

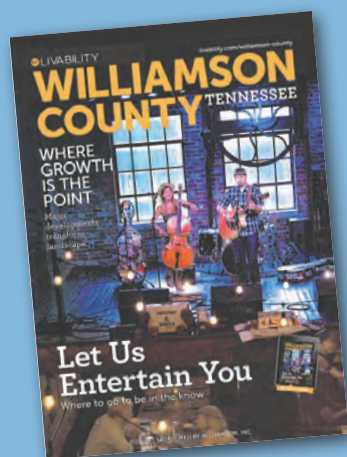
in this ISSUE

PAGE 6

**Franklin police
chief gets
personal at WIB**

PAGE 7

**Get tax prep help
from Chamber
members**



Don't miss your opportunity
to advertise in the 30th Anniversary
edition of Livability: Williamson County.
CALL US TODAY!

Outlook Williamson event takes deep data dive into local economy

Williamson County is growing exponentially, the residential and commercial real estate market is booming and residents are healthier, more generous and have significantly more access to technology, according to a data analysis by Franklin-based market research firm Alcott Whitney. These and other key findings will be published in the 2016 Williamson County Trends Report, set to be released at Outlook Williamson taking place Tuesday, March 15, 7:30 to 11 a.m. at The Factory at Franklin, located at 230 Franklin Road.

Outlook Williamson, presented by Skanska, is a half-day economic forum that will feature three 45-minute sessions with industry-leading experts and developers, providing an in-depth picture of Williamson County's economy and using the latest emerging trends, growth projections and statistical data.

"Skanska is proud to be the presenting sponsor for this year's Outlook Williamson event," said Skanska's Executive Vice President and General Manager Joey Hatch.

"Williamson Inc. provides invaluable business resources for a wide range of companies — from global businesses to emerging start-ups — and continues to play a vital role in Williamson County's thriving business community. We look forward to continuing our partnership and engagement with Williamson Inc. and our fellow chamber members."

PREVIEW OF TRENDS REPORT FINDINGS

The Trends Report — a 30-plus-page statistical summary produced by Williamson, Inc. Economic Development in partnership with Alcott Whitney —



Ann Petersen



Mark Traylor



Axson West



Glenn Wilson

reveals habits and trends of Williamson County, including everything from the workforce, business climate and demographic breakdown to education, housing, transportation, health and wellness, and charitable giving.

Here are some highlights from the Trends Report:

- Williamson County is predicted to have more than half a million residents by 2040, which is more people than any other Tennessee county today, except for Shelby and Davidson.
- Over the next decade, tech jobs will be on the rise, and the economy will grow by nearly 146,000 jobs.
- The average time a home sits on the market is 54 days, and there are an estimated total of 2,742 vacant housing units

available in the area.

- County residents are in optimal health, having fewer sick days and more access to health care compared to peer counties around the country.

- Williamson County has one of the highest charitable giving ratios in the United States, meaning that residents here give a much higher percentage of their gross adjusted income than is typical.

- In terms of in-migration, 17 percent of non-native residents are likely to come from India, contributing to a more diverse population.

SPEAKERS LINEUP

Kicking off the morning lineup will be Ann Petersen, J.D., vice president of business and economic incentives at Jones Lang LaSalle (JLL).

● CONTINUED ON PAGE 3



2016 BUSINESS EXPO

JUNE 21 | THE FACTORY AT FRANKLIN

BOOTH RESERVATIONS GO ON SALE MARCH 9

www.willamsonchamber.com



WELCOME new members

These companies and individuals have made a commitment to business growth and to their community by joining the Williamson Chamber. They will enjoy the benefits of a robust business directory listing on the Chamber website and referrals from our office and from fellow members. When you need products or services, please search the directory on the Chamber website and do business with a Chamber member.

JOIN THE MEMBER BUSINESSES THAT SUPPORT THE WILLIAMSON CHAMBER – CALL US TODAY AT 615-771-1912.

AJ Media Services, LLC
142 5th Ave N., Suite B
Franklin, TN 37064
(615) 794-0761
ajmediaservices.com
Alba Gonzalez-Nylander

Amazing Lash Studio
2000 Mallory Lane, Suite 216
Franklin, TN 37067
(615) 206-7976
amazinglashstudio.com/location/
Franklin
Rusty Gates

Benchmark Realty, LLC
Stephen Strickhausen
318 Seaboard Lane, Suite 115
Franklin, TN 37067
(615) 371-1544
1410group.com
Stephen Strickhausen

Benefits, Inc.
110 Mathis Dr.
Dickson, TN 37055
(615) 446-3303
Benefits-inc.com
Thomas Stephenson

Bethel World Outreach Church
5670 Granny White Pike
Brentwood, TN 37027
(615) 371-1000
bethelworld.org
James Lowe

Blue Nova, Inc.
6281 Meeks Rd
Franklin, TN 37064
(615) 465-2424
bluenovadesigns.com
Link Tipton

Child's Play
209 S. Royal Oaks Blvd.
Suite 184
Franklin, TN 37064
(615) 794-9997
childsplaytn.org
Monserate Santiago

Cool Smiles Dental Studio
1735 Galleria Blvd., Suite 1073
Franklin, TN 37067
(615) 771-7733
Coolsmilesdds.com
Chelsie Wood

Discovery Center at Murfree Spring
502 SE Broad St.
Murfreesboro, TN 37130
(615) 890-2300
exploredc.org
Tara MacDougall

Edward Jones - Jay Sellers
2000 Meridian Blvd. #116
Franklin, TN 37067
(615) 771-8062
edwardjones.com
Jay Sellers

First Steps, Inc.
1900 Graybar Lane
Nashville, TN 37215
(615) 690-3091
firststepsnashville.org
Melissa Houck

Floor & Décor
5330 Cane Ridge Rd.
Antioch, TN 37013
(281) 904-4092
flooranddecor.com
James Donalson

Grayland Distribution
104 Southeast Pkwy., Suite 800
Franklin, TN 37064
(615) 465-6766
graylanddistribution.com
Britt Gardner

Kathryne Burks- Benchmark Realty
1235 Park Run Dr.
Franklin, TN 37067
(615) 243-3505
Kathryne Burks

LTDP, Inc.
1007 Sattui Ct.
Franklin, TN 37064
(615) 840-1331
Jim Palkovic

Mason Chiropractic Health & Wellness
1441 New Highway 96 West
Suite 3
Franklin, TN 37064
(615) 794-9155
masonchiro.net
Natalie Whitten

Mill Creek Brewing Company, LLC
2008 B Johnson Industrial Blvd.
Nolensville, TN 37135
(615) 509-8255
Millcreekbrewingco.com
Michael Krewson

Peoples Home Equity The Haynes Team
2494 North Mount Juliet Rd.
Suite 500
Mount Juliet, TN 37122
(615) 775-1786
peopleshomeequity.com/
chrisaynes
Shanna Griffin

Rudy Winstead & Turner, PLLC
2010 21st Ave. S.
Nashville, TN 37212
(615) 515-3530
Kurt Winstead

Sheridan Public Relations
223 Fourth Avenue N.
Franklin, TN 37064
(615) 472-8879
sheridanpr.com
Virginia Reynolds

Susan Taylor Leathers
311 Seaward Rd
Brentwood, TN 37027
(615) 300-9076
Susan Leathers

The Mall at Green Hills (The Taubman Company)
2126 Abbott Martin Rd.
Suite 171
Nashville, TN 37215
(615) 298-5478
shopgreenhills.com
Kimberly Shadwick

The Parkes Companies
105 Reynolds Dr.
Franklin, TN 37064
(615) 595-2400
parkescompanies.com
Lacie Simonton

advertise with us!

INTERESTED IN ADVERTISING OPPORTUNITIES?

Williamson, Inc. offers members exclusive access to both online and printed marketing platforms:

- The Point • Hot Deals • Livability: Williamson County, TN
- WilliamsonChamber.com • Williamson Weekly



Learn more at williamsonchamber.com/advertise or call 615-771-1912.



Thank you to these volunteers for their contributions this month to the Williamson Chamber membership committees.

- **SALLY MINK**, Two Men and a Truck, **STEPHANIE PAHA**, Keller Williams Realty and **MATT WOMBACHER**, Elite Insurance, for attending the most Chamber meetings and ribbon cuttings as **Ambassadors**.
- **SONNA ROBINSON**, T. Rice Partners, of the **Development Committee** for bringing in the most new members for the month.
- **JILL ROSENBERRY**, SunTrust Bank, of the **Member Relations Committee** for excelling in her efforts to reachout to members.
- **TOM GREGORY**, T.W. Frierson Contractor, Inc., of the **Engagement Committee** for mentoring the most new members through the orientation process.



THE POINT is published monthly as a partnership between the Williamson Chamber and The Tennessean. For editorial inquiries or advertising opportunities, contact Charlane Oliver at charlane@williamsonchamber.com.

5005 Meridian Blvd., Suite 150 | Franklin, TN 37067 | 615.771.1912 | www.williamsonchamber.com

Outlook Williamson: March 15 (CONTINUED FROM PAGE 1)

Petersen's primary responsibilities at JLL include researching, coordinating and negotiating state and local economic development programs and incentives. Petersen utilizes her legal background to provide creative savings solu-

tions to her clients through legal analysis, tax legislation and letter rulings.

Mark Traylor, director of retail properties at Boyle Nashville, LLC, Axson West, principal at Southeast Venture Real Estate Services, and Glenn Wilson,

founder and chief executive officer of SouthStar, will take the stage for the second session during a panel discussion on commercial real estate development.

Traylor has more than two decades of experience in the retail commercial

real estate industry and currently oversees Boyle's retail projects in Nashville, including property development, acquisition, management, sales, leasing, tenant representation and brokerage.

As the leading site analyst and land transaction specialist in Middle Tennessee, West has been involved in all aspects of the commercial real estate brokerage business for the past 30 years, including office and industrial leasing, land sales and improved property sales.

WILLIAMSON, INC. ECONOMIC DASHBOARD - FEB. 2016

www.williamsonchamber.com | Williamson County, Tennessee | 615.261.2880

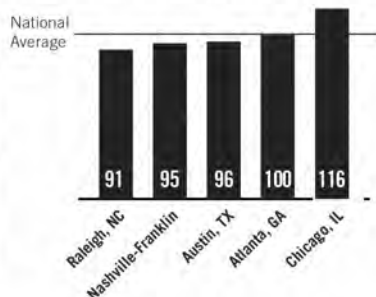
POPULATION: 209,870

14% county 5-year growth

4% state 5-year growth

Nashville MSA: 1,818,203

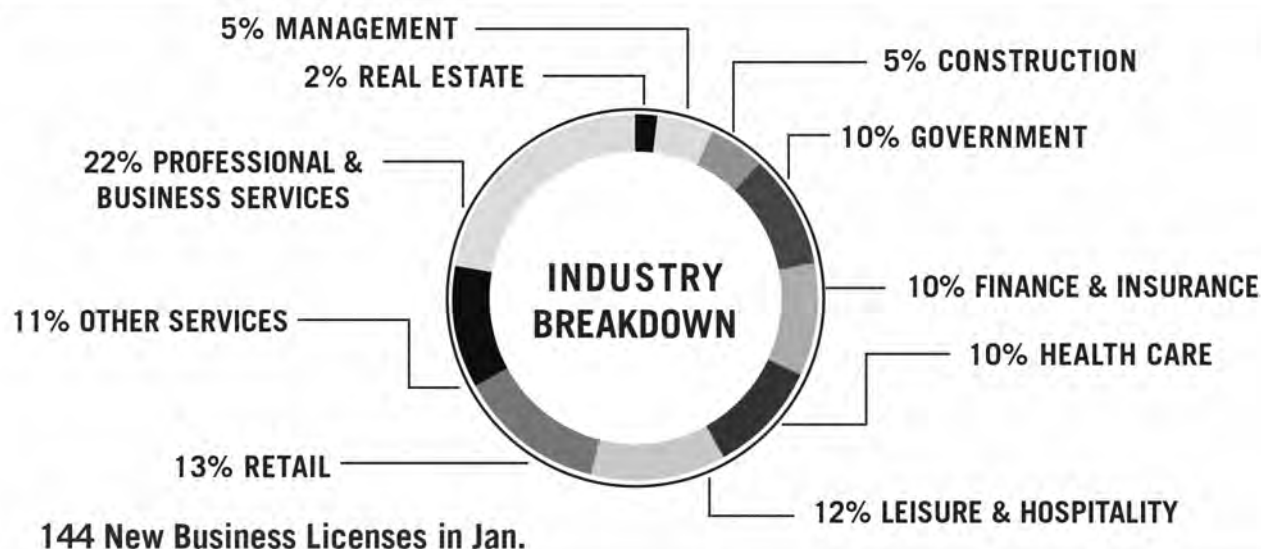
COST OF LIVING 2015



DEC. UNEMPLOYMENT: 3.6%

5.3% TN | 4.8% U.S.

105,830 Labor Force
127,262 Total Jobs
\$67,857 Avg. Earnings



DECEMBER LOCAL SALES TAX INCOME:

Up 9% from 2014
Up 12% from 2013

RESIDENTIAL DEVELOPMENT

Median SF Home sale price for DEC. was **\$416,615**, down **0.9%** from 2014. The # of SF home closings increased by 26% from 2014.

187 home building permits issued in DEC, **2389** YTD, up 19% from 2014.

COMMERCIAL DEVELOPMENT (Q4 2015)

	VACANCY RATE	CLASS A AVERAGE	VACANT SF
Brentwood	2.7%	\$27.24	132,481
Cool Springs	0.9%	\$28.69	61,297

OUTLOOK WILLIAMSON

March 15
7:30-11 AM
The Factory

The developers' panel discussion will focus on Class A commercial real estate development coming on-line within the next two years, including: Berry Farms, CityPark, Franklin Park, Franklin Summit, Hill Center, Mallory Park, Ovation and Two Greenway Centre.

During the closing session, Alcott Whitney representatives will take questions about their findings in the Trends Report.

"We're excited to share with the business community what lies ahead for our county as well as unveil some interesting data we've discovered through our work on the Trends Report with Alcott Whitney," said Williamson, Inc. President and CEO Matt Largen. "Outlook Williamson is the single best place to get a comprehensive look at how our county compares regionally and nationally."

REGISTRATION NOW OPEN

Online registration is open at williamsonchamber.com. Tickets are \$60 for Chamber members and \$75 for non-members. Company tables of eight with signage can be reserved for \$750.

Event sponsors include Williamson Medical Center and Metropolitan Nashville Airport Authority. Trends Report content is provided by Alcott Whitney. Stage design is by Blue Nova Designs, and the audio/visual sponsor is Atema Partners. Photography is by Tim Jones Portraiture. Media sponsors are Home Page Media Group, *Williamson Herald*, WSMV-TV Channel 4 and *YOUR Williamson*.

Check our website for frequent updates on the speaker's lineup and other event details. For more information about sponsorship opportunities, contact Abby Bass at abby@williamsonchamber.com.



Dr. Debra McCroskey represented presenting sponsor, Vanderbilt Health and Williamson Medical Center Walk-In Clinic, and promoted the clinic's convenient locations and hours provided in Williamson County.



Williamson County Schools Director of Schools Mike Looney was called on from the audience to chime in about state education funding, which lawmakers said was unfair and unbalanced across public school districts.



Bill Quaglia, Cornelia Holland, and Henry and Pearl Bransford enjoyed small talk at their table during the membership luncheon.



Sherry Shiftlett and Melissa Holland looked vibrant at the luncheon.

Education, traffic dominate legislative panel discussion

Education and transportation, two hot-button topics on the minds of Williamson County business leaders, were heavily debated at the Chamber's Feb. 16 membership luncheon, presented by Vanderbilt Health and Williamson Medical Center Walk-In Clinic.

The luncheon came on the heels of a failed voucher bill that didn't pass in the state House days earlier, and when moderator Dave Crouch asked what happened, Rep. Glen Casada replied: "We just didn't have the votes, so we pulled the bill."

The discussion quickly switched gears to education funding. Over the next year, Williamson County Schools will grow by 1,800 students. However, the district will not receive the funding necessary to accommodate growth and build more schools.

At the same time, the state is expected to have a \$943 million budget surplus, the second highest budget surplus in history, and most of it will be one-time money.

Williamson County Schools Director of Schools Mike Looney asked from the audience what the lawmakers plan to do with the money.

"Do you think it's time for Williamson County Schools to consider litigation on school funding?" Looney asked.

Williamson lawmakers Casada, Jeremy Durham and Charles Sargent said the county may need to follow suit with Shelby County and sue the state over disproportionate funding allocations. The issue in question was over the statewide Basic Education Program formula, or BEP, used to determine how public school districts are paid by the state.

Rep. Sargent said Williamson County Schools are essentially being "punished" for having good schools because the BEP funding factors in the financial health of the county's budget.

"Every time we change the BEP formula, we end up on the losing end of

the stick," Sargent said. "I am trying to fight it. If we don't receive the money from the state, the residents are going to have to pay it. They say, 'You here in Williamson County, you will have to pay more.' We get punished for being good. At some point, Williamson County will have to sue the state."



Williamson County Reps. Jeremy Durham, Glen Casada and Charles Sargent take questions related to education, transportation and state budget allocations as the featured panelists at the Feb. 16 membership luncheon.

The conversation turned to transportation and the possibility of completing some much needed road projects in the county, particularly Mack Hatcher.

The state is \$6.1 billion behind in road projects, with roughly \$450 million coming from Williamson County projects alone. Crouch asked the panel whether the state could speed up plans to fix roads if toll roads or a gas tax increase were imposed.

Durham and Sargent said they were opposed to a gas tax or toll road when there is a budget surplus. When Crouch polled the audience on if they would support a gas tax for dedicated road projects, an overwhelming majority of hands were raised.

Casada urged the audience full of elected officials, educators and business leaders to continue to trust the government to make the right transportation funding allocation decisions. He is working on a transportation bill that he plans to introduce to the General Assembly next year after he completes a district study.



Notable guests and panelists at the Feb. 16 membership luncheon included, from left, Moderator Dave Crouch, Williamson, Inc. Board Chair Paula Harris, Rep. Glen Casada, Rep. Charles Sargent, Rep. Jeremy Durham and Williamson, Inc. President and CEO Matt Largent.

Photo by J. Jones Photography



"WE MADE IT BECAUSE OF YOU!"
—BRYAN & TAMMY HOOPER



READ BRYAN & TAMMY'S STORY:
WILLIAMSONMEDICALCENTER.ORG/MYWMCSTORY



4321 CAROTHERS PARKWAY • FRANKLIN
williamsonmedicalcenter.org





Member Connect! Leads Exchange meets on the first Wednesday of every month — morning, mid-day and late afternoon.

Member Connect! adds lunchtime session

Great news! The Chamber has added a new lunchtime session to our popular Member Connect! Leads Exchange. Now there are three convenient opportunities — morning, noon and late afternoon — for you to promote your business.

Grab a bite to eat while you network and develop member relationships at this

casual, facilitated event. The session is from 11:30 a.m. to 1 p.m., and lunch is provided by Taziki's Mediterranean Cafe. Additionally, our morning session is from 7:30 to 9 a.m., and the afternoon session is from 3:30 to 5 p.m. at the Chamber office. Held monthly on the first Wednesday, these sessions are free to attend and limited

to the first 30 members who register.

Bring business cards, brochures or product samples to showcase. Chamber members are asked to attend only one session and limit one employee per company.

Spaces fill up quickly, so register early! Go to our events calendar at williamsonchamber.com to sign up.



Williamson, Inc. Young Professionals came together Feb. 10 at the Franklin Theatre for lunch, provided by Newk's Eatery, and to learn about negotiation and conflict management in the workplace. YP FOCUS luncheon is held on the second Wednesday of each month.

YOUNG PROFESSIONALS

Dr. John Lowry, vice president of development and external affairs at Lipscomb University and founding executive director of Spark: Lipscomb's Idea Center, shared tips on how to "negotiate your next level of success" at the Feb. 10 Young Professionals FOCUS luncheon presented by Saint Thomas Health at the Franklin Theatre.



FIRST FRIDAY



Chamber members capitalize on an invaluable networking opportunity at the First Friday: Your Small Business Resource event.



First Friday: Your Small Business Resource is one the Chamber's most popular programs, drawing sold-out crowds to hear dynamic speakers.



what's new IN WILLIAMSON

WE CELEBRATE WITH LOCAL BUSINESSES AS THEY OPEN, EXPAND AND RENOVATE!



CALIFORNIA CLOSETS

420 Cool Springs Blvd., Ste. 125 • Franklin

Ribbon Cutting – Feb. 18 • 22 employees

For more than three decades, California Closets has built a reputation creating home organization and storage systems that marry function with elegant custom designs that reflect the beauty of each customer's home. Despite its name, California Closets makes everything in their Middle Tennessee production facility.



CONNORS STEAK & SEAFOOD

1916 Galleria Blvd. • Franklin

Ribbon Cutting – Feb. 4 • 83 employees

Connors, located across from CoolSprings Galleria, specializes in fresh seafood, premium-aged steaks, gourmet salads, pastas and more! Enjoy a memorable evening with friends and family in their well-appointed dining rooms, or stop by for the lunch. The friendly service and flavorful fare is guaranteed to have you returning for more.



HARDWOOD BARGAINS

277 Mallory Station Rd., Ste.118 • Franklin

Ribbon Cutting – Feb. 5 • 3 employees

Hardwood Bargains is a direct importer/manufacture of engineered hardwood flooring. Its Franklin store is the first location of a multi-year expansion plan to offer their products locally. Features on HGTV, DIY, *I Hate My Bath*, *Property Brothers* and having Jason Cameron from *Man Caves* as a customer and spokesperson are a few their accolades.

events&meetings

The **CHAMBER OFFICE** is located in Cool Springs at 5005 Meridian Blvd., Suite 150, Franklin.

MAR 9 YOUNG PROFESSIONALS FOCUS LUNCHEON

Presented by Saint Thomas Health
11:30 a.m.
Jackson National Life Insurance
300 Innovation Drive, Franklin
Speakers: Panel of nonprofit professionals

MAR 9 PREFLIGHT AT WILLIAMSON, INC.

Every Wednesday in March
5:30 p.m., Chamber office

MAR 15 OUTLOOK WILLIAMSON

Presented by Skanska
7:30 a.m., The Factory at Franklin
230 Franklin Rd., Franklin

MAR 16 YOUNG PROFESSIONALS CONNECT

Presented by Saint Thomas Health
5 p.m., Location TBD

MAR 18 PUBLIC AFFAIRS ROUNDTABLE

Presented by Vanderbilt University Office of Community, Neighborhood and Government Relations
7:30 a.m.

Williamson County Administrative Complex
1320 West Main St., Franklin
Panelists: Williamson County Legislators

MAR 22 WOMEN IN BUSINESS LUNCHEON

Presented by Williamson Medical Center
11:30 a.m., FiftyForward Martin Center
960 Heritage Way, Brentwood

MAR 28 PROSPECTIVE MEMBER OPEN HOUSE

4 p.m., Chamber office

APR 1 FIRST FRIDAY:

YOUR SMALL BUSINESS RESOURCE

Presented by FirstBank
7:30 a.m., EISPACES
1550 W. McEwen Dr. #300, Franklin
Speaker: Stuart McWhorter, Nashville Entrepreneur Center

APR 6 MEMBER CONNECT! LEADS EXCHANGE

7:30 a.m. / 11:30 a.m. / 3:30 p.m.
Chamber office
Lunch provided

APR 12 CHAMBER 101 MEMBER ORIENTATION

3:30 p.m., Chamber office

APR 13 YOUNG PROFESSIONALS FOCUS LUNCHEON

Presented by Saint Thomas Health
11:30 a.m., Cross Country Education
9020 Overlook Blvd. #140, Brentwood

RIBBON CUTTINGS

MARCH 10, 12 p.m. • Shannon Eye Care

MARCH 30, 11 a.m. • Miracle Ear

PLEASE CHECK THE WEBSITE
FOR UPDATES AND MORE INFORMATION.

Top site consultants visit county

BY MORGAN DENT

A record number of site selectors, who were in Nashville Feb. 23-26 to attend the 2016 Site Selectors Guild Annual Conference, attended an opening night welcome dinner at Puckett's Grocery and Restaurant, a Franklin staple. The Site Selectors Guild, an international association of professional site selection consultants, holds a conference at a different city each year. The Nashville Area Chamber of Commerce won the bid last year to host the conference for the first time ever for the world's top site selector consultants and economic development professionals. The Nashville chamber chose the Williamson, Inc. Economic Development team to be the only other Middle Tennessee chamber to host an exclusive event to showcase Williamson County as Nashville's thriving neighbor.

Twenty-two consultants along with 66 additional guests gathered to network, enjoy a Puckett's buffet dinner and listen to three notable Nashville singer-songwriters perform. Williamson, Inc. President and CEO Matt Largen opened the evening with an overview of the Williamson County community and

economy and introduced Andy Marshall, owner of Puckett's, who gave his perspective on why he chose to build his businesses in the county. Tennessee Economic &

Line, Carrie Underwood, Luke Bryan, Blake Shelton and a host of others.

Companies represented by the consultants included Newmark

Grubb Knight Frank, Deloitte, Global Location Strategies, Cushman & Wakefield, Jones Lang LaSalle, KPMG, CBRE and McCallum Sweeny Consulting — the firm who brought the Nissan North America headquarters to Franklin in 2005. Notable guests in attendance were TVA's CEO John Bradley, Williamson Medical Center CEO Don Webb and Williamson County Mayor Rogers Anderson. The Tennessee host committee included economic

development representatives from Nashville, Memphis, Chattanooga, Jackson, Sullivan County, Maury County, Gallatin, Robertson County, Tipton County, City of Brownsville and Lauderdale County.

Guild members provide location strategy to corporations across the globe looking to relocate or expand their operations. The conference draws more than 400 attendees and took place Feb. 24-26 at the Music City Center, though many consultants extended their stay through the weekend to enjoy Music City.



Prominent singer-songwriters Chris Tompkins, Jessi Alexander, and Rodney Clawson perform their most recognized hits for a slew of site selector consultants, who were in attendance as part of an opening night showcase for the Site Selectors Guild Annual Conference held Feb. 23 in Nashville.

Community Development Commissioner Randy Boyd welcomed the consultants and talked about the state's economy and business climate. Guests capped the night with a performance by three of Nashville's top singer-songwriters: Chris Tompkins (*Before He Cheats* and *Drunk On You*), Jessi Alexander (*Drive Your Truck* and *The Climb*), and BMI's Songwriter of the Year Rodney Clawson (*Drink On It* and *Take A Little Ride*). They sang songs they'd written for artists such as George Strait, Florida Georgia

Franklin Police Chief speaks candidly about leading in law enforcement

Franklin Police Chief Deborah Faulkner wears a navy blue uniform donned with pins and regalia fitting for someone in her position. But at the Feb. 23 Women in Business luncheon at the FiftyForward Martin Center, where she was the featured speaker, she put everyone on notice: don't let the suit fool you. In her presentation titled "Coming Up Through the Ranks: From Cop to Top Cop," Faulkner — to much of the audience's surprise — interjected her uncanny sense of humor throughout her speech, sharing cop stories that flaunted her belief in women's empowerment and showing the softer side of law enforcement.

Despite being college educated with a degree in journalism from the University of Memphis, Faulkner found herself unem-

ployed. A friend encouraged her to apply to Metro Nashville Police Department, and to Faulkner's surprise, she was hired.

"I wanted a career that challenged me, and I got it. And I wanted to make a difference then, and I still do."

Faulkner admitted that she never realized her minority status as a woman until she entered the male-dominated law enforcement field.

"I had to prove myself every day," Faulkner said, recalling her days going through the Metro Nashville Police Department's academy training as the only female among a class of 25 cadets. "I had to show the men that I was serious and I could hold my own. I was watched much closer than the men were, and

many of them wanted me to fail. And I might have but they didn't know I was, well, Irish."

The all-female audience burst into laughter.

However, coming up through the ranks in the 1970s was no laughing matter, because female patrol officers were virtually nonexistent back then. Faulkner overcame physical and mental hurdles daily for she knew the task at hand was far bigger than her and had far reaching implications for female officers succeeding her.

Women only made up one percent of the law enforcement agencies in the U.S. and were only assigned to juvenile crimes, sexual assaults or as matrons to the jails. There were no female uniformed

● CONTINUED ON PAGE 8

Chamber member lends expertise to help navigate tax season

The beginning of the year means the much-anticipated tax filing season is upon us. Some file their taxes early and some procrastinate until the eleventh hour to meet the dreaded April 15 deadline. However, the process can be convoluted and tedious, and for this reason, individuals and companies alike grapple year after year with the age-old dilemma: to use a tax professional or to not use a tax professional.

"The Point" sat down with Abby Laine Jackson, a certified public accountant, associate partner and senior tax manager at the Franklin-based Waterford Tax Group, to get answers about the benefits of using a tax professional and what this means for individuals and small businesses.

● Tell us about Waterford Tax Group and the services you provide?

Waterford Tax Group is a boutique tax and accounting practice that works with individuals and closely-held (e.g. family-owned, local) businesses. Our scope of services vary by client ranging from full-service bookkeeping and operational accounting to handling sales tax, payroll, invoicing, bill pay, cash flow and day-to-day needs. We help small businesses build out processes to manage operations internally and then we provide oversight. We also help clients with tax compliance on the federal or state level: income tax, sales tax, personal property tax, payroll tax and city and county tax. What sets Waterford Tax Group apart is that we're a relationship-based firm looking to sit down with a company and learn about their business, identify risks and opportunities, and, combined with our years of experience, identify where they have a need.

● What are the benefits of using an accounting firm to prepare income tax returns? What would you say to

the person who believes in doing their own taxes?

The United States tax code now has 23,000 pages, and every year it continues to grow in its complexity. I see our role as an advisor to help strategize and position yourself in the best way possible but also to be aware of risks and prevent those in advance. Having a tax professional on your team provides a sense of confidence that ensures you are compliant and you know that if an issue arises, you have a professional who is knowledgeable of a situation and has the documentation to respond to the issue.

Individuals who are self-employed but do not have an organized company may think that they don't need an accountant. I spend my time preparing tax returns for a living. I'm looking at tax documents all the time whereas you're preparing them once a year. There are many deductions that you might miss on your Schedule C form if you don't have someone who's more well-versed.

● What's the difference between the Form 1040 and Form 1040EZ, and are there forms that businesses must file that are different for an individual?

Many of our clients are structured as a limited liability corporation (LLC), S-Corporation or partnership. Businesses can file either a Schedule C for a Form 1040, Form 1065 or Form 1120S. We also file for C-Corporations, and those fall under Form 1120. For individuals, the difference between a Form 1040 and 1040EZ is tied to the complexity of their return. The Form 1040EZ is a faster, easier way for taxpayers with simple tax situations. You would file a 1040EZ if you have a job and you get paid with a W-2; you are single or married filing jointly; your income is less

than \$100,000; you have no student loan interest, no children, and you're not elderly or blind. In essence, you could file a 1040EZ if you did not have any businesses. There are still other factors in play, but these are the most common stipulations.

● Are there any new laws or tax credits this year that taxpayers need to know about?

Tax penalties related to the Affordable Care Act, also known as Obamacare, are increasing in 2016. For tax year 2015, these penalties start at \$285 per adult, or 2 percent of income above the filing limit. For tax year 2016, penalties will rise again to \$695 per adult or 2.5 percent of income. The 2015 penalty could be a liability for those who weren't covered for the entire year. For people who have avoided compliance with the Affordable Care Act, it heightens the need for them to be aware of what they are risking. In a nutshell, the federal government is making the penalties stiffer in an effort to get every uninsured person covered. Also, contribution limits for health savings accounts (HSAs) are increasing; the limit for family policies will rise by \$100 to \$6,750 in 2016.

● How might tax filings differ for small businesses versus individuals?

When you have a small business owner who has a single-member LLC, all of their income is flowing through to their Form 1040 on their Schedule C, so the way they spend their money starts to blend between business and personal. The ultimate responsibility

of the business owner becomes having effective record keeping to separate those at the end of the year.

● So, for individuals who, say, drive for Uber, are they considered self-employed?

Yes. Uber drivers or anyone that is self-employed in any way — whether organized as a business or just receiving money as an individual — are taxed as 1099 employees and would complete a Schedule C on their return.

● How can people and businesses prevent being audited by the IRS?

There really isn't a way to avoid an audit. There are best practices to have in place, but there's no way to have 100 percent confidence that you're not going to be audited. The best approach is to make what you're reporting as

accurate as possible. The accuracy of your tax return is determined by the accuracy of your financials. In the event that you do receive a notice from the IRS, I strongly encourage you to contact a tax professional.

Ready to let a tax professional do your taxes? Contact the Waterford Tax Group at AbbyLaine@wfgroup.com, call 615-507-1500 to set up an appointment, or visit the Chamber's online business directory at williamsonchamber.com to do business with a Chamber member.

EDITOR'S NOTE: This article has been published for informational purposes only, and is not intended to provide, and should not be relied on for, tax, legal or accounting advice. Consult your tax, legal or accounting advisors before engaging in any transaction.



ABBY LAINE JACKSON, CPA
Associate Partner
& Senior Tax Manager
Waterford Tax Group

Need tax help?

DO BUSINESS WITH A CHAMBER MEMBER!

Williamson, Inc. has several trusted tax professionals to assist you during tax season. Choose from our listing here, or search our online Business Directory at williamsonchamber.com for a full listing of member companies.

- Bellenfant & Miles, CPA P.C. | (615) 370-8700
- C. Thomas Harrington, CPA | (615) 256-6530
- Crowe Horwath LLP | (615) 360-5500
- Crowell and Crowell, PLLC | (615) 790-0542
- Davis, Brown & Company PLLC | (615) 610-1889
- Elliott Davis Decosimo | (615) 690-4340
- Glover & Glover CPAs | (615) 370-0341
- Jackson Thornton | (615) 869-2050
- Kevin M. Harris, CPA, CFP | (615) 866-0589
- KraftCPAs PLLC | (615) 242-7351
- LBMC | (615) 377-4600

- NOW CFO | (615) 933-4766
- Parsons and Associates, CPA | (615) 794-4313
- Patterson, Hardee and Ballentine, CPA | (615) 750-5537
- PRICE CPAs, PLLC | (615) 577-9704
- P.S. Business Services Inc. | (615) 440-7318
- Puryear, Hamilton, Hausman and Wood, PLC | (615) 771-3600
- Rodefer Moss & Co, PLLC | (615) 370-3663
- Stone, Rudolph & Henry CPAs | (615) 376-8101
- Tom Wall CPA PLLC | (615) 771-9582
- Waterford Tax Group | (615) 507-1500



Naomi Drake, right, strikes a pose for the camera with Melissa Houck at the Women in Business event.



From left, newcomer Arkendra Johnson, Ann Vaughan, Abby Laine Jackson, Crystal Jenkins and Luba Bulay pose at their table during the networking hour.



Sharon Winter, Lee Ann Ditchel and Donna Bayless mix and mingle before the luncheon gets underway.

Chief Faulkner addresses Women in Business group (CONTINUED FROM PAGE 6)

patrol officers or women in leadership roles to look toward as mentors. Today, women make up 12 percent of the more than 900,000 law enforcement officers in the country and of those, 220 are police chiefs. Sadly, 280 female officers have been killed in the line of duty, including two MNPDP officers.

Faulkner credits the female baby boomers for paving the way for greater contributions to the field. Research shows that there are benefits to the gender differences that prove women have a place in the brotherhood.

"We have the gift of influence," she said. "We can diffuse a situation. I often talked myself out of a lot of things that, for some people, might have been violence. Women are less likely to get involved in unbecoming conduct or excessive use of force...we just talk a good game. We may not have the brute strength of men, but our bravery, creativity and verbal skills make us ideal for the job."

Faulkner recalled a traffic stop she made early in her career that were it not for her persuasiveness, could have turned violent.

"This man got out of the car and he was so big, it must have taken him 20 minutes to get out. I mean he got out and he got out and he got out and I thought, 'Oh no.'" The man had an outstanding warrant, which meant Faulkner had to arrest him. "He looked me up and down and said, 'Well what if I don't go?'" she said. "So I stepped back, took my portable radio and pretended to push the button to dispatch. I said, 'Car

71 to headquarters, send me a 47 and tell them to signal 10.'"

When the man asked what she had said, she told him: "I requested an ambulance and told them to get here quick. You're too big for me to fight, big boy, so I'm going to shoot you," she told him, which garnered a chuckle from the audience. "He believed me and totally changed, he turned around and offered his hands up."

Faulkner's 40-year-long career paints a picture of a woman who has set her own terms and charted her own trail-blazing path. She was the first woman to work uniformed patrol in Nashville and first woman to achieve the rank of deputy chief 30 years later. After retiring from MNPDP, she became Tennessee's first inspector general, a post she held for 10 years. A deputy chief vacancy at the Franklin Police Department led Faulkner back to her hometown, and after just four months, she was promoted to chief, becoming the city's highest-ranking female police officer in a department where women are outnumbered by men 17 out of 128 total sworn officers.

"This is a tough job," she said. "It's long hours, you miss your family, you miss holidays. Marriage, I can testify to, is extremely difficult. It takes persistence and a lot of backbone, but I can tell you one thing: there is nothing as rewarding than this profession that I chose, and it was by accident. I stood on some strong shoulders that happen to be men, and now you stand on my shoulders. And that's the way it should be."

Faulkner now leads the

state's ninth largest police department, boasting the lowest crime rates per capita in a city with 68,000 residents.

Faulkner said one of her top priorities this year is suicide prevention, particularly among teens. Among children ages 14-19 who commit suicide in Tennessee, Williamson County was number three in the state just behind Memphis and Nashville in 2014. The next year, Williamson County surpassed Davidson County for second place.

"Our children are committing suicide. In 2014, Franklin Police Department had 47 suicide attempts and four actuals. Last year, we almost doubled that. We had 72 attempts and four actuals."

Other priorities for the department include cracking down on heroine drug sales, human trafficking and prostitution, increasing diversity on the force, and intensifying SWAT training.

"I send our SWAT team to just about every kind of school

that I can find, whether its active shooter or dignitary protection because, you know, these people who run for president love to come to Franklin."

The use of body cameras is also on her radar, saying the department already uses dashboard cameras and pocket recorders, but "realizes that body cameras are the next tool in law enforcement." She is concerned that implementing body cameras will add costly budget increases for equipment and storage and infringe on citizens' right to privacy.

Faulkner mentioned the important roles that her department plays in the city's economic vitality. It is crucial for a place that has "the best of everything" in the form of small town charm and corporate headquarters to have one of the best police departments.

She highlighted the contrasts in the types of things her officers do in the course of the day that may go unnoticed and

unappreciated.

"They protect the innocent by confronting and arresting their aggressors. We respond to robberies in progress, and we help a resident who can't remember where they parked their car at the mall. Our officers enforce traffic laws, and they play ball in the neighborhood with kids and encourage them to be careful and watch out for speeding cars. They arrest drug dealers, prostitutes and thieves, but they take the time to help a stranded motorist change a tire. They investigate fraud and identity theft cases, and they bring the mail and newspaper in for shut-ins during inclement weather. They take accident reports, and they notify next-of-kin when loved ones have been injured — or worse. And they attend the visitation of funerals of victims. Behind each badge beats a heart that cares about the people that they serve, and each other, and that is what I think makes Franklin extra special."



Chief Faulkner joins members of the Franklin Police Volunteers and Law Enforcement Assistance Partnership (LEAP). Pictured from left are Beverly Dinsdale, Kathie Moore, Aimee Punessen, Susan Minor, Franklin Police Chief Deb Faulkner, Naomi Drake, Mimi Lee, Katie Boertman and Jen Porter Toss.