



Paris/Henry County

MAY 2012

CHAMBER NEWS

2508 East Wood Street • Paris, Tennessee 38242 • www.paristnchamber.com

May Chamber Coffee Host ***Cowart, Reese & Sargent***

Cowart Reese Sargent is an accounting firm with offices throughout West Tennessee. In 2007, the firm purchased the local office, formerly Perry, McCain & Boyd CPAs and Clark Cowart stepped in as the local partner in charge. Building upon the tradition of excellent client service that Perry McCain & Boyd (PMB) was known for, the firm has been able to retain the original staff of PMB and has added additional staff and services to the Paris community. In addition to traditional accounting, auditing and tax consulting services, their experienced professionals provide specialized services in many industries. Cowart Reese Sargent makes sure their clients are satisfied and that they receive the attention and personalized service they deserve. Although a firm with regional and national reach, it stays true to its core values of providing hometown service with the highest of standards that they demand of themselves. As the managing partner and one of the original founders of Cowart Reese Sargent, Clark Cowart has been providing tax and accounting services to clients since 1975. Early in his working life, Clark was a corporate pilot. However, his desire to be able to be home with his family more and his calling to help local businesses and individuals achieve financial success, Clark started the firm, and working out of his garage with his wife Judy, he tirelessly built a reputation of providing fast, accurate service. In 2010, the firm merged with the John R. Reese firm in Martin, Tn, which provided additional depth of resources for which the combined firm could now draw on. Now with offices in Paris, Jackson, Martin and Brownsville, Clark and the entire Cowart Reese Sargent team never forget that it is successful only when its clients are.



May Calendar of Opportunity

May 9	Leadership (Tourism Session)	Chamber Office	8:00 am
May 16	Ribbon Cutting	Mobile Nation (1023 Mineral Wells Ave, Suite A)	10:00 am
May 18	Ribbon Cutting	Professional Office Furniture for Less (909 E. Wood)	11:00 am
May 21	Executive Committee	Chamber Office	3:30 pm
May 22	Chamber Coffee	Cowart Reese & Sargent (309 N. Market St.)	8:00 am - 9:00 am
May 24	Ribbon Cutting	FSB Insurance (105 Memorial Drive)	10:00 am

May 28 • Chamber Office Closed for Memorial Day



Paris / Henry County Chamber of Commerce

2508 E. Wood Street

Paris, TN. 38242

731-642-3431

Tourism: 800-345-1103

Fax: 731-642-3454

Email: parisoc@paristnchamber.com

Website: www.paristnchamber.com

Office Hours: 8 AM - 4:30 PM

EXECUTIVE COMMITTEE

President: Wayne "Butch" Powers

President-Elect : Sam Mahan

VP Community Development:

Stacia Puckett

VP Tourism: Jeff Seaton

Treasurer: Andrea Lamb

Past President: Carlton Gerrell

BOARD OF DIRECTORS

Chip Anderson, Michele Atkins, Lisa Casteel, Jennifer Hayden, Rosie Johnson, Jeremy Lindsey, Gary McEntire, Traci Middleton, Jamie Orr, Tony Lawrence, John Penn Ridgeway, Darrin Thompson

EX-OFFICIO

Carl Holder, Sam Tharpe, Kenny Paschall, Brent Greer, Joe Qualls, Machele Operaia

Executive Director: Jennifer Wheatley

Henry County Alliance CEO:
Larry Crawford

Administrative
Assistant: Galia Greer

Chamber Services
Coordinator: Susie Umstead

*The mission of the
Paris-Henry County
Chamber of Commerce
is to improve the economy
and quality of life in our
community.*

From The President

WAYNE "BUTCH" POWERS



Sometimes when I'm sitting idle staring aimlessly off into nothingness my mind will start wondering and asking the question "What if?" What if I had done this or that? What if I turned left instead of right? What if I made a better shot at that deer? What if it rains on the campout this weekend? I'm almost certain that we all ask and/or ponder on that "What if" question at times.

So, I thought "What if there was not a Chamber of Commerce?" This is purely a hypothetical question. But, what if the Chamber of Commerce just went away? What would be some of the ramifications? I randomly asked a few people this question and here are some of the responses.

The most popular response was where would everyone get their information? The Chamber acts like a central hub for information. People call from out of town and in town looking for information regarding all aspects of our County and events being held here. When I go on vacation or travel I almost always visit that area's Chamber website. I know it is a trustworthy source of information and is not trying to just sell me something. People visit our website for the same thing. People stop by to get information on our community and our Chamber members.

Similar to the above was who would send out community information news blasts? When a business or organization needs to get information out regarding an event or happening, the Chamber will send that information out to the membership.

Who would handle tourism? This is just one aspect of the Chamber's activities. Although we could do more, the Chamber acts as a go to spot for tourism questions and it handles a number of tourism activities.

Who would take care of networking and community development? We would lose the Chamber coffees, the small business expo, small business basics, and other Chamber sponsored seminars. Again, this is just another aspect of the Chamber's activities.

I could go on. But, it all boils down to the fact that our community needs a Chamber of Commerce. The Chamber belongs to its members but it benefits everyone. Almost every community, small and large, has one or more chambers representing it. As one person described it, the Chamber acts as our "community's cheerleader." I hope to see it cheering for a long time.

From The Executive Director

JENNIFER WHEATLEY



Two new events are occurring in Henry County in May, both with the support of the Chamber's tourism committee and the Henry County Alliance.

The Tennessee Wildlife Foundation, an outreach of the Tennessee Wildlife Resources Agency, is sponsoring a fishing tournament for Wounded Warriors on May 19th that will also include an open class. Approximately 25 wounded veterans will be part of the event, which will also include food and family activities. Local support of these returning heroes is a big part of the success of this event and several local businesses and individuals have already pledged their support. The Wildlife Foundation has used other venues in the past, but this year's event will be at Paris Landing State Park. Approximately 100 boats are expected.

The 400 Mile Sale, a yard sale trail that has focused on Highway 68 in Kentucky for several years, is adding a Highway 641 spur this year, encompassing Hazel, Puryear and Paris. Drawing visitors from 40 states, this event bring lots of folks from other communities into Paris and Henry County for the first time May 31 – June 3. The route will bring our visitors straight into the Court Square and Downtown Paris Association is working hard on this event. Galia Greer took our first inquiry call, a gentleman from Miami who is planning the trip.

400 Mile organizer Debby Spencer says combined sales work best and encourage the shoppers to stop, so get with your buddies, find a spot on the route and start saving your stuff! Check out www.400mile.com for more information.

Jeff Seaton is chairman of the tourism committee and works with Anne Cullen; Kenitha Ferguson, White and Associates Wimberley Agency; Andy Collins, Commercial Bank; Andrea Lamb, Commercial Bank; Ramay Winchester, State of Tennessee; Susie Umstead, Paris-Henry County Chamber of Commerce; Galia Greer, Henry County Alliance; Paul Mathenia, Henry County Commissioner; Sharon Seaton, Fish Tale Lodge; Jennifer Morris, City of Paris; Mark Johnson, Paris Realty; Rosie Johnson, Security Bank; Jennifer Hayden, Hamilton-Ryker; Garry Mason, Northwest Tennessee Tourism; and Gary McEntire, Paris Landing State Park.

NATURE OR NUTURE?

Decoding the DNA of the entrepreneur.

Entrepreneurial leaders enjoy a reputation as freewheeling mavericks who operate in a world far removed from corporate life. Yet the overlap between entrepreneurial leaders and traditional managers is much larger than is often assumed. Creative, innovative individuals may possess copious ideas, but it takes leadership and business discipline to turn them into successful ventures. With entrepreneurship seen as a major source of economic growth and job creation, the question remains: what makes up an entrepreneurial mindset?

This question is echoed in major corporate boardrooms, with many chief executives keen to encourage internal entrepreneurial thinking and innovation as a way to reinvent their businesses and stay ahead of the competition.

This report aims to provide some insights into the minds of today's most successful entrepreneurial leaders and discern what makes them successful. We conclude with a model that represents both the intrinsic and extrinsic characteristics of their mindset and abilities.

The report features perspectives from a survey of 685 entrepreneurial business leaders from around the world and is informed by a series of in-depth interviews with Ernst & Young Entrepreneur Of The Year® Award winners.

Key 1. *Entrepreneurial leaders are made, not born.*

The concept of the young, dynamic entrepreneurial leader who starts a venture fresh out of college is one that persists. But although many entrepreneurial leaders start at a reasonably young age, the experience they gain through education and time spent in a more traditional corporate environment is vital to their future success. Indeed, more than half of respondents describe themselves as “transitioned” entrepreneurs – in other words, they have previously spent time in traditional employment before setting out on their own.

2. *Entrepreneurship is rarely a one-off decision.*

The majority of survey respondents are “serial entrepreneurs” who have launched at least two companies. Entrepreneurial leaders who embark on more than one venture gain valuable insight and lessons into how to make a new business successful. As such, they perform a vital role in the economy and, among them, start a significant proportion of all new ventures.

3. *Funding, people and know-how are the biggest barriers to entrepreneurial success.*

Among the 6 out of 10 respondents who experienced obstacles in their ventures, the most common barrier is lack of funding or finance. This is particularly pertinent in the current environment, when many entrepreneurs continue to experience problems with accessing finance, despite a gradual easing of credit conditions in many countries. The two other most-cited obstacles are people and expertise. As a result, entrepreneurial leaders are well-advised to build “ecosystems” – networks of resources – to address these three areas.

4. *Entrepreneurs share common traits.*

Entrepreneurs may be made rather than born, but our research has found that entrepreneurs typically will exhibit a combination of behaviors and attitudes. At the heart of this model is a strong internal locus of control – a belief that events result directly from an individual's own actions or behavior. This is complemented by a mindset that sees opportunity where others see disruption, along with an acceptance of calculated risk and a tolerance of failure.

5. *Traditional companies can learn from entrepreneurial leaders.*

Employee incentives and fostering innovation are good places to start. It is no coincidence that fast-growing entrepreneurial companies tend to place larger amounts of share ownership in the hands of employees. And in terms of innovation, traditional companies have few incentives to disrupt their own business models with game-changing innovations. But companies that can are richly rewarded.

Perk Up Paris!

COWART REESE & SARGENT

309 N. Market Street
Paris, TN 38242
Tuesday, May 22, 2012
8:00 am - 9:00 am



"A Premium Blend"

Clip and post after reading the Chamber News.

Welcome New Members!

MOBILE NATION

1023 MINERAL WELLS AVE
SUITE A
PARIS, TN 38242

PROFESSIONAL OFFICE FURNITURE FOR LESS

909 EAST WOOD STREET
PARIS, TN 38242

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PET CONTROL

PARIS, TN 38242



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NOMINEES FOR BOARD OF DIRECTORS

The Paris-Henry County Chamber of Commerce by-laws state that “the Executive Director shall notify the membership by means of the May newsletter of the names of persons nominated as candidates for directors and the right of petition. Additional names of candidates for directors can be nominated by petition bearing the signatures of at least ten members in good standing. Such petition shall be filed with the Executive Director within ten days after notice has been given of the names of those nominated. If no petition is filed within the designated period, the nominations shall be closed and the nominated slate of six candidates shall be declared elected at the next regular meeting of the Board of Directors. If a petition is presented for and additional candidate(s), the names of all candidates shall be arranged on a ballot to distinguish candidates nominated by petition. The conduct of the election shall be prescribed by the Nominating Committee. Election by the general membership shall only be necessary if nominations are received by petition. The members receiving the highest number of votes shall be declared elected.”

Nominees to the Paris-Henry County Chamber of Commerce Board of Directors • July 2012 – June 2015

Andrea Lamb – Commercial Bank (second term)

Robert Newcomb – First Bank

Terry Wimberley – Board of Public Utilities

Bryant Peale – Security Bank

Emory Bradley - Farm Bureau

Mandy Hamlin – Wofford’s Nursery

Should no nominations be received, the above slate will take office 1 July 2012.

CHAMBER HAPPENINGS



Pete Lackey and his cooking team work hard every year to cook Fish, Hushpuppies and French Fries for the Governor’s Luncheon after the Grand Parade.



Vicky and Ed Roberts of **Home Sweet Home Bed and Breakfast** cut the ribbon at their Ribbon Cutting ceremony.



Shelby Freeman of **Sally Lanes Candy** cuts the ribbon for the Sally Lane’s “Little Pink House” Ribbon Cutting Ceremony.



2012 MEMBERSHIP APPRECIATION
Golf Tournament

