

Mo's Pest Control, LLC

Marc Owens, Sr.

MBE

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Marc Owens, Sr., Owner/Founder, Mo's Pest Control, LLC

A Career in Case Management Leads to a Thriving Business to Help People Who Desperately Need Pest Control

While many businesses closed due to the coronavirus pandemic, Marc Owens, Sr.'s business, Mo's Pest Control, LLC, is surviving and thriving. "My phone is 'blowing up,'" said Owens. "People are at home and they are seeing more and more pests and rodents, and people who own businesses have been calling me to see if I am interested in writing proposals to get their business."

Owens primarily serves residential customers, apartment buildings, daycare centers and nursing care facilities in Missouri and Illinois. The phone calls for commercial business are the phone calls he has been waiting for. "This is what I need to help grow my business," he said. One caller asked Owens if he was interested in a project that required disinfecting homes and businesses to fight the coronavirus.

The interest in Owens's business is perfect timing. The increase in calls for his pest control services are coming on the heels of Owens's certification as a Minority Business Enterprise. His company is now listed in the City of St. Louis's Minority/Women Business Enterprise (M/WBE) Directory. The Directory lists businesses by name, company descriptions, and commodity codes. Anyone searching the Directory for pest control will find Owens's company. He is one of two pest control companies listed in the Directory. "It's a blessing. I plan to partner with larger pest control companies to seek contracts at St. Louis Lambert International Airport. In the future, I plan to bid on contracts on my own," said Owens.

Marc Owens is passionate about pest control. He has a bachelor's degree in Sociology and Criminal Justice from Lincoln University. After graduation he worked for the Illinois Division of Mental Health Services and a Missouri agency for troubled youth and their families. "I went into a lot of homes and I saw a lot of issues. I never judged how people were living. But I noticed a need to help them

with pest control. So, I started my company to help people and offer pest control to people who really needed it but could not afford it. I take pride in my work and treat everybody's project like it is my own and I like to see results and happy customers," he explained.

Owens says he loves his job and finds it very fulfilling. He has been in business for 12 years and is preparing for the next generation in pest control. He has three employees including his son. "We are a father and son family-owned business. My son is licensed to do the same work and I hope to leave a legacy for my children." Owens and his wife of 27 years have a daughter in college and nine-year-old twins.

As a faith-filled man, Owens planned for the success he saw coming his way. He describes himself as a God-fearing man. "When you are a God-fearing man you try to do everything right, not just in your business but in everything that you do," said Owens. He is honored to be recognized as a business success story. "It gives me an opportunity to tell why I started the business." Owens saw the opportunity to use his background as a case worker to create a business that offers an affordable option for people who desperately need pest control. He hopes his success story will inspire others to use their skills to help people in need.

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