

The Dow Smithsonian

A newsletter for clients, colleagues, and friends of Dow Smith Company, Inc.

Fall 2021

Building A Legacy: Moody Excavating's New Facility



Moody Excavating's new facility is located at 111 Forbus Drive in Christiana, Tennessee.

Constantly building on his brother's legacy, Rusty Moody is always concerned about taking Moody Excavating to the next level. That's why Rusty and his sons, Jeremy and Jeff, were so careful when working with Dow Smith Company on their new 3,000-square-foot office building. From floor plans to finishes, they wanted to get it exactly right.

The building, located on Forbus Drive in Christiana, has a welcoming lobby, plenty of office space, a spacious kitchen, and a comfortable conference room with a wall that is decorated with a mural and pictures that tell the company's history. It also has a second floor—so Moody's can continue to grow well into the future. The building took months to construct, but it was decades in the making.

"Dow Smith Company's guidance on helping us choose and optimize the building really allowed us to design the space that we have here," Jeremy said.

Rusty and his brother Mike grew up in Oklahoma with a father and grandfather who built flood control dams all over Oklahoma and Texas. Their father worked in the oil fields for years after that. They were taught the value of hard work from a very young age.

In 1994, Mike and his wife, who was originally from Middle Tennessee, moved back to the area. Rusty followed five years later and the two went to work together.

Tragically, Mike passed away after a motorcycle accident in 2016. Rusty immediately felt the responsibility to take what they'd

built and make it even better. When Mike died, the company had 35 employees. Now it has about 90. Some of the employees have been with the company for almost 20 years.

"I just kind of followed his lead. I didn't think it would get this big," Rusty said. "I think Mike would be proud of what my sons and I have done."

Recently, Dow Smith and Joey Rhyne spent a morning with Rusty, Jeremy, and Jeff at their new facility to record an episode of the "From The Ground Up" podcast, pictured right. You can visit our website



at www.dowsmith.com/from-the-ground-up-podcast to listen to the Moody podcast episode.

Today, Moody Excavating is a general contracting excavation business that provides mass grading activities and utility infrastructure for subdivisions for local residential developers and small commercial jobs. The company's reputation is well-known and hard-earned in Rutherford County and beyond.

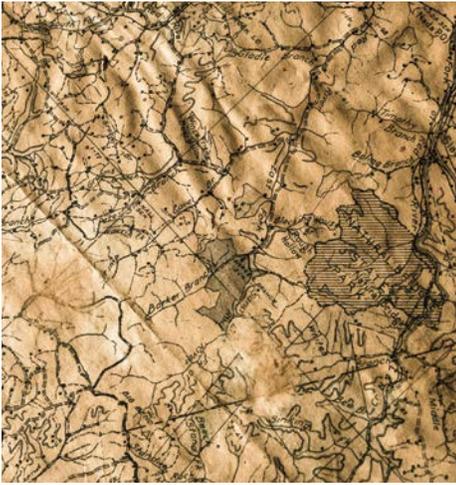
"A lot of people drive by neighborhoods and developments

continued on page 4...



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Ancient Map Found In Cellar

A stone slab held privately for more than 100 years has turned out to be the oldest known map of European territory, the *Sci-News* website reports. The Bronze Age map, about 13 feet long by seven feet wide, dates from 2150–1600 B.C., and was originally found in France in 1900. It went to a private collection, then a museum, and was ultimately found in a castle cellar in 2014.

The slab appears to depict an area along the river Odet, and the central motif suggests an enclosure in an area with three river springs—the Odet, the Isole, and the Stêr Laër. Archeologists believe the ancient map may have been used to manage the territory and control its land. The slab was used in a burial at the end of the early Bronze Age, and markings that seem to represent the distribution of elite graves in the territory could be linked to soil fertility.

SPEED BUMP

Dave Coverly



Jumpstart Your Morning To Be More Productive At Work

Are you as productive as you could be at work? It depends on how you start your day. To get off on the right foot, follow this advice from the *Resume.io* website:

- **Empty your mind.** Get rid of extraneous thoughts that might distract you up front. If necessary, write down any ideas or worries and then set them aside so you can focus on your first task.
- **Don't check your email right away.** Spend 30 minutes or so on something productive before looking at your emails. You'll avoid getting sucked into nonessential tasks that can derail your productivity.
- **Avoid meetings.** Don't call a meeting first thing in the morning. We spend enough unproductive time in meetings as it is. Block out a meeting-free zone on your schedule, and attend only the most essential early morning meetings.
- **Stand up.** Instead of settling into your chair first thing, take a short walk or use a standing desk for the first 10 minutes of your day. This can help you feel more energetic and empowered.
- **Use natural light.** Open your blinds to let in the sunshine. It'll help you wake up and feel more alert. If that's not an option at your workspace, invest in a lamp that simulates sunlight.
- **Set—and share—deadlines.** Let someone else know when you expect to finish an important task. Keeping it to yourself makes letting it slide too easy. Having someone in on it will help you feel accountable, even though it's just a co-worker with no authority over you.
- **Start one at a time.** Don't try to accomplish several morning tasks at once—no matter how easy they are. Focus on just one, finish it, and move onto the next. Allocate blocks of time for specific tasks, with shorter spans in between for miscellaneous jobs.

"The key to successful leadership today is influence, not authority."

—Ken Blanchard

Try These Numbers On For Size

You think high school algebra was hard? Try wrapping your mind around these amazing numbers, courtesy of the *Cracked* website:

- To write the largest known prime number in a straight line, you would need a sheet of paper 23 miles long.
- Americans use 100,000,000,000 plastic shopping bags a year, enough to stretch end-to-end around the equator twice every day.
- A blue whale can eat up to 40 million small krill a day—about 7,900 pounds, which is more than the weight of a Hummer.
- A Rubik's Cube has 45,252,003,274,489,856,000 possible configurations.
- There are 12.1 trillion digits of Pi known right now. A piece of paper needed to write them in a straight line would stretch to the sun and back.
- LEGO manufactures 125 million bricks a day, more than the number of banknotes the U.S. prints in a day (38 million).
- Beetles represent 30% of all known animal species, with more than 300,000 species currently identified.
- People send 205 billion emails every day. If you were to print out each one on a separate sheet of office paper—which would consume 25 million trees—the stack would stretch halfway around the equator.

What Makes A Leader?

Leadership calls for the right perspective on people. The website of the *MIT Sloan School of Management* shares these words of wisdom from top leaders on how to lead:

- **Carol Cohen, Cognizant:** "Your long-term success is not just determined by what you achieve alone, but also by how you empower, engage, support, and elevate your colleagues and teams in the ecosystem around you."
- **George Westerman, MIT Sloan:** "The ability to envision and drive change is just as important as the ability to work with technology. If you don't have both, you can't succeed in this world."
- **Craig Robinson, WeWork:** "Creating, aligning, and empowering diverse teams is one of the best ways to discover and develop new ideas."
- **Hal Gregersen, MIT Sloan:** "Most leaders excel at thinking, 'Oh, here are the tasks to be done,' but they often don't step back to consider how specific roles are changing and what that means for people experiencing a significant identity shift at work."
- **Doug Ready, MIT Sloan:** "Go out on the limb, that's where all the fruit is. Take a few risks—trust that your people will admire you for doing so. Leadership is a privilege. Embrace it as you build a community of leaders in this new economy."

"In school, you're taught a lesson and then given a test. In life, you're given a test that teaches you a lesson."

—Tom Bodett

Up Your Networking Game

Networking is crucial to succeeding in your career. You need connections with people in all sorts of industries, people who can offer you advice, support, and sometimes work. Networking is one of the most powerful skills you can have in your career and is a skill that can be learned. How do you go about building the kind of network you want? Follow these guidelines from the *Silicon Republic* website:

- **Networking should be mutually beneficial.** Don't go into it thinking only what you can get from other people. To build useful, long-term relationships, you have to be available to help your contacts as much as you hope to get help from them. Don't constantly ask for favors. Volunteer your service and expertise so people see you as a reliable partner.
- **Join diverse groups.** You meet people for your network by getting involved in industry associations, trade groups, and the like. Look for groups that have a diverse range of people. The wider your network, the better your access to information you can use and people with experiences and insights you might not encounter elsewhere.
- **Present solutions.** Position yourself as an expert by speaking at conferences and offering solutions to long-standing problems. Getting visibility will attract people to you. You'll be able to interact with a wider variety of experts in other fields who can share experiences and ideas while benefitting from your own.
- **Say yes to opportunities.** You've got to put yourself out there to prove yourself to the people you want in your network. That means volunteering your services and also saying yes to requests to help. Be willing to take on new responsibilities when asked. This shows you're a team player committed to everyone's success, not just your own.
- **Don't be daunted if you've changed careers.** Networking can be just as daunting if you've decided to make a career change later in life. Try to understand the constituent parts of your new role, identify the people who have the most knowledge about that topic, and approach them. Ask if it's okay to reach out to them with questions or, better still, try to schedule a regular time with them where you have a chance to build up a bank of questions.



Odd Questions

1. Where are lobsters' bladders located?
2. In 1878, Alexander Graham Bell suggested answering the telephone with which greeting?
3. At an average of 10 hours 42 minutes per week, which country's citizens spend the most time reading?
4. Which is the state dance of 24 U.S. states?
5. Which came first: alcohol or the wheel?
6. Which word is understood in all languages?
7. A team of chemists described which smell as "a combination of grassy notes with a tang of acids and a hint of vanilla over an underlying mustiness?"
8. Which is the only continent to have land in all four hemispheres?
9. *Paraskevidekatriaphobia* is the fear of what?
10. What was the first item sold on eBay?
11. Theodore Roosevelt's daughter Alice had a pet snake. What was the snake's name?

1. In their heads. 2. "Ahoy." 3. India. 4. The Square Dance. 5. Alcohol. 6. "Huh?" 7. The smell of old books. 8. Africa. 9. Friday the 13th. 10. A broken laser pointer. 11. Emily Spinach.

—Mental Floss

Building A Legacy... continued from page 1

and they don't know all the work that goes into them," says Joey Rhyne, Partner and Chief Operating Officer for Dow Smith Company. "Moody Excavating is the first on the job. They work closely with developers in Rutherford County. There's not much they haven't touched. For those new residential developments, there's a good chance that Moody had a hand in it. They put the roads, utilities, and pads in."

All the tireless work, determination, and commitment that comes with the Moody family name is something that Jeff says he carries with him every day. It guides him and the company in the work they do and the plans they have for the future.

"Growing up with Mike, he always taught me one thing—that's to do the job right the first time," Jeff says. "Coming from

that background with Mike and Rusty teaching that, that got me thinking about how we could be more efficient in the field, not just on one aspect but on every aspect. How can we manage a project from the start to the finish—from clearing the trees to grading it out to utilities to finishing it? How can we be as efficient as possible, not only for time, but also for profit margin."

Jeff adds, "I really strive to get my projects done 20 percent faster than my competitor, and it's from management. I can't say it enough that it's not one person who built Moody Excavating.

There are multiple people here that I put a lot of responsibility on and have a lot of respect for."

Check out our website at www.dowsmith.com/moody-excavating for more photos and information about this project.



 **DowSmith**
We design. We build.
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Currently Under Construction

As we enter the Fall season, we continue to be busier than ever. Projects currently under construction include:

- **Seven Oaks Business Park, Building G** - New 13,500-square-foot pre-engineered metal building designed for seven tenants in Smyrna.
- **New Vision Baptist, Phase 2** - Renovation of the church's main exterior entrance to include an artificial turf gathering field with concrete seat walls and a steel pergola.
- **Puckett Creek Station** - 6,000-square-foot wood-framed structure for future tenant space in Murfreesboro.
- **Premier Vet Care Addition** - Two-story addition onto the existing Smyrna facility built by Dow Smith Company in 2010.
- **Greenhouse Ministries** - 25,000-square-foot mixed-use office and transitional housing facility in Murfreesboro.
- **Mulch & More** - New 11,590-square-foot pre-engineered metal building to include office space and a maintenance facility in Murfreesboro.
- **Howard Printing** - Tenant build-out at Seven Oaks Business Park, Building G in Smyrna.



New Vision Baptist Church, Murfreesboro



Puckett Creek Station, Murfreesboro

