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# NEWS



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## School gardens Growing students' knowledge

**Ben Daniel**  
Staff Writer

H.G. Hill Middle School is using gardens to teach students that there is relevance to learning subjects such as math and science.

Six years ago, Dr. Elvis Cherry, seventh grade math and science teacher, decided it was time to teach his students using a different method. Through research he conducted in association with various institutions, Cherry was able to develop lessons in science and math that he could teach his students using a garden and the School Garden Curriculum.



**Each grade at H.G. Hill Middle School has a garden used for hands-on learning in math and science lessons.**  
- photo by Ben Daniel

"Students want to know that what they are learning has relevance, but teachers will only use new curriculum if it addresses Common Core

State Standards (CCSS)," Cherry said. "The Garden Curriculum improves student understanding of concepts, and it results in rising student interest

and rising standardized scores."

Cherry studied and taught professional devel-

**See Gardens on Page 2**

## Entrepreneurs recognized by *TheNews*

**Wanda Southerland**  
Editor in Chief

You quit your day job to become an entrepreneur; which puts you in a different kind of race, a different set of challenges and different ways of resolving them. And President Harry S. Truman's memorable words "the buck stops here" truly take on a different meaning.

Entrepreneurs are businessmen and women who take the financial risk of running a business.

One of the biggest challenges of starting and growing a business lies in the lack of financial resources. Money begets money. Unfortunately, for most small businesses and starting entrepreneurs, money is a major concern. Such was the case when a woman, who after successfully running a business for 35 years, wanted to retire. She couldn't find a buyer because any prospective candidate couldn't get financial backing. She reluctantly closed her doors.

Other challenges or problems that entrepreneurs face include the lack of adequate credit, high cost of materials, finding the best location, getting the word out that the business is open, market fluctuations and complex rules, regulations and procedures framed by the government.

Since 1997, *TheNews* has recognized that small businesses create jobs in America. Each year, articles about those men and women who take risk to realize their dreams of entrepreneurship are featured in *TheNews*. Regions Bank is co-sponsor of this special issue.

Beginning on page 21, read about these entrepreneurs, the challenges they faced, the rewards they experienced and the words of advice they offer to others aspiring to realize their dream of business ownership. These men and women weren't afraid to take a chance, knowing their greatest failure was to not try.

This year's entrepreneurs will be presented an award in November during a luncheon at The Palm, with *TheNews* and Regions Bank as sponsors.

## Help paying property tax bills is still available

**Jenny Upchurch**  
Staff Writer

Property tax bills arrived at Davidson County homes recently, including a 13 percent increase. That has fueled complaints, especially from older homeowners with low or fixed incomes.

Help in paying those bills is still available through a tax relief program administered by Metro Trustee, Charlie Cardwell.

There are two assistance programs for owners who are 65 and older, a tax credit and a tax freeze. Both of these programs are also available for disabled homeowners

A combined state and Metro Nashville tax credit is available for homeowners who are disabled or 65 and older and for disabled veterans.

Here are the 2012 amounts:

| Tax credits | USD     | GSD     |
|-------------|---------|---------|
| Owner       |         |         |
| 65/disabled | \$877   | \$758   |
| Veterans    | \$6,105 | \$5,292 |

and disabled veterans.

One is tax relief. It provides a credit to offset the tax bill and is available for anyone 65 or older with total income of \$26,830 or less.

"Tax relief is available," Cardwell said. "You could come in right now, and if they qualify, they'd get a credit for their 2012 bill."

There are 6,500 enrolled in the tax relief program. This year, the tax credit is \$877 in Davidson County's urban services district and \$756 in the general services district.

That's about \$300 more than in 2011. Mayor Karl Dean's budget, which included the tax increase, also included \$1 million more for the tax relief to offset the increase for older, low-income owners, Cardwell said.

**See Tax on Page 2**

### 4-DAY FORECAST

**Thu. 10/25** 83°F  
Rain 0% 58°F



**Fri. 10/26** 75°F  
Rain 20% 50°F



**Sat. 10/27** 59°F  
Rain: 30% 39°F



**Sun. 10/28** 57°F  
Rain 0% 37°F



**2012**

# NASHVILLE ENTREPRENEURS

While success has no guarantee, men and women have for years been willing to take risks in starting and running their own businesses. Each has experienced their own learning curve, worked hard, learned tenacity and succeeded. In this 14th annual Entrepreneurs special section, 36 entrepreneurs share their stories from a fifth generation family business that began 157 years ago in downtown Nashville, to a business that took flight out of two garages in Hermitage, to a couple who developed a love of Nashville and are just opening a second store here, to two women who are carrying on the name of a successful store in Green Hills that was established 33 years ago in Green Hills. Whether service or product, one successful business man has this to say: "A man's [or woman's] success in business today turns upon his power of getting people to believe he has something they want." – Gerland Stanley

**14<sup>th</sup> ANNUAL EDITION**

## Entrepreneurs

# Patrick Barrett Barrett Law Office



**Patrick Barrett**

Desiring the freedom of choosing the cases he represents led Patrick Barrett to establish his own law firm – Barrett Law Office, PLLC – in 2010, located at 2021 Richard Jones Road, Suite 300, Nashville.

“I wanted that independence,” Barrett stated. “This also allowed me to adjust my schedule to spend quality time with my son.”

**Owner**  
Patrick Barrett

**Year Opened**  
2010

**Type of Business**  
Law Office

Additionally, Barrett said, “Having my own firm allows me the freedom to develop my practice in the areas that I find most rewarding. While some lawyers in larger firms are constrained by firm policies that limit the types of cases they can pursue, I am able to help consumers in a wide variety of matters of my choosing.”

Barrett is licensed to practice in Tennessee, Mississippi and Texas. A 1990 graduate of the University of Mississippi with a Bachelor of Arts degree in English, Barrett received his Doctor of Jurisprudence from the University of Houston Law Center in 1993.

Barrett said that although he came from a family of attorneys, he was most inspired by

*“Often the people (my grandfather) represented could not afford to pay him anything, and on occasion he accepted homegrown tomatoes as an attorney’s fee,”*

*- Patrick Barrett*

his grandfather, who got his Tennessee law license in 1933. His framed license hangs on the wall in Barrett’s office.

“Often the people he represented could not afford to pay him anything, and on occasion he accepted homegrown tomatoes as an attorney’s fee,” Barrett said of his grandfather. “Through his example I learned how the practice of law allows us to help others when they need it the most.

“I represent consumers and small businesses in civil litigation matters,” Barrett said. “My cases range from personal injury and wrongful death litigation, to the representation of health care workers who expose fraud against the government.”

While assisting clients with these various cases is the main focus of the law office, managing the administrative side was

one of the challenges Barrett said he encountered when establishing the firm.

“The administrative aspects of running a law firm can take a lot of time,” he stated. “After we developed systems to more efficiently manage the day-to-day operations of the firm, I am able to devote more of my time to fighting for my clients.”

Barrett admitted that at times, the legal process seems to take too long, and the financial difficulties facing many of his clients can be enormous. “While the delay is regrettable, I feel fortunate to live in a country that allows ordinary citizens the same access to the judicial system that powerful businesses have,” he added.

As with any small business that faces challenges, the rewards often outweigh those challenges.

“The nature of my practice

allows me to develop personal connection with my clients as we proceed through what can be a long and winding road through the court system,” Barrett said. “Sharing a victory at the end of that road with people that I truly care about reminds me of why I became a lawyer in the first place.”

Individuals who have established their own business, understand the daily workings of an office or store, and have learned from the challenges, are often willing to share with others wanting to realize their dreams.

Barrett offers this advice: “Be patient. Success typically doesn’t happen overnight, but is more often the result of developing a long-term plan and then focusing each day on the steps that need to be taken to reach your goals.”

*Barrett Law Office, PLLC, 2021 Richard Jones Road, Suite 300, Nashville, TN. 37215. For information, call 615-463-4000*

# Troy Waugh The Rainmaker Companies



**Troy Waugh**

Founder Troy Waugh, along with shareholders Angie Grissom and Patrick Pruett, knows why accountants and firms should choose their company: it’s because they produce the best results.

In April 1991, Troy Waugh, π by trade, decided that he was more interested in consulting other CPAs and their firms on how to market themselves better rather than continuing as an accountant himself. His company’s official launch was

**Owners**  
Troy Waugh with shareholders Angie Grissom and Patrick Pruett

**Year Opened**  
1992

**Type of Business**  
Accountant Consulting

January 1, 1992.

His decision and vision of creating a business that could teach accountants communication has led to a three-in-one company that includes: The Rainmaker Alliances, The Rainmaker consulting group and The Rainmaker Training Group.

“When I practiced public accounting, many of the strategies and techniques were forbidden by the profession,” Waugh said. “I saw change coming and felt like that I could help some firms successfully grapple with the challenges of change.”

In 1992, Waugh created his business – Waugh and CO. By 1993, his consulting practice



**Angie Grissom**

began.

Waugh developed a successful curriculum for teaching accountants to grow that is now called “The Rainmaker Academy.”

He went on to turn a former network group into Enterprise Worldwide, “an international alliance of accounting firms.” Patrick Pruett became shareholder and the Executive Director and is the current President of The Rainmaker Alliances, which now includes



**Patrick Pruett**

around 250 accounting firms in seven associations, including Enterprise Worldwide.

With the addition of shareholder Angie Grissom, specialist in consulting clients, Waugh and CO became the largest accounting consultant company around and was recently renamed The Rainmaker Companies.

“People come up to me and tell me, ‘Your Rainmaker Academy has changed my life.

When I realized what my clients want and your firm showed me how to do it, I have been able to distinguish myself within my profession. Thank you,” Waugh said. “When we’ve helped an accountant make the transition from a bean counter to a business advisor or a number cruncher to a number communicator, it thrills my soul.”

As Chief Executive Officer, Troy Waugh, brings experience and passionate creativity to shape The Rainmaker Companies. An author of three books, Waugh has been named for 9 straight years “one of the 100 Most Influential People in the Accounting Profession” by *Accounting Today* magazine. He is a member of the National Speakers Association, The American Institute of CPAs and The Tennessee Society of CPAs.

*The Rainmaker Companies office is located at 624 Grassmere Park Dr Suite 15. For more information visit [www.therainmakercompanies.com](http://www.therainmakercompanies.com)*