I told you last month that the winds of change were blowing. While I love a nice breeze, it seems lately we are having wind gusts of up to 100mph! Life is moving at the speed of light. In fact, I read a few months ago that a team at NASA has begun work on the development of a faster-than-light warp drive! I’m amazed at how drastically technology has changed in my lifetime. (Good grief, it has changed while I’ve been writing this article) We have progressed from corded phones to cordless phones to cell phones. Not only can I make a call from any location, but I can play Pac-Man, watch videos, download music or email customers with one push of a button. Now that’s change! I really do love it, but it’s a scary prospect for some. Whether you embrace it or run from it, technology is an unavoidable and critical element of daily life. If you want to compete in today’s business world, it’s important to keep up with technology.

One of the easiest ways to compete in today’s market, is by having a website. A website visit is often the first interaction a consumer has with a business. Without one - or by having an ineffective one - small businesses are at a significant competitive disadvantage. The CoC has taken a huge step to provide our members with the most up-to-date web advantages on the market today. We have not only launched a brand new website, but we are going to be able to provide all of our members the opportunity to have their own “mini web page”. Many of you have asked us to provide assistance with your website. We took that seriously. This is a fantastic resource that will allow you to have a presence on the World Wide Web or to amplify your own existing website. Here are a few other additions you will notice at www.cullmanchamber.org:

- Advertise Hot Deals and other promotions
- Post current job openings
- Register for chamber events online and pay with a credit card
- Access lead lists tailored to your business category
- Post events

There are so many new opportunities for our members to take advantage of. Let’s talk more about these winds of change next month. And remember, when the winds of change blow, it’s tempting to build walls, but it would be a lot more productive to build a windmill.

Leah Bolin
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www.cullmanchamber.org
www.visitcullman.org
Thank you to these businesses for helping to grow the Cullman area.

| MEMBER SPOTLIGHT | SHOP CULLMAN FIRST! |

Be sure to visit these Chamber members for your lawn care needs.

- **A-1 Landscaping & Lawn Care**
  - 2720 County Road 703
  - Cullman, AL 35055
  - Phone: (256) 734-6953

- **Clarke’s Lawn Care**
  - 875 County Road 1177
  - Cullman, AL 35057
  - Phone: (256) 739-1705

**View our full Member Directory at www.CullmanChamber.org**

**Thank you to these businesses for helping to grow the Cullman area.**

**RIBBON CUTTINGS AND GROUND BREAKINGS**

- **Vinemont Sports Complex**
  - 266 Park Drive, Cullman, AL 35058
  - (256) 737-5411

**SHOP CULLMAN FIRST!**

- **Hopper’s Family Market – Pharmacy**
  - 7467 Hwy 69 N, Cullman, AL 35058
  - (256) 796-6500

- **Legacy Salon**
  - 1640 Town Square SW, Cullman, AL 35055
  - (256) 775-0121

- **Options**
  - 2201 2nd Avenue NW, Cullman, AL 35055
  - (256) 347-5993

**Congratulations to the 2012-13 Youth Leadership Graduates**

- **Cold Springs High School**: Casey Isbell, Alexis Duncan
- **Cullman High School**: Amanda Bell, Hollie Bennett
- **Cullman Christian School**: Holly Gray, Carolina Holbrook
- **Fairview High School**: Katie Noriega, Sadie Boyd
- **Good Hope High School**: Kalitta Kauffman, Daniel Moss
- **Hanceville High School**: Caleb Hurst, Katie Owens
- **Holly Pond High School**: Natasha Holcombe, Colby Adams
- **Saint Bernard Preparatory School**: Sadie Pudles, Zoie Wilson
- **Vinemont High School**: Riley Foust, Kyle Dyer
- **West Point High School**: Olivia Privett, Gracee White

The students visited the Capital...
Chamber to host monthly “Fourth Friday”
Special guest speaker Andy Marshall, Businessman/Entrepreneur

The Chamber’s Retail Committee will host the "Fourth Friday" Luncheon on Friday, May 24, in the All Steak Restaurant Banquet Room (323 3rd Ave. S.E.). The event is sponsored by Hanceville Nursing & Rehab Center.

Doors open at 11:30 am to allow networking opportunities before the program begins at 11:50 am. Lunch is $10 per person for Chamber members and $20 for "Future" members. Reservations in advance are required. Please register online at www.cullmanchamber.org or by contacting the Chamber via e-mail at info@cullmanchamber.org or by calling 256-734-0454.

Getting to know Andy Marshall

Andy Marshall is no stranger to good Southern food and hospitality.

Background
He was born in Memphis, Tennessee, and at 13 years old moved to Franklin. It was then that he began learning the inner workings of the grocery business with his father, Clifton H. Marshall, Sr. He graduated from Franklin High School and then Middle Tennessee State University with a degree in business and marketing. At the age of 26, Marshall purchased his first grocery store: a Piggly Wiggly, in Hopkinsville, Kentucky.

Over the next several years, Marshall purchased two additional grocery stores in Nashville, including his father’s store after he passed away in 1991. After becoming the owner of two more Nashville Piggly Wiggly stores, Marshall was named President of the Tennessee Grocers Association and the Piggly Wiggly Association.

The Beginning of Puckett’s Gro. & Restaurant
In the mid-1990’s, Marshall’s love of food, music and community began to steer him in a different direction. His desire was to serve one small town with just one store, where he could also offer home-cooked family recipes to the community he was serving. So, in 1998, he decided to sell all of his stores and purchase a little gem in the heart of Leiper’s Fork, TN. That gem was Puckett’s Grocery.

When Marshall first bought Puckett’s, it took some time to figure out just what he had. “It was the coolest little country market I’d ever seen. We were serving everyone from country folk, to songwriters and business moguls,” he says. “Before long, I realized what I had here was a restaurant pretending to be a grocery store. More and more customers were wanting the home-cooked meals and cherry wood smoked meats - all within the atmosphere that you can only get at a place like Puckett’s.”

In 2002, Marshall branched out to start a formal dinner and music program at the local hot spot. “With all of the talented writers in and around town, our Friday night writers’ show quickly grew with folks coming from all over to hear some of the industry’s finest in a cool and eclectic environment,” he says.

In 2004, another opportunity was presented to Marshall: to expand Puckett’s to his hometown and beloved community of Historic Downtown Franklin. With bustling, historic, small-town charm, Marshall tailored the new space to be more of a restaurant and live music venue. “It is real joy to have created my first design for Puckett’s in Franklin.” It is an honor to be a part of such a terrific community,” said Marshall.

In 2010, Marshall took a risk and decided to expand the Puckett’s brand to downtown Nashville even though many other local eateries were closing their doors due to the struggling economy. Significantly larger than the Franklin restaurant, Puckett’s Downtown Nashville has a bigger stage, seating for 150 guests. In March 2013, Marshall opened the third Puckett’s Gro. & Restaurant in downtown Columbia, Tenn. The concept for a Puckett’s on the city’s Main Street as a project several years in the making, and the three-story interior offers the same home-cooked meals and live music venue that it’s built its name on. The former factory and warehouse building measures more than 26,000 square feet, and includes a second-floor event space that exceeds 8,000 square feet. In addition to a first-floor dining room with two private areas, Puckett’s will launch a creamery later this year that will serve homemade chocolate and vanilla ice cream in fresh-baked waffle cones.

Puckett’s Boat House
In 2012, Marshall landed on an amazing opportunity to open a second restaurant in Franklin, and developed the family’s first seafood concept in the Puckett’s Boat House. The grill and oyster bar menu offers by-the-shore dishes reminiscent of the Gulf coast and the Big Easy, plus Southern staples that draw from the Marshall family’s Mississippi Delta and Memphis roots. The Boat House offers the Puckett’s trademark Southern flare and reputation for a live music venue—both with a Boat House twist.

Gray’s On Main
Most recently, Marshall has partnered with Joni and Michael Cole to open Gray’s on Main in late Spring 2013. Set in a ca. 1876, three-story building, Gray’s on Main is currently in the final stages of construction. Above the expansive dining room, the second-floor bar and music hall will feature hand-crafted cocktails that celebrate the brandy culture of the late 19th century, along with live performances from the best the region has to offer. The third floor will include a members-only club that overlooks the performance stage.

Awards
In just over a year, the Nashville restaurant has quickly become a favorite amongst the locals as well as those visiting Music City. In 2011 alone, the Nashville Puckett’s has earned many accolades including: the Best BBQ in Nashville by the People’s Choice Annual BBQ competition; and the Nashville Downtown Partnership’s Outstanding Business Development award, presented by the Honorable Mayor Karl Dean.

Puckett’s in Franklin has received numerous awards including many Williamson County’s Sizzle Awards for Best Burger, Best Meat and Three, Best Value, Best Service, Best Caterer, Best Live Entertainment, and Best Value. It has also been voted “Best Restaurant Worth the Drive,” and “Top 100 Restaurants,” in the critics’ publication-Where The Locals Eat. Rand McNally awarded Puckett’s the “Must Visit Restaurants While Traveling Award,” in its Top 100 Restaurants publication.

Community Involvement
In addition to keeping up with his restaurants, Marshall finds time to be involved with his community. He was the President of the Downtown Merchants Association in Franklin for four years, an Executive Board Member of the Heritage Foundation in Franklin, and a Board Member of the Williamson County Chamber of Commerce. He is the Vice President of the Franklin Theatre and is on the board of One Williamson One Chamber. He is also involved in the Franklin High Culinary Arts Program as the Culinary Advisor. The Puckett’s family of restaurants are all members of the state-wide Tennessee Hospitality Association, and Marshall sits on its board and is a member of its Education Scholarship Committee.

He has also won several professional awards including Small Business of the Year in Hopkinsville for two years in a row and the National Spirit of America Award for Entrepreneurship.

Personal Life
Andy and his wife Jan have been married for 26 years, and reside in Franklin, Tenn. They have 3 children: Claire, Director of Operations for the Puckett’s family of restaurants, who is married to Tyler Crowell; Emily, a nurse in Texas, married to Aaron Barker; and Cliff, currently a student at Samford University.
SEMINAR:  
The Advantages of Natural Gas as a Transportation Fuel

Cynergy Fuels, an affiliated company of CDG Engineers & Associates, along with the City of Cullman Economic Development Agency and The Cullman Chamber of Commerce are pleased to present a free breakfast seminar entitled Natural gas can provide significant advantages over petroleum use for America’s transportation needs; namely a domestically abundant, cleaner burning fuel that can save fleets up to 40% in fuel costs. While the number is increasing, the U.S. only has approximately 140,000 natural gas vehicles (NGVs) compared to the worldwide total of 15.2 million. Unfortunately, our country spends approximately $1B dollars each day to purchase oil from many of the countries that are converting their own vehicles to run on natural gas, and a number of these countries are not friendly to the U.S. Other countries use their own energy sources, while we import oil from them instead of using our own natural gas to fuel our vehicles.

May 15
Cullman Civic Center
510 5th Street SW Cullman, AL 35055
7:30-9:00

This seminar will provide your company the necessary background on the following:

- Why natural gas as a transportation fuel?
- Basic understanding of available NGV options
- Compressed Natural Gas (CNG) infrastructure requirements
- Typical cost analyses on conversion to natural gas fuel
- Questions to consider in your evaluation of natural gas a fuel for your fleet

Cynergy Fuels exists to build, own, and operate natural gas filling stations in the southeastern U.S., and to help fleet owners in the area determine if CNG is the right fit for their fleets.

For more information, please visit our website at www.cynergyfuels.com. Also, please feel free to contact us with any questions at (256) 894-0098.

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The 2013 Beautification Awards, hosted by the Chamber’s Community Improvement committee and sponsored by Verizon Wireless, celebrates and recognizes those businesses in the Cullman area that help ensure the community is a more beautiful place to live and do business. Nominations are still being accepted and the Lunchon will be held on June 19. Individual tickets are available for $15.00 per person and a limited number of corporate tables (seating for eight) are available for $150. Register online at www.cullmanchamber.org or for additional information on the 2013 Beautification Awards program please contact Jackie Moore via e-mail at jmoore@cullmanchamber.org or call 256-255-0723.

Industry Tour held April 23: Cullman Area Career Center

Sponsored by:
Alabama Farm Credit

Free Public Event
Estate Planning Workshop

Thursday, June 13
6pm-8pm

Location:
The Chamber of Commerce
301 2nd Ave., SW
At the Intersection of HWY 31 and HWY 278

Keep up to date on current laws and inheritance taxes.

Guest Speakers
- Jeb Williamson - CPA
- Robert Page - Alabama Cooperative Extension System

Hosted By:
Alabama Cooperative Extension System
The Cullman Area Chamber of Commerce

RSVP: Jackie Moore - 256.255.0723 - jmoore@cullmanchamber.org