director and Conductor, Robert J. Seebacher, will lead over 100 orchestral musicians in this season of great emotion and passion!

Our season will begin with a free outdoor concert on September 10 at 6 pm at Winged Deer Park. Johnson City’s Academy of Strings will join the celebration. The audience is encouraged to bring a picnic basket and blanket to enjoy the evening of “Allegiance and Devotion.” Also coming this season, we will have two lively fundraisers at Blackthorn Club at the Ridges in October and April with musical entertainment and heavy hors d’oeuvres!

Our Master Classics series kicks off with the theme “Eternal Love” and a concerto for three pianos on October 14 followed by

Pablo Sainz Villegas in November who will bring the soul of the Spanish guitar. Our calendar of events will be as follows:

- September 10, 6 pm, Winged Deer Park – Allegiance and Devotion - Free Outdoor Pops Concert
- September 17, 3 pm, St John’s Church - Benefit Recital
- October 14, 7:30 pm, Milligan College, Seeger Chapel – Master Classics I – Eternal Love
- October 27, 6:30 pm, Blackthorn Club at the Ridges – Musicale Masquerade Fundraiser
- November 11, 7:30 pm, Milligan College, Seeger Chapel – Master Classics II – Spanish Sentiment
- December 9, 7:30 pm, Milligan College, Seeger Chapel – Home for the Holidays
- February 10, 7:30 pm, Milligan College, Seeger Chapel – Master Classics III – Immortal Beloved
- March 24, 7:30 pm, Milligan College, Seeger Chapel – Master Classics IV - Russian Romance
- April 21, 6 pm, Blackthorn Club at the Ridges – Encore! Fundraiser
- May 20, 7:30 pm, Milligan College, Seeger Chapel – The Music of John Williams

Season tickets go on sale in late summer. For tickets, sponsorship opportunities or additional details about our concerts, watch for more information at www.jcsymphony.com or call 423.926.8742.

CONTACT INFO:

172 W Springbrook Dr.
Johnson City, TN 37604
(423) 926-8742
www.jcsymphony.com

TOP EXECUTIVE:

Dr. Lewis Songer,
Chairman of the Board;
Robert J. Seebacher,
Music Director & Conductor

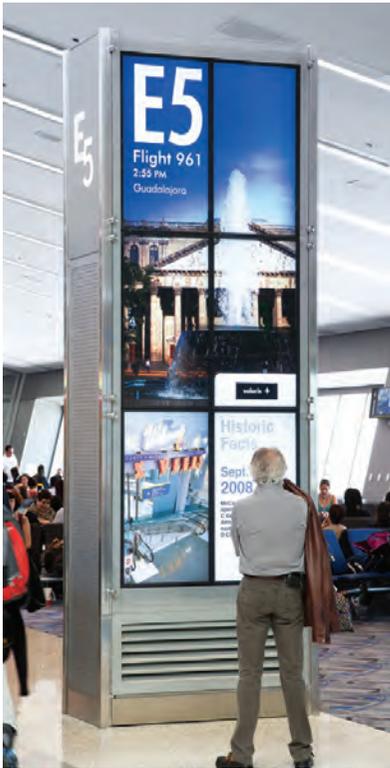
DATE FOUNDED:

1969

NUMBER OF MUSICIANS:

100+





Jeff Eaves



A Commitment to Service

Home-Grown Company Provides Solutions for Tri-Cities Businesses

Appalachia Business Communications is your complete office technology partner by offering sales and service on multifunction printers, copiers and scanners combined with IT services, managed print services, software solutions and digital signage; servicing the areas of Upper East Tennessee and Southwest Virginia. They are an authorized dealer for TOSHIBA, LEXMARK, FUJITSU, and KIP America wide format products.

“We are proud of our beginnings and how far we’ve come over the past 38 years. Our commitment to service; as well as offering network support to our customers and companies wanting proactive network protection has helped us to become one of the largest photocopier dealers in the Tri-Cities area” said Jeff Eaves, company President.

As a locally owned company Appalachia Business Commu-

nications is focused on providing superior products and services to the business they serve. “We realize if your equipment is down with no local support, your concern is how soon it will be back up and running. Our mission in service is to quickly and efficiently resolve your problem,” added Jack Eaves, Vice President.

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secureMFP™

FUJITSU

KIP

Lexmark™



CONTACT INFO:
107 Tri City Bus. Park Drive
Johnson City (Gray), TN 37615
(423) 477-1300
appalachiabusiness.com

TOP EXECUTIVE:
Jeff Eaves
President

DATE FOUNDED:
1979
NUMBER OF EMPLOYEES:
10

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