

Client Tell

Blackburn, Childers, and Steagall, PLC
Certified Public Accountants and Consultants

www.BCScpa.com

Greeneville Special Edition



BCS Relocates to New Greeneville Office

Blackburn, Childers & Steagall, CPAs is commemorating building our new office located at 550 Tusculum Blvd. with a special edition newsletter. Inside this issue you will find comments from and stories about a few of our clients and some information about BCS, including our Greeneville roots. We are proud to be a part of the Greeneville community!

Come grow with us



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BUSINESS TN MAGAZINE SELECTS BCS AS HOT 100 COMPANY



BCS has been selected for the second year in a row as a Hot 100 Company in the state of Tennessee. The Hot 100 is Business TN magazine's annual look at Tennessee companies on a roll. BCS was one of only two Upper East Tennessee companies chosen for the list.

The list is comprised of Tennessee companies that are fast-growing, emerging and brimming with

promise and is perhaps best described as a list of "companies to watch." According to Business TN magazine, these companies "...represent some of the best Tennessee has to offer in terms of entrepreneurial vision and growth." They "...are enriching our local and regional economies, providing jobs and fueling the Volunteer State's entrepreneurial culture. These businesses speak volumes about the value of free enterprise -- especially amid today's challenging economic times." View article at: <http://businesstn.com>.

Our Greene County Roots

Blackburn, Childers & Steagall, CPAs has been practicing in the field of accounting since 1961. We've had many Greeneville clients and relationships throughout the years but did not have a physical presence until 2002, when we merged with Tipton & Shepherd and moved into their existing location at 1140 Tusculum Blvd.

Joe Blackburn, Carl Childers and Charles Steagall (BCS) worked with Leroy Tipton throughout their many years in their respective practices, so when Leroy Tipton decided it was time to retire after 52 years he contacted BCS about buying out his firm. The transaction occurred in January of 2002 when Tipton & Shepherd Bookkeeping and Tax Service officially became a part of Blackburn, Childers & Steagall, PLC. Faye Shepherd continued to work at BCS until her retirement on January 31, 2008.

BCS's expansion into Greeneville was mandated by the growth of clientele in the area and Mr. Tipton's retirement. Dennis Rasnake, CPA became the manager of the new office. Tommy Greer, Managing Partner of BCS, and Dennis worked together at Peat-Marwick's Greeneville office in the 80's. During this time, they worked on the Town of Greeneville audit together, among other jobs, and established a professional relationship. When it came time to find someone to manage the Greeneville office, Greer immediately thought of Rasnake.

Dennis continues to manage the office in our new location at 550 Tusculum Boulevard along with Greeneville office staff members: Jenny Bowman, Accountant, and Lindsey Rollins, Administrative Assistant.



Dennis Rasnake, Faye Shepherd and Leroy Tipton pictured during merger in 2002.



Tommy Greer and Dennis Rasnake enjoying lunch at The Bean Barn.



Carl Childers, Joe Blackburn and Charles Steagall pictured at BCS's 35th Anniversary celebration in 1996.

ATCHLEY DRUG CENTER

"BCS has always done an exceptional job with our account. Dennis and Jenny have always been there when we needed them, especially in meeting deadlines for taxes, etc. The service we get from BCS is great! We are treated as a business, but foremost as friends."

-Bobby Gregg, President, Atchley Drug Center



Bobby Gregg (left) and Tommy Gregg (right) Atchley Drug Center

"We have full confidence in our local BCS staff in their technical performance and possessing the expertise much needed in today's busy and ever-changing business world. No question that BCS is the "Best of the Best" and is more than willing to assist in our personal as well as our business transactions and reporting tasks."

-Tommy Gregg, Manager, Atchley Drug Center

Tusculum College



Tusculum College's relationship with Blackburn, Childers & Steagall is a true partnership. We think of them as part of our team, and appreciate that they are there when we need them and have been since 2005. The level of expertise they offer gives us confidence that the information and counsel they provide is a solid base from which we continue to build.

- Stephen J. Gehret, Vice President and Chief Financial Officer,
Tusculum College

Founded in 1794, Tusculum College is the oldest college in Tennessee, the twenty-eighth oldest college in the nation, and the oldest coeducational institution affiliated with the Presbyterian Church (USA). The wooded 140-acre Tusculum College campus has eight buildings and the Tusculum Arch (pictured right) which are listed on the National Register of Historic Places.

BCS is proud to provide audit and consulting services to Tusculum College.



Niswonger Performing Arts Center



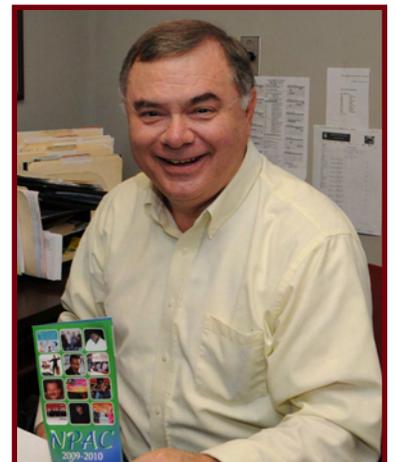
BCS is pleased to provide audit services to NPAC.

The accounting firm of Blackburn, Childers & Steagall of Greeneville has been very professional in working with us at the Niswonger Performing Arts Center. Due to the nature of our complex business, their expertise has been invaluable.

-Darrell Bryan, Executive Director,
Niswonger Performing Arts Center

NPAC is a performing arts facility that offers the people of Greeneville and the surrounding areas access to professional entertainment. It also serves as the performance area for the Greeneville City and Greene County Schools.

More than 50,000 people annually attend NPAC. Executive Director Darrell Bryan promises a variety of entertainment, with an assortment of shows each year. NPAC has become an entertainment center for the entire region and an economic boost for Greene County.



Maynard Johnson: A Farmer's Philosophy

"The only thing permanent...is change itself."



I had the pleasure of meeting Maynard Johnson during the harvest. He was farming a large corn field after a big rain and needless to say, there was lots of mud involved. He was kind enough to take time out of his day to talk with me and we discussed everything from business structure to children.

A Way of Life

Maynard is a lifelong resident of Greene County. After the Korean War, he returned to Greene County with ambitions of becoming a professional ball player. To make a living in the meantime, he worked as a dairy farmer. He started out with 10 cows and after building a Grade A dairy, he realized this business was going to be his livelihood. He's been a dairy farmer since 1955 and states that he's since greatly enjoyed his "business".

Maynard's farm has grown to around 125 milking cattle in the dairy with 300 head of cattle total. He also has

75 acres of alfalfa wrap and dry bale to feed the cattle. Reaching beyond cattle, he farms 300 to 400 acres of East Tennessee's finest crop land which includes: 300 acres of hay and pasture land, 25 acres of tobacco, and 60 acres of corn. The serious look that crosses his face when discussing the rain and how it's affected harvesting his crops let's you know this truly is his life.

Family Values

Maynard has two children, Mike Johnson and Judy Metcalf, and one grandchild, Austin. He explains to me how children are assets and liabilities: When they are young, they are a lot of work, thus they are liabilities. When they are older your hard work pays off and they become assets through their close relationship with you.

Maynard was married for 54 years. His wife, Marcine, worked at Magnavox for 44 years.

About two years ago, she passed away. He says the hardest part is not having someone to share your good times and bad times with. There is no one there during breakfast or dinner to share your thoughts with.

Maynard's Perspective...

(A fresh look at tried and true traditionalism)

On Finances

He states the key to his success was not going into debt - paying as he went - and living within his means.

On the State of the Economy

Maynard is definitely a speaker of the truth - he really knows how to break it down to the basics. Why are we in a mess with the economy now? Debt. People are living beyond their means.

They are buying too much - from excessively large houses to too much farm equipment. The key is to add a little bit at a

time. Maybe remodel your house. Just stay out of debt.

On the Small Business Owner

In business now, the middle man is getting squeezed out. Overhead costs are so high it makes it nearly impossible to make a profit. This is why so many small businesses go under.

When well into a serious subject, if he thinks he's gone a little too far, he'll stop and smile and say "I'm sure you didn't want to know all of that!" But you want to tell him to keep talking and sharing those pearls of wisdom with you... you are hanging on every word.

He is everything that is real. Success has been achieved the old fashioned way - with hard work. With a grin he stops to say, "If you ever need to discuss some philosophy, just come on down to Highway 107."

By Angie Tallent, BCS

...if he thinks he's gone a little too far, he'll stop, smile and say, "I'm sure you didn't want to know all of that!" But you want to tell him to keep talking...

ABOUT BCS: OUR FIRM, OUR HISTORY, OUR PARTNERS

Serving the Tri-Cities for nearly 50 years, Blackburn, Childers & Steagall, PLC is one of the oldest, most respected firms in Upper East Tennessee. Since 1961, our firm has grown both in employees and locations. Now located in Greeneville, Johnson City, and Kingsport we have a staff of over 80 with experts in accounting, taxes and consulting to cover areas such as auditing; personal financial planning; medical practice consulting; litigation support; business valuations and entrepreneurial ventures; estate services; employee benefits; and other specialized services. Along with the growth in staff and locations, BCS has become synonymous with excellence in the area of professional services. The goal of the firm has always been to provide quality professional and business

services that meet and exceed our clients' expectations, without compromising sound professional or personal ethics.

The firm was founded in 1961 by Carl Childers, Jr. (retired) and Joe A. Blackburn, Jr. (deceased), when they consolidated their individual Johnson City practices into the partnership of Blackburn and Childers. Charles Steagall began working with them in 1967 while attending East Tennessee State University (ETSU). When Charles became a partner in 1974, the firm's name became Blackburn, Childers & Steagall. The firm has since added nine additional partners. We look forward to continued professional development and growth in the coming years.



BCS Partners: Standing (l to r): Jeff Blackburn, Chad Kisner, Wade Farmer, Tommy Greer, Melissa Steagall-Jones, Chuck Huffman, Karen McMurray, Charles Steagall. Seated: Travis McMurray, Kevin Peters.

At BCS, our greatest assets are our people...



Dennis Rasnake

Dennis Rasnake is a tax manager and oversees the Greeneville office of BCS. Dennis has over 20 years of public accounting experience, primarily in the Greeneville area. In his career he has also managed accounting functions in retail and manufacturing companies. He currently specializes in individual, corporate, and estate taxation, while assisting on local audits. He graduated from ETSU with a Bachelor of Business Administration Degree in 1979 and earned his CPA certificate in 1981. He is a member of the Tennessee Society of CPAs and the American Institute of CPAs. Dennis resides in Gray with his wife Genny and son Westley.



Jenny Bowman

Jenny Bowman is a staff accountant in the Greeneville office working in the Small Business Consulting and Tax Departments. She is a Certified QuickBooks Pro Advisor and has been working in public accounting for 10 years and has served with Blackburn, Childers, and Steagall, PLC since December, 2004. She graduated from East Tennessee State University in December 1995 with a Bachelor of Business Administration Degree in Accounting. Her hobbies include photography, baking, and spending time with her family. Jenny resides in Chuckey with her husband Ben and son John.



Lindsey Rollins

Lindsey Rollins received an Associate's Degree in Business from Walters State Community College in May 2008. She began full time at BCS in July of 2008 as the Administrative Assistant in the Greeneville office. Lindsey was born and raised in Greeneville where she now resides with her husband Shannon, son Grayson and two step-children. She loves to spend time with her family, work in her flower beds, play cards, and do anything crafty. She attends Mt. Hebron United Methodist Church where she teaches children's Sunday school.



*Meet the staff
(left to right):
Lyndsey Ricker,
Karen Ball,
Debbie Sams,
Penny Wills,
Dr. Ben Haws,
Claudia Haws*

DR. BEN HAWS: GREENEVILLE ORTHODONTICS

Dr. Ben Haws is the owner of Greenville Orthodontics. About two years ago, he bought Dr. Henley's practice. Not only did he feel this was a good opportunity, the East Tennessee native was also excited about coming home to open his practice - he grew up in Jonesborough. In addition to the Greenville office, he is opening a second office located in Jonesborough/Boones Creek in January.

Education

Dr. Haws completed his pre-dental studies at East Tennessee State University. Dr. Haws attended dental school at the University of Tennessee where he graduated in the top 5% of his class. There he earned the American Academy of Oral and Maxillofacial Pathology Award, Delta Dental Plan of Tennessee Scholarship Award for outstanding academic achievement and graduated with highest honors. He then continued his studies at Louisiana State University, completing his Orthodontic specialty in 2007. (Yes, he attended school in New Orleans during

Hurricane Katrina!) He received the 2007 James Bordelon, DDS Memorial Award for Clinical Excellence in Orthodontics. He is a member of the American Dental Association, the Tennessee Dental Association, the American Association of Orthodontics, and the Southern Association of Orthodontists. Dr. Haws is currently completing a two-year course on Functional Occlusion

"We wanted to come back to a family-oriented community. Southern hospitality is still rich in Greenville."

with the Roth-Williams Center for Advanced Orthodontic Education.

About the Doc...

Dr. Haws enjoys hunting, fishing, being on the lake, and playing with his dog, Colt. He is also an avid Tennessee sports fan. GO VOLS! He and his wife, Claudia (who works with him in the office), attend Grace Brethren Church.

Dr. Haws comes from a long line of dental professionals: His dad, Mike Haws, and grandfather, Opie Haws were both dentists.

The Practice

Dr. Haws' practice is devoted to providing quality orthodontic care with excellent results in a friendly environment. "Our practice has a family atmosphere and we will always treat you as we would treat someone in our own family."

Their practice emphasis is on forming a bite where the teeth are working in harmony with the jaw joints and muscles for the

best possible long term aesthetics and stability. You can expect more than just straight teeth from their office! They provide braces for all ages - a large percent of patients are adults.

BCS prepares Dr. Haws' tax return and payroll reports. He stated that Jenny Bowman is their trusted "counselor and advisor".

For more information about Greenville Orthodontics, including types of braces and services, please visit their website at:

www.greenvilleorthodontics.net



John Walker: Building BCS

"If you're waitin' on rain, you're gettin' behind."

On April 7, 2009, BCS signed a contract with John Walker and Bill Cutshaw to design and build our new Greenville office at 550 Tusculum Blvd. We wanted to use local builders and based on John and Bill's excellent reputations, it was an easy decision.

John has been a client since the 1960's. He's progressed with the firm that is now BCS from Paul Sorrells to Leroy Tipton to Dennis Rasnake. BCS prepares his payroll tax reports, contractor's license, and income tax return.

John has lived in Greene County his entire life. He has been married since 1960 to his wife, Shirley. They have one daughter, Leigh Ann, who lives in Greenville and two grandchildren, John Parker and Marley.

John has been building for 50 years, beginning his career in construction by helping build a barn for his granddad. He went on to help a man for six to eight years and continued to work with him as an independent contractor until he retired. On his own since then, John has had dependable help from Joe Lynch for around 45 years and a nephew that has worked with him for about 15 years.

John does the majority of his building in Greene County, constructing mostly custom homes. At times, there has been a waiting list of a year to year and a half if you wanted him to build a new home for you. He is also in demand to construct commercial buildings such as business offices, pharmacies, doctor's offices, etc.



John Walker, Bill Cutshaw and Dennis Rasnake at the contract signing.

In 1990, he partnered with Bill Cutshaw to build a condominium development. They've built about sixty to date. He also works with Bill on some of the commercial construction.

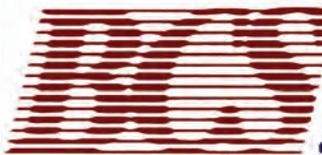
We are pleased to have John as a client and now as the co-creator of our beautiful new office building. Please feel free to stop by for a tour - we'd love to show off John's handiwork!

A BCS Note:

We never dreamed at the start how fast the office would be constructed. A groundbreaking ceremony was planned - complete with shovels - but when the date rolled around, the concrete was already poured! Our groundbreaking quickly turned to a building site dedication using hard hats in place of shovels. We're not complaining - construction moving too fast is a great problem to have!



***John's secret to success:
Stay on the job. Get in and get your hands dirty.***



**Blackburn,
Childers &
Steagall, PLC**
Certified Public Accountants and Consultants

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Blackburn, Childers & Steagall, PLC is a regional accounting and consulting firm with nearly 50 years of industry experience. Established in 1961, we have more than 80 professionals, including 35 CPAs, in 3 locations combining their knowledge to serve our clients.

In 2009, we were recognized by The Business Journal as the #1 accounting firm in the region and named a Hot 100 company for the second year in a row by Business TN Magazine. In 2008, we were named a Best Employer by Business TN Magazine. We offer multiple top-quality services in the areas of taxation, audit and assurance, small business and consulting. Services we offer include:

- Tax Return Preparation
- Audits for Multiple Industries
- Business Startup Consultation
- Income Tax Planning
- Compilations & Reviews
- Personal Financial Planning
- Small Business Services
- Business Valuations
- Litigation Support
- Financial Statements
- Estate, Gift & Trust Services
- Representation for Tax Audits
- Software Support
- Business Succession Planning

...and many more specialized services.

The Bean Barn

I have a bad habit of being late on bringing my bookkeeping info to BCS, yet they always are able to deliver their services in a timely manner. I feel BCS gives me quality, reliable service that I can feel comfortable with.

- Jerry Hartsell, Owner, The Bean Barn



Greeneville Self Storage

BCS did an excellent job in assisting our business in getting started in 2006. They assist us regularly with Quick Books accounting and our annual tax returns. In addition, they assisted me in 2004-2006 in closing my father's estate. I would highly recommend their expertise.

-Linda A. Crawford, Co-owner/Manager, Greeneville Self Storage, LLC



Peggy Ann Bakery

BCS does an excellent job in taking care of the taxes for the bakery. They study all the new and changing tax laws that happen every year and always take the time to explain how they affect the business we do. Dennis and Jenny always answer any questions I have. They are a step above on the electronic filing of taxes. I was skeptical at first on how that would work but I am very happy with the job they do.

-John Arrowood, Owner, Peggy Ann Bakery

