

SPECIAL EDITION

**cbj**

Columbia Business  
Journal

SCANA  
SONOCO  
SCANSOURCE  
AVX

DENNY'S  
FORCE PROTECTION

KEMET  
ADVANCE AMERICA

THE SOUTH FINANCIAL GROUP  
WORLD ACCEPTANCE

HAMPSHIRE GROUP  
BLACKBAUD

SYNALLOY  
3D SYSTEMS

FIRST FINANCIAL  
SOUTH CAROLINA BANK & TRUST

UCI MEDICAL  
SPAN-AMERICA

Palmetto  
**INC.**

The State's annual ranking of S.C.'s largest publicly traded companies

Get the scoop on what's happening

# What's the hold up on Jaco's last call?

The big "for sale" sign in front of Jaco's might be gone, but tailgaters and corkballers shouldn't get their hopes up.

"We wanted to see whether taking it off the market would generate more activity than putting it on the market," said Lee Marsha, a commercial real estate broker who was marketing the watering hole across from the State Fairgrounds that drew carnival workers and college students every fall and whose regulars ranged from blue-collar to businessmen.

It hasn't.

In the current real estate market, there's been little interest from people willing to pay the \$1.63 million for the 1.35 acres at the corner of Rosewood Drive and Bluff Road.

Marsha thought it would be a good spot for a drugstore, a small grocery store or a hotel because of the hundreds of college kids living in new housing projects along the Bluff Road corridor.

So far, no bites.

Could the USC football team get part of the blame?

"Five losses in a row by the Gamecocks to end the season really

took the bloom off the rose,"

Marsha said.

Marsha said the owners plan to drop the asking price a bit and put the property back on the market in July.



## Hotel rooms become \$85,000 condos

Columbia's condo-tel is back on the market. Rooms at the former Rodeway Inn at Lady and Main streets are again for sale after an aborted effort ended this winter.

Rather than selling the rooms as is, which a Greenville developer tried, the hotel's owner is renovating them with new beds, desks, carpet, fixtures and even some stainless-steel appliances.

You can get all that inside a 260-square-foot room for \$85,000. (That's about 25 percent more per square foot than unfurnished condos for sale on Main Street at Adesso and 1520 Main.)

The project, to be called the Governor's House Hotel, hopes to attract lawmakers and others who come to Columbia temporarily and want something smaller than a traditional condo.

"We liked the idea," said Kenny Patel, who manages the hotel for Maryland-based Shree Sari Prasad Inc. "What we make in 10 years, we can make in a year."

## Now you can check e-mail at the state park

S.C. state parks are no longer laptop-proof.

So far this year, free wireless hot spots have been installed at six state parks. You can check e-mails and game scores around the ranger station at Myrtle Beach State Park, the park store at Devils Fork State Park on Lake Jocassee and the office at Santee State Park on Lake Marion.

Recently, a 40-acre wireless cloud was added at Hickory Knob State Park on Lake Thurmond. The McCormick County park attracts business gatherings with its hotel, pool and restaurant.

Wireless access helps parks compete against private campgrounds that already let campers Web surf, said David Elwart, chief information officer for the S.C. Department of Parks, Recreation and Tourism. More than 15 of the state's 47 parks should have Wi-Fi access by year's end, with much of the effort aimed at the coast.

But the hot spots will likely remain small because parks officials want to avoid installing large, unsightly towers. (Hickory Knob worked because the hardware could be installed inside the park's numerous buildings.)

The price tag is \$40,000 in hardware plus \$930 a month for Web hosting. All of it comes from park fees, Elwart said.

So what's next? PRT is considering offering Wi-Fi at state welcome centers, perhaps as early as next year.

## Gerwing's Shandon home sold to lawyer

The Shandon home belonging to Dennis Gerwing, who committed suicide hours after police named him a "person of interest" in the disappearance of two business associates, was sold last month for \$940,000.

The Hilton Head Island businessman was trying to sell the 4-bedroom, 4½ bathroom home at Wilmot Avenue and Princess Street before John and Elizabeth Calvert were reported missing on March 4. The asking price when Gerwing died a week later at a Hilton Head Island condo was \$1.25 million.



Gerwing

Just a few potential buyers knew about the home's owner and asked questions, said Maria Fernandez, the agent who sold the home.

Gerwing's 6,500-square-foot Columbia home was bought by Steven McKelvey Jr., a lawyer with the Nelson Mullins Riley and Scarborough. Attempts to reach McKelvey were unsuccessful.

Proceeds from the sale of the 78-year-old home will go toward repaying the \$2.1 million Gerwing's former employer says he bilked from clients, including the Calverts. Authorities still are investigating the case.

Compiled by Kristy Eppley Rupon and Andrew Shain

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# CLEANER



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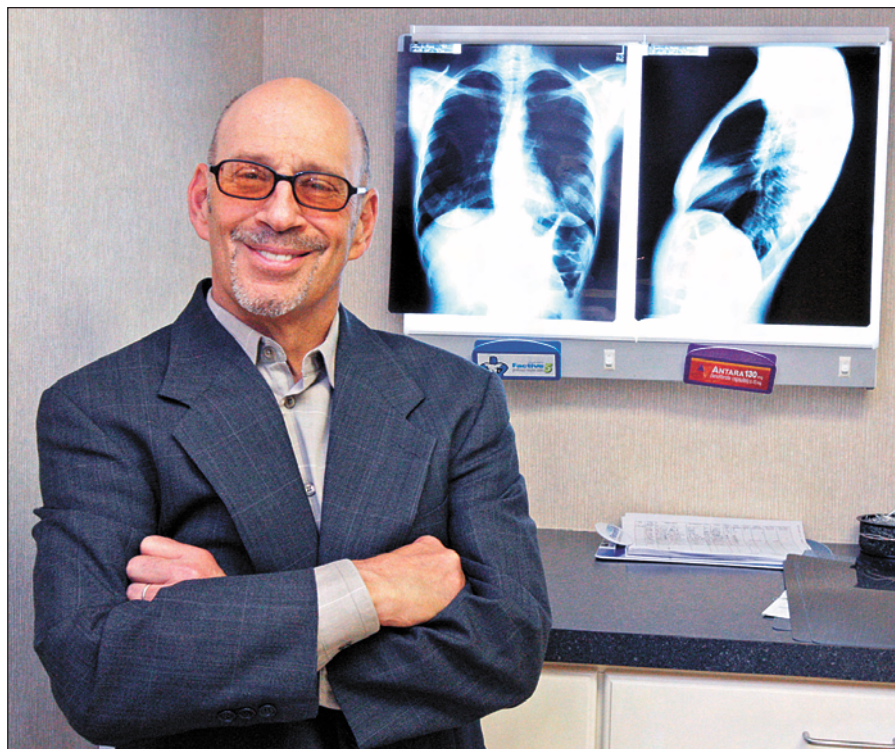
make biofuel production a major factor in the growth of South Carolina's rural economy. Biofuels such as ethanol and biodiesel are made from corn and soybeans: crops that are part of our current mix. New crops and renewable sources that do not compete with our feedstocks, such as switch grass, sawdust, organic wastes and algae, are being researched. With the growth of biofuels, **the future in South Carolina is looking cleaner and greener.**

THIS MESSAGE BROUGHT TO YOU BY THE SOUTH CAROLINA DEPARTMENT OF AGRICULTURE



# CEO doc goes from exam room to boardroom

*Does SCANA boss Bill Timmerman take the controls at a nuclear plant? Will you find Denny's honcho Nelson Marchioli making a Grand Slam breakfast? Well, Dr. Michael Stout is a CEO who can say he's a bit hands-on in the company he runs. The head of UCI Medical Affiliates occasionally slips on the white coat to see patients. His Columbia-based management company for Doctors Care continues to expand, with the number of offices growing by a third over five years after location No. 40 opened in Florence County last month.*



LINDSAY SEMPLE/LSEMPLE@THESTATE.COM

**Dr. Michael Stout's career has taken him from a monastery to Vietnam to teaching and eventually medical school. He learned to become a CEO by reading business publications and attending seminars.**

## **W**ho has a story like this?

Stout, 63, spent three years in a monastery after high school in New England before dropping out. "It wasn't for me. . . . Conforming to certain rules and principles didn't jibe with my personality."

He graduated from Boston College and planned to get a doctorate but was drafted into the Army and served a yearlong tour in Vietnam working with computer systems.

He returned to Middletown, R.I., to teach middle school science and marry his hometown sweetheart. But after having two kids, he needed to make more money.

His wife, Polly, nixed his first two choices — running a nursery and starting an aquarium business.

He ended up attending Brown University medical school at age 31. His wife waitressed and flipped houses while he learned to be a doctor.

Growing weary of the cold winters, he came down South for the first time and chose Columbia to work at one of

the first Doctors Care offices.

He became interested in the business side of practice and eventually rose to CEO in 2002 — some 17 years after arriving at the company as a doctor.

## **W**hen did he decide to become a doctor?

At the birth of their second child: "I caught her when the doctor had to leave the room."

The timing was right: Stout was tired of teaching. "Every five years, I feel like I have to do something else."

His father-in-law — a surgeon — offered guidance and support. Stout spent his residency specializing in emergency medicine.

Working at Doctors Care, when urgent-care offices were still a relatively new concept in 1985, suited his temperament.

"I got to see a variety of patients like

I did in the emergency room, but I also got the chance to connect with them in a way I hadn't before. I wasn't used to people saying 'thank you' when I was in the emergency room."

## **W**here did he get his education to be a CEO?

He took an ownership stake in the third Doctors Care office. "I always had a peripheral interest in business and how businesses are run."

So he began to take business classes — usually at weeklong seminars to gather know-how now taught for medical MBAs.

He became Doctors Care's medical director, where he learned about employment issues and overseeing larger budgets.

Stout gathered more education reading BusinessWeek and The Wall Street Journal — and from UCI's financial

troubles after it tried to expand too fast in the 1990s.

He took over the company soon after UCI emerged from bankruptcy.

"It was an amazing education," he said. "We preserved jobs, we preserved business and paid people back. I learned you always have to watch expenses."

## **H**ow does being a doctor help him as an executive?

The steps he takes to diagnose a patient is not far off from understanding the root causes of a financial problem.

"With a patient, you have certain steps to follow. The exam, the patient's history and lab tests. This teaches you to analyze information dispassionately to come out with a solution.

"And you learn there's a lot of exceptions. There's no classical diagnosis for everything. You can't rely on any one set of information. You learn to balance one test with another."

## **W**hy does the CEO still see patients?

"I have missed interacting with people, patients, other doctors. I miss the intellectual challenge that comes with certain cases."

His corporate office on Forest Drive is upstairs from a Doctors Care office. He'll help if the office is short-handed or talk with doctors about a diagnosis.

He doesn't get do this too often — donning a stethoscope just once every few weeks.

## **W**hat does he think when people call Doctors Care and other practices like it a "Doc in the box"?

Well, not much. "We think we're very good doctors. Plus everyone's doctor is in a box. We just happen to have a box in your neighborhood."

— Andrew Shain

Lessons from the Midlands' rising business stars

# Look at my resume, not my age

Bianca Crawford has done a lot since graduating from USC in



2003 — selling mortgages, marketing a TV station, sitting on

community boards, starting a Columbia public relations firm. Crawford writes about the frustrations of sometimes being judged by her age.

I never thought my age would matter when I started my public relations firm. I'm 27 and I think I've reached several noteworthy milestones.

I've won several awards such as rookie of the year and started a marketing department for a TV station virtually from scratch.

Now, I get asked to sit on boards and I'm invited to speak at numerous events about various topics.

However, occasionally people think I'm not the Bianca Crawford they invited. They look at me as though I should be carrying books to chemistry class.

Last year, I was speaking at an area college where the teacher thought I was a new student, not the presenter. It happened again in March when I spoke to a nonprofit for girls, and the participants thought I was a college student.

And when I was at a board meeting in April listening to three business men present their latest project to the board, they thought I was someone's assistant instead of a board member.



GERRY MELENDEZ/GMELENDEZ@THESTATE.COM

**Bianca Crawford, right, jokes with Larry Salley, executive director of Benedict-Allen Community Development Corp., and Venus Sabb during their board of directors meeting last month. Crawford says she has worked hard to succeed at a young age.**

Situations like these sometimes happen to me on a weekly basis.

There have been many times where I have had to explain my credentials and experience to people to prove that I deserve a seat at the table.

I can't tell you how many times I had to swallow my pride and explain who I am in the most polite way I know how.

I'm sure that there are many young professionals that feel that their age may play a part in whether or not they are accepted in their profession.

It can be a very trying experience when you know you have worked so hard to get where you are and all others can see it youth.

I talk about this with my mentors whose ages range from 35 to 50.

They frequently remind me that not every professional is genuinely willing to assist young professionals in their development.

Some might see a young professional's success as a flash in the pan. My mentors often remind me that many older professionals feel that young professionals must put in their time and pay their dues.

I'm of the philosophy that you have to get out and work hard for success! No one is going to give you anything.

Thankfully, I have never lost business because of my age. Most clients are willing to listen to me and to give me a chance to prove myself.

And that's really all I need, a chance to show my creativity, knowledge and expertise. I've found that after the initial shock,

most clients find my enthusiasm inspiring and are encouraging.

They usually ask me why I decided to start my own company so young and how I started the company.

What usually starts as an uncomfortable situation ends with a mutual level of respect and confidence.

I would advise seasoned professionals to listen and encourage young professionals because you never know when you may need their services or help. I also think it's important for seasoned professionals to share typical pitfalls in their industry and share words of wisdom.

Likewise, young professionals should always respect seasoned professionals' advice and experience but still remain confident in their experience, competence and expertise.

## THE CRAWFORD FILE

**Vitals:** Age 27. Born in Millington, Tenn. Raised in Anderson. Lives in Columbia. Bachelor's degree in journalism and mass communications from USC. Single.

**Works:** President, Red Carpet Communications

**Her story:** She was the mortgage originator for an affordable housing program at Carolina First and was named the bank's Mortgage Loan Originator Rookie of the Year. She became promotions director at WZRB Channel 47 when it became a CW network affiliate. She opened a public relations firm with clients including Columbia City Councilwoman Tameika Isaac Devine and Columbia Lawyers Association.

**Outside work:** Serves on the boards of the Greater Columbia Chamber of Commerce, Columbia Development Corp. and Benedict Allen Community Development Corp.; founding member of the Columbia Opportunity Resource, a networking group for young professionals; past president of the Columbia Urban League's Young Professionals; Leadership Columbia graduate



### on the web

Read about all of The State's 2008 20 under 40 honorees at [20under40.niethestate.com](http://20under40.niethestate.com).

Want to nominate someone for the 2009 class of 20 under 40? Find a nomination form at [www.thestate.com/business](http://www.thestate.com/business)

# Business Marketplace



Yes, it's SOHO HERO™, and our name stands for Small Office / Home Office HERO. We focus on providing office support services and production methods for individual, professionals and businesses.

To meet the ever growing needs of the SOHO's in the greater Columbia area, we are expanding our Neighbor Business Center and adding meeting rooms and work stations. Your Neighbor Business Center will now provide full-service private meeting rooms designed to provide support and extra conference space. There will also be work stations where you can get away and accomplish those tasks that can't be done in your car or at home with too many distractions.

The best part of the expansion is that we are still conveniently located

in the Village at Sandhill around the corner from the Super Bi-Lo. While you are utilizing the new meeting areas, you will still have the support of the SOHO HERO staff for all of your business services.

The official grand opening will occur early in July, but we welcome you to stop by for a tour and get you space reserved early. Once you see the full range of services that are available, you will understand how important a full service Neighborhood Business Center can be.

The Wedeking family has been operating SOHO HERO since December 2005 and welcomes you to stop by 100-3 Forum Drive in the Village at Sandhill and see the expanded services which are now offered.



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IF YOU NEED A MAP

# Economy casts shadow on S.C. balance sheets

The declining economy started to show up in bottom lines of South Carolina's largest publicly traded companies last year.

Despite revenue rising at more of the state's top companies last year than in 2006, profit shrunk at more of them, too.

Of the 18 S.C. companies reporting more than \$50 million in revenue last year, 15 saw sales rise in 2007 — three more than in 2006.

The number of companies reporting a smaller profit than the year before was eight last year — three more than in 2006 and the most since 2003. The number could reach nine when military-vehicle

Story by BEN WERNER • *Special to The State*  
Cover illustration by TOM PEYTON • [tpeyton@thestate.com](mailto:tpeyton@thestate.com)

maker Force Protection issues its delayed earnings.

The reasons for profit declines varied among companies; some spent more money on expansion, while others were hit with increased expenses of raw materials or interest rates.

But if there is a harbinger of things to come among these companies, consider the performance of The South Financial Group.

The Greenville-based parent of Carolina First bank ranks in the middle of the

pack of South Carolina's largest public companies and was among the first to feel a severe pinch from the recent economic slowdown.

South Financial was hit hard by interest-rate pressure and a declining demand for home mortgages. Revenue decreased by 7 percent to \$496 million. South Financial's profit contracted even more, by 35 percent to \$73.3 million during the year.

Ultimately, seven of South Carolina's largest public companies reported profit declines, including two — Kemet Corp.

and Hampshire Group — that each reported a loss in 2007 after reporting a profit a year earlier. One company, 3D Systems, reported less of a loss in 2007.

Meanwhile, even Synalloy Corp., which reported both double-digit profit and sales increases, offers a cautionary outlook for 2008.

The maker of specialty chemicals and metals reported profit increasing by 33 percent to \$10 million, but most of this increase occurred during the first nine months of 2007.

Increasing costs for raw materials dragged down fourth-quarter earnings, suggesting 2008 will be a tough year.

## SCANA CORP.

The power company has for several years held the distinction of being South Carolina's largest publicly traded firm, measured by sales and the state's lone representative on the Fortune 500 list. But coming in at 500 in 2007 puts SCANA's inclusion on the annual rankings in a perilous position.

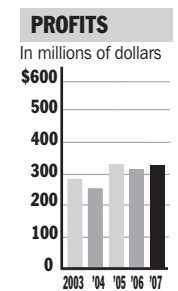
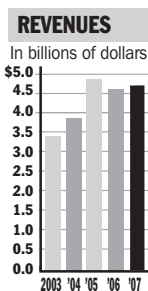
Earnings in 2007 were helped by increased electricity usage and

increased natural gas rates. New electric rates should help SCANA's profits in 2008.

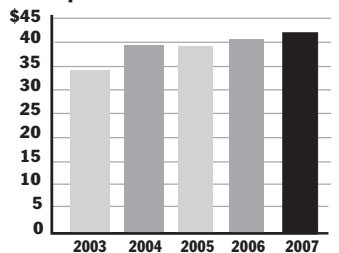
SCANA officials, always ones to take the long view, say in 2008 they are more concerned with the impending move to new headquarters in Cayce and the progress of a planned expansion of its nuclear generator, intended to meet future demand.



**Business:** Electric, natural gas  
**HQ:** Columbia  
**CEO:** William B. Timmerman  
**Employees:** 5,703



**Stock price on Dec. 31**



## SONOCO PACKAGING CO.

Sonoco's 2007 profits were helped in large part by foreign exchange rates. Much of the paper, aluminum and plastic packaging Sonoco makes for retail and industrial uses is manufactured and sold overseas.

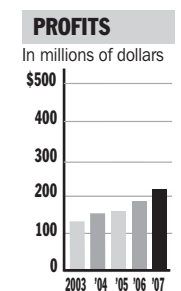
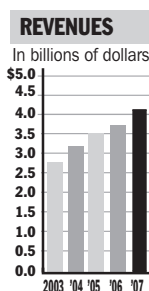
Profits surged by 10 percent to \$214.2 million — one of the most rapid growth rates among the state's largest publicly-traded companies.

Demand for Sonoco's products was also strong, with sales passing the \$4 billion mark for the first time, growing by 10 percent from a year ago. Company officials say they plan for similar annual sales growth for the next few years.

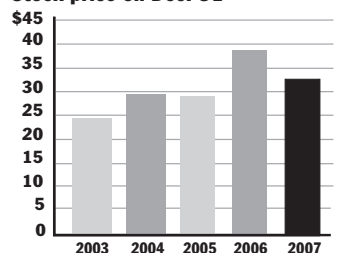
At this pace, Sonoco could soon become the state's largest company.



**Business:** Packing products  
**HQ:** Hartsville  
**CEO:** Harris E. DeLoach Jr.  
**Employees:** 18,600



**Stock price on Dec. 31**



## SCANSOURCE INC.

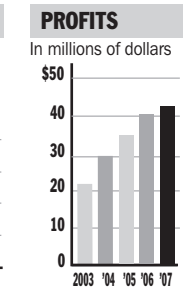
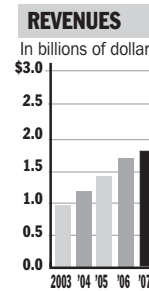
Stock in the maker of point of sale and communications equipment experienced a year of ups-and-downs as investors weighed strong financial performance against the uncertainty surrounding a now-resolved investigation of stock option awards.

Meanwhile, ScanSource reported sales rose by 6 percent, to \$1.8 billion, thanks mostly to increased demand of ScanSource's point of sale scanners.

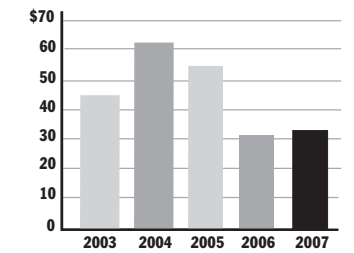
Earnings and sales have continued growing since the 2007 fiscal year ended last summer. But as the economy has slowed more recently, so too has demand for ScanSource's communications products as customers feel the pinch of a downturn.



**Business:** Specialty technology equipment  
**HQ:** Greenville  
**CEO:** Michael L. Baur  
**Employees:** 992



**Stock price on Dec. 31**



**AVX CORP.**

The electronics components maker increased its market in September by purchasing rival American Technical Ceramics Corp. for \$231 million.

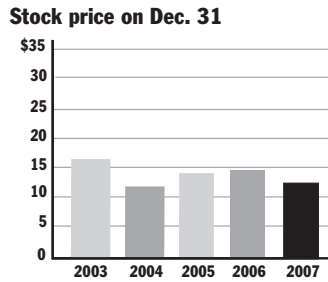
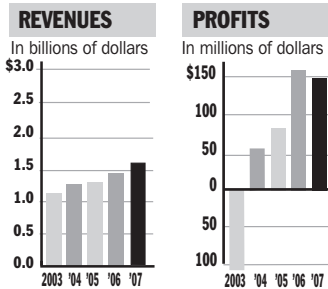
AVX finished its fiscal year with a profit of \$149 million, slightly less than the \$154 million earned a year ago.

Sales, though, increased 8 percent to \$1.6 billion, thanks in part to the American Technical Ceramics purchase.

AVX officials say fourth quarter orders increased by a third thanks to the addition of American Technical Ceramics products.



**Business:** Electronic components  
**HQ:** Myrtle Beach  
**CEO:** John S. Gilbertson  
**Employees:** 12,100



**DENNY'S CORP.**

During 2007, the restaurant chain started a program of paying down debt by selling company-owned locations to franchisees — earning more than \$73 million from such sales in 2007.

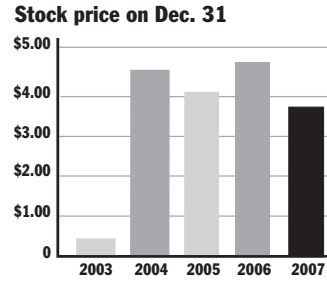
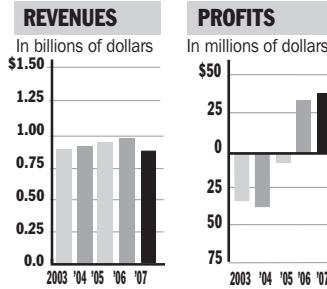
Of the 1,575 Denny's locations at year's end, about 75 percent are now owned by franchisees.

With fewer company-owned restaurants, Denny's reported serving fewer guests and decline in both profits and revenues were less than in 2006.

But while fewer guests dined at company-owned restaurants, Denny's officials say those who did spent more than a year earlier.



**Business:** Owns and operates Denny's restaurants  
**HQ:** Spartanburg  
**CEO:** Nelson J. Marchioli  
**Employees:** 21,000



**FORCE PROTECTION INC.**

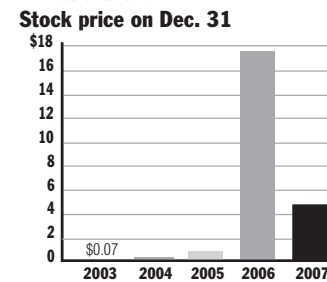
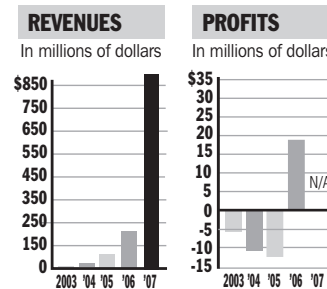
Just as the maker of heavily armored military vehicles was poised to cash in on years of research, it was shut out from some key government contracts, lost its independent auditor, shook up its executive ranks and was forced to delay filing required financial reports.

Several bigger firms, eager to get a piece of the armored vehicle market, started scooping up large contracts. After topping \$30 per share in June, Force Protection stock started a decline to as low as \$1.50.

Now, Force Protection is banking on a bid for a Defense Department contract to make a vehicle that will replace the Humvee.



**Business:** Mine-resistant vehicles  
**HQ:** Ladson  
**CEO:** Michael Moody  
**Employees:** 1,500



**KEMET CORP.**

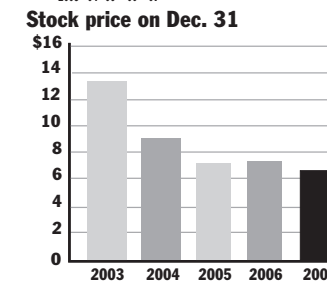
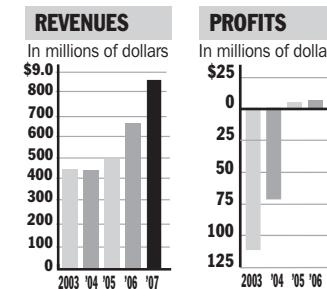
The Upstate firm finished 2007 ensnared by Italian politics. Kemet was tantalizingly close to sealing its \$33.4 million purchase of Italy-based electronics maker Arcotronics when Italy's prime minister suddenly stepped down.

During the ensuing campaign, politicians and union bosses suddenly cast Kemet as foreign owners of a local firm putting the jobs of hard-working voters at risk.

After a three-month delay, Italy held an election and Kemet's purchase was finalized. The firm reported \$18 million in one-time charges related to the delay — enough to sink earnings for the recently completed fiscal year.



**Business:** Electronic components  
**HQ:** Simpsonville  
**CEO:** Per-Olof Loof  
**Employees:** 9,000



**ADVANCE AMERICA, CASH ADVANCE CENTERS INC.**

The payday lender started the year by branching out from just providing loans to selling money orders and providing money-transfer services

Shares started 2007 trading at more than \$14 and increased to more than \$18 per share by July.

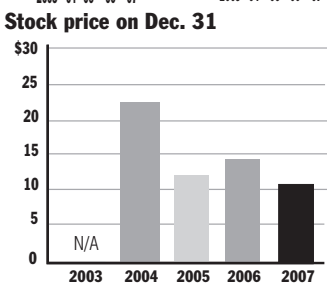
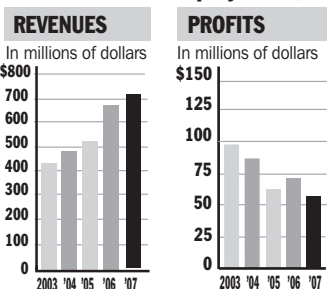
Then came tighter regulations in Oregon and Pennsylvania causing Advance America to close its locations in those states.

The closings were followed by a slew of lawsuits seeking class-action status in 14 states.

Earnings for the year were \$54 million, off by 22 percent. Stock ended the year trading at \$10.16 per share.



**Business:** Small-loan consumer finance  
**HQ:** Spartanburg  
**CEO:** Kenneth E. Compton  
**Employees:** 7,000



**THE SOUTH FINANCIAL GROUP**

Last year the parent of Carolina First bank suffered through the credit crunch, investors clamoring for a change in direction and a North Carolina land deal that soured.

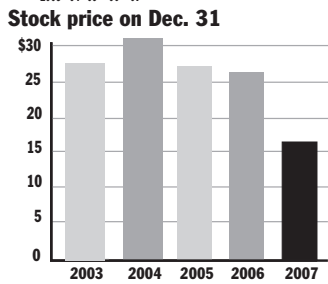
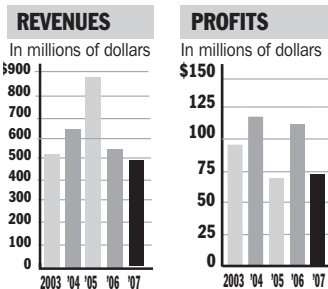
Company shares steadily declined all year, and the drop continued in 2008 as South Financial still struggled with credit problems — mostly in Florida.

South Financial posted a \$201 million loss during the first quarter, mostly because of Florida.

Company officials have shrugged off the call for change, saying they remain committed to expanding in Florida and holding steady in South Carolina. South Financial has unveiled a plan to raise up to \$400 million.



**Business:** Bank holding company  
**HQ:** Greenville  
**CEO:** Mack I. Whittle  
**Employees:** 2,474



**WORLD ACCEPTANCE CORP.**

Profit and revenue increased during 2007 as the small consumer-loan company continued expanding.

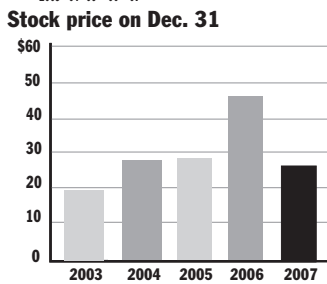
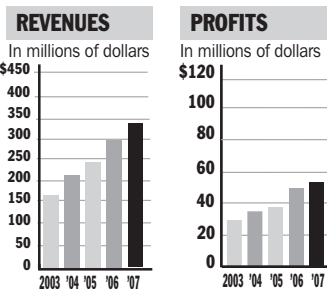
Earnings increased 11 percent to \$53 million during the year.

World Acceptance opened 95 new offices and bought 13 offices from competitors during the year, giving the company a total of 838 offices in 11 states and Mexico.

Plans for 2008 include more of the same, with 70 new offices slated to open in the U.S. and 25 planned to open in Mexico.



**Business:** Small-loan consumer finance  
**HQ:** Greenville  
**CEO:** A. Alexander McLean III  
**Employees:** 2,214



**HAMPSHIRE GROUP**

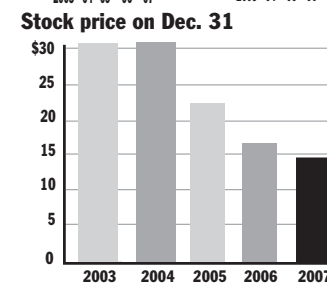
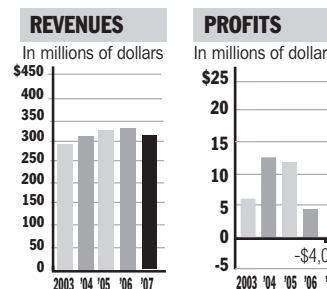
The sweater maker is still working on moving past its recent financial reporting problems — two years after firing former chief executive Ludwig Kuttner for mismanagement and misuse of expense accounts.

In 2007, Hampshire reported a slight loss of \$4,000, caused mostly by having to pay \$5.3 million in fees associated with the investigation of Kuttner and other related accounting issues.

During 2007, Hampshire licensed from third parties the Geoffrey Beene, Dockers, Levi's, and Joseph Abboud brands for specific products.



**Business:** Sweaters  
**HQ:** Anderson  
**CEO:** Michael S. Culang  
**Employees:** 420



**BLACKBAUD INC.**

The firm that creates fundraising software used by nonprofit organizations focused on growing its business in 2007.

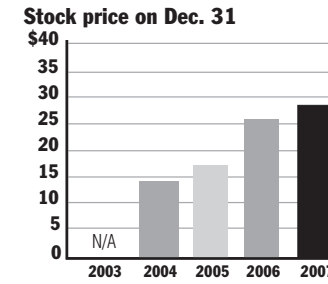
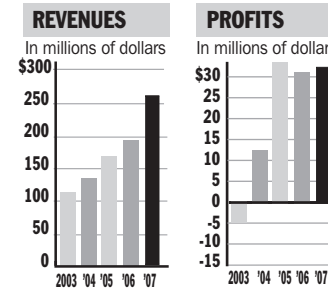
Blackbaud paid \$83.4 million to purchase a pair of nonprofit fundraising software firms, the Target Companies and eTapestry.com.

Blackbaud describes these as strategic purchases in that each firm adds expertise and opportunity to increase its market share.

Profits increased 4 percent to \$31.7 million and sales rose by 34 percent to \$257 million.



**Business:** Software for nonprofits  
**HQ:** Charleston  
**CEO:** Marc E. Chardon  
**Employees:** 1,655



**SYNALLOY CORP.**

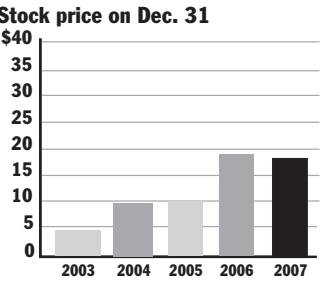
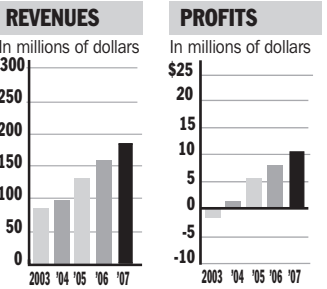
Earnings and sales increased in 2007, but the bulk of this increase occurred during the first nine months of the year.

Synalloy's fourth-quarter profit of \$1.1 million marked a 62 percent drop from the fourth quarter of 2006. Fourth-quarter sales dipped 4 percent to \$38.4 million from a year earlier.

The fourth-quarter drop was caused mostly by increased costs associated with the making of Synalloy's specialty chemical products. The company could not pass on these costs to its customers.



**Business:** Metals, chemicals  
**HQ:** Spartanburg  
**CEO:** Ronald H. Braam  
**Employees:** 482



**How the list was compiled**

The Palmetto Inc. was compiled from annual-report information filed by each company with the Securities and Exchange Commission. Rankings include companies reporting annual revenue of more than \$50 million in 2007.

**Goings**

The 2007 ranking does not include two companies that have made previous lists and probably would have appeared again in the latest rankings had their headquarters not left South Carolina:

**Bowater Inc.**, the Greenville paper company, merged with a Canadian business to form AbitibiBowater last year. The company now is based in Montreal.  
**Coastal Financial Corp.** of Myrtle Beach was bought last year by BB&T of Winston-Salem, N.C.



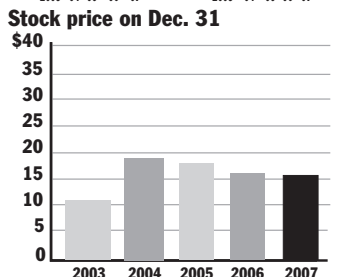
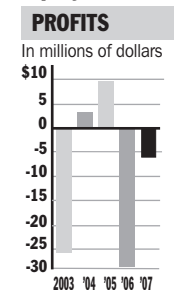
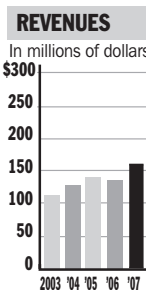
### 3D SYSTEMS INC.

Early in the year, the software and prototyping systems provider launched a new desktop version of its modeling software. Increased product offerings resulted in an increase in sales and a decrease in the annual loss to a loss of \$6.7 million from a loss of \$29 million in 2006.

The higher value of foreign currencies, compared to the dollar, also helped 3D's bottom line in 2007. In 2007, 3D spent \$14.4 million on research, and expects to spend about the same in 2008.



**Business:** Products used with 3D imaging equipment  
**HQ:** Rock Hill  
**CEO:** Abraham N. Reichental  
**Employees:** 332



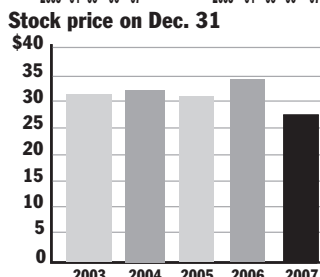
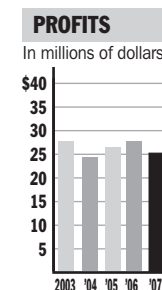
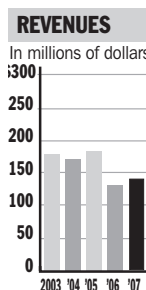
### FIRST FINANCIAL HOLDINGS INC.

The banking and insurance company reported revenues increased in 2007, but a tough interest rate environment and a weakening housing market did not help the company's profits.

Profits were further hurt by increased expenses from renovation of several locations of subsidiary First Federal Savings and Loan. Increased ATM fees added \$1.3 million to the bottom line, helping to dull the increased expenses. In 2008, First Financial expects the coastal housing market to remain weak.



**Business:** Thrift holding company  
**HQ:** Charleston  
**CEO:** A. Thomas Hood  
**Employees:** 873



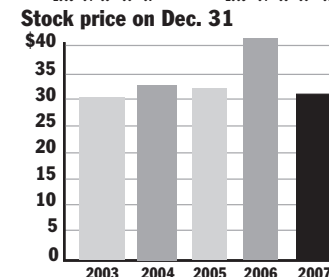
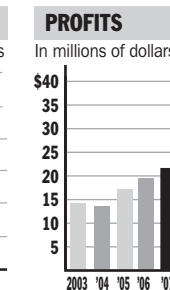
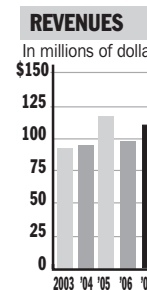
### SCBT FINANCIAL CORP.

The parent of South Carolina Bank and Trust expanded into North Carolina when it purchased The Scottish Bank, of Charlotte. The bank reported an increased loan volume, which helped both its profits and revenues increase in 2007.

But like most banks, SCBT also was hurt by a tough interest rate environment. SCBT, like many banks, lowered interest rates charged on loans quicker than it could lower interest rates it pays on savings, such as certificates of deposits.



**Business:** Bank holding company  
**HQ:** Columbia  
**CEO:** Robert Hill  
**Employees:** 701



### UCI MEDICAL AFFILIATES INC.

By opening six new centers in 2007, UCI Medical, which operates the Doctors Care urgent-care centers in South Carolina, treated more patients but also had to spend more money than a year ago.

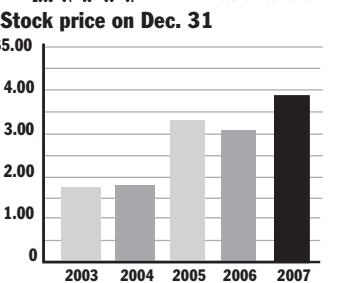
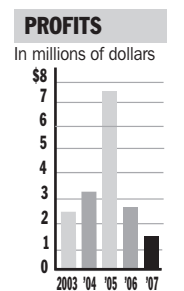
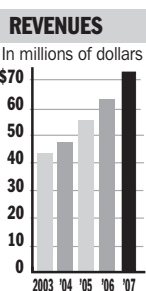
The expansion came at a cost, which is why the company reported an earnings decline of 47 percent to \$1.4 million in 2007.

Revenue, though, increased by 13 percent to \$71.9 million during the year.

In 2008, the company so far has not announced any more expansions.



**Business:** Medical center management  
**HQ:** Columbia  
**CEO:** D. Michael Stout, M.D.  
**Employees:** 913



### SPAN-AMERICA MEDICAL SYSTEMS

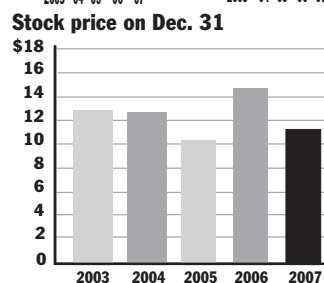
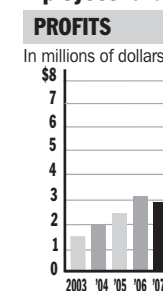
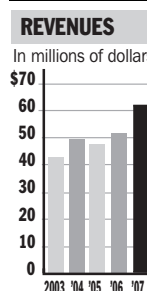
The Greenville maker of health care products worked in 2007 on focusing on its foam mattress overlays, seats and therapeutic support surfaces products.

In October, Span-America decided to exit the safety catheter business because it was losing money. The division lost \$4 million in 2007.

Meanwhile, sales of Span-America's other products — especially mattresses and support surfaces — helped the firm's revenues increase by 18 percent to \$60.7 million



**Business:** Therapeutic products  
**HQ:** Greenville  
**CEO:** James D. Ferguson  
**Employees:** 319



### MOVERS

## Force Protection up, banks down

The biggest mover in this year's rankings is Force Protection, which rose six places from last year to place sixth on the list.

Sales for the Ladson company's mine-resistant military vehicles more than tripled in 2007, but Force Protection is struggling this year as U.S. military contracts draw down.

The three consumer banks on the list all fell as the slumping real estate and credit markets hurt revenues.

The South Financial Group and SCBT Financial slid three places each to ninth and 16th, respectively. First Financial Holdings tumbled five places to 15th.

Hampshire Group returned to the rankings after being left off last year when earnings reports were delayed. Hampshire last ranked 13th in 2005.

S.C.'S PUBLICLY TRADED COMPANIES, RANKED BY 2007 REVENUE *In millions of dollars*

Rank	Corporation	'07 revenues	% change	'07 profit	% change	'07 stock price*	% change	Rank	Corporation	'07 revenues	% change	'07 profit	% change	'07 stock price*	% change
1	SCANA Corp.	\$4,621.0	1.30%	\$320.00	3.20%	\$42.15	3.80%	10	World Acceptance Corp.	\$346.0	18.40%	\$53.00	10.60%	\$26.98	-42.50%
2	Sonoco Products Co.	\$4,040.0	10.50%	\$214.20	9.80%	\$32.68	-14.10%	11	Hampshire Group Ltd.	\$310.8	-5.80%	\$0.00	N/A***	\$14.00	-15.50%
3	ScanSource Inc.	\$1,776.3	6.60%	\$42.60	6.30%	\$32.35	6.40%	12	Blackbaud Inc.	\$257.0	33.90%	\$31.70	4.00%	\$28.04	7.80%
4	AVX Corp.	\$1,619.3	8.10%	\$149.50	-2.90%	\$13.42	-9.30%	13	Synalloy Corp.	\$178.3	17.30%	\$10.10	33.10%	\$17.19	-7.30%
5	Denny's Corp.	\$939.4	-5.50%	\$34.70	14.40%	\$3.75	-20.40%	14	3D Systems Inc.	\$156.5	16.10%	(\$6.70)	77%	\$15.44	-3.30%
6	Force Protection Inc.**	\$875.0	346%	N/A	N/A	\$4.68	-73.10%	15	First Financial Holdings Inc.	\$138.1	3.10%	\$25.10	-9.30%	\$27.42	-20.20%
7	Kemet Corp.	\$850.1	29.10%	(\$17.80)	N/A***	\$6.63	-9.20%	16	SCBT Financial Corp.	\$110.4	10.80%	\$21.60	8.90%	\$31.67	-24.10%
8	Advance America, Cash Advance Centers Inc.	\$709.6	5.50%	\$54.40	-22.50%	\$10.16	-30.60%	17	UCI Medical Affiliates Inc.	\$71.9	12.90%	\$1.40	-46.70%	\$3.80	25.00%
9	The South Financial Group	\$496.1	-7.00%	\$73.30	-35.10%	\$15.63	-41.20%	18	Span-America Medical Systems Inc.	\$60.7	17.70%	\$2.90	-5.90%	\$11.31	-22.50%

Notes: Percentage changes are versus 2006; \*Stock price as of Dec. 31, 2007; \*\*Force Protection has delayed disclosing some of its 2007 results because of accounting issues. Revenue data is not final but is what company leaders have said they anticipate, according to regulatory filings. \*\*\*-Losses after profit  
SOURCE: Proxy statements filed with the U.S. Securities and Exchange Commission



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Who's moving up, changing jobs, winning awards

## ACCOUNTING

**R. Jason Caskey**, a shareholder and CPA in Elliott Davis' Columbia office, has received "Distinguished Young Alumnus" award from USC's Moore School of Business.

**Carol T. Hand**, of Kirkland, Thomas, Watson & Dyches, has become a certified forensic accountant.

**Cheryl R. Holland**, owner of Abacus Planning Group, has been recognized by Wealth Manager Magazine as one of the 50 Distinguished Women in Wealth Management.

**Michael J. Targia**, of Kirkland, Thomas, Watson & Dyches, has become a certified forensic accountant.

## ADVERTISING, MARKETING & PUBLIC RELATIONS

**George Fulton**, an advertising photographer, has been awarded the Leadership Award by the International Photography Council, a multinational organization of the United Nations.

**Grant Hughes** has joined Carter-Todd & Associates as senior art director.

## ARCHITECTURE

**Leslie T. Harris** has joined Quackembush Architects + Planners.

## BANKING & FINANCE

**Ishai Hilliard-Jefferson** has been named banking officer and retail sales manager for First Citizens.

**Nancy Hutto** has joined Southern First as vice president, client officer, in Lexington.

**David Keeling** has joined First Citizens as senior vice president and director of mortgage.

**Jenny Scott** has been named vice president and audit manager for First Citizens.

**Myron Watterson** has been named vice president and systems product analyst for First Citizens.

## ACHIEVEMENTS

**The Boudreaux Group** has received a merit award for exceptional skill and creativity in designing with brick. The brick design award, presented by The Brick Industry, Southeast Region, was given to the architectural firm for its work on the Charles R. Drew Wellness Center in Columbia.

**Michelle V. Sanders** has joined the Columbia branch of SunTrust Mortgage as a mortgage loan consultant.

**Richard Spencer** has joined the National Bank of South Carolina as commercial risk manager for the Central Region.

## GENERAL BUSINESS

**Smith Richardson** has joined Gallman Personnel Services as a business developer.

**Sharon Sherbourne**, vice president of human resources for Spirax Sarco, has been named the 2008 Human Resources Professional of the Year for the state.

The following Midlands members of the S.C. Chapter of the International Association of Workforce Professionals have been recognized: **Lorraine Faulds** received the Individual Specialized Customer Service Award; **Charlie Davis** received the Individual Employee Performance Award; **Chena Melvin** received the Individual Services to Veterans Award; and **Richard Cheatham** received the Individual Unemployment Insurance Award of Excellence.

## GOVERNMENT

**Michael J. O'Donnell**, executive director of the S.C. Division of Aeronautics, has been named director of the Federal Aviation Administration National Office of Airport

**Central Carolina Chapter of the Association Fundraising Professionals** has been designated a 2007 Ten Star Chapter by the Association of Fundraising Professionals.

**Specialty Concrete Products Inc.** of West Columbia has been honored for the 2007 Concrete Project of the Year by Concrete

Safety and Compliance in Washington, D.C.

**Roy Tucker Jr.** has been named deputy director of programs for the South Carolina State Housing Finance and Development Authority.

## HEALTH CARE

**Dr. Donald M. Millus** has joined Providence Northeast Family Care at Lake Carolina.

The following Sisters of Charity Providence Hospitals nurses have received the Palmetto Gold award from the South Carolina Nurses Foundation: **Virginia Ard**, **Stephanie Baker**, **Karen Buchanan**, **Kara Jones-Schubart**, **Katherine Miller**, **Elizabeth Myslinski** and **Jodi Shelton**.

**Christopher L. Howe** of PHT Services has earned the Certified Professional in Healthcare Risk Management certification.

**Kandy Horton** and **Renee Martin** have joined Harmony Care Hospice as community relations coordinators for the Midlands.

## INSURANCE

**John Mark Scott**, of LTC Benefits, has received the 2008 National LTCi Sales Achievement Award from the American Association for Long-Term Care Insurance.

The following employees of The Cason Group have received new

Construction magazine, for the work the company did on the Venetian Macau Casino in China.

**The Katie and Irwin Kahn Jewish Community Center, CarMax, Cartridge World of the Midlands, Keep the Midlands Beautiful, and PBR** of Columbia have been named Green Business Members by the city of Columbia.

designations: **Chris Hair**, registered health underwriter; **Louie L. Cason Jr.**, registered employee benefits consultant; **Gabe Ricks**, registered employee benefits consultant; **William Cason**, chartered life underwriter; **Emily Edgren**, managed health care professional; **Adryan Stewart**, managed health care professional; and **Josh Parks**, disability health care professional.

The following Midlands residents have been selected for The Cason Group's 2008 President's Council: **Robbie Bowers**, **Eric Elkins**, **Sam Elkins**, **David Finley**, **Creighton Forrest**, **Bill Healy**, **Katy Kingsmore**, **John Lenti**, **Kathy Perkins**, **Laurel Suggs**, **Debbie Walker** and **Don Ward**.

## LAW

**William C. Boyd**, a shareholder of Haynsworth Sinkler Boyd, has been selected Ambassador of the Year by the Greater Columbia Chamber of Commerce.

**Kris Cato**, of McAngus Goudelock & Courie, has become a certified mediator.

**Gray T. Culbreath**, of Collins & Lacy, has been selected for the 2008 South Carolina Super Lawyers list.

**Jack D. Griffeth** of Collins & Lacy, has been selected for the 2008 South Carolina Super Lawyers list.

**Stephen F. McKinney**, a shareholder of Haynsworth Sinkler Boyd, has been elected chairman

of the Drug, Device and Biotechnology Committee of the International Association of Defense Counsel.

**Steven T. Moon**, of Haynsworth Sinkler Boyd, has been appointed to the S.C. Commission on Continuing Legal Education and Specialization.

The following lawyers at McNair Law Firm in Columbia have been selected for the 2008 South Carolina Super Lawyers list: **Michael M. Beal**, **John W. Currie**, **M. Craig Garner Jr.**, **Celeste T. Jones** and **Richard J. Morgan**.

The following lawyers at Nelson Mullins Riley & Scarborough in Columbia have been selected for the 2008 South Carolina Super Lawyers list: **Stuart Andrews**, **Linda Barr**, **Mitch Brown**, **George Cauthen**, **David Dukes**, **Carl Epps**, **Kevin Hall**, **Sue Erwin Harper**, **William Hubbard**, **Keith Hutto**, **Frank Knowlton**, **John Moore**, **Steve Morrison**, **Ed Mullins**, **Bruce Shaw**, **Rush Smith**, **Joel Smith** and **David Traylor**.

The following lawyers at Turner Padget Graham & Laney have been selected for the 2008 South Carolina Super Lawyers list: **John E. Cuttino**, **Curtis L. Ott**, **Thomas C. Salane** and **Franklin G. Shuler Jr.**

**Bruce Shaw**, a partner of Nelson Mullins Riley & Scarborough, has been selected to a third term on the International Academy of Trial Lawyers' board of directors and to a second term on the academy's budget and finance committee.

**Carl Solomon**, of Gergel, Nickles and Solomon, has been chosen as the 2008-2009 secretary of the South Carolina Bar.

**Jane Todd**, an administrative manager at Nelson Mullins Riley & Scarborough, has received the Association of Legal Administrators' Quest Award.

**Trey Turner**, an associate attorney with Haynsworth Sinkler Boyd, has been elected chairman of the American Bar Association, Products, Liability, General Liability and Consumer Law Committee.

SEE PEOPLE PAGE 13

onthe web

Log on to [thestate.com](http://thestate.com) and click on People & Promotions under the Business column for the latest comings and goings.

## COMMERCIAL PROPERTY TRANSFERS Transfers from April 16 to May 15. Price is value listed on deeds.

### RICHLAND COUNTY

**333 Algrave Way**, Columbia, from C & C Builders of Columbia, Inc. to Brazell Family LLC, \$134,000

**905 Bluff Road**, Columbia, from Nikolaus A. Reh to Hotshot Holdings Inc., \$103,000

**5 Lots on Chandler Hall**, Columbia, from Chandler Hall Developers LLC to Hurricane Construction Inc., \$132,500

**East Side of Cort Road**, Columbia, from Wateree Plaza, Limited Partnership to Mainline Realty, LLC, \$1,050,000

**15 Gibbes Court**, Columbia 29201, from Scott D. Miller to Dr. and Mrs. Julius H. Taylor House, LLC \$764,750,

**4520 Hard Scrabble Road**, Columbia, from Hard Scrabble Road Associates LLC to HR Developers,

LLC, \$1,300,000

**1517 Hampton St.**, Columbia, from W3PM Partners to CRC & M Properties LLC, \$1,300,000

**348 Keystone Drive**, Hopkins, from C & C Builders of Columbia Inc. to Brazell Family LLC, \$132,000

**Property on west side of Longgreen Parkway**, Columbia, from Longtown South LLC to Capitol City Homes Inc., \$156,000

**700 Rabon Road**, Columbia, from James G. and Theresa J. Moore to Shermer and Sheftall LLC, \$708,000

**3100 Two Notch Road**, Columbia, from SevEquity LLC to TY Investments LLC, \$400,000

**9001 Two Notch Road**, Columbia, from George Fotinos LLC to NSP-Two Notch LLC, \$3,200,000

### LEXINGTON COUNTY

**1050 Center St.**, West Columbia, from GSM Properties, LLC to PPI Holding Company, LLC \$200,000

**485 Chapin Road**, Chapin, from John Scheper to Melanie Drive LLC, \$190,000

**3020 Charleston Highway**, West Columbia, from Omega Realty and Development LLC to Bhavani Properties LLC, \$2,325,000

**Lots 38 and 40 Kingston Harbour**, Lexington, from Kingston Harbour, LLC to KSD, Inc., \$383,840

**Lot 50 Kingston Harbour**, Lexington, from Kingston Harbour, LLC to Baw Exchange, LLC, \$336,720

**170 Newland Road**, Columbia, from Church of the Harvest SC to Augustus M. Mallios, \$400,000

**Multiple lots in Night Harbour subdivision**, Chapin, from NH Properties, LLC to The Landings LLC, \$1,050,000

**130 Sandlapper Way Unit B**, Lexington, from Hammock Bay, LLC to Schwab Enterprises, Inc., \$206,250

**3995 Southeastern Way**, West Columbia, from CMW Partnership to K Brothers Corp., \$1,260,000

### KERSHAW COUNTY

**50 Baldwin Road**, Elgin, from Malard Developers LLC to Sandhills Medical Foundation, Inc., \$110,000

**154 Battleship Road**, Camden, from Premier Properties of SC LLC to SC Springdale II LLC, \$100,000

**37 East DeKalb St.**, Camden, from Zavakos Enterprises South Carolina LLC to Kershaw County Medical Center, \$375,000

**51 East DeKalb St.**, Camden, from Savannah Construction Services LLC to Kershaw County Medical Center, \$585,000

**1223 Franklin St.**, Columbia, from Richard T. and Shirley Sanders to Sunrise Mobil LLC, \$100,000

**1304 Kaybee Court**, Camden, from Estate of Tressie M. Kyzer to The First Baptist Church of Camden, SC, \$262,000

**1107 Lyttleton St.**, Camden, from Myrtle S. Thompson, Trustee to First Citizens Bank and Trust, \$900,000

**1315 Roberts St.**, Camden, from Alfred L. Saad III to Kershaw County Medical Center, \$715,000

**594 Southgate Drive**, Camden, from Blair F. and Kimberly J. Baldwin to Cartus Financial Corp., \$310,000

## PEOPLE

FROM PAGE 12

**Ginny Nissen Waller** has been named Young Lawyer of the Year by the South Carolina Bar Young Lawyers Division.

**George Wolfe**, a partner at Nelson Mullins Riley & Scarborough, has been selected for the South Carolina Economic Developers' Association board of directors.

## REAL ESTATE

**Neal Bowers, Mike Edwards, Alan Moyd, Ted Pitts** and **Seth Rogers** are new shareholders of Wilson Kibler.

**Evelyn Gibson** and **Renay Stewart** have joined EXIT Real Estate Consultants in the Lexington office.

**Bill Oliver**, owner of Crescent Moon Mortgage, has been designated Certified Mortgage Planning Specialist.

**Seth Rogers**, a real estate services adviser with Grubb & Ellis-Wilson

Kibler, has been designated a certified commercial investment member by the CCIM Institute.

Send people items to: *Business News, The State, P.O. Box 1333, Columbia, SC 29202. Fax: (803) 771-8480.*

Pasted into an e-mail: *biznews@thestate.com. Please do not send attachments. Deadline is noon on the 15th of each month.*



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# Body language can speak louder than words

Here's a look at what a few specific gestures can reveal, according to anthropologist David Givens, author of "The Nonverbal Dictionary of Gestures, Signs and Body Language Cues."

**Hands: The most expressive body parts**

- Palms down: Confidence, assertiveness, dominance.
- Palms up: Vulnerability, nonaggression, congeniality, humility, uncertainty.
- Vise-strength handshake: More common in the United States; goes over poorly in some cultures.
- Fingertip handshake: Hands not locked

"web to web." Shows less emotional connection.

**Shoulders: Flexible and expressive**

- Shrugging: Indicates self-doubt and uncertainty. Clothing can disguise upper trapezius "shrug" muscle at top of shoulders.
- Shoulder pads: Showcase the upper body, implying power.
- Jackets: The "Dynasty" look for women is gone, but jackets with squared shoulders and lapels make the upper body look bigger. Hemline at fingertip level also enlarges the upper body.

**Lips: The most emotional body part**

- Lip compression: Indicates even slight resistance, negative feelings or stress. Exhibited by former New York Gov. Eliot Spitzer when he announced his resignation after he was accused of being involved with prostitutes.
- Slight drooping: May be the first sign of unvoiced grief, sadness or disappointment.
- Pursing: Says "I disagree." If the pursing becomes "the tightly screwed-out lips of the pig snout," disagreement is intensified.

**Eyes: They reveal how we feel about and relate to people**

- Eye contact: Looking directly into eyes causes heart rate and blood pressure to rise. Can be regulated by maintaining gaze intermittently, often for three seconds or less before glancing away. Even babies do this.
- Cultural variations: Japanese listeners often focus on speaker's neck to avoid eye contact; U.S. listeners focus on eyes.
- Effects of Botox: Paralyzes muscles; can erase subtle expressions around eyes.

— Newhouse News Service

## Workaholics work more as economy sinks

For workaholics, the threat of job cuts amid a shaky economy sends a message: Work harder.

As more companies downsize, about a million people obsessed with work are now driven by fear they'll lose their jobs if they are unable to prove they are a valuable asset, said John Liptak, author of the "Career Quizzes."

"The trend is to purchase and consume too much, and to work harder in order to keep that lifestyle," he said. "It becomes a vicious cycle and affects their stress level, their family, their health and even their ability to function at their job."

Liptak offered these tips:

- Make time for relationships with friends and family. Try scheduling dates in a calendar or planner to spend time with people until it becomes a permanent part of the day.
- Take time alone to reflect, recharge or meditate.
- Schedule small breaks, even if you feel that you don't need them. Setting small time slots can help maximize creativity, motivation and energy.
- Exercise. Working out can be an excellent stress-reliever.
- Take vacations, even if it just means lying in a hammock in your back yard.

— The Associated Press

## YOU SWEAR? YOU STEAL? YOU'RE FIRED!

Beware bad-mannered workers: Most of the 2,000 executives polled by job search site TheLadders.com said they would like to fire people for poor office etiquette. So think twice next time you go trolling for lunch in the office fridge:

**70%** Of executives would fire an employee for bad office manners

**82.4%** Have given an official warning for etiquette offenses — such as personal calls, loud talking or revealing clothing.

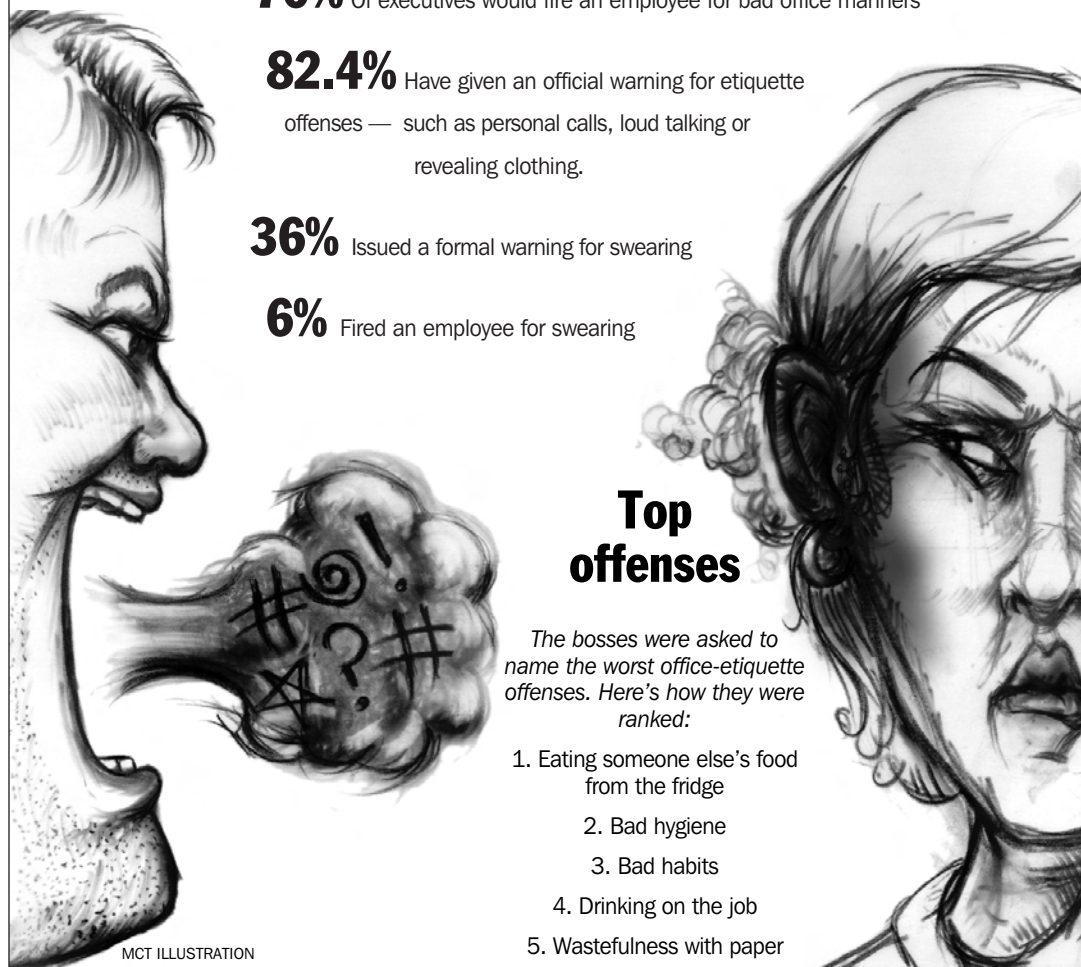
**36%** Issued a formal warning for swearing

**6%** Fired an employee for swearing

### Top offenses

The bosses were asked to name the worst office-etiquette offenses. Here's how they were ranked:

1. Eating someone else's food from the fridge
2. Bad hygiene
3. Bad habits
4. Drinking on the job
5. Wastefulness with paper



MCT ILLUSTRATION

## Are you a self-talker at work?

When a voice rises from a nearby cubicle, a better question than "You talking to me?" may be "You talking to you?"

Self-talking starts early, beginning as crib speech for the fun of it and becoming toddlers' repetition of rules they're learning to live by, researchers say.

In your cubicle-bound life, researchers say as many as 96 percent of people talk to themselves aloud. Deaf people have been observed signing to themselves while answering test questions.

It's believed that people primarily blather to themselves when alone so as not to appear nuts.

The irony is that self-chatter, like sharp objects, is both most suited and least suited to the workplace.

Among the things it's useful for is what's called self-regulation: goal-setting, problem-solving, decision-making and planning.

These conversations with one's self tend to increase, research shows, with the complexity of tasks and when someone's having a bad day.

The downside: It can very much be disruptive.

— The Wall Street Journal

A calendar of where you can meet, network, learn

**EVENTS**

**THE PLACE OF HYDROGEN IN OUR ENERGY FUTURE:** 6:30 p.m. Wednesday, USC College of Engineering & Computing, Swearingen building, 301 South Main St.; Chris Toumey, (803) 777-2221, toumey@sc.edu.

**ASSOCIATIONS**

**ASSOCIATION OF FUNDRAISING PROFESSIONALS CENTRAL CAROLINA CHAPTER:** Noon, third Thursdays, Capital City Club, 1201 Main St.; emmamyers2@juno.com, afpcsc.org

**ASSOCIATION OF GOVERNMENT ACCOUNTANTS:** 12:30-2 p.m., first Wednesdays, S.C. Department of Public Safety, 10311 Wilson Blvd., Blythewood; Lisa Park Smith, (803) 2533505, ext. 14, lisa.smith@oig.hhs.gov, columbia.aga.com

**COLUMBIA ASSOCIATION OF HEALTH UNDERWRITERS:** 8-10 a.m., third Thursdays, the Palmetto Club; Greg Sasine, (803) 772-3122; gsasine@dgilston.com.

**COLUMBIA ASSOCIATION OF INSURANCE PROFESSIONALS:** 12:15 p.m., third Tuesdays, Shoney's, 600 Bush River Road, \$15; Geraldine Trapp (803) 213-3638

**INSURANCE PROFESSIONALS OF THE MIDLANDS:** 6 p.m., fourth Mondays, Lizard's Thicket, 7620 Two Notch Road; Deborah Burrows, (803) 454-2510

**INTERNATIONAL ASSOCIATION OF ADMINISTRATIVE PROFESSIONALS:** 6 p.m., fourth Tuesdays, Columbia Museum of Art boardroom, Main and Hampton streets; Teri Keener Seybt, (803) 343-2218, teri@columbiamuseum.org

**INTERNATIONAL ASSOCIATION OF BUSINESS COMMUNICATORS, S.C. CHAPTER:** Noon, first Tuesdays, The Summit Club, 1301 Gervais St.; Mike Sponhour, msponhour@gmail.com

**PROFESSIONAL CONSTRUCTION ESTIMATORS ASSOCIATION OF AMERICA:** 6:30 p.m. June 12, Clarion Hotel Downtown Columbia, 1615 Gervais St.; Reggie Nicholas, (803) 799-8100, Ext. 105, rnicholas@mccroryconstruction.com.

**PROJECT MANAGEMENT INSTITUTE, S.C. MIDLANDS CHAPTER:** Noon, third Mondays, Midlands Technical College Northeast Campus; Jim Mills, jimdmills@bell-south.net

**SCORE ASSOCIATION:** Free

small-business counseling and low-cost workshops by appointment; John LaFond (803) 765-5131, www.scoremidlands.org

**CLUBS**

*Note: Some clubs might limit participation to one person per business category. Call in advance.*

**AMERICAN SOCIETY OF CIVIL ENGINEERS:** 6:30 p.m., second Thursdays, USC College of Engineering, 300 Main St., Room B201; Charlene M. Cassidy, (803) 227-3474, cassidy@pbworld.com

**BUSINESS ASSOCIATION OF COLUMBIA:** 7:30 a.m. Wednesdays, Summit Club, 1301 Gervais St.; Ken Connor, (803) 256-2354, kconnor@suitable-u.com

**BUSINESS DEVELOPMENT CLUB, GATEWAY DOWNTOWN CHAPTER:** 6:45 a.m. Tuesdays, Summit Club, 1301 Gervais St.; scbdc.com

**BUSINESS DEVELOPMENT CLUB, IRMO/ST. ANDREWS CHAPTER:** 6:45 a.m. Wednesdays, The Courtyard Marriott, 347 Zimacrest Drive; scbdc.com

**BUSINESS DEVELOPMENT CLUB, LEXINGTON CHAPTER:** 6:45 a.m. Thursdays, O'Charleys, 5595 Sunset Blvd.; scbdc.com

**BUSINESS DEVELOPMENT CLUB, VISTA DOWNTOWN:** 6:45 a.m. Thursdays, Summit Club, 1301 Gervais St.; scbdc.com

**BUSINESS NETWORK INTERNATIONAL, BUSINESS BUILDERS CHAPTER:** 7 a.m. Tuesdays, Lizard's Thicket, 402 Beltline Blvd.; David Maslow, (803) 798-5796, ext. 122

**BUSINESS NETWORK INTERNATIONAL, CAPITAL CITY CHAPTER:** 11:30 a.m. Wednesdays, Summit Club, 1301 Gervais St.; Petie Bradley, (803) 315-8857

**BUSINESS NETWORK INTERNATIONAL, MIDLANDS CHAPTER:** Noon Wednesdays, Shoney's, 239 Harbison Blvd.; Jason Strickland, (803) 996-2174

**BUSINESS NETWORK INTERNATIONAL, SPRING VALLEY CHAPTER:** 7 a.m. Wednesdays, Lizard's Thicket, 10170 Two Notch Road; Novella Taylor, (803) 699-2262

**BUSINESS NETWORK INTERNATIONAL, PALMETTO CHAPTER:** Noon Thursdays, Shoney's, 239 Harbison Blvd.; John Griggs, (803) 732-0104

**CAPITOL CITY SALES EXCHANGE:** 11:30 a.m. Wednesdays,

Carolina Wings, 600 Gervais St.; Tom Hooker, (803) 960-2800

**COLUMBIA EXECUTIVE'S RESOURCE NETWORK:** 11:30 a.m., Tuesdays, MacDougall's Restaurant & Bar, 902 Gervais St., F; Pete Chrobak (803) 920-7053, CERN-Columbia@gmail.com

**COLUMBIA JAYCEES:** 7 p.m., first Mondays, Garden Bistro, 933 Gervais St. (Park St. entrance); Janice Muldrow, (803) 254-7200, columbiajaycees@yahoo.com

**COLUMBIA SALES EXCHANGE:** 11:30 a.m. Thursdays, D's, 806 St. Andrews Road; Bill Beckwith, (803) 513-4921; Columbia SalesExchange.com

**COLUMBIA SERTOMA CLUB:** 12:30-1:30 p.m. June 9 and June 23, Seawells, 1125 Rosewood Drive; (803) 606-9632, ctat@bell-south.net

**COLUMBIA TIP CLUB:** 7:30 a.m. Wednesdays, Capital City Club, 1201 Main St.; Joe Kennedy, (803) 772-9255

**LEXINGTON BUSINESS ASSOCIATION:** Noon Tuesdays, Gilligan's, 940 N. Lake Drive; Greg Weber, (803) 467-2444

**LEXINGTON NETWORKING PROFESSIONALS:** 12:45 p.m., second and fourth Tuesdays, Lexington Chamber of Commerce, 321 S. Lake Drive; Lori Harmon, (803) 359-9162

**MIDLANDS ENTREPRENEURS CLUB:** 11:30 a.m., second Tuesdays, Tronco's, 1200 Rosewood Drive; Brad Zaba, www.midland-sclub.com, (803) 530-8532

**THE NETWORK QUEEN TEAM REAL ESTATE INVESTING MEETUP:** 6 p.m. Wednesdays, 1000-C St. Andrews Road; Donna Kocurek, (803) 322-7060, donna@networkqueen.biz

**NORTHEAST BUSINESS NETWORK:** 7 a.m. Thursdays, Lizard's Thicket, 10170 Two Notch Road; Joe Brunetto, (803) 699-3007

**PALMETTO SALES NETWORK:** 11:30 a.m. second and fourth Wednesdays, Wild Hare, 902 B Gervais St.; Dottie Moretz, (803) 917-1344, palmettosalesnetwork@gmail.com

**PROFESSIONAL CONSTRUCTION ESTIMATORS ASSOCIATION OF AMERICA:** 6 p.m., second Thursdays, Clarion Townhouse, 1615 Gervais St.; Reggie Nicholas, rnicholas@mccroryconstruction.com

**RICHLAND SALES CLUB:** 8 a.m. Thursdays, Shoney's, 600 Bush River Road; Neal Sutker, (803) 261-2025; Lee Wells, (803) 750-5502

**THE-RESOURCE-GROUP.NET:**

Noon Mondays, Doc's Gumbo Grille, 1115 Assembly St.; Rick Keasler, (803) 609-1636, carolinaresources.com

**S.C. MIDLANDS CHAPTER OF THE PUBLIC RELATIONS SOCIETY OF AMERICA:** Second Tuesdays, Capital City Club, 1201 Main St.; www.scprsa.org; Ashley Sherry, ashley.sherry@firstcitizenonline.com

**S.C. SOCIETY OF PROFESSIONAL ENGINEERS:** 6 p.m., first Mondays, Palmetto Club, 1231 Sumter St.; Chris Lowe, (803) 518-4946

**SOUTHEAST NETWORKING GROUP:** 11:30 a.m., starting Feb. 6 and alternating Tuesdays, Eric's San Jose, 6118 Garners Ferry Road; Nancy Galloway, (803) 695-5003

**SOUTHERN NETWORK:** 11:30 a.m. Mondays, Shoney's, 600 Bush River Road; Dot Smith, (803) 665-1700

**WADE HAMPTON SERTOMA CLUB:** 6:30-8 p.m. June 3 and June 17, Eric's San Jose, 6118 Garners Ferry Road; (803) 606-9632, ctat@bellsouth.net

**SEMINARS**

**CAPITOL CITY REAL ESTATE INVESTORS:** Monthly seminar; 6:30 p.m., second Thursdays, Saluda Shoals Park, The River Center; Jonathan Patton to speak on negotiation techniques; Janice Lane,

(803) 206-1935, screi.com  
**NORTHEAST IDENTITY THEFT SEMINAR:** 11:45 a.m.-1 p.m., Thursdays; Zorba's Restaurant, 10056 Two Notch Road; Sarah Washington, (803) 622-5334

**LEADERSHIP AND MANAGEMENT SKILLS:** USC Small Business Development Center, 9 a.m.-noon, June 17; Room 856, Moore School of Business, 1705 College St.; \$35 online registration, \$40 at the door; www.uscbiz.net

**ENTREPRENEUR (BUSINESS STARTUP) INFORMATION SESSION:** USC Small Business Development Center, 12:30-3 p.m., June 25; Room 856, Moore School of Business, 1705 College St.; \$30 online registration, \$35 at the door; www.uscbiz.net

**WORKSHOPS**

**"CREATING A CULTURE OF PERSONAL ACCOUNTABILITY":** Human Resource Dynamics, 11 a.m.-1 p.m. June 17; Suggs & Kelly Law Center Executive Board Room, 500 Taylor St.; \$39.95 registration required. info@humanresourcedynamics.com, (803) 748-1120.

*Send calendar items to: Business News, The State, P.O. Box 1333, Columbia, SC 29202. Fax: (803) 771-8480. Email: biznews@thestate.com. Deadline is noon on the 15th of each month for publication in the following month's cbj.*

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