



Photo by Chad Riley

# INVESTMENT IN TRAINING HELPS EASY HEATING & COOLING INC. GROW

Nearly 15 years ago, **Enoch Lamar Smith** opened a full-service heating ventilation air conditioning (HVAC) business. Since that time his company – Easy Heating & Cooling Inc. – has continued to grow to include commercial and residential repair services, new systems and maintenance services.

“Our clients call us their hero,” said Smith. “Over the years many of our clients have become more like extended family.” He believes this has happened because the company was built on faith-based principles, and “doing the right thing always pays off.”

Expanding beyond traditional HVAC services, Easy Heating & Cooling’s work includes installation of tanked and tankless water heaters, blown-in insulation, attic and bathroom exhaust fans, and gas line installations and repairs.

The company operates 24/7 providing emergency service for its customers, and has developed an email newsletter to provide them with tips to help keep their home energy efficient and heating and cooling costs down.

In 2018, Easy Heating & Cooling launched into growth mode when the company completed a Mobile Area Water and Sewer System mentor protégé program. Smith says the company implemented the strategies learned from that program, and

challenged themselves to keep up with business training. Smith then was selected as a member of the 2019 Small Business Administration-sponsored Emerging Leaders program, an intensive executive level training program.

Easy Heating & Cooling is the Chamber’s Small Business of the Month. *Cont. on pg. 6*

**COMPANY NAME:** Easy Heating & Cooling Inc.

**LOCATION:** Company offices out of Exchange 202, 202 Government St., Ste. 203

**WEBSITE:** [easyheatingcooling.com](http://easyheatingcooling.com)

**PHONE:** 251.298.7287

**COMPANY OWNERS:** Enoch and Gretta Smith

**YEARS IN BUSINESS:** 15

**LENGTH OF CHAMBER MEMBERSHIP:** Since 2018



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The team at Easy Heating & Cooling discusses a new project. Pictured above from left to right are: Ron Anderson, Sharon Smith, Enoch Smith, Dell Anderson, Gretta Smith and Theodore Smith.

“[Being involved with] the Chamber has allowed Easy Heating & Cooling the ability to connect with many different companies and job opportunities,” said **Gretta Smith**, Enoch’s wife and the company’s chief operating officer. The Smiths have remained active in the Chamber, participating in the Growth Alliance Task Force supporting minority-owned businesses and attending various networking events.

“We feel that the Chamber is a part of our sales and referral team,” she added. “Since joining the Chamber we have been able [to] secure multiple job opportunities from members and through referrals.”

To learn more about the company, go to [easyheatingcooling.com](http://easyheatingcooling.com) or call 251.298.7287.

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