



CHAMBER CURRENTS

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MESSAGE FROM THE CHAIR

Dear Member,

As the Crossville-Cumberland County Chamber of Commerce celebrates its forty-fifth anniversary, we can all take pride in the growth and progress that has taken place in our community. As we reflect on the vision of our founders, who laid the foundation for a "tri-focal" economy, we also pause to honor the dedication of our volunteers and members, who make the Chamber the vibrant and resourceful organization that it is today.

The previous twelve months have been remarkable for both the Chamber and the community. In the past year, Cumberland County and Crossville experienced a growth in retail sales resulting in approximately \$715 million being spent with our local businesses thereby keeping those revenues within our community. Our community also benefited from increased revenues totaling \$88 million due to an influx of travelers and tourists visiting Crossville and Cumberland County last year. The Chamber's annual Shop Crossville First program had another successful year as well. Sixty participants and 41 sponsors worked in conjunction with the Chamber last year and we are looking forward to working with local retailers and business owners for this year's program, which we expect to be better than ever in terms of participation and revenues generated.

Over the past twelve months, employment

figures in Crossville and Cumberland County also benefited from our continued economic growth resulting in the creation of another 1,000 jobs for the citizens of our community. The Chamber also experienced record growth in its membership this year recruiting 61 new members at an average of 5 new members joining the Crossville-Cumberland County Chamber of Commerce per calendar month.

Last year, the State of Tennessee's Retire Tennessee program selected Cumberland County as one of only nine pilot communities in the state to receive support to further retiree recruitment in these selected pilot communities.

The American Association of Retirement Communities recently recognized the Crossville-Cumberland County community with its widely heralded Seal of Approval. The American Association of Retirement Communities is a not-for-profit professional association, established in 1994, for the purpose of promoting the economic enhancement of communities through the promotion of retiree attraction as an economic development strategy.

Crossville-Cumberland County is one of only two Tennessee communities bestowed the AARC Seal of Approval in the entire state. Although thousands of communities apply to become AARC Seal of Approval communities, very few possess the right combination of amenities, friendly citizens, economic opportunity and scenic beauty to allow them to be recognized with an AARC Seal of Approval.

The Crossville-Cumberland County Chamber of Commerce also would like to take this opportunity to recognize the community leaders that have worked so diligently with Chamber of Commerce staff and board members as a team to make great things happen in and for our community. As the new Chair of the Chamber of Commerce, I look forward to working with our members, as well as our community leaders, to make this a memorable, and successful fiscal year.

Finally, I would like to close by thanking Jane Powers for her dedication and diligence during her role as the Chair of the Chamber of Commerce. Historically the Crossville-Cumberland County Chamber of Commerce has benefited from forward thinking leadership and the recent terms of Jane Powers and Randy Graham have accomplished much in their endeavor to ensure that this tradition is furthered with the goal of bringing increased prosperity to the citizens and communities of Crossville and Cumberland County, Tennessee. Serving as your Chamber Chair, I pledge to devote my efforts to continuing the tradition of excellence our membership has benefited from, and come to expect in recent years.

NEW BOARD MEMBERS



JERRY HARRIS
VolFirst
Telecommunications



TONYA HINCH
Don Hinch &
Associates



MIKE METTS
Frontier
Communications



BILL SCHMICH
CoLinx, LLC.



BEN SWEENEY
First Cumberland
Mortgage

BUSINESS DEVELOPMENT DIVISION — Charles Daugherty, Vice-Chair**Agri-Business Committee: Charles Daugherty, Committee Chair****2007 GOVERNOR'S CONFERENCE ON BIO-FUELS**

Charles Daugherty, Vice-Chair of the Business Development Division and Agri-Business Committee, recently attended the Governor's Conference on Bio-fuels at the Montgomery Bell State Park. At the conference, Governor Phil Bredesen explained to 235 farmers, business executives and public officials that the state of Tennessee will strive to become a national leader by developing twenty-five percent of our energy from products grown on Tennessee's farms, ranches and forest land. Governor Bredesen expressed his support for substantial venture capital investments in switch-grass ethanol. Bio-diesel from soybeans and ethanol from corn are already being produced in Tennessee. The Governor's budget for 2008 includes \$73 million for bio-fuel projects including a \$40 million pilot switch-grass ethanol plant. The plant will be operated by the University of Tennessee and Oak Ridge National Laboratory primarily as a research facility. Ethanol made from grasses or trees is called cellulosic ethanol and is similar to corn ethanol which has been on the market for many years. Switch-grass ethanol will supplement corn ethanol as a vehicle fuel, not replace it. Switch-grass is a very hardy grass that is native to large parts of the United States, including Tennessee, and can be grown in areas that are not suitable for corn



Cumberland County Mayor - Brock Hill, Tennessee Farm Bureau President - Lacy Upchurch, and Charles Daugherty, Vice-Chair of the Business Development Division.

or other grains. The University of Tennessee Research Station at Milan has been working with switch-grass to improve its suitability for ethanol production for the last several years.

The goal of 25% of our total energy being produced by renewable energy from America's farms, forests and ranches is an ambitious, yet attainable, goal. It has been adopted by sixteen state governors so far and will require a national effort to improve

current production and develop new methods, such as cellulosic ethanol, from grasses and trees. The benefits are worth the effort. Our national security will be strengthened, farmers' incomes will increase, foreign purchases of fuel will decrease, and marginal land will become more productive. Tennessee plans to be a leader in developing cellulosic ethanol as part of the solution to our nation's energy crisis.

**CROSSVILLE-CUMBERLAND COUNTY
CONVENTION & VISITORS BUREAU — Pepe Perron, Chair**

NATIONAL TOURISM WEEK

Left to Right: Cynthia Jared (Smith County Welcome Center Manager); Melissa Vallad (CC Chamber of Commerce); Desiree Peterson (Pickett County Chamber of Commerce); Kacey Harris (UCTA); Charles Webb (Welcome Center Regional Manager); Laura Canada (Putnam County Chamber of Commerce); Kelsey Crockett (Dale Hollow Marketing Group); Terry Burckhard (Dale Hollow Marketing Group); Peggy Clemons (Branville Bed & Breakfast)

On Friday, May 18th of this year, Representatives of the Crossville-Cumberland County Chamber of Commerce traveled to Smith County to participate in Travel Industry of America's National Tourism Week. The 2007 theme, "Travel & Tourism: America's Front Door," illustrates the importance of travel to America's image and suggests its impact as a leading industry for economic growth. The Crossville-Cumberland County Chamber of Commerce joined other tourism professionals from the Upper Cumberland Region at this event. The purpose of traveling to the Smith County Welcome Center was to show our appreciation to the travelers passing through by answering any questions they had about the area and informing them about the wonderful things Crossville and Cumberland County have to offer.

CONVENTION & VISITORS BUREAU — Continued

UCTA ANNUAL MEETING

On June 19th, 2007, representatives from the Crossville-Cumberland County Chamber of Commerce made their way to Smithville, Tennessee to attend the Upper Cumberland Tourism Association’s Annual Meeting that was held at the Appalachian Center for Crafts. The Upper Cumberland Region consists of fourteen counties (Cumberland, Putnam, Fentress, Cannon, Dekalb, White, Macon, Warren, Clay, Overton, Smith, Jackson, Pickett and Van Buren). Representatives from each county were in attendance at the annual meeting.



Left to right: Derrick Smith (Marketing Manager), Kacee Harris (Executive Director Upper Cumberland Tourism Association), Pam Winningham (Upper Cumberland Tourism Association Board Member), Susan Whitaker (Commissioner), Glenn McDonald (Upper Cumberland Tourism Association Board Member), and Melissa Vallad (Chamber of Commerce)

RETIREE-RELOCATION COMMITTEE — Miles Clark, Committee Chair

CROSSVILLE-CUMBERLAND COUNTY RECOGNIZED
by the American Association of Retirement Communities with Official Seal of Approval

The American Association of Retirement Communities recently recognized the Crossville-Cumberland County community with its widely heralded Seal of Approval. The American Association of Retirement Communities is a not-for-profit professional association, established in 1994, for the purpose of promoting the economic enhancement of communities through the promotion of retiree attraction as an economic development strategy. As an organization, the AARC seeks to educate communities concerning the economic benefits that come with an influx of retirees into a regional economy, as well as offering their assistance to communities interested in marketing themselves to this ever increasing portion of the American population.

Migrating retirees can be a significant economic asset to communities able to attract them. The AARC’s award of its Seal of Approval to Crossville-Cumberland County certifies to retirees that Cumberland County, Tennessee is an excellent place to “call home”, providing a fulfilling variety of activities and opportunities to fill one’s retirement years pursuing the happiness they have worked decades to achieve.

Crossville-Cumberland County is one of only two Tennessee communities bestowed the AARC Seal of Approval in the entire state. Although thousands of communities apply to become AARC Seal of Approval communities, very few possess the right combination of amenities, friendly citizens, economic opportunity and scenic beauty to allow them to be recognized with an AARC Seal of Approval. Beth Alexander, president and CEO of the Crossville-Cumberland County Chamber of Commerce, is a member of this national board.

A formal announcement of the award will be made in conjunction with the Tennessee Department of Economic and Community Development is scheduled for 10:00 a.m. July 19th at the Palace Theatre.

WEST TN	MIDDLE TN	EAST TN
Sevier - Hamilton Co. www.SeevierHamilton.com 800-337-3864	Irvington - Marshall County www.IrvingtonMarshall.com 800-824-7443	Greenville - Greene Co. www.GreenvilleGreene.com 800-479-4043
Paris - Henry County www.ParisHenry.com 800-345-1103	Crossville - Cumberland Co. www.CrossvilleCumberland.com 877-606781	Chattanooga - Hamilton Co. www.ChattanoogaHamilton.com 866-367-2334
	Cookeville - Putnam Co. www.CookevillePutnam.com 800-254-2341	Elizabethton - Blount - Sullivan Co. www.ElizabethtonBlountSullivan.com 800-767-4530
	Lawrenceburg - Spivey County www.LawrenceburgSpivey.com 877-368-4911	Island 800-767-4530 866-743-0282

Tennessee. The good life just got better!
 For more information go to www.tnretiree.com or call

OVER 90,000 OF THESE ARE IN CIRCULATION!

THE CHAMBER WAS PLEASED TO ASSIST THE TENNESSEAN

Crossville was featured in the Travel section of the Tennessean on Sunday, June 17, 2007. It was titled Crossville rocks with historic tower, playhouse, and Golf.

THE WALL STREET JOURNAL

Friday, May 25, 2007 Crossville’s very own, Stonehaus Winery was mentioned in the Wall Street Journal article titled “The United States of Wine”. Stonehaus Winery was chosen over many other wineries in Tennessee.

MEMBERSHIP DEVELOPMENT DIVISION — Dorine Hatler, Vice Chair

NEW CHAMBER MEMBERS



A-1 REALTY
Curt Olson
 4105 Lantana Rd • Crossville, TN 38555
 787-1300



ASSURED HEALTH, LIFE & LTC
RoseMary Messmore
 2003 Otomi Dr. • Crossville, TN 38572
 788-3935



CENTURY 21 FOUNTAIN REALTY
Dennis & Deborah Hartsock
 3867 Peavine Rd. • Crossville, Tn 38571
 707-2100



**CHRISTIAN COUNSELING CTR.
 OF CUMBERLAND CO.**
Carol Donalson
 53 North Main St. • Ste. 108
 Crossville, TN 38555 • 707-8200



CROSSROADS REAL ESTATE
Jerry & Mary Sorgenfrei
 44 Peavine Road
 Crossville, TN 38571
 456-9400



**CUMBERLAND ARTISIAN FOR
 CREATIVE EXPRESSION (CACE)**
Wilma Erling & Sharron Eckert
 P.O. Box 244 • Crossville, TN 38557
 277-5425



**DAKOTA LANDING
 LUXURY TOWNHOMES**
Frank & Carole Thierry
 8837 Cherokee Tr. • Crossville, TN 38572
 788-3500



FIRST BANK
Kathy Dillon & Pat Roper
 139 Elmore Road
 Crossville, TN 38555
 484-2521



GILLETTE ELECTRIC
Peter & Donna Gillette
 14 Valarian Terrace
 Fairfield Glade, TN 38558
 484-7011



HAIR HOUSE
Beverly Sharp
 2312 Lantana Road
 Crossville, TN 38571
 707-1677



LEFTY'S BBQ
Bill & Sanders
 4573 Peavine Road
 Crossville, TN 38555
 484-4205



LONGBRANCH LAKES PROPERTIES
Scott Jones, Mary Jarvis & LaDonna Barton
 Highway 285 East • 481 High Meadows Drive
 Spencer, TN 38585
 423-881-5900

MEMBERSHIP DEVELOPMENT DIVISION — Continued



METLIFE FINANCIAL SERVICES
John Ransom
54 Fountain Square
Crossville, TN 38555 • 787-1170



PLATEAU ANIMAL HOSPITAL
Dr. Ed Higgins
2374 North Main Street
Crossville, TN 38555 • 484-8060



R&R EXCAVATING
Chad Griffis
903 Old Harriman Hwy.
Harriman, TN 37748 • 865-882-6968

RIBBON CUTTINGS



CHRISTIAN COUNSELING CENTER
of Cumberland County



THE STARVING ARTIST GALLERY



THE HAIR HOUSE

BUSINESS AFTER HOURS



Over 100 Chamber members filled the CHA Center on Thursday, June 28, for Business After Hours sponsored by Frontier in conjunction with the Frontier Tennessee Women's Open Championship which will be held July 23, 24 & 25. The quarterly event was organized by the Membership Development Committee which is headed by Dorine Hatler.

Various prizes were given away throughout the evening. Guest enjoyed an array of d'oeuvres and beverages while becoming better acquainted with other members of the Chamber. Frontier Communications will donate all proceeds from the Women's Open Championship to the Cumberland County Rescue Squad. A special thanks to everyone who donated the prizes as well as Frontier for their sponsorship of the event. And as always, a special thank you to Budweiser for their assistance.



DICKEY'S BARBECUE PIT

MEMBERSHIP DEVELOPMENT DIVISION ANNUAL MEMBERSHIP MEETING

Be sure to save the date!
This year's Chamber of Commerce Annual Meeting will be July 27, 2007.
Held at Forte's at Tansi
12:00 Noon



Dale Henry will present
"Ten Cans": Change
Requires An Opener!

You have heard all the stuff
. . . right?

- Embrace change!
- Roll with the flow!
- Stand in one place too long and you fall behind!
- If you are green, you are growing, and if you are ripe, you rot!
- Getting better really means getting better at accepting change.
- Organizations that create value create their own markets into the future.
- True change happens when success is achieved in front of the economic curve — not behind it.

This program focuses on the Ten Cans of Change and why our job as leaders is to become the Opener.

Tickets (lunch included) \$10
Reservation deadline is July 20
Call 484-8444

PRESENTATION OF PLAQUES

Outgoing Chamber Chair Jane Powers will present plaques to outgoing board members and officers including: George Marlow, Sonya Rimmer, Ken Stephens, Roger Thackston, Bill Oglesby, Mike Dalton, Matt Daugherty, and Walt Hitch.

PRESENTATION OF LEADERSHIP CUMBERLAND

Outgoing Chair Jane Powers will present the members of the Leadership Cumberland Class of 2007. Participants include:

Sarah Baisley — Cumberland County Bank
Patty Dalton — Art Circle Public Library
Patricia Fields — American Red Cross
Karen Gibson — The Artist Corner
Tom Houston — First National Bank of Tennessee
Shelia Knight — City of Crossville
Nick Mayberry — Mayberry's Complete Home Furnishings
Kristen Tabor — Cumberland County Mayor's Office
Debbie Thurman — Tennessee Tech Univ. Dept. @ Roane State
Kathy Vanlandingham — Crossville Housing Authority
Frances Carson — Leadership Cumberland Coordinator

INTRODUCTION OF THE 2007-2008 YEAR CHAMBER CHAIR JANICE HAMBY

Janice Hamby, Chamber Chair, will then recognize the Chamber board members, the officers, and staff: Don Alexander, Miles Clark, Charles Daugherty, Randy Graham, Jerry Harris, Dorine Hatler, Tonya Hinch, Roy Howard, Charlotte Medley, Mike Metts, Pepe Perron, James Perry, Jane Powers, Steve Rains, William Schmich, Jr., Bill Startup, Ben Sweeney and Ex-Officio David Gibson and Sharon York. Staff members include: Alan Beckelheimer, Jeanny Davenport, Melissa Vallad, and Beth Alexander.

"TEN CANS" CHANGE REQUIRES AN OPENER!

Dr. Dale Henry grew up in the foothills of the Smoky Mountains, an area that is bountiful in two things: hospitality and story-telling. His gift of storytelling has allowed him to captivate various audiences as a teacher, a principal, Dean of the oldest college in Tennessee, a businessman, author and a speaker and trainer. For over half his life, Dr. Henry has been in the customer service field.

That experience and his great gift have allowed his speaking career to skyrocket. Since he began just a few years ago, corporations, government, and educational agencies call on Dr. Henry regularly to train their professionals. His clients list is a veritable who's who of the top businesses and agencies in the country. Dr. Henry is a master teacher in every respect of the term, with the great ability of teaching while entertaining—a feat all motivational speakers aspire to achieve.

COMMUNITY DEVELOPMENT DIVISION — Jane Powers, Vice Chair

COMMUNITY CONNECTIONS — A THREE STAR PROGRAM

On May 2, representatives from the Crossville-Cumberland County Chamber of Commerce, the Cumberland County Commission and the City of Crossville traveled to Hardin County, Tennessee, to participate in the Tennessee Three Star Community Connections Program. The Three Star Program is a component of the Governor's Conference on Community Development and Community Connections is an integral part of the Three Star Program. Community Connections seeks to bring communities, from differing regions of the state, together to share ideas on economic development. Communities participating in the program travel to another community and spend at least a day touring, meeting with local economic development organizations, members of local government and school officials.

While visitors from Crossville and Cumberland County toured the city of Savannah and greater Hardin County, they were given the opportunity to experience several attractions such as; the Pickwick Landing State Resort Park, Hagy's Catfish Hotel, Shiloh National Military Park, the Tennessee River Museum and the Packaging Corporation of America. After a productive visit with Hardin County community leaders, representatives from the Crossville-Cumberland County Chamber of Commerce, the Cumberland County Commission and the City of Crossville returned home on May 3.

Following a visit by representatives of the Crossville-Cumberland Chamber of Commerce to Hardin County, officials from Hardin County recently visited our community. After spending several days in Crossville and Cumberland County, the Hardin County officials ended their stay with a day long tour of our community. Hardin County officials visited CoLinX, Roane State and Stone Memorial High School, the Palace Theatre, the Cumberland Medical Center, Homestead Tower and the Cumberland Mountain State Park. After eating lunch at Stonehenge, our Hardin County guests delighted in the opportunity to tour the Cumberland County Playhouse. Jim Crabtree and Jeff Owens led the Hardin

County representatives on a tour of the historic Playhouse facility.

Leading the tour of Crossville and Cumberland County for the Hardin County officials were: Ed Camera and Bill Schmich of CoLinX; Rob Ramsey from Stonehaus Winery; Terry Ashman from the Palace Theatre; and Jay Sabine, representing the U.S. Chess Federation. After Hardin County officials toured our community for the better part of the morning, they traveled to Stonehenge Golf Club for lunch

with 9th District County Commissioner Carmen Lynch, who spoke about the ongoing development of the Fairfield Glade Community.

After visiting many of Cumberland County's attractions and conferencing with community and business leaders, the representatives from Hardin County traveled back home with an appreciation of what makes the Crossville-Cumberland County community such a special place to live, work and play.



*Front Row L.R.— City of Crossville representative Sally Oglesby, Hardin County Director of Tourism Rachel Baker, Hardin County Chamber of Commerce Executive Beth Pippin, Hardin County representative Marcia Welch, Hardin County Mayor Ken Davis, Cumberland County Mayor Brock Hill
Back Row, L.R.—CoLinX Director Ed Camera, Chamber Board Member Pepe Perron, CoLinX Operations Manager Don Haston, Savannah City Manager Garry Welch, Chamber Representative Harry Sabine, Crossville Chamber of Commerce President and CEO Beth Alexander and CoLinX Controller Bill Schmich*



Representing the Crossville-Cumberland County Chamber of Commerce at the Hardin County Community Connection visit were; Charlotte Medley, Jeanny Davenport, Stan Lewis, Gary Greene, County Commissioner Harry Sabine, Crossville Mayor J.H. Graham III and Sally Oglesby.

HOUSING TASK FORCE COMMITTEE — Don Alexander, Committee Chair

After passing the issue through its Budget and Environmental Committees in early spring, the full Cumberland County Commission approved a resolution making the International Building Codes of 2003 the official building code for the county during the proceedings of its May 21, 2007 meeting. Also considered, and passed, by the full Commission during their May 21 meeting was a resolution creating a compliance department to oversee the building of new structures. A county's passage of building code requirements is significant because it requires the county to establish a list of building regulations that licensed contractors county-wide will be responsible for knowing and following on their build sites.

Although it has gained passage, little more than preliminary action has been taken on the measure because several details concerning compliance and adapting to the county's standards require full review by the County Commission. Passage of building codes in Cumberland County is but one of the many goals identified by

the Three Star Housing Committee as vital to the Crossville-Cumberland County community. The Three Star Housing Committee is also focused on improving housing in Cumberland County by working on a revitalization program to remove or rehabilitate substandard housing, working on the creation of a public policy concerning publicly subsidized housing and studying the implementation of planning tools, such as zoning and subdivision regulations. Many in the county recognize the need for a county-wide list of building codes, as well as other improvements, because of the direct nature of the good brought about for the citizens of Cumberland County.

Preliminary details indicate that farm structures and buildings would be exempt from compliance with the building codes when adopted by the County, and individuals wishing to build their own homes will be able to continue to build as long as they meet a minimum building code requirement.

In addition to increasing the general fund of Cumberland County, the com-

pliance office for the enforcement of the building codes is expected to fully fund the operation of the program. A similar situation has occurred in Rockwood, where they passed building codes six years ago to great success. Long-time inhabitants, as well as potential new residents, desire a varied selection of durable and attractive homes. The availability of decent, safe and affordable housing factors into a company's ability to successfully attract new workers, expand their operations and prosper. Crossville and Cumberland County, in conjunction with the State of Tennessee's Three Star Program, formed a local Three Star Housing Committee to promote a comprehensive coordinated approach to address housing issues. The Three Star Housing Committee endeavors to identify and eliminate current housing problems and project future needs while considering how housing development will impact the environment and community infrastructure.

A priority for the committee is to find ways to offer affordable housing to our local residents.

LEADERSHIP 2006-2007 ATTENDEES SEEKING TO APPLY NEWLY ACQUIRED EXPERIENCE

The Leadership Cumberland Class of 2006 and 2007 recently finished its final session and will be receiving their plaques upon graduation at the Crossville-Cumberland County Chamber of Commerce's Annual Membership Meeting on July 27. Participants in this year's class were Deborah Thurman from TTU and Roane State Community College, Nick Mayberry representing Mayberry's Furniture, Kristen Tabor representing the Cumberland County Mayor's Office, Kathy Vanlandingham representing the Crossville Housing Authority, Tom Houston from the First National Bank of Tennessee, Patricia Fields representing the American Red Cross, Patty Dalton from the Art Circle Public Library, Karen Gibson, local artist, Sarah Baisley from the Cumberland County Bank and Sheila Knight from the City of Crossville.



The Chamber of Commerce Leadership Cumberland Coordinator, Frances Carson, along with the chamber staff, successfully managed the logistics and planning aspects of this effort once again and her efforts are

to be applauded. The Leadership Sessions were facilitated by Chamber Board Members, members and community leaders including: Dorine Hatler, Gary Greene, Jane Powers, Jim Young, Barbara Parsons, Randy Graham,

Ben Sweeney and Jim Purcell. The 2006-2007 class attended sessions entitled: Know Yourself Know your Community; Government; Media and Public Relations; The Big Picture-State Government; Health and Human Services; Education; The Economy and History and Heritage.

Leadership Cumberland classes are selected

from a pool of nominees submitted by community leaders and are composed of service-minded community members desiring to learn about how differing aspects of their community come together to function as a whole. Once they complete their Leadership Cumberland course, Leadership Cumberland attendees are challenged to take their experi-

ences forward and apply them to their daily lives with the goal of effectuating positive changes and growth in our community.

Sponsors, and those wishing to nominate prospective class members for the 2007-2008 Leadership Cumberland Session, may contact Beth Alexander at 484-8444.

ECONOMIC DEVELOPMENT BOARD — Randy Graham, Vice-Chair

Chamber Representative Completes Economic Development Course

Jeanny Davenport, administrative assistant for the Crossville-Cumberland County Chamber of Commerce, traveled to Nashville on May 13, 2007 to attend a four day Basic Economic Development Course at the Tennessee Leadership Center. While attending the course, Davenport studied the fundamental concepts, tools and practices needed to be successful in today's complex economic environment

Over 60 people attended this years' Basic Economic Development Course held in Nashville, Tennessee.



Beth Alexander, President & CEO of Crossville-Cumberland County Chamber of Commerce, Initiates Synchronist Program in Conjunction with TVA

TVA Economic Development, in partnership with eSynchronist Business Information System, is offering any community in the TVA power service area the opportunity to utilize a revolutionary software tool and interview system to boost business retention and expansion: the Synchronist program. This local business database management system offers a wide variety of economic tools and indicators to gather data about existing community business, to identify those with the best growth potential, as well as those at risk.

Beth Alexander, President and CEO of the Crossville-Cumberland County Chamber of Commerce sees vast potential with the Synchronist program. "Knowledge used strategically is the most important tool that community leaders and businesses can employ to maximize economic growth opportunity," said Alexander. Synchronist helps consolidate information, offering individualized reports that focus on workforce evaluation and training, emerging technologies, legislative issues, industry shifts, investment forecasts, public services evaluation, and expansion opportunities or barriers. Synchronist also offers communication reports, to keep in touch with current and potential businesses.

The program also offers comparisons on regional and national levels, allowing for changes to be made in the economic development plan of Crossville and Cumberland County, to ensure continued, positive growth.

TVA is helping customize the Chamber's approach that best suits Crossville and Cumberland County's needs, assisting with implementation of the program including

workshops, initial system setup, supplemental manpower to assist with industry visits, data entry, and report generation, as well as interviewer training and follow-up workshops to assist with data analysis and action planning, communication and marketing strategies.

For more information on this new economic tool, contact the Chamber of Commerce at 484-8444.



L.R. Attending the Synchronist Training were: City of Crossville representatives Sally Oglesby and Shelia Knight, Tennessee Technology Center Assistant Director Jerry Young, James Perry with the Department of Labor and Workforce Development, Gary Green with Progressive Savings Bank, Chuck Marquis with TVA, Jeanny Davenport with the Chamber of Commerce and State of Tennessee Economic Development Specialist Don Rigby.

Not pictured were: Chamber of Commerce President & CEO Beth Alexander and Economic Development Specialist with TVA Rachel Crickmar.

ECONOMIC DEVELOPMENT BOARD — Continued

TENNESSEE CHAMBER WORKERS' COMP BILL PASSES BOTH CHAMBERS

After little deliberation, both the Senate and House recently approved (SB 1775) which is a Tennessee Chamber Business Agenda workers' comp bill. Specifically, the bill addresses two issues that were brought to the attention of the Chamber by employers.

First — the bill specifically states that an individual is not entitled to both unemployment and workers' comp benefits for the same period of time.

Second — the other section in the bill requires that all parties in a workers' comp benefit review conference mediate in good faith. This issue was brought to the attention of the Chamber after a member complained that, while in mediation, one of the parties did not mediate in good faith thus resulting in the case going to court. Before becoming law, the bill must now be signed by the Governor.

THE FAIR LABOR STANDARDS ACT

The Fair Labor Standards Act was recently amended, raising the federal minimum wage in three steps, beginning July 24, 2007, as follows:

July 24, 2007	\$5.85
July 24, 2008	\$6.55
July 24, 2009	\$7.25

A new wage poster will be available online at www.wagehour.dol.gov by July 24, 2007. Questions regarding the minimum wage increase can be referred to the Nashville Wage and Labor Division at (615) 781-5344 or 866-4.USWAGE. Once the U.S. Department of Labor posts the increase, we will develop a new all-in-one poster for employers to satisfy the state's posting requirement.

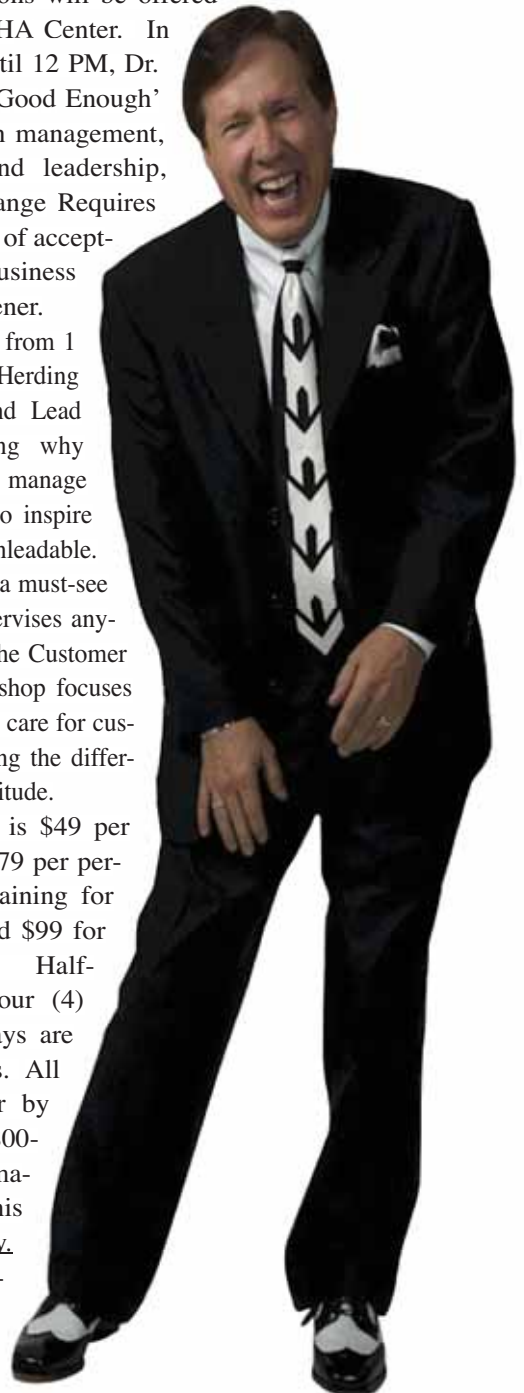
THE DOCTOR WILL SEE YOU NOW

The Chamber's Economic Development Board is bringing in some professional help, that of Dr. Dale Henry. A familiar fixture from the Chamber's Annual Banquets is coming to town again, to help Chamber members and others learn about Ethics, Team Building, Leadership, Customer Service, and how to deal with Change in the Workplace along with earning some well deserved Continuing Education Units (CEUs).

Full and half-day sessions will be offered on July 31, 2007 at the CHA Center. In the morning from 8 AM until 12 PM, Dr. Henry will explain "Why 'Good Enough' Never Is..." a workshop on management, self-ethical monitoring, and leadership, along with "Ten Cans: Change Requires an Opener," about the value of accepting change and how a business leader's job is to be the Opener.

The afternoon session runs from 1 PM until 5 PM and covers "Herding Worms—How to Manage and Lead Teams," about understanding why some employees are easier to manage than others along with how to inspire the uninspired and lead the unleadable. Dr. Dale Henry says: "This is a must-see program for anyone who supervises anyone." The second topic is "The Customer is Always Right?" This workshop focuses on exploring how to serve and care for customer needs, and understanding the difference between service and servitude.

Cost for this workshop is \$49 per person for a half day and \$79 per person for a whole day of training for Chamber members, \$59 and \$99 for non-members respectively. Half-day sessions are worth four (4) CEU credits and whole days are worth eight (8) CEU credits. All attendees must pre-register by July 28, 2007 by calling 1-800-794-9409. For more information on Dr. Henry, visit his website at www.drdaledhenry.com. For more information from the Chamber, call 484-8444.



RETAIL TRADE DIVISION — Charlotte Medley, Vice Chair

CONSUMER CONNECTIONS MAKE BUSINESS MORE PROFITABLE AND THE COMMUNITY STRONGER

The Consumer Connection program is an economic development strategy developed by the Tennessee Valley Authority and focused on providing participating communities with the tools, resources and support necessary to allow them to take full advantage of opportunities to recruit new businesses, aid existing community businesses in their expansion efforts and aid communities in their efforts concerning existing business retention. This TVA initiative was implemented to aid community leaders in their understanding of retail development and retention in order to expand the local tax and revenue bases, increase property tax values, support job growth and enhance capital investment in the community.

Representatives from the Crossville-Cumberland County Chamber of Commerce will travel to Louisville on July 25 and attend a two day conference sponsored by the International Council of Shopping Centers and the Alliance Program. The conference, entitled "The Tennessee/Kentucky Idea Exchange", promotes educational and networking opportunities as well as provides attendees with opportunities to meet global retailers to review their site criteria for expansion and review their business and expansion plans.

The Crossville-Cumberland County Consumer Connection Committee adopted the following vision statement to aid in directing their impact on the community:

- To actively encourage, advance and support the retail development and entrepreneurial growth of Crossville and Cumberland County, Tennessee
- To maintain, discover and preserve the local charm and historic aspects of Crossville and Cumberland County
- To take constructive steps to maintain and support the connections and communications necessary between our membership and the community in order to improve and maintain the sense of community that is such a strong component.
- Gain awareness of ongoing business and community issues in order to better prepare for future community growth and development.

*Celebrate
Independence, Freedom
& Savings...*

Shop Crossville First



Crossville-Cumberland County Chamber of Commerce
34 South Main Street—Crossville, TN 38555
931-484-8444



It Makes Sense & Saves Dollars!

**SALES TAX HOLIDAY
JUST IN TIME FOR**



Starting at 12:01am Friday, August 3
thru 11:59 am on Sunday, August 5, 2007.

Save BIG on back-to-school
items when you...
**SHOP CROSSVILLE FIRST—
IT MAKES SENSE &
SAVES DOLLARS!**



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It Makes Sense & Saves Dollars!

**Fall Into Savings When
You
SHOP CROSSVILLE FIRST**

**It Makes Sense
& Saves Dollars**



CROSSVILLE-CUMBERLAND
COUNTY
CHAMBER OF COMMERCE
34 S. Main Street • Crossville, TN 38555



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BUSINESS BAROMETER for Crossville and Cumberland County

POPULATION CENSUS	1990	2000	2001 (July Est.)	2002 (July Est.)	2003 (July Est.)	2004 (July Est.)	2005 (July Est.)
Cumberland County	34,736	46,802	48,058	48,604	49,391	50,084	51,346
City of Crossville	10,433 special census June 2006						

BUILDING PERMITS	2001	2002	2003	2004	2005	2006	2007
City of Crossville	108 New Homes	60 New Homes	89 New Homes	152 New Homes	105 New Homes	179 New Homes	33 New Homes (May)
Lake Tansi	86 New Homes	62 New Homes	62 New Homes	65 New Homes	77 New Homes	68 New Homes	40 New Homes (May)
Fairfield Glade	110 New Homes	109 New Homes	118 New Homes	105 New Homes	193 New Homes	250 New Homes	54 New Homes (May)

OTHER INDICATORS	2001	2002	2003	2004	2005	2006	2007
Electric Meters	26,907	27,506	28,240	28,905	29,577	30,416 (Dec)	30,416
Employment	19,480	20,840	21,140	20,620	20,470	21,320 (Dec)	23,060 (Feb)
Unemployment	1,340	1,310	1,430	1,264	1,380	1,230 (Dec)	1,820 (Feb)
Unemployment Rate	6.4%	5.9%	6.3%	4.9%	6.3%	5.4% (Dec)	7.9% (Feb)

LOCAL OPTION SALES TAX	JUNE 2006	JULY 2006	AUGUST 2006	SEPTEMBER 2006	OCTOBER 2006	NOVEMBER 2006
County/City Name	Net Collections	Net Collections	Net Collections	Net Collections	Net Collections	Net Collections
Cumberland County	\$291,945.36	\$231,280.45	\$234,736.92	\$232,096.13	\$253,719.72	\$207,779.78
Crossville	\$1,302,571.92	\$1,165,021.60	\$1,193,217.86	\$1,179,794.16	\$1,205,230.92	\$1,150,625.44
Pleasant Hill	\$4,053.61	\$5,637.75	\$8,412.06	\$8,317.42	\$4,584.63	\$6,430.25
Crab Orchard	\$16,168.91	\$26,347.72	\$19,974.13	\$19,749.42	\$15,706.85	\$15,811.76

LOCAL OPTION SALES TAX	DECEMBER 2006	JANUARY 2007	FEBRUARY 2007	MARCH 2007	APRIL 2007	MAY 2007
County/City Name	Net Collections	Net Collections	Net Collections	Net Collections	Net Collections	Net Collections
Cumberland County	\$183,205.97	\$220,619.10	\$147,735.43	\$144,591.79	\$218,706.06	\$252,804.18
Crossville	\$1,132,522.09	\$1,440,727.28	\$923,791.77	\$962,257.61	\$1,221,978.71	\$1,099,061.39
Pleasant Hill	\$5,281.28	\$4,100.86	\$5,042.41	\$6,403.94	\$6,659.10	\$9,053.87
Crab Orchard	\$16,977.71	\$14,628.47	\$7,884.41	\$8,127.02	\$14,854.62	\$15,703.24

Board of Directors:

Charles Daugherty
Randy Graham
Janice Hamby
Jerry Harris
Dorine Hatler
Tonya Hinch

Roy Howard
Charlotte Medley
Mike Metts
Pepe Perron
James Perry
Jane Powers
William Schmich, Jr.

Bill Startup
Ben Sweeney

Ex Officio:
David Gibson
Sharon York

Chamber Staff:

Beth Alexander
Jeanny Davenport
Melissa Vallad



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Crossville, TN 38555

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