



# *News Release*

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## ***SBA Names 2004 North Carolina Small Business Persons Of The Year***

**Charlotte, NC** – The U.S. Small Business Administration (SBA) has named Philip & Janette Kelley, of Salem Printing, the *North Carolina Small Business Persons of the Year* for 2004.

“It is a great pleasure to honor the Small Business Persons of the Year and salute the contributions of North Carolina’s small businesses,” said SBA’s North Carolina District Director Lee Cornelison.

The Kelleys received their award at the Charlotte Chamber’s Business Growth Network meeting, Tuesday April 27, 2004 at a special Small Business Week event with SBA’s Deputy Administrator, Melanie Sabelhaus.

Established in 1987 with 13 employees the company reached about \$300,000 in sales. Since then the firm has grown remarkably. Ten years later, Salem moved into a 26,000 sq. ft. building. With added space, new equipment and updated technology, Salem was able to grow significantly over the next few years.

In 2000, the company expanded again with an additional 13,000 sq. ft. of plant floor space. Currently Salem has 49 employees with sales in excess of \$5 million. In 2002, the firm was named one of the top 50 fastest growing printers in the U.S. by American Printer, a national trade publication for the graphics-arts-industry.

Salem’s focus on process control with its commitment to high-tech equipment has enabled the company to deliver quality products while maintaining low overhead expenses.

Gayle Anderson, President & CEO of the Winston-Salem Chamber nominated the Kelleys for the award. In May 2003, Salem Printing received the Winston-Salem Chamber of Commerce Small Business Persons of the Year award. They will be honored at the Winston-Salem Chamber’s Small Business Week event this October.

Philip and Janette believe in giving back to their community. They sponsor several local projects that benefit a local hospice and the Winston-Salem Forsyth County School System. Salem Printing is also a Business Friend of the NC School of the Arts.

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Salem Printing is a member of The Family Business Center at Wake Forest University's Babcock Graduate School of Management. The Center uses the capabilities and educational resources available at Wake Forest, in the local community to provide closely held and family firms the assistance they need to grow and succeed from generation to generation.

Philip Kelley holds BS and a Masters in Industrial Engineering from the Georgia Institute of Technology in Atlanta. After graduation he was commissioned an officer in the US Army and served as a Captain for three years on active duty in both Germany and Vietnam. He later received an MBA at Wake Forest University. He has been in the printing industry since 1971.

Janette Kelley holds a Master's degree in Education from A&T State University in Greensboro. She has taught high school in Michigan, Georgia and Winston-Salem, North Carolina. In 1995 she joined Salem Printing and now serves as the company president.

Philip and Janette Kelley have been married for 39 years. They have two grown children and five grandchildren.

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