



# CHAMBER LIFE

"THE MISSION STATEMENT IS TO STRENGTHEN AND SUPPORT OUR COMMUNITY BY PROMOTING BUSINESS GROWTH, EDUCATION AND ECONOMIC DEVELOPMENT."

VOL. 33, NO. 10

A PUBLICATION OF THE FARRAGUT WEST KNOX CHAMBER OF COMMERCE

OCTOBER 2019



## Holidays A'Comin with Open House!

Hundreds of chamber members always happily anticipate the sounds, samples and warm connections with fellow business members at the Chamber's annual Holiday Open House! Even though fall has only just begun, plans are being put together for the 2019 Holiday Open House on Thursday, Dec. 12 from 4:00-7:00 p.m. at the Chamber offices at 11826 Kingston Pike. No RSVP is required (though appreciated).

Members can now participate in the event in several ways! Businesses can secure an industry-exclusive sponsorship of the overall event for only \$400; benefits include advertising in all print, web, email and social media promotions plus placement of a banner or table at the event.

Member restaurants, caterers or anyone in the food industry can show off their favorite new dish or an old classic by supplying approximately 100 sample portions alongside menus or holiday specials; servers are welcomed but not required. All food sponsors receive logo recognition as soon as they commit and beyond the event date.

Lastly, ALL members are warmly invited to attend any portion of the evening, and will be asked to consider bringing something for the 2019 charity recipient of our Gold Giving Tree donations. The charity is being determined, but past items have included new unwrapped toys or clothing, household items, personal care items or gift cards. Grateful recipients have been The Holiday Store at Volunteer Ministry Center, Care365, Mission of Hope and area families adopted through the Saint Vincent De Paul Society at St. John Neumann.

The chamber halls will be fully

See OPEN HOUSE on Page 2



## See YOU at Q, Crafts & Brew!

Local Crafters, 'Q Vendors and Brewmasters are excited to see YOU on Sunday, October 13 from 12-6 p.m. at 11221 Outlet Drive (the east side parking area of Sitel across from Cotton Eyed Joe's). With fall weather finally making an appearance, the festival promises to be a great family-friendly event located in an easy to access area of Farragut.

The Chamber is thrilled to be partnered with Shangri-La Therapeutic Academy of Riding (STAR) and John Volpe, general manager of Abuelo's: The Flavor of Mexico (founder of the Southern Taco & Tequila Festival (now in its 5th year) to continue the event started by the Chamber in 2018 with a goal of offering something new and



different in the Farragut area for families, craft beer aficionados and anyone who loves a great fall festival. The festival will benefit both organizations involved: 501(c)(03) STAR and 501(c)(06) Farragut West Knox Chamber.

Visit [www.QCraftsandBrew.com](http://www.QCraftsandBrew.com) to get tickets. General/Adult passes are \$25, and include one brew ticket (standard 10 oz pour) and two "Q" tickets which can be exchanged at the vendor of your choice for BBQ samples including sliders, ribs and more (ID required and checked at entry gate). Food-only passes are available for \$15 and include two "Q" tickets. Both passes include unlimited non-alcoholic beverages. Kids 10 and under are FREE. Additional Q or brew tickets for more samples can be bought on-site for \$5 each.

Approximately a dozen local crafters will show off and sell stained glass pieces, jewelry of all styles, polished stoneware, and much more. Area brewers include Chisolm Tavern Brewing and the Brewing + Distilling Center of Knoxville, with multiple ale styles to choose from, some you've NEVER seen or tasted. BBQ vendors include Archer's BBQ, Texas Roadhouse, Full Service BBQ, and others you may not expect.

The School of Rock Knoxville stage is set for an incredible lineup of over 40 talented student bands plus instructors playing hits from across ages and genres. STAR will also have their popular and lovable "Minis" (horses and donkeys) available for photos. All of this is

See Q, CRAFTS, BREW on Page 3

## West Bicycles imparts advice to young professionals during F.U.E.L.



Area young professionals came in suits and shorts to West Bicycles (est. 1986) in Farragut on September 25 for the latest installment of the Chamber's F.U.E.L. program (Focus. Unite. Engage. Lead.). Owner Faris Schlenk and son Evan led small groups on electric bike rides while sharing stories and advice about starting a small business. The senior Schlenk joked that he had more hair when he started out but one thing hasn't changed: the importance of

building relationships. Rothchild Catering provided refreshments.

The chamber thanks FUEL's inaugural committee members for their support, ideas, and guidance at the event: Katie Park-Southeast Bank, Adrian Hall-Movement Mortgage, Chloe Pool-First Utility District, and Victory Harbin-The Social Brand.

The next FUEL event is scheduled for Nov. 6, 2019, with location and details coming soon!

# ENTERPRISE CLUB

These Chamber members generously contribute to the Chamber and the Continuing Education Grant Program above and beyond their annual dues.




# Member Briefs

Looking for more details on a specific event, special or job?

Go to [www.farragutchamber.com](http://www.farragutchamber.com) to see these and other member items!

- Linda Turner announced her retirement after celebrating her 31st work anniversary at **Dura-Line**. "This is my second family," Turner said. "I don't know if I'll know what to do after I retire. You just don't want to leave your family. I can't say enough good things about it – it's been a good company." She witnessed Dura-Line grow into the world's largest supplier of fiber optic communication cable housing. The company was founded in 1971 and she came on board in 1988 at the request of her friend, John Shoffner, president of the company. "All of us at Dura-Line owe a great deal to Linda Turner and not just for her kindness and dedication to the company, but a lot that makes Dura-Line a great company today is due to Linda's approach to customers and her fellow employees over the years. Linda understood our customers and built a lifelong relationship with many of them," said Grimsley. "Linda will be missed by our customers and employees."

- October 19th is a special day for **Knoxville Room Service** at 10670 Parkside Drive, Suite 105. Help them celebrate their One Year Anniversary from 1-5p! They will be grilling beer brats and onions, offering homemade Cannoli, a wine tasting of Oliver Wines- so fresh and sweet, bourbon tasting, cocktail making demonstrations and tasting. Check out the fine cigar humidor, browse the specialty meats and cheese section all while enjoying sumptuous food and drink while keeping an eye on the Vols game and listening to music to keep the atmosphere festive. For more information visit <https://knoxroomservice.com/> or call (865) 299-3259. Congratulations Knoxville Room Service!

- Join **Pellissippi State Community College**, Goins Administration Building, 10915 Hardin Valley Road, Knoxville 37932, on October 11 at 11:30am as they celebrate ten years of partnership with tNAchieves and their 10,000 student enrollment. For more information call (865) 742-1081 or visit <http://www.pstcc.edu>. Congratulations Pellissippi State Community College!

- October is National Breast Cancer Awareness Month—the perfect time to discuss the importance of early detection. **Tennova Healthcare** is spreading the word about mammograms and encouraging women to get screened for the breast cancer. Tennova is offering a Mammogram Special at six locations in East Tennessee. Bring your mom, daughter, sister or a female friend to one of the following locations between 8:00 a.m. and 4:00 p.m., and you will also enjoy special pampering and a gift: October 15 at Newport Medical Center, 435 Second Street, Newport; October 17 at LaFollette Medical Center, 923 East Central Avenue, LaFollette; October 22 at Jefferson Memorial Hospital, 110 Hospital Drive, Jefferson City; October 24 at Tennova South, 7323 Chapman Highway, Knoxville. Appointments are required. To schedule your screening mammogram, call 865-545-7771 or toll-free at 866-645-7771.

- Destiny Adoption Services** will host speaker Dr. Gian Rossi, Pediatric Neurology, on the topic of Demystifying Neonatal Abstinence Syndrome. The free talk will educate both foster and adoptive parents on the realities of drug exposure leading to Neonatal Abstinence Syndrome on Saturday, October 12th at 1 pm at Middlebrook United Methodist (7234 Middlebrook Pike Knoxville, TN). For more information, contact Kristen at 865-392-6261.

- Colby McLemore of **Colby's Photography** was recently re-elected to the board of directors of the Tennessee Professional Photographers Association (TNPPA) during their 2019 fall convention in middle Tennessee. TNPPA is the state-level affiliate of the largest non-profit national trade organization for photographers, the Professional Photographers of America (PPA). Both organizations support photographers in increasing the quality of their craft as well as promoting professionalism throughout the industry. TNPPA's 2019-2020 president Dana Barrett personally asked McLemore to come back. "Colby's enthusiasm and welcoming attitude are refreshing," Dana says. "His reputation in the industry and work ethic will undoubtedly help push the organization to the next level, and I'm

See MEMBER BRIEFS on Page 4

# Networkings

## FASTSIGNS® – September 5, 2019



Assembling for a "fast" photo are hosts Dennis Massengill, Jeremy Munday, Kory Flatford, Jerrod Newberry, Ashley Duncan, Christian Cooper, Rebekah Warner, Maddison Wright and Daniel Maw.



Networking guests Ken and April Finster-Cyan *Insurance Solutions* pause from speaking with photographer and Chamber ambassador Colby McLemore-Colby's *Photography* while photographer Justin Fee-*PhotographFee* looks incredulous to be at the opposite end of the lens.

## Liberty Mutual Insurance - September 12, 2019



Ambassador Chair Adam Freitag (far right) helps "customize" the perfect group photo with (l-r) Derek Mitchell, Phillip Kirkland, Jenn Madaj, Brock Buresh, Courtney Davis, Frank Pezzulo and Samar Izadpanah -*Liberty Mutual Insurance*.



Smiling at the days to come are fellow, financial advisors from *Edward Jones* - Cindy Barnes and Kevin Denning.

## Y-12 Federal Credit Union (Farragut) – September 19, 2019



Networking hosts Misty Wright, Kasey Palmer and Holly White provide guests with informative and helpful banking options during the event.



Chamber board member and treasurer Steven Lipsey-Lipsey, Morrison, Waller & Lipsey, P.C. networks with Victory Harbin-The Social Brand.

## The Episcopal School of Knoxville – September 26, 2019



Attendees had the option of participating in private tours of the campus with hosts Mary Lovely, Corinne Mattern, Dr. Jack Talmadge and Caroline Wood.



Ambassador Zan Schriver (L)-*Volunteer Ministry Center* welcomes newest Chamber member Justin Myers-Merrill Lynch while fellow-ambassador Sharon Nicole-*SouthEast Bank* checks-in Viren Lalka-Lalka *Tax Services, LLC* (wearing hat).



### Open House

From page 1

decked and open along with a climate controlled tent by Event Rentals by Rothchild in our front parking area. Guests will enjoy live holiday music performances, and sample all kinds of beverages and food.

Businesses wishing to participate through event sponsorship OR food/beverage sponsorship can call 675-7057 or email [suzanne@farragutchamber.com](mailto:suzanne@farragutchamber.com).

Please join us on December 12 to let the Chamber say THANK YOU for business support all year-long, and to wish each other a happy holiday and successful new year!





# Ribbon Cuttings

## Senior Helpers of Greater Knoxville – September 6, 2019



Standing beside owner Laura Palenkas (center, holding scissors) is her husband Tim. Also pictured are members of her staff (in no particular order) Beth Ford, Heather Atkins, Kathy Evans, Erin Anthony and Amy Finch; along with representation from the Knox County mayor's office, Chamber ambassadors, friends and family who enthusiastically participated in cutting the ceremonial ribbon.

## Farragut Dental Studio – September 16, 2019



Assembling on a warm, sunny afternoon to celebrate are (l-r, front row, center) Dr. Vyas, wife Harita, their sons Ansh and Laksh (with scissors), Rikki Valentine, Sarra Causer, Vice Mayor Louise Povlin-Town of Farragut (behind Dr. and Mrs. Vyas), representation from the Knox County mayor's office, Chamber ambassadors, family and friends.

# Meet the Board!

The Farragut West Knox Chamber Board is comprised of a broad spectrum of corporate and community leaders and is governed by an Executive Board. These volunteers provide support and guidance to ensure the fulfillment of the chamber's mission. Please thank them when you meet them!

**Board Member/Role:** Christine Dean / Board Member (as of July 2019)

**Member Business:** His Security

**Title:** Marketing & Business Development

**How you benefit from our Chamber?** The Farragut West Knox Chamber has created a beneficial community of local businesses. We know we can contact anyone within the chamber as resource providers, business and charity partners, advisors, and friends.

**Greatest business success?** From a management perspective: Utilizing strategic planning to trim budgets, bring focus, and increase revenue. From a marketing perspective: Developing and instituting a marketing and PR program that resulted in tremendous brand recognition within a relatively short time. It's really fun when everyone you meet recognizes the name of your small company.

**Greatest business frustration?** When my company cannot hire enough qualified employees to satisfy growth. I end up having to dial back marketing and promotion to keep from getting to a place where we cannot exceed customer expectations in service.

**Most positive trend facing businesses today?** A robust economy. Also, access to resources that were so difficult to find or acquire before the Internet.

**Most negative trend facing businesses today?** I hear it from all sectors of business: everyone has trouble hiring enough qualified employees.

**Career you wanted when you were 10 years old?** I cannot



Dean

remember, but I know it was not THIS!

**Last book you enjoyed?** A historical mystery. I like that genre because I learn new things, but also get to figure out a puzzle.

**Favorite genre of music?** Eclectic. I listen to and enjoy different types of music. At any time, it could be contemporary Christian, oldies, country, bluegrass, classic rock or something that has no label.

**Favorite hobby/activity?** Going on adventures: either mental, through reading a good book; or physically through travel (and local exploration is just as fun as being a tourist far away).

**Favorite place to visit?** Places tied to history. But, because we moved often when I was little, going back as an adult to places I lived or visited as a child is always interesting for many reasons.

**Most influential person in your life?** My father. He was very tough on us in some ways, but also very generous in how he included us in adventures and hobbies. He liked to travel our country and explore; but also loved to read and learn new things. I am the same.

**Greatest lesson learned?** Remember people's stories. What they share is important to them, if you can remember and bring it up again when you see them later, they will then remember you. If you can add to their knowledge or help them, then you have accomplished something good.

**Greatest lesson you teach?** Network, connect, meet new people, find common areas of interest, and never burn bridges. It really is a small world. Success rarely comes to an individual working alone; most often it comes to those who depend on others to help them. Find who you can rely on.

## FUELing Your Career

Each month this section will feature a piece written by a member business or young professional aimed at working professionals or recent graduates seeking tips and tools on how to FUEL their growing career, whatever the industry. The Chamber is excited to include this in conjunction with our growing young professionals program, F.U.E.L. (Focus. Unite. Engage. Lead.)

### How You Spend Your Day = How You Spend Your Life

by Samantha Lane

Have you ever considered that how you spend your day is how you spend your life?



Lane

Yikes. That can be a pretty powerful thought as our days are often filled with work, bills, groceries, appointments, laundry, and the list goes on. Many of us move through the daily hustle to live a little on the weekends and dream about retirement. The reality is, nothing is guaranteed and we must make the most of each moment.

I am not suggesting we all quit our jobs and throw caution to the wind. I'm saying it's up to us to know our priorities, value our time, and take steps to accomplish both what we *need* to and what we *want* to. So, how do we do that?

Consider the following steps for living a life of better balance:

- **Define what is important, personally and professionally.**

What really matters to the bottom line and your happiness? Prioritize that!

- **Write a plan each week to achieve it.**

Every Friday write a plan for the week ahead that includes all set appointments, tasks, and deadlines for both work and life. We remember more when we write it down and accomplish more when we cross it off.

- **Leave buffer time and schedule rest.**

Being so connected makes it hard to disconnect. You would not use your phone all week without charging it, so stop doing that to yourself.

- **Protect your plan.**

Time is finite, so saying yes to something is really saying no to something else. Don't feel bad if you have to say no, or not now, as it's always a tradeoff with limited resources like time. We simply can't do everything and the most successful people are the ones who say no the most.

It's easy to feel overwhelmed in our increasingly busy days, but remember small steps can add up to big rewards when it comes to managing your time.

*Samantha Lane is productivity coach and the founder of Origami Day, a business focused shaping time for work-life balance. She is a proud alumnus of King University.*

*For more information on King University programs of study, contact Enrollment Counselor, Anthony Lanagan at [alanagan@king.edu](mailto:alanagan@king.edu).*

## Q, Crafts, Brew

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included on top of enjoying fantastic food, beverages and crafts.

VERY limited space is left for craft vendor spaces with a \$25 application fee. Any vendors wishing to participate MUST contact the Chamber ASAP at (865) 675-7057.

All coordinators are grateful to have Presenting Sponsor Knoxville TVA Employees Credit Union; Event Sponsors Big O Tire, Brewing & Distilling School of Knoxville and TDS Telecom; Digital Sponsor Slamdot; Community Sponsors Cyan Insurance Solutions, Edward Jones—Cory Gerlach, Leaf Filter Gutter Protection, Tennova Turkey Creek Medical Center; and Media Sponsors farragutpress, ViaMedia, 105.3 WFIV, and 94.3 JACK FM.

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# TSBDC

by Laura Overstreet,  
Small Business Specialist and  
GrowthWheel® Certified Advisor

The Knoxville TSBDC has several valuable small business training seminars and workshops coming soon.

Join us for some of the following opportunities:

### Write Your Marketing Plan

Reset your marketing in 2020 and be strategic about how you spend your time, money and efforts. Use this data-driven approach to create a strategic marketing plan that helps you set big-picture goals with bite-size actionable items you can manage day to day. This class will give you two hours to talk through the process of writing and implementing your marketing plan for 2020.

Thursday, October 10 15

9:30AM to 11:30AM

Fee: No Cost

Speaker(s): Victory Harbin and

Chad Rogers, The Social Brand

Farragut Town Hall

11408 Municipal Center Dr.

Farragut, TN 37934

### Government Contracting 201 – Advanced

This program is part II of the basic introduction to government contracting program 101 and will further position your company to compete for contracting opportunities.

What sorts of contracts are available? What are government acquisition regulations? How do you respond to a solicitation for bids? Does your business need to be certified?

Does your business qualify for a “set aside” contract? How does the process work?

Tuesday, October 15

1:30PM to 3:30PM

Fee: No Cost

Speaker(s): Paul Middlebrooks,

UT Procurement Technical

Assistance Center

17 Market Square #201,

Knoxville, TN 37902

### Export Boot Camp

The seminar will provide the nuts and bolts of information needed to become a successful exporter.

Topics will include:

How to identify markets for your products  
How to finance your export transaction  
How to mitigate economic, political and financial risks

Legal issues and International Traffic in Arms Regulations (ITAR)

Export assistance available through the Tennessee Small Business Development Center

Wednesday, October 23

9:00AM to 12:00PM

Fee: No Cost

Speaker(s): TSBDC International Trade

Center Staff

17 Market Square

Knoxville, TN 37902

## Welcome to our new Farragut West Knox Chamber Members!

*The Chamber welcomes these businesses who joined us recently in the month of September! Did you know businesses/organizations can submit an application & payment online? Visit [www.farragutchamber.com](http://www.farragutchamber.com) and click “Join the Chamber!”*

### American Cancer Society

#### Lea Bradley

871 N. Weisgarber Road

Knoxville, TN 37909

<http://www.cancer.org>

### Blaze Pizza – N. Peters

#### Mike Forte

113 N. Peters Road

Knoxville, TN 37923

<http://www.blazepizza.com>

### Blaze Pizza – Turkey Creek

#### Mike Forte

10978 Parkside Drive

Knoxville, TN 37934

<http://www.blazepizza.com>

### Bloom Interior Painting

#### Ronald Bechler

Sevierville, TN

### Edward Jones

#### Jackie Van Vliet

7830 Kingston Pike

Knoxville, TN 37919

<http://edwardjones.com/jackie-vanvliet>

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Knoxville, TN 37919

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### Finn's Restaurant & Tavern

#### Jon Ferrie

9000 Kingston Pike

Knoxville, TN 37923

<http://www.finnstavern.com>

### Merrill Lynch

#### Financial Advisor

#### Justin Meyers

800 South Gay Street

Suite 2200

Knoxville, TN 37929

<https://fa.ml.com/tennessee/knoxville/jmyers16/>

### Mr. Sandless

#### Kent Davis

2783 Woods Smith Road

Knoxville, TN 37921

<https://www.mrsandless.com/east-tn.php>

### Pentalux LLC

#### Romano Vlastelica

Knoxville, TN 37933

<https://pentalux.com>

### Rocky Top K9, LLC

#### Sandra Sudduth

1428 Indian Warpath Road

Sevierville, TN 37876

<http://www.rockytopk9.com>

### Schuchardt Law Firm

#### Elliott Schuchardt

6223 Highland Place Way

Suite 201

Knoxville, TN 37919

<http://www.schuchardtlaw.com>

### Tennova Primary Care – Choto

#### Crystal Brunson

1612 Choto Markets Way

Knoxville, TN 37922

### Tn Residential Inspection, LLC

#### Bryan Spiller

<http://homeinspectionsknoxville.com>

### Travel Leaders Vacation Center

#### Linda Campbell

5103 Kingston Pike

Suite 112

Knoxville, TN 37919

<http://travelleaders.com>

## Welcome Back Renewing Members!

*The Farragut/West Knox Chamber welcomes back these businesses who have renewed their investment in the Chamber as of this past September. We are privileged to count them as Farragut/West Knox Chamber of Commerce members! We urge members to patronize one another when the goods or services a member can provide are needed. It is also our hope that area residents recognize the commitment a business makes to its community when it becomes part of its local chamber of commerce and reward that commitment with their patronage.*

**A special thank you goes to this renewing member who is continuing their support of our chamber and the businesses it serves through their above and beyond Enterprise Membership:**



### MBI Companies Inc.

*Thank you for your Anchor Enterprise Membership!*

### Americomm

Apple Cake Tea Room

Aventine Northshore

Beltone Hearing Aid Center

Cool Sports Home of the Icearium

Cumulus Media/

WIVK, WOKI, WNML

East Japanese Restaurant

Farragut Business Alliance

Farragut Primary School

First Tennessee - Bearden Financial Center

First Tennessee - Cedar Bluff

Financial Center

First Tennessee - Farragut Financial Center

First Tennessee - Hardin Valley

Financial Center

First Tennessee - Kingston Pike

West Financial Center

### First Tennessee - Middlebrook Pike

Financial Center

First Tennessee - Northshore

Financial Center

Gables & Gates-Holloway/Westerling Group

- Debbie Holloway

Gables & Gates-Holloway/Westerling Group

- Nancy Westerling

Gourmet Market

Hilton Garden Inn Cedar Bluff

Home Care Assistance

JCPenney

Josh Hemphill State Farm

Knox County Property Assessor

Knoxville Fine Homes Realty

Lipsey Morrison Attorneys

M & M Development Co., Inc.

Markets at Choto

### Mountain Commerce Bank - Bearden

Myers Bros. Holdings, Inc.

Parker Business Consulting & Accounting

Pugh CPAs

State Farm Insurance –

Josh Hemphill

Staybridge Suites - Knoxville West

Strategic Tax & Business Services

Summit View of Farragut, LLC

SunTrust Bank - Farragut Branch

Threds, Inc.

The Travel Authority

Turkey Creek Tinting

Tuscul