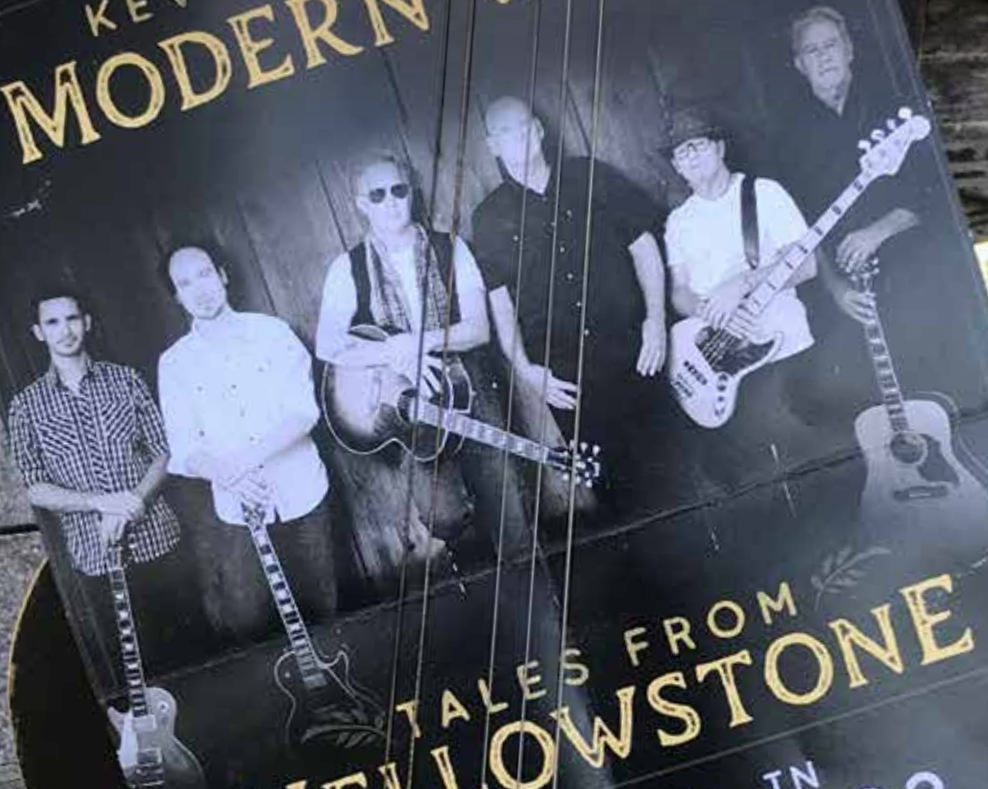


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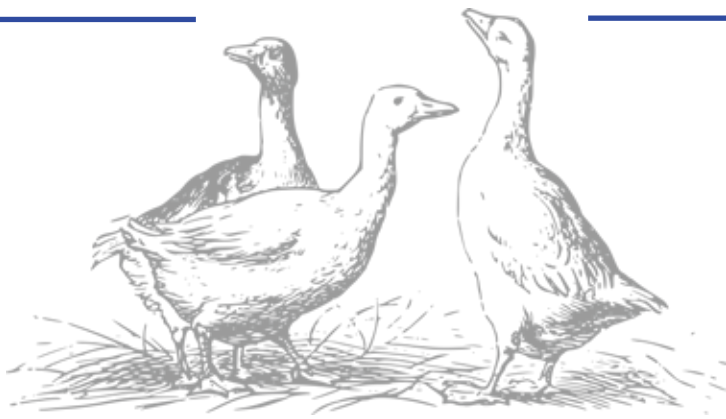
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## ON THE WORLD STAGE

Spring Hill's World Wide Stages makes the former Saturn headquarters an entertainer's dream.



## LOCAL FOCUS SERVICE DIRECTORY 22, 23

*Creative Director: Dennis Carroll*

**ON THE COVER:** The Homestead Festival, an event combining music and homesteading, hosted by Rory Feek will be held on his farm here in Maury County June 3-4. Photo by Robbie Mathis.

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# HOMESTEAD FESTIVAL COMBINES MUSIC AND LIVING A BETTER LIFE

## RORY FEEK TO SHARE HIS PASSIONS

### PAM WINDSOR

When Rory Feek hosts The Homestead Festival on his 100-acre farm outside Columbia next month, he'll share two of his greatest passions: music and a more self-sufficient way of life. The GRAMMY-winning singer, songwriter, and author held an annual music festival years ago with his late wife, Joey Feek, but this festival has a unique focus. The festival takes place June 3-4 at 4765 Hardison Mill Road, Columbia.

"My wife and I used to have a music festival at our farm years ago," he explains. "But 2013 was the last year. And I've never really wanted to do that again, but I like the idea of doing something

that involves much more than just music.

Feek and his family have been homesteading for a while, first with his wife, then, in recent years, on a bigger scale with extended family.

"It's been such a blessing for us to learn how to be more self-sustaining and spend more time with our hands in the soil and growing our own food, and being a bigger part of the community," he says. "So, when we started doing some of these homesteading events on a smaller scale, we thought wouldn't it be special to combine music and homesteading."

The festival is designed to help people, many just getting

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#### < FROM PAGE 8

started, no matter where they live - the city, the suburbs, or the country. They'll be able to learn about food preservation, raising chickens, making soap, natural medicine, homeschooling, and even home births.

There will be a wide range of guest speakers, all experts in their fields. They'll share their knowledge and expertise on many different subjects during classes and lectures on Friday and Saturday.

"Some of them I know pretty well," says Feek. "I know Joel Salatin, Justin Rhodes, and a number of the speakers who are coming and teaching. I don't know Temple Grandin, and I'm super excited she's coming. Then, there are others from around the coun-

try I've followed a bit and am a big admirer of what they're doing and how they're living."

In the evenings, festivalgoers will enjoy live music from performers including Kevin Costner and his Modern West Band, The Isaacs, Jimmy Fortune, and others.

While many might be more familiar with Costner for his many movies and cable TV show, "Yellowstone," the two-time Academy Award-winning actor is also a singer/songwriter who has been with his band for 16 years. They're in the midst of their Tales from Yellowstone tour, and Feek says everyone's excited they're stopping in Columbia.

"We're big fans of Kevin Costner and all the movies he's made

**PAGE 12 >**





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and the things he's done," Feek says. "And we just thought there's probably a lot of the audience looking to kind of get back to the land and simplify their lives who are probably big "Yellowstone," and Kevin Costner fans. We just thought it would be a great way to bring an icon here. Somebody who everyone looks up to, and a lot of people will get to discover his music for the first time, too."

The Homestead Festival comes as a growing number of Americans are seeking out ways to become more self-sufficient.

"There's an incredible movement; part of it might be COVID and the pandemic. There are food shortages, and then people just been home for long, long periods of time," Feek says. "It's caused some of them to rethink where their food comes from and how they play a part in it. And others who've been home have started wondering

what they can do there."

He adds that many who have started small with a few plants or a few baby chicks have realized how fulfilling it can be.

In addition to the classes, lectures, and live music, there'll be a Homestead Marketplace featuring more than 100 vendors, gardening experts, flower farms, artisans, woodworkers, blacksmiths, and more.

Feek says he's looking forward to bringing so many people together for this one-of-a-kind event.

"We have 100 acres here and a really great spot in the back field for everything. So, we're really excited about creating a place where people can come and learn, make some great memories, and hear some incredible music and stories."

*To learn more or buy tickets visit: [www.thehomesteadfestival.com](http://www.thehomesteadfestival.com)*





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Spring Hill Shop Chairman Danny Taylor and Local 1853 President Cathy Busbee championed this remarkable joint fundraiser with Spring Hill Manufacturing to accomplish this successful global outreach fundraiser. Along with the members of Local 1853, they helped several struggling and impoverished communities to have a safe, clean, and healthy water source.

“Our global outreach joint venture has truly raised the bar, and no other UAW/GM facility has done something of this magnitude

jointly,” said Brian Brian Costantino, UAW Communications Resource for General Motors.

The volunteers not only supplied access to safe water they also held training sessions focusing on improving hygiene, health, and sanitation habits in all the communities. They also provided a dedicated session on COVID-19 symptoms, transmission routes, and prevention best practices.

To learn more visit this video link: <https://www.youtube.com/watch?v=9Sq4XZCtAJQ>



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### JASON ZASKY

Rich Cosner has been in the real estate business for more than four decades, with most of that experience coming in California. But after regular visits to Nashville over the past ten years, he decided to move to Middle Tennessee, first buying a ranch in Pulaski and then purchasing a local Coldwell Banker office early last year. Fast-forward to today, and Coldwell Banker Southern Realty has an office in Columbia—on the Spring Hill border—as well as another branch on Weakley Creek Rd. in Lawrenceburg.

At Coldwell Banker Southern Realty, Cosner's agents work with both buyers and sellers, including homeowners who are looking to move up, move away, or maybe even move down. "That's somebody where we have a lot of resources and can really help them," begins Cosner. "We also work with buyers of homes in all price ranges, but Coldwell Banker, our brand, is especially strong

in the million-dollar-plus market," he adds.

How Coldwell Banker Southern Realty is Different  
As for the advantages that Cosner & Co. can provide sellers, it's worth noting that Coldwell Banker has a worldwide network—and that his local offices have particularly strong outreach in California.

"We are able to bring California buyers to our Middle Tennessee properties, and in many cases, those people are paying cash. They see tremendous value here compared to where they are leaving. We can bring buyers to them in a much more efficient way than any of our local competitors," he explains.

Cosner also recommends that sellers talk to his agents, "because we have a pricing strategy far different than many other firms," he begins. "Traditionally, you would sit down with an

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#### < FROM PAGE 16

agent, and they would bring you the comparable sales and what is on the market as a guide to how to price your home. We have found that is yesterday's news, if you will, because, by the time a house is sold and becomes a comparable sale, probably four or five months have gone by. Our strategy is to price ahead of the market. That way, we are able to get our homeowners a lot more money for their home."

#### Cosner is Looking to Hire Agents

Being relatively new on the scene, Cosner is also actively looking to add agents, both experienced and those who are new to the business.

"We are hiring experienced people from other firms in the area," he says, "with an eye towards people who are well-connected in the community and have a good database of past clients."

Cosner also has a training program that helps brand-new people get their licenses and begin a career. It provides them with everything from "technical" training—everything new licensees need to know to complete a real estate transaction—to the "sales" side of the business, as in how to attract both homeowners and buyers and begin working with them.

But what has made Cosner and his offices exceptionally successful over the years is that he works one-on-one with all the sales professionals on his team, helping them eliminate potential roadblocks to success by focusing on a few key areas. Namely: database setup and execution; more effective time management; and doing more effective marketing.

A Challenging Market for Buyers, But One Positive

As for the biggest issue he sees in the Nashville market from a buyer's perspective, well, that would be affordability.

"There's just not enough houses, which creates a supply problem that drives the prices upward," begins Cosner, with sellers in Spring Hill and Columbia among the biggest beneficiaries. "Prices are rising dramatically in these markets, but the prices are still less than Davidson and Williamson counties."

Yet buyers do have one thing going for them—and it's a big one.

"Right now, buyers have the advantage of some of the lowest interest rates of the past 50 years," says Cosner, "and as inflation gets more into our economy in the next few years, people that buy now and get a 2.5 or three percent interest rate—that's going to look like the bargain of the century in a few years when inflation could easily push interest rates into the four, five or six percent range. Buyers who get their 30-year loan now—their payment won't change, no matter what goes on in the real estate market."

Through it all, Cosner & Co. will be here to help, already able to fully appreciate why so many people want to live in Middle Tennessee.

"As much as I loved California, there is the change of seasons here, and the people are friendly, and it's a magnificent place to live," he concludes. "More and more people are finding that out all the time."

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## **PAM WINDSOR**

Look for Spring Hill to become a significant destination for some of the biggest names in music and entertainment as Worldwide Stages celebrates its official opening this month.

Renovating the former Saturn headquarters, Worldwide Stages is a massive complex offering soundstages and production facilities and the kinds of amenities needed to house and accommodate music acts requiring space to rehearse for upcoming tours. They can also accommodate film crews working on major feature films.

CEO Kelly Frey describes it as the premier production campus for the World's entertainment industry.

"What we want to do is make it easy for folks to come in and be creative so they can concentrate on what they do best and let us take care of the logistics."

Those logistics, and some concierge-type amenities, include soundstages built with high ceilings (to accommodate rigging),

a commercial kitchen to feed hundreds of crew members, ample parking space, and tight security with the site surrounded on three sides by a four-lane highway with interstate fencing.

The space available is huge. "It's hard to imagine the scale," Frey explains, "unless you're on site. We've got 320,000 square feet of space that's already built out. And that's on 38 acres. And we're looking to buy another 22 acres and bring on another 150,000 feet of sound stages and ancillary production space. By the time we're finished, we're going to be on 60 acres and have about a half a million square feet of production facility that will exceed places like Century City in LA."

It's perfect, he says, perfect for acts needing to prepare for a tour.

"If you take, for example, a Carrie Underwood preparing for a tour, she may travel with two dozen tractor-trailer rigs, and half a dozen VIP buses, and all of those things have to get coordinated. It

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Photography by Michael Tedesco

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takes an entourage, an army. You've got a whole host of engineering that goes into crafting and building the stage. Then, you have to actually rehearse taking down the stage, loading it on a truck, then setting it back up again, because you have a very limited time to do that."

Worldwide Stages can accommodate all aspects of tour rehearsals, from the performance itself, to all of the behind-the-scenes practicing and planning.

"There are a lot of abandoned warehouses and old steel mills and ice hockey rinks that people have used in the past," Frey says, "and basically you get what you pay for, some of those facilities don't even have heating and air conditioning."

Even before the official opening, a couple of groups used Worldwide Stages to rehearse. One was a well-known band preparing for a show at Bridgestone Arena, the other a very famous act, ready to head out on tour. (Names have been withheld to protect their privacy.)

"A few months ago, some of our spaces were ready, and some

weren't," says Priscilla Wise, Frey's Chief of Staff, "but we were able to create an area which included artist suites, a hair and makeup room, choreography rooms, production rooms, a private eating area, and a 21,000 square foot stage. They came in for about nine days, then went out on the road."

Enhanced facilities are also ready and waiting for film crews. A walk-through shows a beautifully enhanced hotel lobby setting, a library, and even a speakeasy, should someone need one. It helps that everyone at Worldwide Stages has an entertainment background. Frey has produced a number of feature films, Wise is a screenwriter, the set designers worked on the TV show "Nashville," and other staff members were previously employed by the Tennessee Performing Arts Center (TPAC).

"We look at everything here because we are visual and come from the entertainment industry, as a matter of staging," Frey says. "How would you stage a speakeasy, if you were going to do a 'Godfather IV'? That's the way it would look. The big difference between set designers and interior designers is set designers are





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“  
**NASHVILLE HAS BEEN KNOWN AS MUSIC CITY  
USA,” FREY SAYS, “AND NOW WE’RE GOING TO  
MAKE IT MOVIE CITY USA, AS WELL.**  
”

Photography by Michael Tedesco

**< FROM PAGE 24**

always thinking in three-dimension. If you look at a movie screen and you see color in the background, you’ll see complementary colors in the foreground, and they always have depth of field in conjunction with everything.”

In addition to physical film sets, Frey says Worldwide Stages is looking to accommodate the film industry on another level by offering the largest “virtual” production facility in North America.

“If you’re familiar with the science fiction series “The Mandalorian,” that was all shot with virtual production, obviously, because it’s shot in the future. You’ve got these huge LED screens which are used to create an environment against which you can shoot scenes that would be completely impossible if you had to do them in reality. So, we’ll be bringing in some of the largest LED “volumes” so filmmakers can come in and basically create whatever background they need for their specific shots from around the World.”

Creating what has become Worldwide Stages together has been exciting for those involved, with so many elements seeming

to fall in place perfectly, including purchasing the old Saturn headquarters.

“And we’ve preserved a lot of the artifacts we found in the building,” Frey says. “For example, they had a recording studio with the old red lights that come on when you’re recording. And we saved all of that.”

They’re taking some of that history and combining it with the new.

“We’re mirroring that with next-generation technology being used by Elon Musk in conjunction with Tesla, and Jeff Bezos in conjunction with his space company, Blue Origin,” Frey says, “to create these new entertainment facilities that have superior acoustical properties.”

And now, Worldwide Stages is open and ready for business, set to put this part of the state on the map in a new and different way.

“Nashville has been known as Music City USA,” Frey says, “and now we’re going to make it Movie City USA, as well.”

*For more information go to [Worldwidestages.com](http://Worldwidestages.com)*



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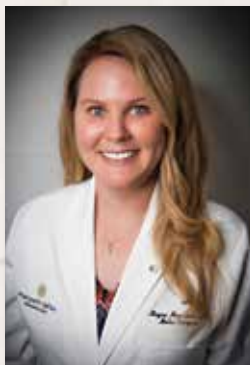
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