



momentum

A Publication of the Greater Memphis Chamber

VOL 2 | 2019

Memphis Medical District: A National Model for Urban Redevelopment

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Campaign Aims to Shift More Spending to Locally-owned Business

pg 8

Chamber Partners with Shelby County Schools

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Entrepreneurs and Business Owners Share Their Best Advice

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Have you heard?

MEMPHIS IS ON THE MOVE.

According to an analysis of Bureau of Labor and Statistics in early 2019, Bloomberg reported that Memphis was a top three market for job creation. Revised job numbers for 2018 showed that Memphis had stronger job growth than nearly all of its similarly-sized peer cities.

We're excited about the progress underway, but we want to see even more job growth in our city. That's why the Chamber is more dedicated than ever to making sure that our local businesses have the tools, resources and programs needed to grow and thrive.

In this issue, we're showcasing initiatives to build locally-owned businesses. Learn about the innovative programs spurring intentional small business growth in the revitalized Medical District on page 4. On page 8 you'll hear more about our Move Your Money to Memphis campaign that encourages more spending between businesses in our region. In efforts to help prepare our future business leaders with the skills needed to succeed, we have recently partnered with Shelby County Schools to better connect our students to thriving opportunities in Memphis (pg 14). Also featured in this issue is information about the Chamber's new programming and membership features, including additional resources to help locally-owned businesses grow, attract talent and increase visibility (pg 20).

Thank you for your continued support of the work of the Greater Memphis Chamber. We are so proud of all that we have already accomplished this year and with your support, we will continue to do even more to Move Memphis Forward.

Sincerely,

Beverly Robertson
President & CEO of the Greater Memphis Chamber



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MEMPHIS MEDICAL DISTRICT:

A National Model for Urban Redevelopment

By Christin Yates

Traveling down Madison Avenue, passersby see both well-known and lesser-known businesses such as Evelyn & Olive, The Trolley Stop Market, the Southern College of Optometry and Riko's Kickin' Chicken. It's an area filled with medical and educational institutions as well as both new and established restaurants and retailers.



Work continues on St. Jude's \$412 million research center, part of a \$1 billion expansion underway at St. Jude Children's Research Hospital, one of the anchor institutions within the Memphis Medical District.

ANCHOR INSTITUTIONS PARTNER TO CREATE CHANGE

The area is known as the Medical District, and the Memphis Medical District Collaborative (MMDC) is on a mission to make the 2.6 square mile area a destination for locals and non-locals alike to live, work and play. But the MMDC has a unique approach to revitalizing the district. By investing in initiatives to reinvent the city's hub for health care, the MMDC is quickly becoming a national model for urban neighborhood redevelopment.

"When we defined the geography, we realized that we had this district between Downtown and Midtown that lacked the critical goods, services and amenities that are really needed to fulfill the demands and desires of the students and employees in the area," Tommy Pacello, president of MMDC, said.

To address these concerns, in 2016, several prominent "anchor institutions" banded together to create change in the area surrounding some of Memphis' largest health care and educational assets. The anchor institutions include Baptist College of Health Sciences, Memphis Bioworks Foundation, Methodist Le Bonheur Healthcare, Regional One Health, St. Jude Children's Research Hospital, Southern College of Optometry, Southwest Tennessee Community College and UT Health Science Center. These anchor organizations collectively represent more than 20,000 employees; 8,000 students; 250 acres of property and spend more than \$1.2 billion on goods and services annually.

"I think when you start to look at what makes a thriving local economy within a district, there's a continuum of things that we're trying to address," Pacello explained. "There's the basic high-quality public spaces, clean and safe streets, activating public spaces as well as the availability of real estate and technical assistance together with some incentive-type program to help people open their businesses and increase purchasing and procurement from the institutions. The Medical District is a big area, and we're working to address the entire continuum."

BUY LOCAL PROGRAM

Through innovative approaches, these anchor organizations are supporting local business growth via the MMDC to give the area more of a "neighborhood" feel to help with recruitment and retention efforts for employees as well as make the area a more vibrant district where people can live, shop, work and play. The MMDC modeled itself off efforts that happened in Philadelphia and Detroit.

"Where we push the bounds is how comprehensively we're trying to work, knowing it's not one thing but a series of all these things working together to transform the district," Abby Miller, vice president of the MMDC, said.

The MMDC focuses on several key initiatives including buying local, hiring local and living local.

"What we have is a mini Amazon headquarters here with roughly 30,000 employees and students in the district," Miller said. "What makes us innovative on a



Patrons line up at Comeback Coffee, one of 22 new businesses opened in the Medical District in the past year.

"I think when you start to look at what makes a thriving local economy within a district, there's a continuum of things that we're trying to address,"

- Tommy Pacello,
President
MMDC



DISTRICT AT A GLANCE

These anchor organizations collectively represent more than:

\$1.2B
ON GOODS AND SERVICES
ANNUALLY

20,000
EMPLOYEES

8,000
STUDENTS

250
ACRES OF
PROPERTY

national model is number one, the comprehensive nature of our work as well as the buy-in in investment from local and national philanthropies and from the anchor institutions.”

As part of the “Buy Local” component of the MMDC, its goal was for the eight anchor institutions to spend more of their dollars in the local community. In 2014, the anchor institutions were spending about \$30 million of a total of \$170 million on non-medical, local goods and services. In 2018, the local spend was more than \$55 million.

“I think the ‘Buy Local’ strategy is approaching with intentionality how we spend our dollars to grow the local economy,” Miller said.

EMERGING LOCAL BUSINESS COMMUNITY

Since 2016, the MMDC has assisted with the opening of 28 businesses in the district; this does not include support for existing businesses. This brings the total number of businesses in the district to well over 250.

Cat Peña, an artist who created the above-head art installation at the corner of Monroe Avenue and Marshall Avenue, decided to open a co-work space across Danny Thomas Boulevard from the Wonder Bread factory development. She and co-owner Eric Clausen received two grants from the MMDC, one for pre-development to gauge the community’s interest in a co-work space and a second to make improvements to the façade of the building, located at 340B Monroe Ave.

“With the first grant from MMDC, we ran some focus groups to try to get a better understanding of whether or not the creative community would support the business and to give us some time to really think through the idea,” Peña said. “Later on, the MMDC also gave us some funding to improve the façade of our building because our entrance isn’t at the front of the building. Because of our location next to an off ramp on Danny Thomas Boulevard, we really needed to increase our visibility in a way that our pocketbooks couldn’t do.”

Another new local business in the Medical District is PKM Architects, a group of architects and real estate developers who purchased The Marshall at 676 Marshall Ave., which they are transforming into mixed-use residential and retail space. They thought the Medical District was the ripest area in Memphis for development.

“When you consider 20,000 employees and 8,000 students with few places to live and play, it seemed like an obvious fit,” Austin Macgruder, associate architect and managing partner of real estate with PKM Architects, said. “We still think it’s the best place in Memphis for development.”

PKM Architects received support from the MMDC in both monetary and networking capacities, but the organization considers the district’s ongoing projects such as public art, landscaping, cleanup efforts and more as enticing for businesses to locate to the area.



“The incentives and improvement projects from MMDC were key. All the work MMDC has done and continues to do is making the neighborhood a desirable place to be. MMDC is the hub, and we are the spokes,” he said.

However, there are still many available spaces in the district, ranging from micro-retail spaces to large buildings with several thousand square feet.

“A lot of property owners are being receptive to unique strategies to get tenants. That all makes for a more vibrant, commercial area,” Vonesha Mitchell, program manager of MMDC, said. “We take a very customized approach to making those placements.”

A “Buy Local” council meets several times a year to offer vendors an opportunity to showcase their services, products and capacity.

“The council convenes are very important,” Mitchell said. “They also give us an idea of pending demand and allow us to see what types of businesses there are or will be a need for and try to identify those options. That has been beneficial and transformative.”

WHETHER DIRECTLY OR INDIRECTLY, THE MMDC HELPS BUSINESSES WITH EVERYTHING FROM LAUNCH TO MARKETING, LIGHTING, SIGNAGE AND MORE.

“We may not be providing all the services directly, but we want to be that front door for the district,” Miller said. “If you want to have a business here, we want to help you have a business here. We want to pull in many of the pieces in order to create that seamless front door for businesses and business owners.”

While large-scale development projects are happening throughout the Medical District such as the Wonder Bread factory project and Union Row, the MMDC also takes pride in small-scale development. The organization has a grant to help grow the small-scale developer base, which helps add a lot of texture to the neighborhood.

“I think that’s critical as to why our model has been so successful,” Miller said. “We’re looking at inclusion of existing residents, big developers, small developers, big businesses, small businesses, startup businesses—it’s how we continue to maintain that mix across the board and how we continue to serve all the residents in the district.”

From shopping to breweries, restaurants and co-work spaces, the Medical District is exploding with things to eat, do and see and will continue to serve as an innovative, national model for urban renewal. If you haven’t been to the Medical District lately or if ever, do yourself a favor and see what the area has to offer to live, play, hire and buy local in the district.

MOVE YOUR MONEY TO MEMPHIS

By Toni Lepeska

A “Memphis First” approach to buying local is already in the DNA of Daphne Large. As CEO and president of the consumer and business reporting agency Data Facts, Inc., she switched \$360,000 in annual company insurance premiums from an out-of-state vendor to Blue Cross Blue Shield of Tennessee. Her team also is searching for a Memphis-based entrepreneur and active Chamber member to provide office supplies, and Large is determined to hire a local company to do a major website overhaul for Data Facts.



“As a member of the Greater Memphis Chamber Chairman’s Circle, we have talked a lot about the need for Memphis businesses to support other Memphis businesses. Somebody has to lead this initiative,” Large, who also serves as vice chair of the Chairman’s Circle, said. “We’ve talked about looking around the room and figuring out how we can support other member businesses and most certainly other Memphis-based businesses. We have to be that somebody. So, I’m doing that. I looked around the room at a Chairman’s Circle meeting and saw Kevin Woods, Memphis Market president for Blue Cross Blue Shield of Tennessee. I’ve come to know Kevin. He cares about Memphis, he is investing in Memphis and he is a part of my community. I owed him a chance to earn my business. (At) Data Facts, we must talk the talk and walk the walk, and we are digging deep right now to do that.”

Chamber leaders agree that if the local business community adopt the ‘Memphis First’ mindset that Large and others in the group share, the increased spending between local companies will spur transformative economic growth for the region.

BUSINESS-TO-BUSINESS CONNECTIONS ARE A TOP PRIORITY

A recent survey of Chamber members revealed that helping increase business transactions and referral leads among Chamber members was the number one thing members wanted to see the organization’s leadership emphasize in 2019. Chamber officials have taken that to heart, launching a Member Connect program. Member Connect makes it easy for member businesses to request introductions to potential business referrals, mentors or business partners. They’ve also increased promotion of the Chamber’s free business which is easily accessible easy for anyone looking for local businesses to find member companies. This month, the Chamber will begin an ongoing campaign called Move Your Money to Memphis which will encourage local spending and ask local business leaders to make a public commitment to spending with local companies and companies with operations in Memphis.

Progress for the Move Your Money to Memphis movement is already underway. A Task Force of Chairman’s Circle members has challenged members to

“We choose to live, work and play here – it’s everyone’s responsibility and everyone can make a difference.”

- Daphne Large
CEO and President
Data Facts, Inc.



identify \$100 million in business receipts to switch to Memphis area vendors by the end of 2019. Carolyn Hardy, CEO Of Chism Hardy Investments, announced in April that four companies have already reallocated \$3.5 million in outside vendor contracts back to Memphis companies as part of the initiative.

Chamber co-chair, David Waddell, president and CEO of Waddell & Associates, lauded local spending as a key strategy of economic success at the Chamber’s inaugural State of the Economy event in February.

“Small and mid-sized locally-owned businesses create the majority of the jobs in the economy and we’ve got to do more as a business community to encourage spending with our own companies already right here in Memphis,” Waddell said. “We’ve got to think Memphis First when it comes to doing business.”

“LOCAL” MEANS MORE THAN JUST MOM-AND-POPS

Most “buy local” campaigns typically focus on retailers and mom-and-pop businesses, however the Chamber is encouraging more spending between all locally-owned businesses (B2B or, business-to-business) to build a strong, diverse economy.

“While recent new investment and relocations to Memphis grab headlines, most job growth comes from small and locally-owned businesses,” Waddell said during the State of the Economy address, “and their growth is key to citywide success.”

5 ADVANTAGES TO SPENDING MONEY WITH LOCALLY-OWNED BUSINESSES



GREATER MEMPHIS CHAMBER

1

LOCAL JOBS ARE CREATED AND SUSTAINED

When money is spent locally, business productivity rises creating a stronger business climate and bringing more employment opportunities.

2

MORE MONEY STAYS IN THE MEMPHIS COMMUNITY

Money spent locally recirculates back into the community helping to fund non-profit and community organizations that serve and help local people.

3

THE LOCAL ECONOMY IS STRENGTHENED, WHICH HELPS STRENGTHEN THE WHOLE COMMUNITY

Every additional dollar that circulates locally boosts local economic activity and ultimately, tax revenue.

4

QUALITY OF LIFE IS IMPROVED

Local business owners and their employees contribute financially and volunteer their time to support local organizations and charities, which directly impacts the quality of life for the broader community.

5

INFRASTRUCTURE IS IMPROVED

Local businesses contribute significantly to the local tax base, which helps pay for roads and schools in the community.

#MOVEYOURMONEYTOMEMPHIS

A study by the Institute for Self-Reliance reported that every \$100 spent at locally-owned businesses generates \$45 of secondary local spending, compared to only \$14 recirculating into the local economy when the money is spent with an outside company.

The argument for doing business with another local business starts with the creating and sustaining local jobs. In turn local businesses are able to see their economic power to support the community by increasing wages which attracts and sustains employees as well as feeding the local tax base to help fund roads, schools and supporting infrastructure. Increased spending between local businesses improves the quality of life within the community.

A Memphis native, Mitch Graves didn't need convincing statistics to support local businesses in a tangible way. It made sense to him. As president and CEO of HealthChoice LLC, he reviews all invoices. "If we're paying someone outside the immediate area, I'll call into question why. If it's something that can be purchased in Memphis, Tennessee, we'll look for a vendor," Graves said.

In the same way Daphne Large and Data Facts switched vendors, Graves noticed a promotional advertising product was sourced from a company in Arkansas "a few hundred miles away," and he redirected the business to a Memphis company. "I'm 100 percent looking to do business in Memphis if I can," he said, "even if the price is a little higher."

The recent locally-focused dialogue at the Chamber reinforced his tendencies.

"Somebody, no matter what size the company ... someone has got to take ownership of (buying local) and take an active look," he said.

Changing the procurement mindset takes a commitment from a company's leadership, Daphne Large said, a top-down disruption of out-of-town relationships in favor of Memphis vendors. "This thinking must be intentional and cultivated as a mindset throughout all Memphis businesses if we are to move the needle," she said. "It is incumbent upon all of us in the business community to do all that we can to be a part of accelerating - not waiting on - positive economic growth for our community," Large said. "We choose to live, work and play here - it's everyone's responsibility and everyone can make a difference."

Move Your Money to Memphis is an initiative of the Greater Memphis Chamber to encourage more business-to-business spending with local companies in the Midsouth. For more information on the Move Your Money to Memphis or to take the pledge, visit join.memphischamber.com/move-your-money-to-memphis.

3 STEPS

TO INCREASING LOCAL PURCHASING PREFERENCE IN MEMPHIS

As the Chamber and our partners continue to look for ways to cultivate a thriving business community in Memphis, we believe that encouraging spending between locally-owned businesses is one of the most important building blocks for a strong, diverse local economy.

STEP 1: CHECK THE CHAMBER MEMBER DIRECTORY ONLINE

Visit the Chamber Member Directory online to find local vendors or search for businesses who may benefit from your services. Though listings are for members only, the company listings are visible to the public so use this resource to find local companies who are making an investment in Memphis.

Businesses are listed according to services provided.

For members: Make sure your business contact information is up-to-date so your company is easy to find. Please review and update your information when you log in to the member portal. Each record includes a key contact. This can be a great source for business leads.

STEP 2: APPLY A 'MEMPHIS FIRST' MINDSET TO YOUR PROCUREMENT PROCESS

Set aside ten minutes this week to look at your accounts payable list and identify opportunities to replace a national vendor with a local or regional company.

If your company is large enough to have procurement staff, ask about the criteria they use to choose suppliers. Often staff assumes that going with the lowest priced vendor is the priority. In some cases, a local vendor may miss out with a bid that's just a few hundred dollars more than a national supplier because cost was the only consideration. **Train your staff to consider local preference when evaluating close bids.**

And don't forget that Chamber members have access to our *Affinity Program* which offers member companies exclusive discounts from **Yuletide Office Solutions**, **ProTech Systems Group** and **Methodist Healthcare**.

STEP 3: ASK FOR HELP

If you are looking to make a specific business connection or want a list of potential business partners to help take your business to the next level, we can help! Just fill out a **Member Connect** form (join.memphischamber.com/member-connect) and someone from our team will work to connect you with a specific contact or help cultivate a list of prospects or partners that can help your business reach new heights.

Patricia McKinney is the Chamber's *Member Engagement Specialist*. She is dedicated to helping Chamber members grow their businesses and take advantage of all the benefits of Chamber membership.





SPENDING LOCAL SPOTLIGHT:

Robbie Johnson Weinberg of Eclectic Eye

By Jessica B. Mason

When it comes to spending, Robbie Johnson Weinberg of Eclectic Eye in Midtown Memphis is focused on keeping it local.

"Over the years, we've learned to be very intentional about our vendors," said Johnson Weinberg, co-owner of Eclectic Eye. "Can you buy it locally, within a budget that you can live with, and understand its greater impact? That's a question I am always asking. Our community is rich with talent, resources and meaningful businesses. It's important to us to support these businesses in order to cultivate an economic landscape of which we can all be proud."

Johnson Weinberg's dedication to choosing local involves many partnerships including Archimania, who designed the original store and the re-design in 2015. The company uses local landscapers and purchases plantings from a locally-owned nursery. Unique artwork including sculpture and murals from Memphis-based artists Kyle Taylor, Yvonne Bobo and Michael Roy, help make the space inviting to customers.

"One of our favorite collaborations is our work with The Cry Baby Club", Johnson Weinberg said. "We work with them on unique, accessory pins to sell in our store."

For events and the company's eye wear trunk shows throughout the year, Johnson Weinberg uses local vendors for beverages including local coffee brands. They also work with local restaurateurs and caterers to handle food for events.

Eclectic Eye's accounting needs are managed by Memphis-based Cannon Wright Blount and they retain PR and marketing services with local agency inferno to ensure that the brand is top-of-mind for their customers.

"In 2018, we also shifted our computer networking company from a non-local to a local company," Johnson Weinberg said. "We really wanted a local source for our network, as we strongly believe that it's important to be able to see a local face in the community."

Eclectic Eye retains a local insurance provider, who Johnson Weinberg notes has been very helpful in addressing issues on the ground. "One night, a car plowed through our building and by the time we had made it over to see the damage in the freezing December weather, our local insurance provider had actually driven by on his way to get donuts and stopped to make sure everything was okay. It's this kind of community that makes supporting local worth it."

HOW ECLECTIC EYE'S LOCAL SPEND ADDS UP

Spending with local companies can have a major impact and every dollar counts. Here's a breakdown of some of the spending Eclectic Eye has directed at locally-owned businesses.

- **LANDSCAPING SERVICES AND PLANTS**
\$5,800

- **LOCAL ART AND SCULPTURES**
\$20,000

- **FLORAL DISPLAYS**
\$1200

- **RETAIL ITEMS**
\$5000

- **LOCAL COFFEE AND BEVERAGE SERVICES**
\$3,600

- **TEAM COACHING AND TRAINING**
\$1500

- **CATERING**
\$1000

- **MARKETING AND PR SERVICES**
\$36,000

- **COMPUTER NETWORKING**
\$39,600

- **INSURANCE**
\$9600

\$113,700
TOTAL

FOUR WAYS TO SUPPORT LOCAL ENTREPRENEURS

Leslie Lynn Smith

PRESIDENT AND CEO, EPICENTER



As the region's entrepreneurial hub, Epicenter is raising \$100 million to transform the Memphis entrepreneurial landscape over the course of 10 years. This is the magnitude of investment it has taken in other cities to implement strategic economic development

initiatives centered on entrepreneurship that create healthy, dynamic, inclusive economies and new jobs. After all, entrepreneurial businesses not only create high-quality, high-paying jobs, but significant investments in similar entrepreneurial networks have led to at least a 3.5 to 5x impact on results.

Since 2015, we've raised more than \$50 million of this goal, and our entrepreneurial ecosystem of founders and partners is growing. However, business community members often ask me how they can individually support entrepreneurs. Consider these ways:

- 1. INVEST FINANCIALLY.** This may be the most obvious advice, but there are a number of ways to invest in local businesses. Whether you invest as an angel into an individual company, or into a fund with the expectation of a return, investment dollars help businesses grow and meet critical milestones.
- 2. BECOME A CUSTOMER.** As a business owner and potential customer, you have the power to help retain growing businesses here in our region through the most important capital source to an entrepreneur -- revenue. Looking for a local service provider, or an innovative technology solution to a tricky problem? Entrepreneurs can help.
- 3. MAKE A CONNECTION OR BE A MENTOR.** Often, one connection -- perhaps to a regulatory consultant for a medical device startup or to a marketing consultant for a restaurant -- or piece of advice from someone who has overcome a similar situation can make an exponential difference for a founder.
- 4. BUY LOCALLY.** Eating at locally owned restaurants, shopping for gifts made by local artisans and sold at a locally owned retail store, and purchasing locally recorded music (or listening live) all keep dollars in our region and empower the vibrant culture that is uniquely Memphis.

Our local entrepreneurs need your intellectual and financial gifts at work in our city. If you're inspired to invest in the entrepreneurial ecosystem in one or more of these ways, let us know at info@epicentermemphis.org.

A student wearing a black welding mask and gloves is working on a metal piece in a workshop. Sparks are visible from the welding process. The background is a blurred industrial setting.

CHAMBER PARTNERS WITH SHELBY COUNTY SCHOOLS CCTE

Partnership will align training
program with employer needs

By Apryl Childs-Potter

The Chamber and the Division of College, Career and Technical Education (CCTE) of Shelby County Schools are teaming up for a game-changing partnership that will help better align training programs in the state's largest public-school system with the needs of local employers. The goal of the partnership is to ensure that the types of training programs available in the school system directly connect to career opportunities available in the regional market.

“In our work to create transformational change in this city, it is critical to have the full weight of the business community committed to helping guide, shape and support our state’s largest school system,” said Beverly Robertson, President & CEO of the Greater Memphis Chamber. “As the voice of the business community, we can help ensure that the training programs available in our schools are training our children for the jobs available in the marketplace today and equipping them with the skills they will need for the jobs that will be available in the future.”

Through the agreement, the Chamber will participate in an advisory group to help plan, evaluate, implement and continuously improve the district’s career pathways training programs.

CHAMBER MEMBERS SIGN ON TO PARTNERSHIP

Sixteen Chamber member companies have already signed on to partner with CCTE as part of a new effort to enhance the district’s offering around certificate programs that can provide alternative career pathway options for students. The Chamber will encourage member companies to participate in the partnership in a number of ways including responding to a survey later this spring to help identify available local jobs and the skills needed to fill them.

Other partners include Atlantic Track, Barnhart, Church Health YMCA, Crown Plaza Downtown Hotel,

“As the voice of the business community, we can help ensure that the training programs available in our schools are training our children for the jobs available in the marketplace today and equipping them with the skills they will need for the jobs that will be available in the future.”

- Beverly Robertson
President & CEO
Greater Memphis Chamber

Jordan Aluminum, Memphis & Shelby County Airport Authority, Memphis Tomorrow, MLGW, National Guard Products, Peabody Hotel, ServiceMaster Clean, Smith & Nephew, The Redwing Group, Unistar Spark, West

Shelby County School’s Ready Grad CCTE program offers options for students ranging from college credit and career certifications in programs supporting agricultural engineering, architecture, finance, health sciences, information technology and more.

14,000
READY GRAD
CCTE STUDENTS

4
CAREER
CENTERS

200+
READY GRAD CCTE
TEACHERS

40+
SCHOOLS

30+
CERTIFICATIONS

30+
COLLEGE LEVEL
COURSES

40+ PATHWAYS
ACROSS ALL SHELBY COUNTY HIGH SCHOOLS



Southwest Career & Technical Center Principal Leroy McClain, Chamber President & CEO Beverly Robertson and CCTE Director Docia Generette-Walker sign an agreement between the Chamber and CCTE.

Tennessee Home Builders Association and WIN.

In addition, the Chamber's Chairman's Circle has challenged the Chamber's largest employers to adopt ten Shelby County Schools this year in an effort to expose students to a wide range of careers and assist with mentoring programs.

"Our partnership with the Greater Memphis Chamber will open doors for both our students and Shelby County employers," said Dr. Joris M. Ray, Shelby County Schools Interim Superintendent. "To ensure the success of our

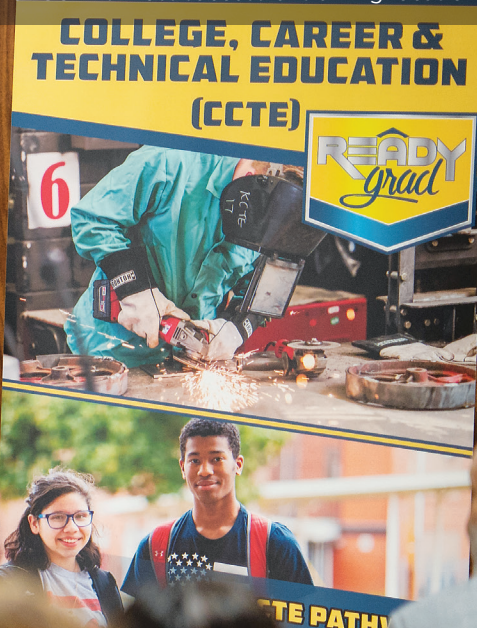
students, our neighborhoods, and our economy, we must continue to work together to train our students to excel in today's high-demand jobs, and we are immensely grateful to President Robertson and the Chamber for providing their resources, insight, and connections."

PROGRESS ON CAREER PATHWAYS

"'Will I have access to the workforce I need to fill the jobs I have?' that's the number one question companies ask when they are evaluating whether or not they



Atlantic Track's Angela Massey introduces Aramis Harris, one of the company's new hires from the CCTE program at Southwest Career & Technical Training Center. Southwest is one of CCTE's most successful training locations.



want to invest or grow their footprint in the market,” Robertson told a group of students, educators and business leaders at the partnership agreement signing. “This is the number one issue cities across the country are facing: How can we prepare our children for the jobs available today and the jobs that will be available in the future? In Memphis, Tennessee, we are committed to working together with the community to address that challenge. We want Memphis to be a model for the rest of the world when it comes to workforce training.”

CCTE got a major overhaul over the past two years when district leaders made a commitment to increase the number of students earning a work certificate before graduating from one of the county’s 200+ schools. One of the top priorities of the redesign was to align programs to high-need and high-paying jobs in Memphis.

PROGRESS IS ALREADY EVIDENT

In 2017, only 120 students districtwide graduated with a work certificate. In the 2017-2018 school year, CCTE produced 350 certificates. The goal for the 2018-2019 school year was to hit 1,000 certifications, which the district has already exceeded. As of April 23, 1,873 students have received certificates through a Shelby County School CCTE program for the current school year and the district is on track to hit 2,000 certifications by June.

CCTE currently offers 40+ pathways across all Shelby County high schools with 30+ college level courses and more than 30 career certifications available in high demand industries.

1,873 STUDENTS HAVE RECEIVED CERTIFICATES THROUGH A SHELBY COUNTY SCHOOL CCTE PROGRAM FOR THE CURRENT SCHOOL YEAR, UP FROM ONLY 350 IN 2017-2018.

The Chamber partnership will help the district further its goals and expand its reach in developing programs and direct pipelines for students to jobs in the region, helping make sure students are connected to opportunities after receiving their certificate.

“Having the business community work hand-in-hand with the district will ensure that we are aligning the needs of employers with the skills and training we are providing to our young people,” said Ernest Strickland, the Chamber’s Senior Vice President of Workforce Development.



ABOUT THE CHAMBER’S WORKFORCE & TALENT INITIATIVE

The CCTE partnership is part of the Chamber’s Workforce & Talent Development initiative aimed at creating greater alignment within the Memphis Workforce ecosystem. In October, the Chamber will convene a two-day **Workforce Summit** aimed at connecting **10,000 recent graduates, currently un- or under-employed individuals to vacant positions over the next three years** by leveraging partnerships, training and other tools. The **Workforce Summit** will take place October 22-23 and will include a keynote presentation from **Mark Muro**, Senior Fellow and Policy Director – Metropolitan Policy Program at the Brookings Institute.



ADVICE FOR EMERGING BUSINESS OWNERS

It takes hard work, dedication and sometimes good old fashion luck to build a strong, profitable business. One of the best pieces of advice for entrepreneurs and emerging business owners is to get smart insights from people who have been there before. What better resource for great business insights than our members?

In advance of #SmallBusinessWeek, we asked our members to share their best advice as a business owner or business leader. We're featuring some of the best advice in the pages of Momentum, but you can find even more advice from our members on the Momentum Blog. Visit blog.memphischamber.com to learn from our member businesses or search the hashtag #MemberAdvice on our social media channels to see more.

Interested in sharing your advice? Visit join.memphischamber.com/share-your-business-advice to share your own insights.



What's the best piece of advice you ever received?

The best piece of advice that I have ever received was that "most people want to receive a promotion without going through the process. You must be willing to drink from the bitter cup in order to earn a seat at the table."

In other words, you must be willing to put in the work, persevere, and overcome any obstacles which you may encounter. When I see a door closed, I will find a way to open it. If I come to a wall, I will break it down and walk through. If there is no door, I will build one and step through it.

Shawn Goffer, President & CEO of Precious Memories



What keeps you motivated?

One of my most favorite quotes comes from H. Jackson Brown, Jr., "Don't say you don't have enough time. You have exactly the same number of hours per day that were given to Helen Keller, Pasteur, Michelangelo, Mother Teresa, Leonardo da Vinci, Thomas Jefferson, and Albert Einstein." When I think about what those incredible people accomplished during the hours of their days, I am challenged to be thoughtful in how I am filling mine. We all have the potential for greatness, and the same amount of time to accomplish it.

Sally Pace, CEO of Connect Healthcare Collaboration





What's the best piece of advice you ever received?

Find a mentor and be a mentor.

I've found that there is always someone who knows more than me and can give me a different perspective. Being a mentor gives me the opportunity to share knowledge and experience and to give me a new way of looking at a situation.

My advice in both situations: Never stop learning.

Susan Mealer, CEO of Answering Advantage LLC



What do you wish you knew when you started your business?

Be persistent, be flexible and don't EVER give up. Keep everything in perspective - remember what is important. I also wish I had known the depth of my strength and tenacity that would see me through the difficult times.

*Laurita Jackson,
Managing Partner at 1Source*



What's your best time management hack?

Knowing that we're small, we put a lot of automation into our systems and processes, so we don't require as much staff. Time is a precious commodity for smaller businesses, and we're lucky enough to have the technology to help maximize our time.

Mark Pryor, CEO of The Seam



What do you wish you knew when you started your business?

I wish that I had understood how valuable the foundation was that I received doing entry-level work. I was in such a hurry to take on more responsibility that I overlooked the value of what I was learning. I would have slowed down and enjoyed it more.

Pat Nelson, President of Lehman-Roberts Company



What's the best piece of advice you ever received?

The ups and downs of business can be maddening-- you don't know if your company will win that new proposal or contract. The stress can be so much sometimes, and you go through so much internally, but try to not show your staff how worried you are. It's just part of running a business - never give up.

"When you get into a tight place and everything goes against you, till it seems as though you could not hang on a minute longer, never give up then, for that is just the place and time that the tide will turn." Harriet Beecher Stowe

Kelly Dobbins, President of Mid-South Drug Testing Inc.



What's your best time management hack?

Setting a meeting with myself in the late afternoon to get tomorrow organized.

Dotty Summerfield Giusti, Owner/President of Summerfield Associates, Inc.



RESOURCES FOR EMERGING AND MID-SIZED BUSINESSES

When it comes to getting support for business, the Greater Memphis Chamber and its partners can help businesses of any size. Whatever stage your company is in, the Chamber can help you up your game with connections, resources and tools. We offer advocacy, programming, research, talent attraction and retention programs and promotional opportunities to help take your business to the next level.

MEMPHIS BUSINESS COUNCIL

The Memphis Business Council is the Chamber's primary programming source for the needs of emerging and mid-sized businesses. www.memphischamber.com/membership/chamber-councils

COMMUNITY FOUNDATION OF GREATER MEMPHIS

Connect your nonprofit business with the Community Foundation of Greater Memphis to benefit from grants, best practices, training and expertise. www.cfgm.org

BUSINESS ENTERPRISE RESOURCE OFFICE (BERO)

The Tennessee Department of Economic & Community Development offers resources to support the successful growth and expansion of DBEs, small businesses, microenterprises and aspiring entrepreneurs. www.tn.gov/ecd/small-business/bero-home.html

CITY OF MEMPHIS OFFICE OF DIVERSITY & COMPLIANCE

This office of local government works to increase the number of MWBEs certified with the City of Memphis and assists with strengthening capacity in these companies. www.memphistn.gov/business/doing_business_with_the_city/business_diversity_and_compliance

EPICENTER

As the front door to the entrepreneur ecosystem in Memphis, Epicenter collaborates with a network of partners to ensure that entrepreneurs have equitable access to the networks, ideas, people, capital and customers they need to launch and thrive. www.epicentermemphis.org

MEMPHIS PUBLIC LIBRARY / FIRST TENNESSEE SMALL BUSINESS CENTER

Check out the Business/Science Department of the Central Library for resources, referrals and programs to help you manage and grow your business. www.memphislibrary.org/research/small-business/

MMBC CONTINUUM

The Mid-South's foremost minority business development organization and is highly respected by the corporate community as a trusted source of knowledge and expertise. www.mmbc-memphis.org

SCORE

Score free and confidential counseling for your startup or small businesses from a local SCORE mentor. memphis.score.org

SEEDCO

Build your business to employ more people and enrich your community with free help from Seedco. It offers consulting, technical assistance, training and more. www.seedco.org

START CO.

Count on Start Co. for world-class mentors and seed funding to turn ideas into companies and turn you into a skilled entrepreneur. neverstop.co

TENNESSEE SMALL BUSINESS DEVELOPMENT CENTER

Tap this network of certified professional business counselors conveniently located in a community near you. www.tsbdcenter.org



MEMPHIS

makes HEADLINES

**TOP
MARKET**
FOR FIRST ROUND
FUNDING FOR
FEMALE-LED
STARTUPS

**10%
INCREASE**
IN MILLENNIAL
POPULATION

#1
CITY FOR
BLACK-OWNED
BUSINESSES
- BLACK TECH, 2018

**3RD LARGEST
MARKET**
FOR MILLENNIAL
HOME BUYERS
- REALTOR.COM

#1 METRO
FOR WOMEN-
OWNED BUSINESS
GROWTH
- AMERICAN EXPRESS
SURVEY, 2017

**TOP 5
CITIES FOR
MILLENNIAL
POPULATION
GROWTH**
- TIME, 2017

#1
DREAM JOB FOR
GEN Z
- ST. JUDE
CHILDREN'S RESEARCH
HOSPITAL

**TOP
MARKET
FOR JOB
SEEKERS**
- INDEED.COM, 2018



BUILD YOUR BUSINESS WITH NEW CHAMBER BENEFITS

By Apryl Childs-Potter

The Greater Memphis Chamber is more dedicated than ever to building a strong and prosperous business community in Memphis & Shelby County. Already in 2019, we have enhanced many of our offerings at the Chamber to help our businesses generate more local business, find and keep the talent they need to build a strong future for your business and build your brand's visibility in the local market and beyond.

1

GENERATE MORE LOCAL BUSINESS WITH MEMBER CONNECT

Have you checked our new Member Connect program? Member Connect is a new tool exclusively for our members to help businesses connect to one another for potential partnerships, referrals or mentorship.

The program is simple. Visit join.memphischamber.com/member-connect to access the Member Connect portal, fill out the form and tell us a little about the types of organizations or prospects you'd like us to connect you with to build your business network. The more information you can provide, the better. We'll work to find the right connections. When a match is made, we will send you a list of contacts, companies or prospects that fit your criteria.

and improved some old ones to provide our member companies with the support they need to find and keep the best talent. Here are just a few of our updated programs and benefits focused on talent:

Jobs Board & Resume Bank

Do you have an open position you are looking to fill? We have enhanced our **Member Jobs Board**, a free benefit for our members, including linking job posts to our Memphis Monday Mornings e-blast as well as more robust promotion of member job opportunities throughout the week across social media.

Looking for a job candidate? We have also added a **Resume Bank** to our website so that our members have access to a database of talent and resources when they need it. Interested in learning more? Contact Apryl Childs-Potter, apotter@memphischamber.com.

2

FIND AND RETAIN TALENT

Talent attraction and retention are a high priority for our member companies. The Chamber has added some new offerings

We Build 901 Collaborative

Our Workforce & Talent Development Team has established the We Build 901 Collaborative. The

collaborative is a member-lead effort to address a shortage in construction workers in our market. The collaborative aims to align education and training providers with the needs of employers in the market. We Build 901 is modeled using the US Chamber of Commerce Foundation Talent Pipeline Management model, for which the Greater Memphis Chamber is a trained provider. Interested in learning more? Contact Ernest Strickland, estrickland@memphischamber.com.

New SoundCheck Programming

We have added more programming to our SoundCheck Young Professional's Council. Now there are even more opportunities for the future leaders of our city to meet CEOs from some of the city's most impactful companies with our Corner Office Series held ten times a year. Twice a year, Soundcheck members can attend a free luncheon featuring industry experts. Earlier this year, the group had the opportunity to hear from AgTech leaders at the AgBoom Panel. In addition, the group has two networking mixers and two quarterly meetings.

SoundCheck is an affordable way to help member businesses retain young talent. Young professionals from member companies can participate in all SoundCheck programming for only \$100 a year per employee. The cost for participation for Chairman's Circle member companies is \$25 per employee.

To find out how to get the young professionals in your company involved in SoundCheck, contact Marley Bates, mbates@memphischamber.com.

3

NEW ADVERTISING PLATFORMS TO BUILD YOUR BRAND AND TELL YOUR STORY

We have rolled out new exclusive marketing opportunities to help you reach your target audience and build your brand's reputation.

Some of our new advertising opportunities include:



Memphians on the Move, the Chamber's new 30-minute broadcast program on Channel 24 showcasing and celebrating the people, companies and programs that help move Memphis forward.



Momentum Magazine, the Chamber's new quarterly publication available in rich digital format and print. Each issue focuses on a different aspect of our work and highlights why Memphis is a great place to do business.



Momentum Blog features frequent updates and stories, advice and news from our members. We share information about our city's economic assets, opportunities to grow and expand your business and much more.

Interested in exploring sponsorship or advertising opportunities to grow your brand? Contact DeQuanda Roberson, droberson@memphischamber.com.

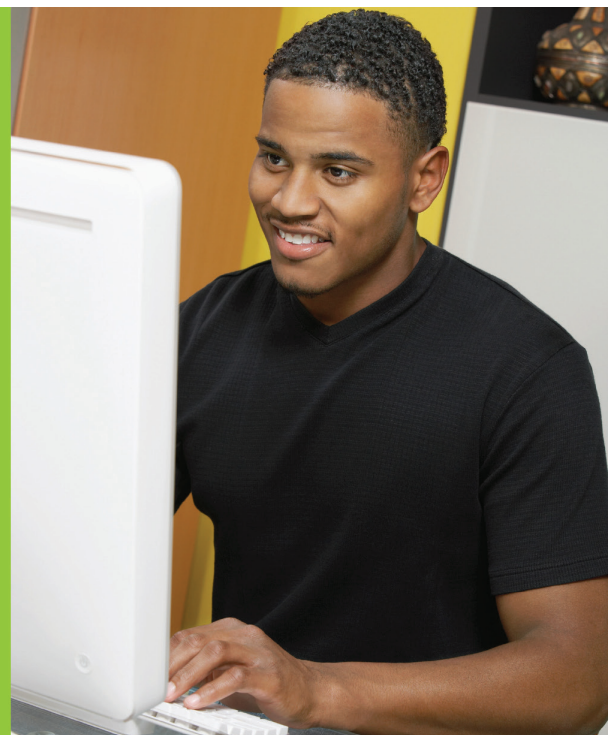
Look for more exciting updates soon and learn more about the benefits of membership at memphischamber.com.

WANT TO FIND A JOB IN MEMPHIS?

Visit the Greater Memphis Chamber Jobs Board to find opportunities with some of the best companies in Memphis



GREATER MEMPHIS CHAMBER



RECENT EVENTS

MEM2NASH - March

At the end of March, The Greater Memphis Chamber, Memphis Tourism and the University of Memphis invaded the state capital for our annual MEM2NASH legislative visit. Members sat down with Governor Bill Lee to discuss priorities for the year and met with the Shelby County delegation. The visit is purposefully designed to showcase a strong Memphis presence from the hallways of the capital to the streets of Nashville. Members of the Memphis business community, tourism & hospitality industry and the educational institutions visited with state legislators on Memphis-related issues.







SoundCheck Ag Boom Panel

Nearly 100 members of SoundCheck, the Chamber's Young Professionals Council gathered in March for a panel discussion focused on Memphis' role in revolutionizing the world's food supply chain. Panelists included John Butler of Agricenter International, Schuyler Dalton of AgLaunch, Pranav Tadi of Indigo and Mark Pryor of The Seam. The panel, part of a new slate of Chamber programming, was hosted on March 12 in conjunction with National Ag Week.





Lunch in the Know – March

In March we kicked off this year's Lunch in the Know series hosted by the Memphis Business Council. Our March speaker was Keith Norman of Baptist Healthcare and pastor of First Baptist Broad. Pastor Norman spoke on ways to bridge the gap between businesses and the community and some best practices to get your business connected to the community.

Lunch and Learn with the Federal Reserve Bank

We had our first Lunch and Learn with the Federal Reserve Bank in March. During this lesson attendees were able to ask Douglas Scarboro, regional executive of the Federal Reserve Bank any question that they may have. Douglas gave insight to what they do on a daily basis and answered many questions that attendees might not have known about the Federal Reserve Bank.



SoundCheck Corner Office with Chris Canale

President of Old
Dominick Distillery

In this series of Corner Office, a limited group of young professionals joined in conversation with Chris Canale, President of Old Dominick Distillery to learn about what it took for him to become a successful business leader. Chris shared stories about his family's history and how keeping the business first was the key framework for his family's business success. Not only were the attendees able to ask questions to the maker himself, but they also had the opportunity to tour the makings of Old Dominick's spirits. The Corner Office experience gives aspiring business leaders the chance to engage with the C-suite of a Memphis business to learn more about their rise to the top. Want more information about SoundCheck? Contact soundcheck@memphischamber.com for details.





MEMBER NEWS

archer ► malmo

ARCHER MALMO UNVEILS FOREVER COTTON CAMPAIGN FOR COTTON BOARD

Leading brand communications agency Archer Malmo unveiled its work on The Cotton Board's Forever Cotton campaign, during the Southern Cotton Ginners Association annual meeting at the Cotton Museum in Memphis in February.

Archer Malmo was tasked by The Cotton Board to create a national integrated and visually-appealing campaign that showcases how cotton continues to be viable in the marketplace through research, innovation and promotion.



PARAGON BANK REPORTS RECORD-SETTING FOURTH QUARTER, 2018

Paragon Bank (OTCBB: PGNN.OB) today announced its 2018 fourth quarter financial earnings, reporting record revenue, pre-tax income and net operating income. At December 31, 2018, Paragon had a net income of \$1.2 million, an increase of \$914,000 or 329 percent over the fourth quarter of 2017. Net income for 2018 increased 49 percent over 2017, primarily due to reduced income taxes.

SAYLE OIL COMPANY TEAMS UP WITH EXXONMOBIL TO CONTRIBUTE \$5,000 TO LOCAL SCHOOLS

Sayle Oil Company, an ExxonMobil fuel distributor in Mississippi, in partnership with the ExxonMobil Educational Alliance Program, has awarded 10 grants to K-12 schools in Central and North Mississippi as part of its commitment to support and strengthen local communities.

The ExxonMobil Educational Alliance Program is designed to provide Exxon and Mobil retailers with an opportunity to invest in the future of their communities through educational grants to neighborhood schools. ExxonMobil believes that, as members of the community, local retailers are best qualified to work with local educators to help identify schools and programs most in need of support.

THREE(I) WINS BACK TO BACK IN 2019 REED AWARDS FOR WEB

Three(i) Creative Communications was awarded the 2019 Reed Awards for Best Website for Public Affairs Campaign. Three(i) received the website design award for the Latino Victory website. Latino Victory is a progressive organization working to grow Latino political power by increasing Latino representation at every level of government and building a base of Latino donors to support this critical work.



REDROVER WINS BACK TO BLOG INTERNATIONAL PLATINUM AWARD

RedRover Sales & Marketing Strategy brought home a Platinum Summit Marketing Effectiveness Award on behalf of Memphis International Airport. The award was part of an international marketing competition that involved nearly 1,500 submissions from 10 countries.

FULLEN DOCK AND WAREHOUSE DESIGNATED AS FOREIGN-TRADE ZONE

Fullen Dock and Warehouse, a full-service river terminal located at mile marker 740 of the Mississippi River, today announced that it has been designated as a Foreign-Trade Zone (FTZ). FTZs are secure areas under U.S. Customs and Border Protection (CBP) supervision that are generally considered outside CBP territory upon activation.



LEHMAN-ROBERTS CO. PRESIDENT ELECTED TO NATIONAL ASPHALT INDUSTRY BOARD, WINS NATIONAL RECOGNITION FOR QUALITY IN ASPHALT PAVING

President and Chairman of the Board of Lehman-Roberts Co. Pat Nelson has been elected as secretary of the 2019 National Asphalt Pavement Association (NAPA) Board of Directors.

Earlier this year, the company was awarded a 2018 Quality in Construction Award, for excellence in construction of an asphalt pavement, from the National Asphalt Pavement Association (NAPA).



CN INVESTING APPROXIMATELY \$100 MILLION TO EXPAND, STRENGTHEN TN RAIL INFRASTRUCTURE

CN is investing approximately \$100 million to expand and strengthen its company's rail network across Tennessee in 2019 including upgrades to its Memphis rail network.



FOGELMAN COLLEGE OF BUSINESS & ECONOMICS MBA PROGRAMS RECEIVE GLOBAL TIER 1 RANKING


The Fogelman College of Business and Economics at the University of Memphis received three first-time placements in CEO Magazine's Global MBA Rankings. Fogelman's Executive MBA program ranked no. 56 and the global online MBA program ranked no. 43, both as Global Tier One programs.

MID-YEAR CHAIRMAN'S FORUM

Wednesday, June 12, 2019
Holloran Centre for Performing Arts & Education
225 S. Main St. | Memphis, TN 38103

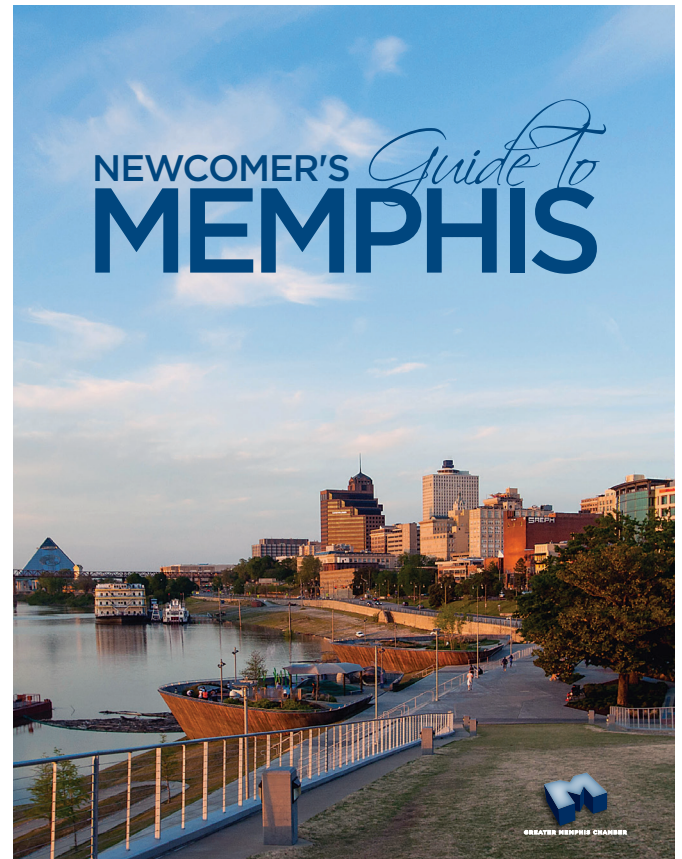
Join us for an exclusive, members-only briefing with Chamber Board Chairman **Richard Smith** of FedEx Logistics and **Beverly Robertson** President & CEO of the Greater Memphis Chamber, on the most pressing issues and opportunities facing our business community and region today.

For more information, please contact Tunga Lee at tlee@memphischamber.com or 901-543-3571



GREATER MEMPHIS CHAMBER

Gold Sponsor



The Newcomer's Guide to Memphis, created by the Greater Memphis Chamber, is a full-color print publication distributed to over 20,000 annually. This handy guide is divided up into sections such as Shopping, Healthcare and Housing, plus many more, that gives the reader an overview of living and working in Memphis and a peek into our authentic culture. Purchasing this guide is a great way to attract clients, businesses, future hires, or any individual to choose Memphis.

A digital edition of the Newcomer's Guide is also available online, making the audience only one click away from moving to Memphis.

TO PURCHASE YOUR COPY

Contact **Apryl Childs-Potter**
at 901-543-3500 or
apotter@memphischamber.com

memphischamber.com

NEW HIRES

HI-SPEED INDUSTRIAL SERVICE

B. J. Curtis, Chief Financial Officer

Prior to his new position, he owned and oversaw operations for two Arkansas-based ACE Hardware locations as well as Curtis Lumber Company, Inc. In his new role, he will oversee financial strategy, economic analysis and compliance for Hi-Speed. Curtis earned his Bachelor of Science in Business Administration and Accounting from the University of Arkansas.

BLACK MCLAREN JONES RYLAND & GRIFFEE, P.C.



Megan E. Arthur

Megan Arthur, previously a shareholder at Evans Petree, P.C., brings her family law practice to BMJRG, expanding the firm's already impressive domestic litigation footprint in the Memphis/Mid-South area.



Amy Worrell Sterling

Amy Sterling, previously an attorney at Bass, Berry & Sims, joins the firm to continue to expand the firm's practice in the areas of securities litigation, insurance defense, and commercial and business

litigation. Together they bring roughly 25 years' experience to the firm.

ADAMS KEEGAN

Jeff Young, Business Development Manager

Adams Keegan, a national managed HR, payroll and benefits provider, has hired Jeff Young as business development manager.

AGAPE CHILD & FAMILY SERVICES

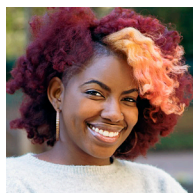
Agape Child & Family Services recently named **Lori Humber** operations director of the nonprofit's Powerlines Community Network that provides community-based services to families where they live.

Patricia Brownlee was named early childhood coordinator for Agape's new Thrive by Five initiative, **Paulita Edmondson** was named family connector supervisor for Hickory Hill, **Maria Garcia** was named Stars connector supervisor for Hickory Hill, **Angela Garland** was named site coordinator for Frayser, **Eboney Hamilton** was named family connector supervisor for Whitehaven, **Roscoe Robinson** was named Stars connector supervisor for Frayser, **Michael Scruggs** was named site coordinator for Whitehaven and **April Hess** was named administrative assistant supporting Agape's development department.

LEHMAN-ROBERTS COMPANY

Lehman-Roberts Co., a leader in the highway paving, construction, asphalt and aggregate industry, has promoted **Greg Ketchum** to Grading Crew Foreman and **Ricky Pike** and **Leroy Shaw** to Asphalt Plant Foreman.

RUNNING PONY PRODUCTIONS



Chassidy Jade, Avid editor

Chassidy comes from Miami, FL, where she was an editor, producer, and content creator for the last several years.

FINANCIAL FEDERAL



Angie Bindbeutel, Loan Operations Associate

The Memphis office of Financial Federal Bank has hired Angie Bindbeutel as Loan Operations Associate for Financial Federal to support the bank's Loan Operations Manager and the Chief Credit Officer with various functions within the Loan Operations area of the bank.



Salima Hajiani, Loan Analyst

Salima Hajiani has been named Loan Analyst and will focus on analyzing credit requests and data, analyze financial statements, and assist in the management of the commercial loan portfolio.

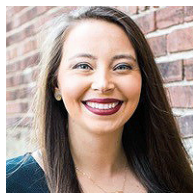


Tyler Wilson, Post Closer

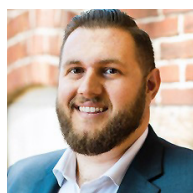
Tyler Wilson has been hired as Post Closer and will support loan compliance, audits of closed loan files, investor shipments, and best practices for solving investor deficiencies.

EXPLORE BIKE SHARE

Explore Bike Share, a bike share system nonprofit approaching its one-year anniversary this May, is proud to welcome



Emily Cupples as Membership Marketing Director



Michael Sarna as Development Manager.

CHAIRMAN'S CIRCLE MEMBERS

Adams Keegan, Inc.	Drexel Chemical	Mallory Alexander International Logistics	Smith & Nephew, Inc.
Alco Management	Dunavant Global Logistics Group, LLC	Martin, Tate, Morrow & Marston, P.C.	Southeastern Asset Management
Allworld Project Management	Duncan-Williams, Inc.	Medtronic	SouthernSun Asset Management
American Material Handling	DuPont	Methodist Le Bonheur Healthcare	Southwest Tennessee Community College
American Residential Services LLC	Electrolux Major Appliances	Memphis Area Association of Realtors	St. Jude Children's Research Hospital
Artisent Floors	Elvis Presley Enterprises	Memphis Area Transit Authority (MATA)	SunTrust Bank Memphis
AutoZone, Inc.	Evergreen Packaging	Memphis Convention & Visitors Bureau	The Daily Memphian
Baker, Donelson, Bearman, Caldwell & Berkowitz PC	Evolve Bank & Trust	Memphis Grizzlies	The Redwing Group
Baptist Memorial Health Care	FedEx Logistics	Memphis-Shelby County Airport Authority	Tower Ventures
Barnhart Crane & Rigging Company	Financial Federal	Memphis Tomorrow	Tri-State Truck Center Inc.
Barr Brands International	First Horizon National Corporation	MicroPort Orthopedics	Triumph Bank
Bass, Berry & Sims, PLC	First Tennessee	Mid-American Apartment Communities, Inc.	True Temper
BDO	Fleming Architects	Montgomery Martin Contractors LLC	Turner Construction
Belz Enterprises/The Peabody Memphis	Flintco, LLC	National Guard Products	United Healthcare
Blue Cross Blue Shield	Gerber Taylor	nexAir, LLC	University of Memphis
Boyle Investment Company	Glankler Brown	Newmark Knight Frank	University of Tennessee Health Science Center (UTHSC)
Buckman International	Gossett Motor Cars	Nike	Urban Child Institute
Butler Snow	H. Saga/Port-Alliance	Nucor Steel	Valero Energy - Memphis Refinery
Caesar's Entertainment, Inc.	Highwoods Properties Inc.	Old Dominick Distillery	Varsity Spirit
Caissa Public Strategy	Hobson Realtors	Olymbec USA, LLC	Waddell & Associates
Carlisle Corporation	Hyde Family Foundations	Orgill, Inc.	Worlds Away
CBIZ MHM, LLC	IMC Companies	Patriot Bank	Wyatt, Tarrant & Combs, LLP
CBRE - Memphis	Independent Bank	Pickering Firm, Inc.	Yates Construction
Chism Hardy Investments	International Paper	Power & Telephone Supply Company	YMCA of Memphis & the Mid South
City Enterprises	Jim Keras Automotive Group	ProTech Systems Group, Inc.	
Classic American Hardwoods	J.M. Smucker	Raymond James	
Coldwell Banker Collins-Maury	KBG Technologies	Regional One Health	
Colliers International	Kemmons Wilson Companies	Regions Bank	
Commercial Appeal	Kroger	Running Pony	
Cushman & Wakefield/Commercial Advisors	Landers Auto Group	Saint Francis Healthcare	
Data Facts	LEDIC Realty Company	Sedgwick Claims Management Services, Inc.	
Deloitte	Lehman-Roberts Company	ServiceMaster	
Diversified Trust	Linkous Construction Co., Inc.	SkyCop, LLC	
Dixon Hughes Goodman LLP	Local 24/Nexstar Broadcasting,		
Dobbs Equity Partners LLC	Loeb Properties		
Dobbs Management Services, LLC	LRK, Inc.		
	LSI Graphics		
	Lubin Enterprises, Inc.		



BOARD OF GOVERNORS

A2H, Inc.	Technicolor Distribution of Memphis
Allen & Hoshall	
ALSAC / St. Jude Children's Research Hospital	Trane Commercial Systems and Services
American Snuff Company, LLC	Trustmark National Bank - Memphis Region Corporate
American Yeast Corporation	Valero Energy - Memphis Refinery
AT&T	
Baptist Memorial Health Care	
Buckman	
CN Railroad	
Coca-Cola Consolidated	
EnSafe Incorporated	
First Tennessee	
Flextronics International	
Kellogg Morning Foods	
Memphis Area Transit Authority	
Memphis Cellulose LLC	
Methodist Le Bonheur Healthcare	
Memphis Light, Gas & Water	
Nike	
Pinnacle Financial Partners Inc.	
Regional One Health	
Regions Bank	
Saint Francis Hospital	
Smith & Nephew, Inc.	
Southwest Tennessee Community College	
State Systems, Inc.	
SunTrust Bank, Memphis	
TAG Truck Enterprises LLC	

MARK YOUR CALENDARS

MAY

WEDNESDAY, MAY 15, 2019

Lunch in the Know - 11:30 am - 1:00 pm - A
Luncheon hosted by the Memphis Business Council

Lunch in the Know is one of the Chamber's most popular events specifically designed for small - to mid-sized businesses. In May, Lori Turner Wilson and Lauren Brady of Red Rover Company will share B2B marketing tips local business owners can use to get their company name in front of the right customers.

JUNE

WEDNESDAY, JUNE 5, 2019

Lunch in the Know - 11:30 am - 1:00 pm - A
Luncheon hosted by the Memphis Business Council

In June our keynote speaker for Lunch in the Know is Leslie Lynn Smith of Epicenter. As the leader of one of the country's most dynamic hubs for entrepreneurs, Leslie is focused on growing our startup community and building a strong business pipeline for the future.

WEDNESDAY, JUNE 12, 2019

Mid-Year Chairman's Forum - 3:00 pm - 5:00 pm - *NEW EVENT for 2019!*

Hear an update on the Chamber's progress towards our annual goals directly from Chamber Board Chairman Richard Smith, President & CEO, FedEx Logistics. The Mid-Year Chairman's Forum is an opportunity to bring together the Chamber's full membership for an update on the Chambers progress.

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NEW MEMBER LISTINGS

A

ABES Engineering
Emmanuel Tuombe
2500 Mount Moriah Road,
Suite H229
Memphis, TN 38115
(901) 340-3011
<http://www.abesengineering.com>

B

Baron's Man Cave
Dara Vongphrachanh
50 Peabody Place,
Suite 101
Memphis, TN 38103
(901) 501-7340
<http://www.baronsmancave.com>

Belhaven University
Stephanie Eley
1790 Kirby Parkway,
Forum II, Suite 100
Memphis, TN 38138
(901) 896-0184
<http://memphis.belhaven.edu/>

Blues City Tours Of
Memphis, Inc.
Monica Holley
664 Marshall Avenue
Memphis, TN 38103
(901) 522-9229
<http://www.bluescitytours.com>

BTW Transportation
James Bridges
831 Bullington Avenue
Memphis, TN 38106
(901) 774-0808

C

Cadence Bank
Rod Loggins
591 South Mendenhall
Memphis, TN 38117
(901) 312-4424
<http://www.cadencebank.com>

Canteen
Telly Caldwell
4339 South Mendenhall Road
Memphis, TN 38141
(901) 426-2571
<http://www.canteen.com>

Carlock Motors Nashville
Jenny Jackson
1599 Mallory Lane
Brentwood, TN 37027
(615) 261-7337
<http://www.carlockmc.com/>

D

Davies Hood PLLC
Jason Hood
254 Court Avenue,
Suite 103
Memphis, TN 38103
(901) 233-0967
<http://www.davieshood.com>

Donelson's Catering
Wendell Donelson
8225 Dexter Road,
Suite 107
Cordova, TN 38016
(901) 757-4300
<http://www.donelsonscatering.com>

DonKats, Inc.
Kathy Sallot
655 South Riverside Drive
Memphis, TN 38103
7015520865
<http://www.donkats.com>

Durham School Services
Robert Corley
1681 Getwell Road
Memphis, TN 38111
(901) 381-1277
<http://www.durhamschoolservices.com>

F

Fayette Janitorial Service
Michelle Burns
7120 Highway 76
Somerville, TN 38068
(901) 465-1529
<http://www.fayettejanitorialservice.com>

G

G&J Contractors
Gabrielle Gipson
6871 Raleigh Lagrange
Memphis, TN 38134
(901) 707-8032
<http://www.gjcontractors.com>

Gipson Mechanical Contractors
Winston Gipson
6863 Raleigh LaGrange Road
Memphis, TN 38134
(901) 388-6149
<http://www.gipsonmech.com>

Group Benefits, LLC
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Suite 410
Memphis, TN 38120
(901) 259-7999
www.groupbenefitsllc.com

H

Hagler Law Group, PLLC
Monice Hagler
2650 Thousand Oaks,
Suite 2140
Memphis, TN 38118
(901) 290-6620

Hollywood Feed, Inc.
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1341 Warford
Memphis, TN 38108
(888) 816-8691
<http://www.hollywoodfeed.com>

J

JP Morgan Chase Bank
Tom Simpson
1661 International Drive
Memphis, TN 38120
(901) 818-3098
<http://www.chase.com>

K

Kindred Place
Beth Wilson
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Memphis, TN 38103
(901) 276-2200
<http://www.kindred-place.org>

KPower Global Logistics
Tyler Kattawar
4105 South Mendenhall
Memphis, TN 38115
(901) 603-7539
<http://www.kpowergbl.com/>

L

Lime
Maggie Gendron
199 Cumberland Street
Memphis, TN 38112
(802) 793-9738
<https://www.li.me/>

M

Macy's Wolfchase Galleria
Brooke Adler
2840 North Germantown
Parkway
Memphis, TN 38133
(901) 937-2600
<http://www.macys.com>

McGriff Insurance Services
Mark Forrester
6000 Poplar Avenue, Suite 300
Memphis, TN 38119
(901) 684-3333
<http://www.mcgriffinsurance.com>

Mother Hemp
Virgil King
6530 Quince Road
Memphis, TN 38119
(901) 480-8630
<http://www.motherhempstore.com>

Move it Storage
Keith Lovette
2700 Getwell Road
Memphis, TN 38118
(901) 362-0031
<http://www.moveitstorage.com>

O

On The Top Security
Princess Washington
1331 Union Avenue, Suite 1020
Memphis, TN 38104
(901) 518-9506
<https://www.facebook.com/solutionforasafeworld/>

Outfront Media, LLC
David Johnson
3770 Cherry Road
Memphis, TN 38118
(901) 523-1040
<http://www.outfrontmedia.com>

P

Phoenix Assurance
Hulesy Britt
4750 Pleasant Hill Road
Memphis, TN 38118
(901) 368-8942
<http://www.pa3pl.com>

Poag Shopping Centers
Josh Poag
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Boulevard, Suite 2200
Memphis, TN 38118
(901) 761-7604
<http://www.poagllc.com>

Primary Eye Care of South Main
Artee Nanji
21 Mina Avenue, #102-103
Memphis, TN 38103
(901) 979-9879
<http://www.pecsouthmain.com>

R

RUYI International Holdings
(US) Inc.
Xupeng Song
3333 Sanyo Road
Forrest City, AR 72335
(901) 314-2065
<http://www.chinaruyi.com>

S

Sandstorm IT, Inc.
Doyle Sanders
61 Atoka McLaughlin Drive
Atoka, TN 38004
(901) 475-0275
<https://sandstormit.com>

Simmons Bank
Brandon Cooper
5384 Poplar Ave.
Memphis, TN 38119
(901) 249-2000
<https://simmonsbank.com/>

Simply Self Storage - Hickory Hill
Michael Gracen
3545 Hickory Hill Road
Memphis, TN 38115
(901) 267-4017
<http://www.simplyss.com/tennessee/hickory-hill-self-storage/>

State Farm Insurance
Tacuma Alexander
8014 Club Center Drive, Suite 11
Cordova, TN 38016
(901) 207-3008

Staybridge Suites Memphis
Jonathan Mulroy
1070 Ridge Lake Boulevard
Memphis, TN 38120
(901) 682-1722
<http://www.ichotelsgroup.com/h/d/sb/1/en/home/>

Surge Holdings
Brian Cox
3124 Brother Boulevard,
Suite 104
Bartlett, TN 38133
(901) 229-7205
<http://www.surgeholdings.com>

Susan G. Komen Memphis-
MidSouth Mississippi
Elaine Hare
6645 Poplar Avenue,
Suite 211
Germantown, TN 38138
(901) 757-8686
<http://www.komenmemphisms.org>

T

TechnoLogyx, Inc
Paula Jones
2787 Stage Center Drive, Suite 103
Bartlett, TN 38134
(901) 620-6321
<http://www.tlxi.net>

The Live Love Memphis Group
@ Re/Max
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1930 Exeter Road
Germantown, TN 38139
(901) 201-0280
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The Reaves Law Firm
Henry Reaves
4466 Elvis Presley Boulevard,
Suite 310
Memphis, TN 38116
(901) 451-8833
<http://www.beyourvoice.com>

The Westin Memphis
Beale Street
Craig Marshall
170 Lt. George W. Lee Avenue
Memphis, TN 38103
(901) 334-5900
<http://www.westin.com/bealestreet>

The Works
Roshun Austin
1471 Genesis Circle
Memphis, TN 38106
(901) 946-9675
<http://www.theworkscdc.org>

V

Vita + IV Bars
Laura Ragin
1055 Brookfield Road
Memphis, TN 38119
(901) 617-3802
<http://www.vitaplusiv.com>

W

Wells and Associates, PLLC
Cathy Daly
81 Monroe Avenue, Suite 400
Memphis, TN 38103
(901) 507-2521
<http://www.thewellsfirm.com>

Workforce Investment Network
Melanie Winfield
155 Angelus Street
Memphis, TN 38104
(901) 576-6812
<http://www.workforceinvestmentnetwork.com>

IN THE NEXT ISSUE OF MOMENTUM



Q3 is the **Workforce & Talent Issue** of *Momentum* magazine.

Highlighted by profiles of our Young Memphis award honorees, the Q3 issue of *Momentum* Magazine will include an in depth look at the state of workforce in Memphis as well as features on our local training and education programs and tips for attracting and retaining the best talent for your business.

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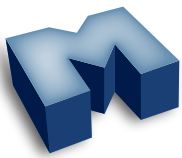
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The GMACWorkforce MOVE-HIRE's total project cost is \$12,761,801 funded by a \$5,992,314 (47%) grant from the United States Department of Labor and leveraged with \$3,077,442 (24%) other Federal, \$527,714 (4%) state, and \$3,164,331 (25%) institutional and private funds.



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