

## **Century 21 Hawkins & Kolb Chamber of Commerce Small Business Award**

Century 21 Hawkins & Kolb has been a part of the Sumter community since it began in 1977 as Hawkins & Kolb Construction working out of the Avant & Gath real estate offices. In 1979, Hawkins & Kolb Construction moved to Century 21 Hawkins & Kolb's current location at 688 Bultman Dr. In 1979, Hawkins & Kolb Real Estate was also formed as a separate division of Hawkins & Kolb Construction, and as the real estate division grew, it became a part of the Century 21 family in 1982. Century 21 Hawkins & Kolb expanded into the property management division after becoming Century 21 affiliate, and now our residential property management division manages over 640 properties. Our company started with Mack Kolb, Tommy Hawkins, one real estate agent and a secretary and now employ 11 agents, 9 office staff and more than 20 people under the construction division. Century 21 Hawkins & Kolb is consistently one of the top producing real estate offices in the Sumter market as well as a top producing office for our region in the Century 21 national rankings.

Century 21 Hawkins & Kolb has been part of the residential and commercial development of Sumter as our office has lead the marketing of local sub-divisions including Meadowcroft, Foxcroft and Stonecroft . We have developed and marketed Lee's Preserve, Timberline Meadows and most recently Ellerbe Estates. Our Broker-In-Charge, Mack Kolb, has also been a part of putting together site assemblages for various businesses coming to Sumter including Continental Tire, The Retreat at Sumter, the Wal-Mart Marketplaces on Bultman and Pinewood Roads as well as the new hotels on Broad Street. He has been a large part of the commercial development of Broad Street. Our office is always looking for ways to encourage new businesses to come to Sumter that will allow the continued economic development of our community.

Century 21 Hawkins & Kolb is a part of the Cartus Broker Network and has been a Cartus Excellence Platinum Award winner since 2014. As a Cartus Excellence Platinum Award winner, our agents are held to the highest standards and consistently provide top rated customer service as gauged by surveys that are sent out by the Cartus Network and the Century 21 corporate office. In order for an office to be named a Cartus Excellence Platinum Award winner, our agents must meet stringent requirements including minimum buying and listing conversions percentages, customer service expectations, documentation updates and improvements on the previous year's results.

Our office has faced many economic downturns over the years, but we have always been able to withstand them and come out stronger on the other side. Over the years, we have worked hard to stay relevant in an ever changing market place – from hand delivering contracts to using e-sign technology and taking advantage of internet marketing to help sell our properties and connect with people moving to the Sumter area.

Century 21 Hawkins & Kolb only hires the most professional, well trained and educated agents. We encourage our agents and employees to be involved in the community in which we service. As such, they are involved in a multitude of community events and non-profits. As a few examples, Mack Kolb, our Broker-in-Charge was a Director on Sumter Chamber of Commerce Board of Directors, is a founding member of the Sumter Growth Initiative, and is the current Chairman. He also serves on the Synovus Advisory Board and in the past has been a member of the Salvation Army Board, Sumter Board of Realtors, Chief Volunteer Officer for the

YMCA. He was also a member of the Sumter Development Board from 1995 – 2004 and served as the Chairman from 2002 – 2004. He was on the Board of the Salvation Army and also served as the Chairman of the Salvation Army Boys & Girls Club in 1989. Mack Kolb was named the Realtor of the Year for the Sumter Board of Realtors in 2001. He also served as the Economic Ambassador for South Carolina in 1999 and was named the Sumter Chamber of Commerce Business Person of the Year in 2005. Susan Weston, one of our top producing agents, and the current Real Estate Agent of the Year for the Sumter Board of Realtors, is a Sumter Junior Women's League Sustainer, an active member of First Baptist Church, Member of Word Girls and Sumter Gallery of Art, rescues dogs, cats and horses, coached with the Parks & Recreation department, and served as the RPAC Chairperson. Jennifer Hannibal-Felder is a leader with the JMBC Girl Scout Troop #1586, a member of the Sumter High School IBPO committee and serves on the Sumter Board of Realtors. Retta Sanders has served on the boards of the Sumter Board of Realtors, Sumter County Museum, Sumter Historical Society and The Forum. She was also named Realtor of the Year for the Sumter Board of Realtors in 2014. Tina Richardson volunteers with a variety of charities, including the Wounded Warrior Project, American Heart Association and the Feed a Starving Child project. Our office staff are members of various local churches including Trinity United Methodist, Alice Drive Baptist Church, and Westminster PCA. They serve in a variety of ways including on the finance committee and with the special needs children's programs.

Our office is a sponsor for the Sumter Chamber of Commerce's annual military appreciation picnic that is held at Shaw Air Force base and sponsors a Christmas tree for the Tuomey Foundation each Christmas. Mack Kolb also ran the Red Cross golf tournament, which was one of the largest fundraisers for the Red Cross for 6 years. Our office sponsors events to benefit the Sumter special needs community as well as donating to many other causes throughout the year. Century 21 Hawkins & Kolb has been a proud member of the Sumter Chamber of Commerce for over 38 years.

At Century 21 Hawkins & Kolb, we are aware of the environmental impact that new construction brings to any area, and one of the ways that we are working to help minimize our environmental impact is by being one of the first companies in Sumter to install solar panels on our office as well as one of our largest commercial properties. Along with investing in the solar panels, we have also transitioned our office and many of our commercial properties to LED lightbulbs. We have also installed updated thermostats in our office as well as in some of our commercial properties to allow us to track the heat and air usage and make changes in real-time as needed. We are very cognizant of the effects of greenhouse gas emissions on our planet and are committed to continue to make changes as needed to continue to preserve our natural resources.

We are thrilled to have been nominated for the Sumter Chamber of Commerce's Small Business award and look forward to many more years of service to the Sumter area.