

Edley's Bar-B-Que finds mouth-watering success

Like the smell of BBQ billowing from a cooker, it hasn't taken long for Edley's Bar-B-Que to grab attention.

Warren County native Will Newman opened his first Edley's restaurant in Nashville in late 2011. He's been greeted with such a positive response, Will now owns five Edley's in Tennessee and Kentucky and he's working to open the first Edley's franchise in Jacksonville, Fla., later this



year.

For a guy who just turned 40, Will is an amazing success story. He's another shining example of a Warren County product who is rep-

resenting our community well in the landscape of America.

"To open a new restaurant, you have to have a short memory," said Will. "You can't remember how hard it was to open the last one."

It was a much more suppressed economic climate when Will opened Edley's on 12th Avenue South in Nashville just before Thanksgiving of 2011. We were still crawling out of The Great Recession and new restaurants weren't common.

"The fact my new restaurant was newsworthy and there were stories written about it tells you something," said Will. "Now there are restaurants opening all the time in Nashville and no one blinks an eye."

There are three Edley's in the Nashville area, one in Chattanooga, and one in Lexington, Ky. All of the restaurants have patios which add to the festive atmosphere.

Will has also opened a Mexican-style restaurant named Poncho and Lefty's Cantina, which is located right across from Bridgestone Arena in downtown Nashville. The restaurant has two floors with a rooftop bar and does a huge busi-



Pictured is the Edley's Bar-B-Que on 12th Avenue South in Nashville. Owner Will Newman is now offering franchise opportunities for the popular restaurant with the first franchise expected to open later this year in Jacksonville, Fla.



Warren County native Will Newman has found success in the restaurant business with Edley's Bar-B-Que, which now has five locations. He is the son of Robert and Marsha Newman.

ness during Predator games and events at the arena.

Will said the property owner had been talking to him for years about putting an Edley's there, but the layout wasn't conducive to that type of restaurant. Built in 1810, he said it's one of the oldest buildings in Nashville and has worked well for Poncho and Lefty's.

But wait ... there's more. In addition to the restaurants mentioned above,

Will also owns two stores called The Filling Station where people can visit to get craft beer on tap or fill their growlers to take home. There's also a wide selection of bottled and canned beers at The Filling Station.

Collectively, Will says he has about 300 employees at eight stores which are open seven days a week. When asked how he deals with the stress of the hectic restaurant business, Will said, "You come to appreciate the fact chaos rules and you develop systems and procedures to deal with that."

Will credits basic business principles he learned while owning two home-made ice cream franchises shortly after graduating from the University of Tennessee as teaching him the ropes and contributing to his current success. After selling those two stores, he went to law school in Alabama.

"After two years of law school, I was pretty darn sure I didn't want to be an attorney," said Will, whose father Robert is a local attorney.

Continued on 5C

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AT&T drops call

NEW YORK (AP) — The chief lobbyist for AT&T is leaving the company after overseeing a \$50,000-per-month contract for President Donald Trump's attorney Michael Cohen to serve as a political consultant.

In a memo to employees, AT&T's CEO Randall Stephenson said that the company made a "big mistake" in hiring Cohen as a political consultant. While everything the company did was legal, Stephenson said that the association with Cohen was "a serious misjudgment."

WASHINGTON (AP) — President Donald Trump is telling leaders of the world's top automakers that he wants to see more cars built in the United States as his administration weighs plans to reduce gas mileage standards and pollution requirements from the Obama era.

Trump says they will discuss the manufacturing of "millions of more cars" in the United States. It comes as his administration is renegotiating the North American Free Trade Agreement, which is closely watched by the industry.

NEW YORK (AP) — Starbucks has told employees to let anyone use the restroom, even if they haven't bought anything, as it reviews its policies and tries to restore its reputation after the arrest of two black men at a coffee shop in Philadelphia. The coffee chain said it wants all customers coming in "to feel welcome" and it's conducting a three-month review of its guidelines. That follows comments from Starbucks Chairman Howard Schultz said he didn't want people to feel "less than" if they were refused access.

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