



ATKINS

Celebrating 90 Years



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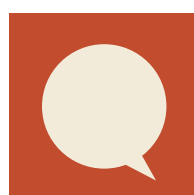
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Don't Take Our Word For It!
Our customers share their
thoughts on what it's like to work
with the professionals from the
whole line of Atkins services.



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f /AtkinsInc

"Dedicated to exceptional customer service delivered with a sense of respect, friendliness, knowledge and community spirit." Our mission is accentuated through a culture driven to exceed goals, serve customers enthusiastically, work as a team, celebrate successes and do what is right and honest in every endeavor. Collectively, we remain unwavering in our commitment to ensure each and every relationship is served to the best of our ability, while building on our strengths and striving to lead the way in Grounds Maintenance, Pest Control and Building Maintenance. We hope you get to know us by meeting one of our team members or seeing our culture and experiencing our mission and values first-hand.





Words To Live By:

“There are 3 kinds of people in this world – people who make things happen, people who watch things happen, and people who don’t know anything is happening.”
— **Tom Atkins**

“Whatever you do in life, you do the best job you know how to do. If you’re going to dig ditches for a living, dig the best ditch you know how to dig.”
— **T.E. Atkins, Sr.**

“Anybody can be a bigshot with the other guy’s money.”
— **Country Atkins**

A message from Tom Atkins

President and Chairman of the Board
Atkins Building Services and Products

Dear Friends and Neighbors,

Recently, I came across a 75-year-old business card for Atkins, Inc. It reminded me that Atkins, Inc. is celebrating 90 years of being in business serving central Missouri. It isn’t often that a company lasts for 90 years, much less while staying the same family-owned business.

I am greatly impressed and humbled by the progress our community has made over these last 90 years. While I am not 90 yet, I have had the honor of watching as a vibrant community thrives through the hard work of some great community leaders, a progressive state and local government and a diverse group of folks doing the day-to-day work needed to grow and prosper.

Atkins families and Atkins Building Services and Products are proud to have partnered with these community leaders over the past 90-plus years. We are honored to share our story and look to inspire all to return what we earn through talent, time and treasure.

In the following pages we will share our passion for community, education and, most of all, the people that do all the living and working that makes central Missouri a progressive, educated, thriving community full of opportunity for our families.

I’d also like to take this opportunity not only to celebrate our continued growth and success, but to thank our loyal customers. On behalf of our nearly 500 employees, we’d like to thank you for your continued faith in our company. We’re grateful for your business and for the community we call home. We’re looking forward to many more years of serving central Missouri in the best ways we can.

Sincerely,

Thomas E. Atkins, III

Still Standing

90 Years of Integrity, Teamwork and Exceeding Expectations

In today's consumer age when speed matters and companies rush to get a product to market, the average lifespan of an S&P 500 company is 18 years. More than 90 years in business is a rare accomplishment earned by an elite few, including Atkins Companies Inc., in Columbia, Missouri.

The Atkins family has been a part of Boone County, Missouri since the mid-1800s. They worked the land on a farm for many years before relocating the family and business to Columbia in 1925. Their work ethic and attitude, passed down through the generations, have contributed to the reputation and longevity of their company. Along the way, the Atkins family developed a culture of success with only a few simple guidelines: treat people right and with honesty, work as a team, celebrate successes and exceed the customers' expectations.

The Family Business

In its beginning, the Atkins company was little more than a way to make a living. In 1908, T.E. Atkins Sr. began mixing minerals and dewormer for livestock on his Boone County farm. Soon, his products became known for their effectiveness and quality, and he began selling them to local farmers under the company name Atkins Manufacturing Company.

In 1925, the young company embarked on its first significant transition when T.E. Atkins Jr., or "Country" as he was known, left the farm for Columbia to attend high school and work. T.E. Sr. and his wife, Elsie, followed in 1926, and in 1927, Atkins Manufacturing Co. officially opened its city doors at 410 Locust St. in Columbia as Atkins Chemical.

In the early years in Columbia, Atkins Chemical continued to serve farmers by manufacturing and distributing agricultural and related products. But after a few years, the company embraced new opportunities in the growing community.

After the opening of the Howard Municipal Building at 600 E. Broadway in 1932, a need arose for janitorial supplies. Because of Atkins Chemical's reputation for providing quality chemicals and service, the town fathers approached T.E. to provide the supplies and equipment needed. Over the next 15 years, the company expanded its janitorial line alongside its agricultural products.

In 1951, T.E. executed his succession plan and transferred the business to his daughter Janette and her husband, J.P. McCauley. Up until that time, Atkins-McCauley Chemical was family-owned and completely family-operated. As the company continued to grow, the need for more manpower became apparent; 1953 marked another important milestone with the hiring of the first nonfamily employee, Paul Crane.



T.E.
Atkins Sr.



T.E. "Country"
Atkins Jr.



T.E. "Tom"
Atkins III



Scott
Atkins

Crane, as were so many Atkins employees after him, was a part of the Atkins family for many years. For more than a quarter century, he filled the roles of warehouseman, stockman and repairman.

Jerry McCauley, the McCauleys son, joined the company five years later, and although his stint with the company only lasted three years, he expanded the janitorial supplies line and developed a new deodorizing business, which helped prepare the way for janitorial equipment sales. In tandem with Jerry's departure for New Mexico in 1961, Thomas E. Atkins III joined the Atkins-McCauley Chemical Co. Tom was the McCauleys nephew and Country's son.

As head of sales, Tom managed two employees; he was also the warehouseman and the purchasing agent for the janitorial supply business. He had much to learn, but his education in accounting at the University of Missouri had given him the tools he needed to be successful in the business. Although Tom was not experienced in the chemical business, his grandfather, T.E., when asked about Tom, said, "He knows how to count and figure interest. I think he'll be alright."

That success began to manifest one year later when he bought half of the company from the McCauleys.

Growth And Opportunity

The 1960s marked the beginning of a rapid growth period for Atkins Chemical that would continue through the late 1970s. While agricultural supplies, janitorial supplies and lawn chemicals were still the bulk of company business, Tom began honing those divisions and creating new ones.

Growth continued with ease, just as it did for T.E. when he began selling agricultural products in the early 1900s. The new



T.E. "Country" Atkins, Jr. stands in front of the Cities Service Oil Station that he purchased in 1929, the year he graduated from Hickman High School. This service station was located at the southwest corner of Garth and Sexton Roads.

companies that would come were logical next steps to existing products or services.

In 1967, Tom hired Charlie Zanone. An experienced salesman and manager, Zanone would help bring the company through its infancy in the janitorial equipment arena. He was key in getting the janitorial services business off the ground.

Tom bought the McCauleys' remaining interest in the company in 1970, and over the next five years, Atkins Chemical grew at a rapid pace, officially adding Atkins Building Maintenance in 1971, Atkins Pest Management and Atkins Grounds Maintenance in 1972, and Atkins Irrigation in 1975. The company also outgrew 310 N. 10th, so Tom bought the former Hamilton-Brown Shoe Factory at 1123 Wilkes Blvd. After some minor renovations, the company moved to the new space in 1977.

In 1979, Atkins Chemical, Building Maintenance, Pest Management, Grounds Maintenance, Irrigation and Janitorial Services merged into a new company, Atkins Building Services and Products Inc., and today employs nearly 500 people at locations in Columbia, Jefferson City and surrounding central Missouri towns.

Part Of The Past And The Future

Before Tom Atkins bought Atkins Chemical outright in 1970, a foundation was laid for development and entrepreneurship that would continue to help shape and define the company. In 1968, Tom established Atkins Investments.

The first purchase was property at 310 N. 10th St., where Tom built the next home of Atkins Chemical. The company relocated there in 1969. Columbia Photo also was acquired that year and would be a mainstay in Columbia for 42 years until its closure in 2010.

During the growth boom in the early 1970s, focus was on building the young divisions of Atkins Building Services and Products until the mid-1980s, when Scott Atkins came on board. Tom and Linda Atkins' son and the fourth generation in the business, Scott had a passion for real estate

development and restoration, a good fit on which to build Atkins Investments. Like his father, Scott's job description at Atkins included myriad responsibilities.

In the next decade, in addition to the Columbia Photo business, Atkins Investments ventured into telecommunications. Tom and his next-door neighbor and close friend, John Ekstrom, formed a partnership with Jerry Hartman to purchase Installation Technicians Inc., a company that provided construction and engineering services to phone companies across the country. After a merger with CableCom in the mid-1990s, CableCom merged with Dycom Industries Inc. in 1998.

Throughout the company's history, growth and stability have been trademarks of the business. In 1999, Tom and Scott embarked in an endeavor that would bring those qualities to bear for the benefit of the Columbia community. They began developing residential property and restoring commercial properties. To date, Atkins Investments has contributed to the development of nearly 600 residential lots along with restoration of several historically significant properties in the downtown area.

In 2000, Tom bought the remainder of the block containing the Atkins companies' offices at 1123 Wilkes Blvd., brought new life to the buildings there and built a 20,000-square-foot warehouse. Atkins ventures into historic preservation started with the acquisition of the 1911 Virginia Building at 111 S. Ninth St. in 1999, followed by the Miller and Matthews buildings at Eighth and Broadway in 2002, after which they returned to 1123 Wilkes and restored their office property as well. Tom and Scott purchased their most recent historic building in 2010, the Parker Building at 16 N. 10th St. Some 30 businesses and several private residences now occupy these historic properties.

Accordingly, the more than century-old buildings the Atkins family has invested in and restored are similar to their companies. A strong foundation, quality craftsmanship and ability to change are the reasons they've stood tall through the decades. ▀

Through The Years

From Rural Roots In Boone County, The Atkins Family Has Supported A Century Of Growth

1908

T.E. Atkins Sr. starts mixing minerals and chemicals for his own use on his farm in rural Boone County.

The first journalism school in the world opens at the University of Missouri in Columbia, Missouri.



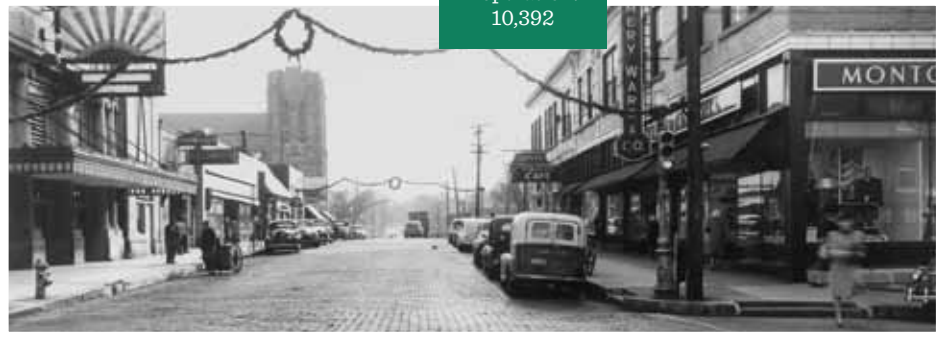
"Country" Atkins

1925

The Atkins family begins its migration from rural Boone County to the City of Columbia when Thomas E. "Country" Atkins, Jr starts mixing chemicals for customers and moves to Columbia. His parents, T.E. and Elsie Atkins, follow the next year.

1920

Columbia
Population:
10,392



1954

One of the top hits of 1954 was "Shake, Rattle and Roll" performed by Bill Haley and His Comets.



1951

Ownership of Atkins Chemical Co. is transferred to Janette (Atkins) and J.P. McCauley, the second generation of the Atkins family, and the name changed to Atkins-McCauley Chemical Co.

1960

Columbia
Population:
36,650

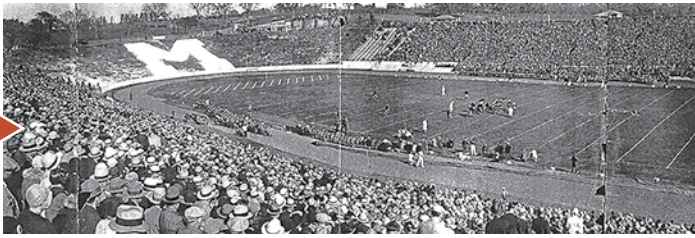


1962

Thomas E. Atkins III, the third generation of the Atkins family, purchases half of the Atkins-McCauley Chemical Co. from Janette and J.P. McCauley. He would purchase the remainder and become the sole owner of Atkins Chemical Company in 1970.

1963

The University of Missouri expands from two campuses in Columbia and Rolla, to the four-campus system it is today by founding a St. Louis campus and acquiring the University of Kansas City.



1926

The architectural firm of Jamieson and Spearl build the Memorial Union Tower on the University of Missouri campus.

Memorial Stadium is dedicated on the MU campus. The first game in October against Tulane was sold out to some 25,000 fans. Today, the stadium holds more than 71,000.

1927

Atkins Chemical Co. opens its "city doors" in Columbia, Missouri, at 410 Locust St.

1930

Columbia
Population:
14,967

1950

Columbia
Population:
31,974



1948

The Stein Club, owned by T.E. "Country" Atkins, opens its doors at 13 S. Eighth St.

1940

Columbia
Population:
18,399

1932

The Howard Municipal Building opens at 600 E. Broadway. Columbia city fathers are in need of janitorial supplies for the new Municipal Building, and the Atkins Chemical Co. meets the need by creating a new line of company offerings.



1968

Atkins Investments is established and purchases land at 310 N. 10th St. where a building is constructed that would house Atkins Chemical Co. beginning in 1969. Atkins Investments also acquires Columbia Photo.

1970

Columbia
Population:
58,512

1971-75

Several Atkins companies are established to meet the growing repertoire of the company. They include: Atkins Building Maintenance (janitorial services), Atkins Pest Control (pest and wildlife management), Atkins Grounds Maintenance and Atkins Irrigation.



1972

Named after Missouri's 46th Governor and 1952 University of Missouri graduate Warren E. Hearnes, the Hearnes Center on the University of Missouri-Columbia campus is dedicated on Aug. 4.

1973

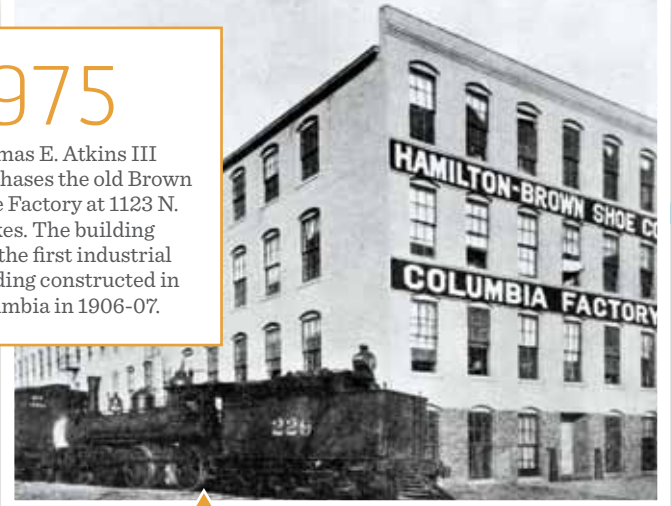
Classes commence in the fall at a second Columbia public high school. Rock Bridge High School opens on South Providence Road.

1974

Columbia voters vote in a new form of government for the city. The Council-Manager government structure gives power to the city council to make decisions for the community it represents.

1975

Thomas E. Atkins III purchases the old Brown Shoe Factory at 1123 N. Wilkes. The building was the first industrial building constructed in Columbia in 1906-07.



2005

The Atkins-Holman Student Commons is dedicated on the Columbia College campus. The building is named in honor of Edward and Ruby Atkins and Raymond and May Holman (Tom and Linda's parents). Linda Atkins is a 1954 graduate of Christian College, which was renamed Columbia College in 1970.

2002-05

Tom and Scott Atkins purchase and renovate the Matthews and Miller buildings to historic preservation standards. Both buildings are added to the National Register of Historic Places in 2003, as a part of the Eighth and Broadway Historic District.

2002

The Hamilton-Brown Shoe Factory at 1123 Wilkes Blvd., the business home of the Atkins companies, is placed on the National Register of Historic Places. In 2003, it is also added to Columbia's Most Notable Historic Properties list.

The Atkins family donates 81 acres to the City of Columbia and Boone County for use as recreation facilities.



2006

After the removal of a concrete canopy in place since the 1960s, the Downtown Columbia Historic District is placed on the National Register of Historic Places.

The University of Missouri names its wellness program the T.E. Atkins MU Wellness Program.



2005-07

The place of business for the Atkins companies since 1977, 1123 Wilkes Blvd. is renovated to historic preservation standards.

2009

Boone County and the City of Columbia dedicate the opening of the Thomas E. "Country" Atkins Jr. Memorial Park. The complex houses three baseball fields with room for additional fields.

The Atkins City Centre is awarded the inaugural Columbia Image Award for Historic Preservation from the Columbia Convention and Visitors Bureau.

1975- Present

Atkins Chemical, Building Maintenance, Pest Control, Grounds Maintenance and Irrigation consolidate into Atkins Building Services and Products Inc.

1977

Atkins Cos. move into the building they would call home for the next 38 years at 1123 Wilkes Blvd.

1980

Columbia
Population:
62,061



1985

Scott Atkins, the fourth generation of the Atkins family, joins the Atkins companies.

The first Show-Me State Games are held. Today, more than 40 sports competitions are available in which athletes compete, and the games are the largest of their kind in the United States.

2001

Thomas Atkins, III is appointed by Missouri Governor Bob Holden to the University of Missouri Board of Curators where he served for six years, including one as Chairman.



COLUMBIA DAILY TRIBUNE

2000-02

Tom and Scott Atkins renovate the Strollway Center to historic preservation standards and rename it the Atkins City Centre. They receive the Excellence in Redevelopment Award for Historic Rehabilitation Project from the Missouri Department of Economic Development.

2000

Columbia
Population:
84,531

1999

Atkins Investments begins developing residential subdivisions. The company, along with their partners, have participated in the construction and the development of more than 1,500 residential units since then.

1990

Columbia
Population:
69,101



2010

Atkins Investments purchased the Parker Building at 16 N. 10th St. Renovations began a year later and were completed in 2013. The building was added to the National Register as a part of the Downtown Columbia Historic District.

After 42 years as an Atkins business and a Columbia landmark, Columbia Photo closes its doors forever.

The Boone County Historical Society inducts Tom Atkins, Albert Bishop Chance and the *Columbia Daily Tribune* into the society's Hall of Fame. Atkins is recognized for entrepreneurial spirit, his efforts to preserve Columbia's historic buildings and his support of community growth.

2010

Columbia
Population:
108,500



2015



2016

Boone Hospital Center names the registration desk in the the main lobby in honor of the Atkins' family for its generosity to the hospital.

A Sense Of Community

For The Atkins Family, It's About Paying It Forward



Dedicated in 2005, Tom and Linda (Holman) Atkins' gave the lead gift to build the Atkins-Holman Student Commons on the Columbia College campus. Linda is a 1954 graduate of Christian College, which became Columbia College in 1970.

COLUMBIA DAILY TRIBUNE

A common thread in legal documents, in books and on the big screen, “paying it forward” is a centuries-old concept describing a way to repay a kindness, to give back. It is also a thread that runs through the Columbia community and is embraced by the Atkins family and companies.

Beginning in the 1920s, T.E. “Country” Atkins built a reputation for integrity and fairness in giving people an equal opportunity. Almost everyone you’d meet in his day had a story to tell about Country. His example is the benchmark to which his son Thomas E. Atkins III and his grandson Scott Atkins continue to contribute.

Importance Of Involvement

For Tom Atkins, his earliest recollection of involvement goes back to high school and started off simply. “I was in charge of the popcorn machine at one time,” he says. “I just tried to do what I could.”

That small beginning led to service as senior class president and, in college, to membership in the Mystical Seven, Omicron Delta Kappa and Phi Beta

Sigma at the University of Missouri, where his dedication to community took root.

Over the years, the Atkins family has donated time, talent and treasure to a wide variety of organizations, events, schools and scholarship funds. From the Voluntary Action Center to the United Way, Boys and Girls Club, RAIN and the Food Bank for Central and Northeast Missouri and scores more; the list is still growing.

“I try to lead by example; I don’t ask anybody to do anything I haven’t done myself,” Atkins says. “So by giving things to different organizations, promoting them, supporting them, we try to get everybody’s involvement.”

Involvement comes naturally to Tom and his wife, Linda, especially in the field of education. When they were young, Linda’s role as an educator had much influence on their community contribution. “That was just a part of our family,” Atkins says.

Truth be told, Atkins sees education as a foundation for success in life and has worked to ensure it is there for the students in the Columbia community.

“You learn all you can,” he says.

“Whether you use it right away or not, doesn’t make any difference; you never know when it’s going to have some effect on your life.”

To that end, Atkins served on the Columbia College Board of Trustees for 25 years, 17 as chair. The Atkins family gave the lead gift to build the Atkins-Holman Student Commons at Columbia College and a gift toward Burchard’s Cougar Café. Atkins also served on the Board of Curators at the University of Missouri for six years, serving one as chair. During that time, he worked to establish a wellness program for the University System, later named the T.E. Atkins Wellness Program, as well as three scholarship funds for the University of Missouri Athletic Department and one for the University’s School of Education.

Beyond education, Atkins has been approached to serve in a diverse set of civic leadership roles. A member of the Columbia Chamber of Commerce, he held the office of president in 1977-78 and received its Outstanding Citizen Award in 1988. He also served the Columbia Area United Way as president and as a founding member of its Alexis DeToqueville Society.

Service and involvement have always been important, Atkins says, even though he hasn’t always been in position to take every opportunity. If it’s important, he says, “there is always someone that will help you. All you have to do is ask.”

Strength In Numbers

Atkins believes in using the “strength in numbers” approach to the benefit of



In 2002, the Atkins family gifted 81 acres adjacent to the Boone County Fairgrounds to Boone County and the City of Columbia to be developed for youth recreation.

the community. In 1999, he initiated a course of action that exemplified this when he bought 81 acres adjacent to the Boone County Fairgrounds from the Boone County Agricultural and Mechanical Society. At the time, it was a purchase that helped the Boone County Fair Board retire a debt.

Three years later, the Atkins family gifted the land to Boone County and the City of Columbia, each having undivided one-half interest. The only stipulations were that the property be developed for youth recreation and that the county and the city work together to make it happen.

"You can always get so much more done if you work together; you're stronger," Atkins says. "I also wanted to make it available to them because there was so much need for recreation."

While he made no request for naming rights, when it came time to name the park, city and county officials gave the honor to Atkins. He thought it fitting that it should be named after his father, Country. A strong athlete and double letterman, he was never one to seek recognition, Atkins says. Baseball



COLUMBIA PARKS & RECREATION

was something they enjoyed together at the old Water and Light Park in the '30s where Country took him as a child.

The Thomas E. "Country" Atkins Jr. Memorial Park opened in 2009.

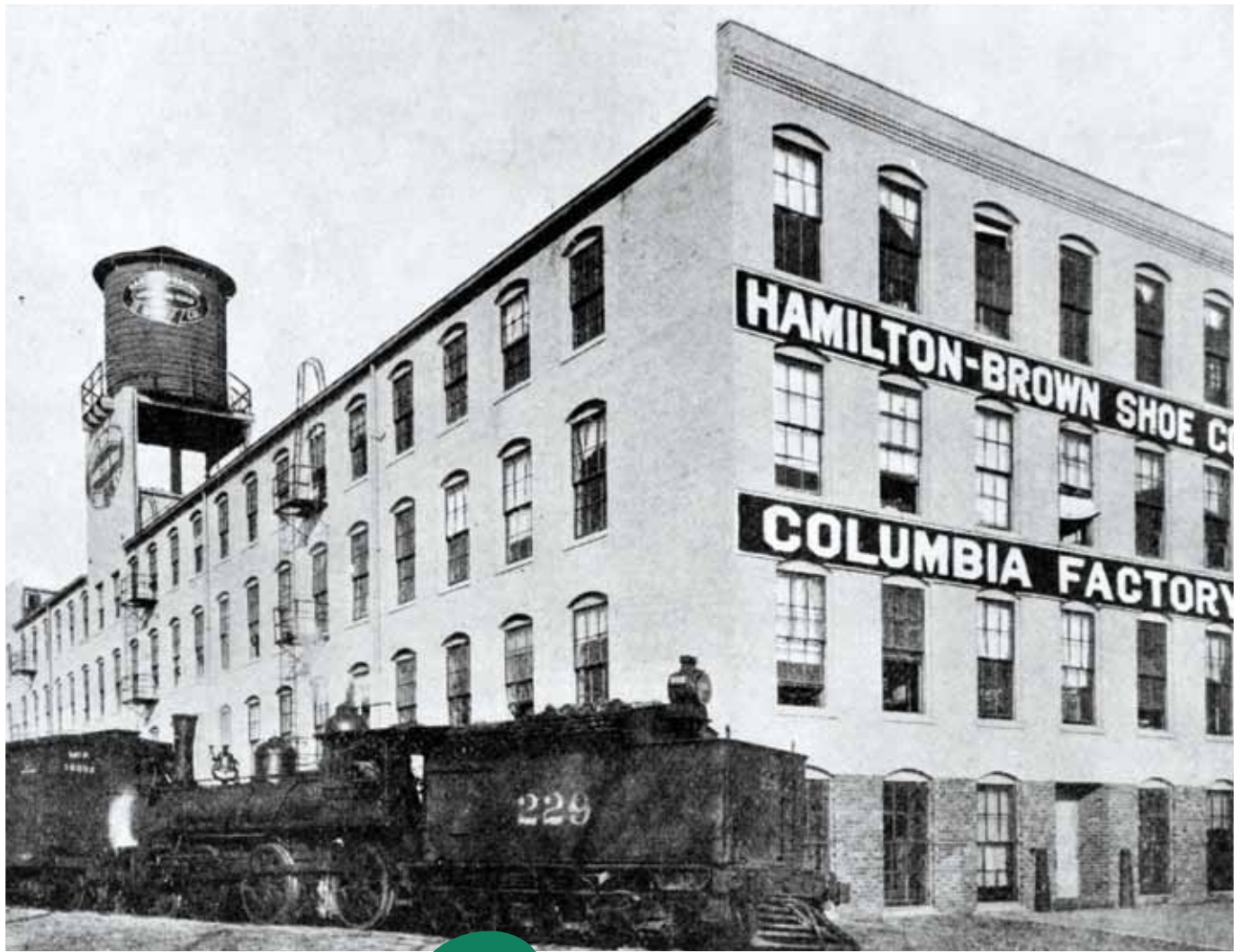
A Two-Way Street

Including the Thomas E. "Country" Atkins Jr. Memorial Park, only a handful of things bear the Atkins name, and that's the way the Atkins family prefers it.

The time and funds they donate aren't about recognition, Atkins says. In fact, he admits, it would probably startle him if he added it up. Rather,

that generosity goes deeper because, he believes, "community is a two-way street," and you have to pay it forward.

"I think the community supports us because we are all a part of this community, not just as an organization, but as individuals," Atkins says. "We volunteer in our kids' classrooms; we serve on boards and belong to philanthropic clubs; we shop locally; we coach our kids' teams — all here in this community. ... We want the place where we live to be a vibrant, thriving community, and strive to do business in a way that supports that." ▀



Thriving & Well

Economic Development
And Historic Preservation
Go Hand-In-Hand

Sitting in the office at Atkins Investments, Scott Atkins looks as if he feels at home. The president of the company, he grew up in the building at 1123 Wilkes Blvd., where his parents, Tom and Linda Atkins, moved their business in 1977. This is the building Scott credits for his passion for economic development and historic preservation.

Back then, he says, the building was run down, windows were broken and the company occupied only a small part of the 50,000 square feet that, in its beginning, was the Hamilton-Brown Shoe Factory.

Built in 1906-07, the building was funded with Columbia's first industrial revenue bond, the result of the community's economic development effort to attract industry. The Columbia Commercial Club and the Hamilton-Brown Shoe Factory out of St. Louis struck a deal that brought the shoe factory to Columbia, where it remained in business until 1939, when it became a victim of the Great Depression.

Placed on the National Register of Historic Places (NRHP) in 2002, 1123 Wilkes Blvd. is special because it is the only historic industrial

1123 WILKES BLVD.

Built in 1906, the 50,000-square-foot building first housed the Hamilton-Brown Shoe Factory. Many of the building's original details were revealed in the 2005 renovation. When they peeled back the wear and tear, the post-and-beam construction, bare brick walls, some 240 windows and original wood floors, divots and all, found new life.



building of its kind in Columbia and because it has played a large role in inspiring other property owners and businesses today, says Deb Sheals, an architectural historian who works with Columbia property owners who want to get their properties on the NRHP or who want to take investment tax credits for the work they do on a building. "It's been a bit of an anchor for that neighborhood," she says. "That's helped pull some development up that way."

When Scott and his father, Tom, began the restoration of the Wilkes Boulevard building in 2005, thousands of square feet of dust and debris held relics of the past. On original wood floors, rows of divots where foot-powered sewing machine treadles hit were still visible. A few wooden propellers were left behind from the

building's days as the Fahlen wooden airplane propeller factory during World War II, plus dozens of needles from when the Ar-Cel Garment Factory was in business there. After they peeled back the wear and tear time had placed on the structure, the post-and-beam construction, bare brick walls, some 240 windows and original wood floors, divots and all, found new life.

"We love the character of it, the exposed duct work and original wood floors. It's an aesthetically pleasing spot," says Jocelyn Kilgore, vice president at Bucket Media, one of more than a dozen businesses now in the building. One of the first tenants to move in after the building's restoration, Kilgore says clients and vendors are surprised when they come to the office. It's often not a building they knew

was there and usually not what they expected.

In addition to Atkins Building Services and Products Inc., and Atkins Investments, RAIN, KBR, Courtney Thompson Photography, OnMedia, Bucket Media, PCN, EquipmentShare, Midwest Special Needs Trust, and Hastings & Chivetta Architects fill the space where a building once sat mostly empty and worn, and now hundreds of people are employed.

"What satisfies me when I think about this area when my father bought this building, or downtown when I was just getting out of high school, is that these areas are now thriving where they were once struggling," Scott says.

They are thriving, in part, because 1123 Wilkes wasn't the first historic preservation project the Atkins family took on, nor would it be the last.

When Tom bought the 1911 Virginia Building at 111 S. Ninth Street in 1999, he was unsure what he would do with it. Fashioned into a mini-mall in the mid-1960s, the building then known as the Strollway Center was in desperate need of repairs.

"We liked the idea of maintaining the downtown area," Tom says. "Columbia is one of the few towns that's been able to do that." But when the building's air conditioner went out on the first day of possession, a bit of buyer's remorse set in.

Facing astronomical renovation costs, Tom and Scott looked into historical preservation to offset some of the burden. That's when their economic development efforts began to truly merge with historic preservation in downtown Columbia, and when they first worked with Sheals.

The Virginia Building "is the project that made people in downtown Columbia understand that historic preservation is economic development," Sheals says. "It was a nearly empty building that was tired and rundown and not terribly popular. It really made people see how much historic preservation can work as a development tool."

"We're really fortunate that Columbia has an economic climate that has fostered the preservation of quite a few historic properties," Scott says. "Columbia didn't really have that many properties because most of these buildings were built in a very short time window. You get outside of that window and the buildings were built in such a way they didn't last or in such a way that didn't preserve the value into the future."

But the Strollway Center's bones were good, and Scott was determined to restore the building to its original glory, often spending 12- to 14-hour days on-site to ensure the quality and compliance to historic preservation guidelines, Tom says.

Restored and renamed the Atkins City Centre, the building now looks much like it did in the early 1900s when it had strong ties to the Columbia Commercial Club. Three of the original building's owners were also founding members of the precursor to the Columbia Chamber of Commerce. Booches Billiards even called the Virginia Building home for a time before it moved across the street, where it is still in business. Montgomery Ward occupied the building from 1928 until the remodel



COURTESY OF THE BOONE COUNTY HISTORICAL SOCIETY

into the Strollway Center mini-mall. Anchor businesses today include Allen's Flowers, Craft Beer Cellar, Integral Resources Inc., Tiger Spirit, Top Ten Wines, and Woody's Clothiers. The Smith Lewis law firm occupies 90 percent of the top floor in a Class A office where historic oak features were reused extensively to finish the space.

Despite the challenges, the sense of accomplishment they found in restoring the Virginia Building soon had Tom and Scott looking for another historic property. Their opportunity came in the form of two neighboring buildings in 2002: the 1894 Matthews Building and the 1910 Miller Building, both at Eighth and Broadway.

With the Matthews and Miller buildings, restoration began in 2003, the year both Miller and Matthews

were placed on the NHRP as a part of the Eighth and Broadway Historic District and the larger area of the Downtown Columbia Historic District. The distinction between the two districts was a concrete sidewalk canopy, added to downtown Broadway in the 1960s, was not in place in this little part of the whole district.

"Just like the Strollway showed people that development can happen with preservation, that project with Miller and Matthews kind of helped get the foot in the door of what Broadway could look like without the canopy," Sheals says. The removal of the sidewalk canopy was completed in 2006.

Four stories tall, the Miller Building was in a unique location that appealed to Tom, as it seems to perch on the corner of Eighth and

Broadway. Sharing the intersection with two banks and city hall, Sycamore restaurant sits behind the building's awning-covered windows. Next door, the former Matthews Hardware has long since given way to Geisha Sushi Bar. Atop the two restaurants, apartment dwellers have moved in.

The last preservation project Tom and Scott completed was the 1907 Parker Building at 16 N. 10th St. Purchased in 2010, it was one of the last, unrestored, large footprints in Columbia, and still has a great view of downtown, but previous businesses had taken their toll on the three-story structure.

Originally Parker Furniture Store, there was little historic "fabric" left in the building, and its days as a gym had caused serious deterioration to the flooring, Scott says. With restoration for Parker complete in 2013, loft apartments with an "uptown chic" feel fill the space above Vinyl Renaissance and Audio, a business looking to bring vintage vinyl back to Columbia.

"To watch the ways some of these businesses have evolved in the buildings and then consequently the buildings evolved, it's really interesting to weave all of that together," Scott says. There are a lot of little stories that come together that make up the history in these places.

"All of the buildings we restored had a story to tell in the development of Columbia," he adds, and today some 30 businesses call these historic properties "home."

Historic preservation has been a good niche for the Atkins family, but Sheals says it's more than that. "They're smart businessmen, but they're also very fond of Columbia, very invested in their community. It wasn't just 'Hey, how can I make a buck?' It's 'How can I do something that's really a neat thing for my hometown?'"

Not everyone feels that way, Sheals says. "It was really rewarding for me to work with somebody who felt that way about *my* hometown as well as theirs." ▀



COLUMBIA DAILY TRIBUNE

111 S. NINTH STREET

Montgomery Ward (left) occupied the Virginia Building from 1928 until it became the remodeled Strollway Center mini-mall in the 1960s. Restored in 2002 and renamed the Atkins City Centre, the building now looks much like it did in the early 1900s (above) when it had strong ties to the Columbia Commercial Club.





University of Missouri-Columbia

A Champion For Health

T.E. Atkins Wellness Program Celebrates 10 Years

More than 30 years ago, a movement for a wellness program began at the University of Missouri, but the cards were stacked against it early on. No funding, no designated leadership and no precedent made it an uphill battle.

Early proposals didn't have a champion to push them through, says Marian Minor, now-retired professor and chair of the Department of Physical Therapy in the School of Health Professions, nor did the program have a "home" that would make it part of the budget with some oversight.

Laura Schopp agrees. "These things don't happen in large institutions without a champion," says Schopp, a neuropsychologist and professor of health psychology in the UM School of Health Professions.

But that changed when Tom Atkins was appointed to the UM Board of Curators in 2001. "Tom brought the perfect convergence of hard-nosed, hard-minded business expertise and a real, deep concern for our workforce and that we continue to keep our people healthy," Schopp says.

While working on health issues himself, Atkins saw a need for a wellness program for the employees at the university. In a position to effect change, he began a campaign toward the development of a program that would stress the benefits of a healthy lifestyle and reward those who participated. Atkins soon discovered one of the biggest obstacles was funding.

Concerns that sometimes crop up with workplace wellness programs is that they're so dependent on funding sources, says Schopp, who would go on to become the UM wellness program's director. "They come and they go. They're easily cut or trimmed during hard budget times, but Tom had the vision to recognize that you can't do that and expect to not pay the price in a medical plan." His solution was to initiate funding himself through a major gift to the university.

"When you're in the innovation business like we are in higher education, it's absolutely crucial that people have the vitality, the energy and the drive to do the discovery and the research and the teaching that we do," Schopp says. "Tom has a real sense of what it takes to do the kind of work we do, but he also has a businessman's sense for the fact that this is going to pay off both in mission and ultimately in health care costs."

Long-term cost savings were another selling point to Atkins' plan. Skyrocketing health care costs, sick days and time off for doctors' visits were major contributors in lost productivity. Through a focused wellness program, Atkins says, he was asking the university to save money, not spend it. Short-term investment would pay off in long-term benefits and savings.

Then-UM President Elson Floyd backed him, and as a result, the board of curators approved a pilot program that began in 2004 with an online health risk assessment of more than 1,000 University of Missouri Health Care employees.



Missouri Science & Technology



University of Missouri-Kansas City



University of Missouri-St. Louis

Stress, weight problems, inactivity and smoking topped the list of health and wellness concerns of the employees. A year and a half later, the program was expanded to all four UM campuses and included wellness fairs and incentives.

Since that time, the program has been integrated with the UM benefits program. Through this integration, the program offers incentives and programs that would not be available otherwise. The university offers substantial cost reductions through the medical plan, for example, for people who don't smoke or who complete health screenings, Schopp says. "Those opportunities are available to us now because Tom built something that was built to last."

By nature, the plan is designed to be integral to the research mission, the service mission and also the benefits structure so it's built into the fabric of the university, giving it the "home" Minor references.

Since the beginning, students have worked within the program through research projects, internships and volunteerism as a built-in workforce. For example, nursing, health professions and pre-med students are trained to do biometric screenings — a union of the teaching, service and research missions, Schopp says.

All In

UM employees have embraced the idea of a wellness program. Early on, they recruited staff and faculty all over campus to be wellness ambassadors to promote the program in their departments and offices. Today, there are 687 ambassador volunteers.

The full complement of services and benefits has grown to include an annual health fair, biometric screenings and 70 physical activity classes like yoga, tai chi, Pilates, Zumba and body conditioning, plus gym discounts to the MU Rec Center. The program also promotes sponsored nonprofit competitions like the Race for the Cure to get employees moving.

And the results have been life-changing for some. Once obese, some who lost more than 100 pounds were no longer candidates for bariatric surgery. "These are life-transforming changes," Schopp says.

On the other hand, Minor says, "If they don't care, it doesn't matter, but there are many stages we all go through when we start thinking about making a change." The first is awareness, the second is seeking information and the third is adopting small changes. Everyone is at some point on this continuum.

With the wellness program, no matter where you are, you can enter the program at that level.

"Having accessible, affordable programs available that you know about and can take part in right now where you are is crucial for people wanting to make a change," she says.

The wellness program is what is helping Celeste Tilley quit smoking. "I have been a smoker on and off (mostly on) since I was 10 years old," says Tilley, a University of Missouri employee. "I have just now passed my 30-day mark of not smoking. I will not tell you it is easy, because it is not, but with the help of my family, co-workers and friends, I will not pick up another one."

Measuring Results

Just past the 10-year mark, the Healthy for Life: T.E. Atkins UM Wellness Program took more than two decades to gain traction in 2004, but once up and running, the statistics are speaking for themselves.

This year, 9,450 employees completed Tier One of the university's wellness program by taking a wellness pledge, health risk assessment and biometric screening, according to Kelley Stuck, program director and associate vice president of Human Resources. It is an increase of 82 percent over last year. In addition, 3,700 participated in three wellness challenges held by MU Health Care.

"Tom Atkins and his interest was a dream come true for all of us who had been working on campus wellness for so long

and really not being able to get past the wish stage," Minor says. "His influence and his ability and willingness to step up and become an advocate was crucial. It wouldn't have happened without him."

But Atkins sees his investment as relatively small in comparison to what it took to make the program a success. "It took people being aware and interested with a real desire to be a part of it," he says. "The team that works on the program is responsible for that." ▀

9,450

The number of University of Missouri employees who completed Tier One of the university's wellness program by taking a wellness pledge, health risk assessment and biometric screening in 2015.



Heidi Lee, Senior Customer Service Specialist

The Right Team

Service, Quality And Accountability
To Get The Job Done

For the last 90 years, Atkins has served citizens of mid-Missouri.

From its original agricultural and cleaning products in the 1920s, to the lawn, janitorial and pest control products and services it provides today, the company has grown from a one-man operation to nearly 500 employees who have a passion for what they do.

Though only two bear the Atkins name, the entire staff at Atkins exemplifies the company's culture and mission. They strive to be the best, to be honest, to encourage each other, to serve their clients and the community, and they are committed to their mission: "Dedicated to exceptional customer service delivered with a sense of respect, friendliness, knowledge and community spirit."

The family atmosphere at Atkins starts from the top. Father and son, Thomas E. Atkins III and Scott Atkins, set the tone not only for work ethic but attitude when it comes to how everyone at Atkins treats the customer: like family. The diversity of the Atkins team in life, training and educational experience is broad, but they share the attitude of service for which Atkins Inc. is known. They look for opportunities to help people — that's what brings them together and differentiates them from their competition.

Although Atkins may look like a big company from the outside, from the inside, the family-oriented culture with which it started still permeates everything it does. No matter the need, the Atkins team's approach is the same. The pride and ownership they take is all about building relationships and trust. When you have a property need, whether inside or out, the team at Atkins can help you with that.

The World Outside Your Door: Grounds Maintenance

Since the 1970s, Atkins Grounds

Maintenance has been cultivating central Missouri's outdoor spaces through lawn maintenance, tree and shrub care, irrigation services, holiday lighting and more. One phone call can procure the expertise and time to make your home or business outdoor spaces enjoyable.

From the time the first call is placed to Atkins Grounds Maintenance, the customer is on a first-name basis with the tech who will be on their porch shortly, and also an area manager who knows the neighborhood and the challenges they may face with growing plants or a healthy turf in that area of mid-Missouri. Every team member at Atkins is hired thoughtfully and carefully. Together, the Atkins team provides tailored, personal service throughout the company-client relationship.

Beginning with the initial, complimentary evaluation, the Atkins team is trained to look at a property as if it were their own and identify any and all areas they would address, from lawn fertility and irrigation and drainage issues to pest control and pruning. Once they have a comprehensive potential task list, they meet with the owner to formulate a plan of action that works for their wants, needs and budget.

The 30-plus team members at Atkins Grounds Maintenance are seasoned Green Industry veterans with an eye for detail and a sense of pride in good service. From landscape maintenance and lawn care to mowing, irrigation, pruning and trimming, their experience and education draws on agronomy, plant sciences and agricultural backgrounds. All Atkins technicians are trained in Integrated Pest Management (IPM), the practice of applying materials based on the pest or the turf and landscape need. There are also two licensed arborists on staff with backgrounds in growing plants rather than cutting them down,



which helps make Atkins a leading expert in tree and shrub care in mid-Missouri.

With its roots in lawn care program and irrigation services, the Atkins team also performs a host of other services to make life easier, including ornamental landscape plant maintenance programs, holiday lighting and snow and ice management, plus aquatic weed and algae control measure for ponds and lakes.

For any exterior need for a home — turf or tree care, irrigation, sprinkler maintenance, hanging Christmas lights, shoveling snow — just ask. Their can-do attitude will show in their response, “We can help you with that.”



THE OUTDOOR TO-DO LIST

The list of Atkins Grounds Maintenance services includes a variety of tasks to enhance the beauty and care of outdoor spaces, which includes everything from a well-manicured lawn to an ice-free parking lot and everything in between.

- **Lawn Care:** Atkins provides lawn care services for residential and commercial properties plus sports turf. Their service includes fertility, weed control and insect and disease management. They also provide aeration and seeding options to help renovate a lawn.
- **Tree and Shrub Care:** Atkins provides pruning, mulch, fertility, insect and disease management for all varieties of trees and shrubs, new and old.
- **Mowing:** Atkins services commercial properties by mowing, trimming and edging on an as-needed basis as the season and mowing requirements change.
- **Irrigation:** Atkins offers complete irrigation services including irrigation system checks, back flow device inspections, spring start-up, and winterization and system renovation. The company can also design and install new irrigation construction to suit lawn and landscape watering needs.
- **Commercial Back flow Inspections:** Atkins also inspects back flow prevention devices not related to irrigation systems. (Every commercial building has at least one device.)
- **Drainage:** Atkins can help move water from unwanted areas of your lawn or downspouts to more appropriate areas via catch basins and drain tile extensions.
- **Aquatics:** Atkins provides aquatic weed and algae control measures for ponds and lakes.
- **Bare Ground Vegetation Control:** Atkins offers Total Vegetation Control for the cracks and crevices of your paved walks and parking areas or the gravel lots, fence lines and storage lots.
- **Holiday Lighting:** Atkins provides a totally hands-free service for designing and installing holiday lighting systems for your home or office plus they will remove and store the lights as well.
- **Gutter Cleaning:** Atkins provides the tools and expertise to keep home and business gutters free of debris and water drainage flowing in the right direction.
- **Underground Pet Fencing:** Atkins designs and installs invisible pet fencing to keep pets safe and secure. They provide DogWatch Hidden Fence systems for all of mid-Missouri.
- **Landscape Lighting:** Atkins can illuminate your outdoor spaces to create ambience and provide security. They design and install tailored light solutions for your home or business.
- **Snow and ice management:** Atkins offers snow plowing, shoveling and blowing to clear parking lots, drives and walkways, plus they can spread ice melt with a corrosion inhibitor to protect your landscape plants and hard surfaces. Do-it-yourselfers can buy pallet quantities of the same ice melt.

A Job Done Right: Atkins Building Services

What began as a response to a client's need for janitorial cleaning has grown to be one of the largest services Atkins provides. For more than 40 years, Atkins Commercial Cleaning and Special Services has helped customers with a wide variety of services including commercial janitorial for offices, banks, medical facilities and schools, plus a wide range of residential special services.

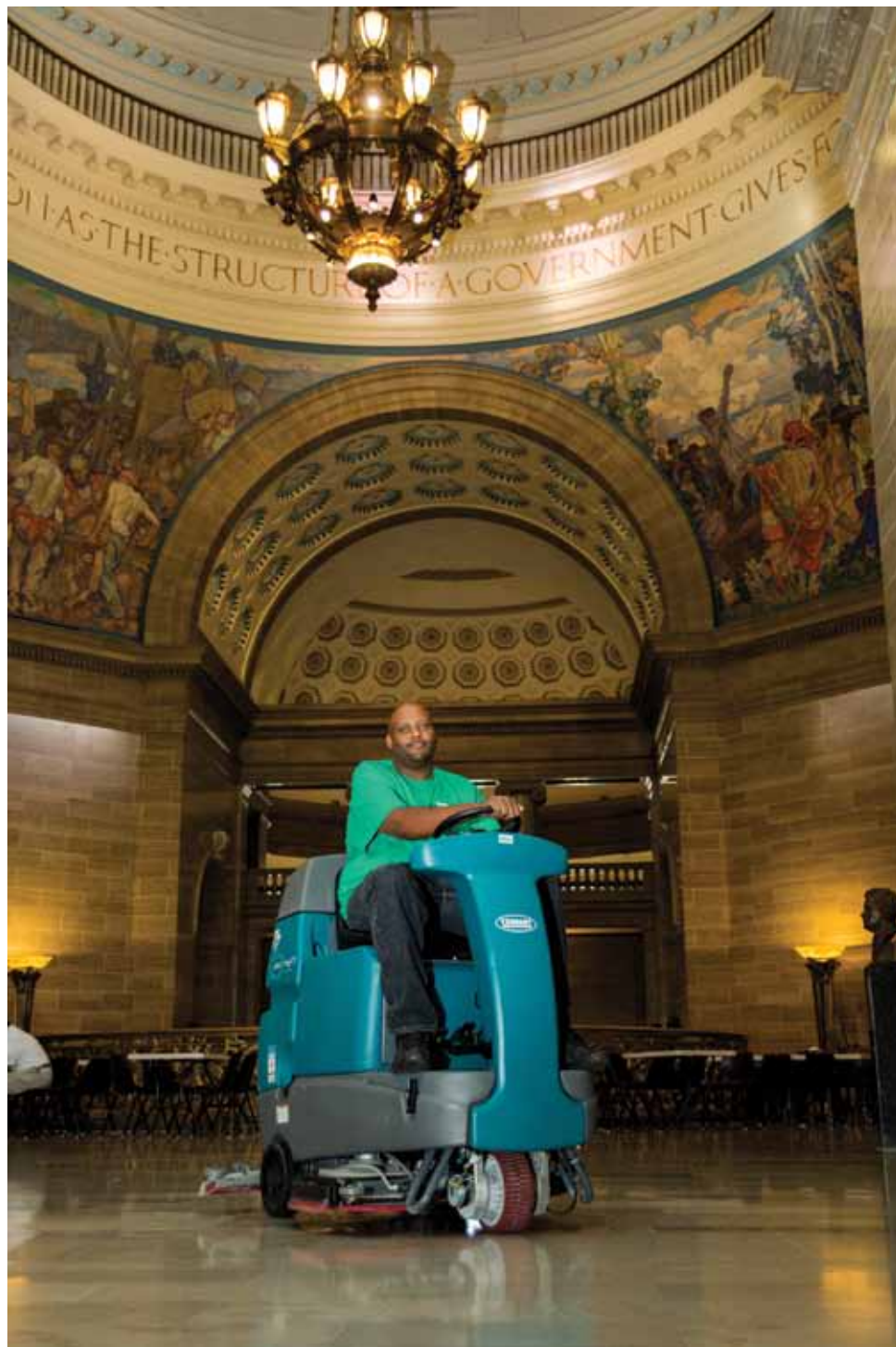
The Atkins janitorial and special services staff serves some 250 clients, many with multiple locations, throughout mid-Missouri, and their referrals continue to grow the company. Over the years, clients have discovered that the Atkins proposal comes with a promise to get the job done, and done the right way. Atkins takes care to deliver on those promises, whether for a one-time emergency or for a client they serve five times a week.

The Atkins team doesn't make promises they can't keep. They listen carefully to a client's needs to determine if they can meet those needs before providing a comprehensive proposal, outlining down to the cost per square foot, the scope of service, type of work and the frequency in which it will be performed. They strive for a long-term relationship with clients with spaces as small as a 1,000-square-foot store front to over 400,000 square feet of the Missouri State Capitol, one of their largest clients.

Nearly 450 employees serve clients in central Missouri, from Columbia and Jefferson City to their surrounding communities. Atkins looks for employees fully vetted with "roots" in a community to serve the clients in their area. While each client is assigned a dedicated workforce, utility crews are available to fill the gap when an absence occurs, ensuring client service is uninterrupted.

Clients can also be confident their Atkins team is thoroughly trained to clean and maintain a variety of spaces and surfaces. In addition, Special Services staff are certified through the Institute of Inspection Cleaning and Restoration Certification, which means clients have third-party assurance their Atkins team is trained, certified, honest and accountable.

While cleaning is a crucial skill, to be on the Atkins team requires more than aptitude. It requires attitude. Not only are



Atkins janitorial and special services team members trained to clean or restore any surface, anywhere, they have the right attitude to do it consistently and cost effectively. That's a quality benchmark for the entire staff.

Having the right team is important, and so is using the latest advances in equipment and technology. They make it possible for the team to complete tasks in the most effective and most efficient ways. Atkins staff use cordless backpack vacuums and floor scrubbers to reduce the time and effort it



SERVICE TO FIT ANY NEED

Atkins commercial cleaning service generally includes trash removal, restroom cleaning, vacuuming, dusting and floor maintenance. However, unique cleaning needs are their specialty. Have a need? All you have to do is ask.

Janitorial Services Include:

- Standard assigned cleaning services from daily to periodic service
- Utility services for additional staff needs or vacation/sick day continues client coverage
- Porter or matron service
- Ongoing construction cleanup
- Event cleaning

Special Services Include:

- Stripping and refinishing floors
- Post-construction cleanup
- Stone and concrete polishing
- Commercial window cleaning
- Disaster restoration
- High dusting or cleaning
- Carpet extraction
- Concrete refinishing and sealing
- Tile and grout cleaning
- Mold remediation
- Duct cleaning
- Sidewalk power washing



takes to effectively clean floors. In the last 20 years, janitorial equipment advancements have not only improved the job performance but made tasks easier on employees, allowing them to work smarter. Atkins is constantly pursuing the use of cutting edge technology in the equipment they use.

Training and equipment combined with an attitude of service makes Atkins a valuable team member for its clients, and Atkins takes pride in the reputation it has earned through integrity, commitment and hard work.

Good riddance unwanted bugs and critters: **Atkins Pest Management**

As a full-service pest management company, there isn't much Atkins Pest Management doesn't do. From insects to rodents to wildlife, Atkins can treat and prevent issues arising from each in a home or business.

Depending on the need, the team at Atkins has several programs to combat current or potential pest threats. Whether it's ants, cockroaches, termites, bed bugs, spiders or some other pest, they offer a scope of options from one-time treatments to a program of regularly scheduled preventive visits, which they consider the best option, tailored to the client's needs and schedule.



The Atkins pest management team is certified to meet needs for household insects, termites and lawn pests as each has a unique set of criteria. To be a good pest technician, however, you must also have genuine interest in how bugs and pests live, how they eat, how they breed. The eight certified applicators at Atkins know their pests. They are trained in proper and safe treatment methods and are certified applicators with the State of Missouri. Some also hold Associate Certified Entomologist credentials from the Entomological Society of America. These credentials require six years of experience before applicators are eligible to take the exam. All Atkins applicators are Quality Pro Trained, a National Pest Management Association accreditation.

Atkins applicators not only go through rigorous training, but they also pay close attention to environmental standards and adhere to IPM practices. Experience and ongoing training aid the Atkins team in meeting evolving pest issues so they're ahead of the game with the newest product or method to address them.

In addition to insects, rodents and other wildlife are on the Atkins radar. In central Missouri, many clients look for aid in controlling rodents like moles as well as help handling squirrels, raccoons and other small wildlife. Atkins removes and relocates them through humane trapping techniques, whenever possible.

The Atkins Pest Management team tackles pest issues head-on with the most advanced methods and materials available, no more and no less, to make sure the pest doesn't come back. If it's invading your business, home or lawn, the Atkins team has a plan to address it. ▽

Atkins has several programs to combat current or potential pest threats.



IN THE CROSSHAIRS

Atkins Pest Control targets pests from bed bugs, bees, birds, clover mites, fleas, flies, gnats, spiders (including brown recluse), wasps, hornets, mosquitos and most anything else you can imagine, plus these specific services for home and business owners:

- Flea and tick treatments for lawns
- Termite prevention and management
- Free termite inspection services
- Termite inspection reports for home purchases
- Wildlife control, including snakes, moles, opossum, squirrels, skunks, bats and most any unwanted varmint
- "Mole patrols" or regular rodent control with secure baiting systems

Don't Take Our Word For It!

Our customers share their thoughts on what it's like to work with the professionals from the whole line of Atkins services.

"Part of our Team."

That's the first thing that comes to mind when asked about Atkins. For the last five years our company has worked with Atkins on a daily basis addressing the janitorial needs associated with our larger commercial and institutional properties. The combinations of their Day Porter services along with the nightly janitorial crew help maintain these properties in a first class manner. In addition taking care of the daily duties, Atkins' flexibility and horsepower have come in handy on numerous occasions to support special events and emergency response. They have had the personnel, training and equipment to effectively do any job we have thrown at them. Atkins is a key partner with our company in our efforts to maintain the real estate assets of our clients."

— Jay Burchfield, President,
SilverTree Companies

"When Columbia was a town of fewer than 15,000 people, Atkins began its business. As the town grew, so did the company, becoming the dependable fixture in the community it is today. From one Columbia landmark to another, congratulations on your 90th year."

— Kevin Gibbens, President & CEO, Landmark Bank

"It's a trust thing with Atkins. From the top down, you can count on them to handle just about anything around the home. You don't see a new face every time they show up. You get someone you can count on to do the job right and stand behind it."

— Jack Smith,
Jack Smith Creative Services

"I've enjoyed a pleasant and reassuring partnership with Atkins. I'm impressed with the professionalism, friendliness, and the willingness to go above and beyond to insure our needs are met. One of my favorite aspects of Atkins is that they are turnkey. With Atkins, I have one company that can clean my facilities and windows, perform lawn care, fertilize, irrigation installation and maintenance, weed control, snow and ice removal, tree care, plant care, pest control, and it even handles my holiday lighting needs! It's great to have this all in one company. It certainly simplifies my life."

— Dan Davis, Facilities Manager, ABC Laboratories

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of Boone County

"It's my pleasure to congratulate Atkins on their 90th birthday. You have always been the best of what makes a locally-owned, family business great.

There's something special about watching a family grow a business together. I can't wait to see what's next for Atkins."

Steve Erdel
Chairman and CEO


JOE MACHENS
DEALERSHIPS

"I have known Tom Atkins and the Atkins companies for over 30 years. You will not find a better group of people anywhere. They truly understand what customer service really means.

Their commitment to building a long-term trusting relationship is what has made them the leader in their industry. If you want the best, you better 'call Atkins.'"

Gary Drewing
Previous Owner


Boone
Hospital
Center

"Many accolades can be given to a family owned company that has been successful for 90 years. What exemplifies the Atkins Companies is their commitment to enhancing the communities they serve.

Many in our communities benefit daily from the extraordinary generosity of the Atkins family. Congratulations on 90 years in business and for helping to make our communities exceptional places to live for today and for the future."

Randy Morrow
Retired Vice President

ATKINS

Celebrating 90 Years

of Community Spirit Since 1925

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