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## PIZZA WITH A SOUL

Berry Farm's Soulshine Pizza provides delicious food without breaking the bank.



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## ON THE WORLD STAGE

Spring Hill's World Wide Stages makes the former Saturn Headquarters an Entertainer's Dream.



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## REAL ESTATE UPDATE

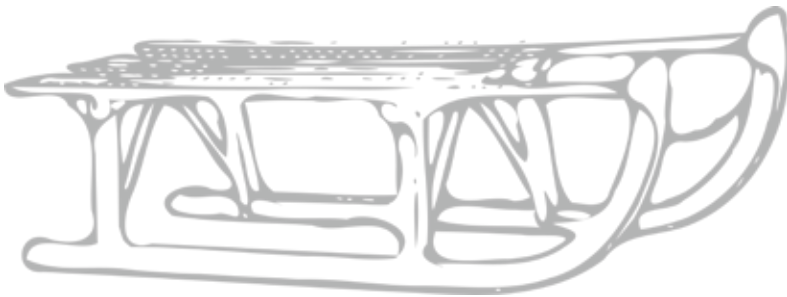
Coldwell Banker Real Estate is tackling Middle Tennessee real estate head on.



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## COMMUNITY CALENDAR

It's still cold outside but there is plenty to do!



## LOCAL FOCUS SERVICE DIRECTORY 22, 23 RECIPE 30

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Photography by Michael Tedesco

# PIZZA THAT WARMS THE SOUL

## AMAZING FOOD AND SERVICE

**BY PAM WINDSOR**

He has owned and operated Soulshine Pizza in Berry Farms for a little more than a year now, and Steve Brannon says the restaurant is everything he hoped it would be. It has a warm, family-oriented atmosphere and employees who enjoy serving their customers. And the food is a huge draw which includes pizzas with unique names like The Alfredo, The Carnivore, The Tomato & Basil, The Boss Hawg, and The Kitchen Sink. “It’s not your run-of-the-mill pizza place,” Brannon says, “not that there’s anything wrong with other pizza places. This, though, is more of what they call ‘artisan pizza.’”

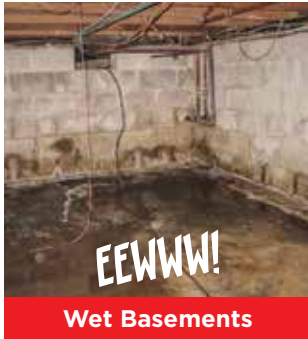
Artisan pizza basically means it’s all handmade with fresh ingredients. And that’s true for not only the pizzas, but the many other items on Soulshine’s broad menu like the oven-roasted sandwiches, calzones, spaghetti and meatballs, tamales, salads, and more.

“We make our own dough, we cut our own vegetables, we slice our own meats,” he explains. “Almost everything is pretty much done in-house.”

It is interesting to note that some items on the menu have a bit of a Mississippi delta influence. Soulshine originated in Mississipp-

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**WE FIX THIS**



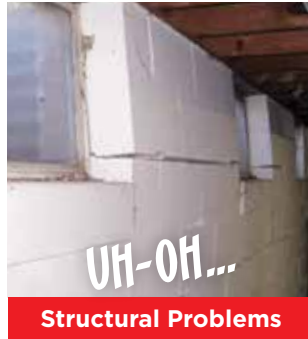
**Wet Basements**

**...AND THIS**



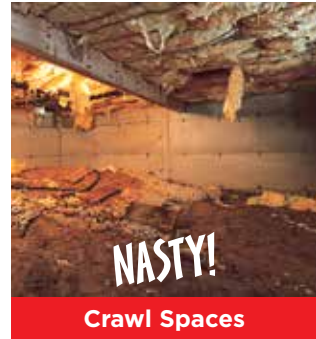
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Photography by Michael Tedesco

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pi, so the menu offers a few entrees you won't find in other local restaurants. Brannon says while a couple of things might sound a little surprising at first, once people try them, they are usually big fans.

"We have a crawfish soup that's very popular," he says. "I mean, it's phenomenal! It is almost like a clam chowder, except it has crawfish. And we have tamales, but they are delta tamales which are a little different than a Mexican tamale. I can't really describe it to you, you'll have to try one, but they're really, really good."

One of the pizzas even caught him a little off guard at first. It's called the Mississippian.

"It's got roasted chicken, barbecue sauce, cheese, and other toppings. Now, growing up in Tennessee, barbecue chicken pizza is something I never would have thought of, but it turns out it's one of our most popular pizzas."

Brannon worked in or managed a number of different Nashville-area restaurants before buying Soulshine. He says his interest in food, and how it brings people together, came naturally.

"My parents had people coming to our house for supper almost every week. It was the way they gave of themselves to others.

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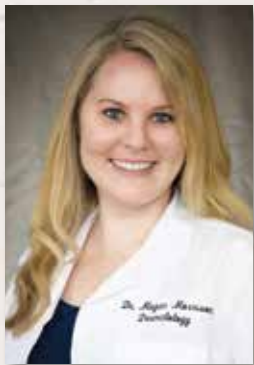
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**“WE HAVE TAMALES, BUT THEY ARE DELTA TAMALES WHICH ARE A LITTLE DIFFERENT THAN A MEXICAN TAMALES.”**

”

Photography by Michael Tedesco

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Everybody always looked forward to going to the Brannon's for supper.”

Brannon says that what always made it so special was the joy his parents took in serving others. As a result, customer service is a natural priority at Soulshine.

“I'm very fortunate to have good managers, and we get a lot of compliments on our servers from people who say how friendly they were and how well they took care of them.”

He also enjoys visiting tables, talking to guests, and often helping kids – who've done some coloring on the Soulshine pizza hand-

outs they receive when they arrive. Soulshine displays the drawings on the walls around the restaurant. Kids are always excited to see if they're still there the next time their families visit.

Brannon wants everyone who comes into Soulshine to enjoy the food and feel good about the entire experience.

“My goal for people when they come to Soulshine is to make them feel at home. I want them to feel like they went to a friend's house and enjoyed a great meal.”

Soulshine Pizza is located in the Berry Farms Town Center and is open seven days a week from 11 am to 9 pm. *(They stay open a little later in the summer.) For more, call (615) 379-7767, or see their ad on page 13.*



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# THE TRANSFORMATION FROM SATURN HEADQUARTERS TO A STATE-OF-THE-ART ENTERTAINMENT FACILITY

## 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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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

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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.”



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Photography by Robbie Mathis

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## LOCAL BROKERAGE EXPANDING IN MARKET

### 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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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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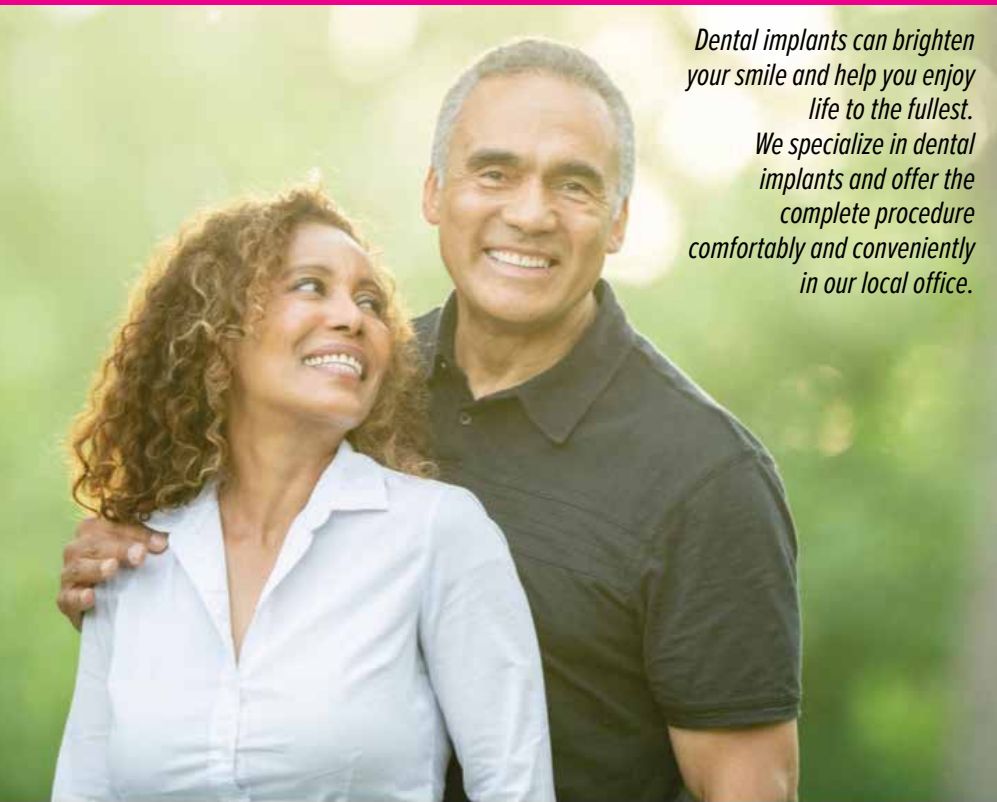
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# COMMUNITY CALENDAR

Saturday, February 12, 6 PM – 10 PM

## **The Shine Gala presented by John Maher Builders**

The Factory in Franklin, 230 Franklin Road.

An elegant evening of dinner and dancing plus a silent auction to support The Well Outreach operating budget. This formal attire event is on Valentine's weekend and will be a beautiful and celebratory time together. Tickets are available by the seat or table and can be purchased here: <https://www.itickets.com/events/460092> The event will be held at The Factory in Franklin, 230 Franklin Road.



Feb 26; 4pm & 7:30 pm

## **Herman's Hermits Starring Peter Noone**

The Franklin Theatre

Peter Noone is a multi-talented entertainer, who has been delighting audiences nearly all his life. At fifteen, Peter achieved international fame as "Herman," lead singer of the legendary pop band Herman's Hermits.

Accompanied by his band, Herman's Hermits, Noone currently performs over 200 concerts a year.

These concerts have been rescheduled for February 26, 2022. All previously purchased tickets have been automatically transferred to the new dates.

April 23 - 24

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# Great RECIPES

## A WINNING RECIPE TO FEED GAME DAY FANS

One of the easiest ways to take your menu from benchwarmer to superstar status is to add foods from one of the country's top authentic Mexican food brands, Cacique, to your playbook. For example, flavor-packed, heaping Cheesy Chorizo Nachos can score a touchdown at your gathering, even among the pickiest of fans. When the game is on the line, call on this dish to keep your team satisfied from kickoff to the final whistle.

Made with crumbly, creamy, pleasantly milky queso fresco; authentic real cheese queso dip that's ready in minutes; robust, spicy pork chorizo; fresh-tasting Crema Mexicana; and small-batch homestyle salsa, this shareable dish can feed a houseful of hungry fans. Ready in less than an hour, it's a perfect solution for pregame baking so it's ready just before the coin toss.

### CHEESY CHORIZO NACHOS

#### INGREDIENTS

1 PACKAGE CACIQUE PORK CHORIZO  
1 PACKAGE CACIQUE QUESO BLANCO QUESO DIP  
1 CAN (15 OUNCES) REFRIED BEANS  
2 TABLESPOONS WATER, PLUS ADDITIONAL, IF NECESSARY  
1 BAG (12 OUNCES) TORTILLA CHIPS  
1 PACKAGE CACIQUE RANCHERO QUESO FRESCO  
1/2 CUP CACIQUE CREMA MEXICANA  
1 LARGE JALAPENO, SLICED THIN  
2 RADISHES, SLICED THIN  
FRESH CILANTRO LEAVES, FOR GARNISH  
GUACAMOLE, FOR SERVING  
CACIQUE MILD HOMESTYLE SALSA, FOR SERVING

In large nonstick skillet or well-seasoned cast-iron pan over medium-low heat, cook pork chorizo, using spoon to break it up. Stir regularly until completely warmed through and deep brown, scraping crispy bits from bottom of pan.

Microwave queso dip 2-3 minutes until heated through.

In medium bowl, thin refried beans with water. Beans should be thick but nearly pourable; add additional water 1 tablespoon at a time, if necessary.

Heat oven to 350 F.

To assemble nachos, add half the tortilla chips to 13-by-9-



#15890 Source: Cacique

inch rectangular baking dish. Use spoon to drizzle half the queso dip and half the refried beans evenly over chips, distributing as evenly as possible. Sprinkle with half the crumbled queso fresco. Repeat with remaining chips, queso dip, beans and crumbled queso fresco. Bake 5-8 minutes until crumbled queso fresco softens and queso dip is creamy.

Remove from oven then drizzle with crema Mexicana and scatter pork chorizo over top. Garnish with sliced jalapeños, radishes and fresh cilantro. Serve with guacamole and salsa.

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