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# BUSINESS LEADER

MORGAN COUNTY

August 2010

5:00 am to 2:00 p

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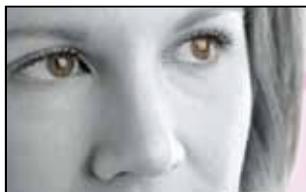


# The Legacy Continues

*Biff's Pioneer House:  
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From left, Katrina Jennings, Kerry Hornaday, and Alice Hornaday.

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# Abstract thought...

The best thing I learned at I.U. was a simple definition that I have carried throughout my life. Insanity is the inability to distinguish fantasy from reality. As I moved away from philosophy to engineering, that principle became solidly embedded. Engineers work within known information, day-dream beyond what has been done, then apply knowledge to build those daydreams if possible. Social "scientists" daydream, and try to build systems based on "wouldn't it be nice if we would...", with no reliable knowledge of the dynamics to be applied. Neither engineer nor philosopher will succeed if they are insane. Sanity does not guarantee success, but insanity guarantees spectacular failure.

Mathematics is a precise science, Abstract mathematics (1+1=2) that is. Applied mathematics has a way of not being precise; sometimes 1+1 does not equal 2 in the real world. At the deepest level, sometimes we do not know all the dynamics involved in a situation. There are even times when we cannot know all the dynamics; thus our logic and intuition fail us. Where is this essay leading you ask?

Let us step up to economics, an advanced branch of math. I think the weatherman has a higher accuracy than an economist, don't you? Economists are basically trying to predict the behavior of a group with a high percentage of insanity, the stock market, for example. That's an example of not being able to know the dynamics.

Now on to political "science"<sup>1</sup>. Nancy Pelosi (third in line to assume the Presidency) recently espoused that unemployment checks create jobs. That firmly falls into the "wouldn't it be nice if..." category, that realm of fantasy. Her logic, picked up by most of her party, fails in the light of reality. It is based on the feel good wish that government can solve all problems with good intentions. Insanity! Simply, government is a consumer of wealth, not a producer. Annually I am asked to support an idea for a new invention that falls into the realm of perpetual motion machines. Sometimes it takes critical study to figure out the mistake. But it always involves incomplete knowledge of physics by the would-be inventor, and their failure to test for sanity. You cannot take energy out of a system if there is none available.

There is no basis to quote Thomas Jefferson as saying, "A government big enough to supply you with everything you need, is a government big enough to take away everything that you have...". Sounds good, Gerald Ford did say it<sup>2</sup>, and Jefferson did say something similar, but reality rears its head, Jefferson did not say that.

So, now the big sanity test. This nation, indivisible, under God, is divided. It is painful in the extreme, but it is reality. Some portion of our



Dave Stafford

population believes that individual liberty and personal responsibility are the foundation of this country. Another portion believes the government can provide for any short coming. This results in elections where a majority may very well be insane. Personally, I believe the totality to be insane. I have no doubt that we are governed by insane principals, if not principles. That is not how I wish it to be, but it is reality. It is irrational to believe that this country can survive as is. There is no historical reason to believe that a change in ruling parties will make changes sufficient for survival. Politicians en masse depend on getting votes from an insane population. A constitution, well written<sup>3</sup>, that is iron clad in defining the scope of government, written to limit the government to providing only that which must be done on a national level. Regulating interstate commerce<sup>4</sup>, providing for national defense, insuring equality of treatment under law to all individuals, born and unborn, and guaranteeing individual freedom limited only by preventing harm to others are enough. Vague references to "provide for the common welfare" must be shunned, for they invite abuse for the sake of buying votes. How about, "no law shall benefit one individual or group without providing the same equal benefit to all."? There! Now I am engaging in wishful thinking. None-the-less, it is time to dissolve this country and start

## Now it's time for rational change.

anew, this time with experience.

How then are we to guarantee sanity? Horror of horrors to graduating students, we must test ourselves, study the answers for accuracy, and rule out alternative answers, for the rest of our lives. What we learn in school is, at best, how to learn and how to test our answers. Self examination is the rational behavior.

<sup>1</sup> Look up oxymoron, it has a picture of a political scientist next to it.

<sup>2</sup> in an address to a joint session of Congress on August 12, 1974.

<sup>3</sup> I know a good one as a starting point.

<sup>4</sup> NOT intra-state commerce, schools, local governments, etc.

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### Phone number and website correction

In the July issue, the phone number and website printed for Financial Adviser Jim Harris were not correct. The correct information is: Phone number: 317-685-4603. Website: [www.primerica.com/ljwharrisjr](http://www.primerica.com/ljwharrisjr) The e-mail as listed is correct We apologize to Mr. Harris and to our readers for the errors and for any confusion this may have caused.



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# Earnings and productivity

This is earnings season for the S&P 500 companies. While it is still early in the season today's headlines read: "Halliburton earnings up 83%," "Hasbro profit tops street," "Alcoa starts earnings season by beating street expectations," "CSX profit jumps".

The U.S. Department of Economic Analysis (BEA) reports that the GNP (gross national product) is \$14,592 billion, on a seasonally adjusted annual rate. The GNP for 2008 was \$14,441. Yes, we are producing more goods and services than at the last peak in 2008. The BEA also reports personal disposable income at \$11,103 billion in 2010 (seasonally adjusted at an annual rate) vs. \$10,806 in 2008. We are earning more money as well. Keep in mind that in May 2008 the S&P average topped 1,400. Today it is 1,066 per Standard & Poor.

The Institute for Supply Management reports that the Purchasing Managers Index was 56.2% in June. That is down from 59.7% in May. According to their web-site the economy is "growing slower". But our friend Brian Wesbury, Chief Economist for First Trust Advisors, is estimating annualized second quarter GDP



Tim Corman

growth at 3.5%. Brian points out this is slightly ahead of the 50 year average growth rate of the US economy.

Where are the jobs you ask? The largest sectors of unemployed are teenagers and those people with less than a high school diploma, according to the Bureau of Labor Statistics (BLS). These are the folks who would normally earn, or start at, minimum wage. In July of 2009, our legislators in their infinite wisdom raised the minimum wage. I know from firsthand experience it is better, faster and cheaper to pay an existing, trained employee time and

a half, than it is to bring in a new employee at an inflated starting wage. It should also be noted that the unemployment rate moved down in June to 9.5% according to the BLS.

There is another interesting statistic we've found. Ernst & Young's transaction advisory service estimates that the Fortune 1000, the 1000 largest companies by revenue, is sitting on \$1, 8 trillion dollars. This helps to prove the point that there is a fair amount of uncertainty regarding the political situation in Washington DC. Businesses large and small seem hesitant to make any really big moves until the picture becomes clearer. Let us hope as it becomes apparent there will be a significant change in Washington come 2011, the markets will gain some confidence.

Tim Corman is an independent LPL Financial Advisor and LPL Registered Principal. He can be reached at Corman Total Investment Management (CTIM) 2680 E. Main St. Suite 233 Plainfield IN. 46168 317-837-Securities are offered through LPL Financial Member FINRA/SIPC

## Top 3 reasons business owners don't have an asset inventory

The topic of personal property inventories for businesses comes up more often as time goes by. This is due to the increased awareness of the need for this information, as well as being part of a disaster recovery plan, which also is becoming more common among small business owners.

Statistics vary, but range from less than 5% to just shy of 50% of the American public that has some version of an inventory. Insurance agents I interviewed believe it's closer to the 5%, based on their policyholders. Most agents stated that they encourage their customers to record their contents, but they know that very few actually complete the task.

We conducted a survey among our readers and the results showed that 9% have an inventory. Interestingly, 95% of the respondents admitted that they would not be able to recover properly without one! So, what causes the high number of people who know they should have one, actually fail to do so?

### LACK OF TIME

This is by far the main reason given. Family, work and busy lifestyles are some of the priorities over documenting their assets. Business owners wear so many hats, most just can't see adding one more (which is why we provide a personal property inventory service).



Cindy Hartman

### DON'T BELIEVE IT'LL HAPPEN TO THEM

Some (20%) believe "it" will never happen to them. Even if you think you're exempt from a natural disaster, fire or theft, think of an inventory as an investment in peace of mind. Remember, an ounce of prevention is worth a pound of cure.

### THINK THEY CAN REMEMBER AND PROVE EVERYTHING THEY OWN

Take a moment now and try to list everything your company owns. How many power tools do you have? Who is the manufacturer? What is the serial number? OK, I'll make it easier for you - how many desks, tables, chairs, and file cabinets do you have? What did you pay for each? If you have a break room or kitchen, what appliances are in the cupboards? List the manufacturer, model number, and what you paid for them. Oh! What about TVs, the phones, projectors? Though 14% who do not have an inven-

tory believe they can remember, 100% of victims interviewed state otherwise.

Many also stated that they know if they did create one, they wouldn't remember to keep it up to date. Their reasoning is, then why bother documenting everything in the first place? Insurance companies suggest an annual update to ensure your documents are current.

Time is the main factor for not having a personal property inventory of the assets owned by a business. Professionals can complete the task efficiently and some will maintain the updates for you as well. The cost (of your time if you do it yourself or the small fee if you hire a 3rd party service provider) is minimal compared to the loss you'll likely face.

The bottom line is, if you can't remember what you owned before the disaster, you won't get reimbursed for it. You will be required to create a list of each item you want the insurance company to replace, and often you'll be asked to provide proof. A thoroughly documented inventory is worth the time and effort now to help you recover later.

Cindy Hartman is President of Hartman Inventory LLC, a woman-owned business that provides business and home inventory services. <http://www.HartmanInventory.com>

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## Top Tips from tiptopics.com

### Using 'connectivity' to turn contacts into customers

Presented by Bob Chenoweth

You've been to networking events and Chamber lunches, to business meetings and seminars and workshops. You've gathered business cards and left these events feeling jazzed about turning some of these contacts into customers. Maybe you've also engaged in online networking, amassing hundreds of friends and followers. Now what? How can you turn these tenuous connections into customer relationships? One word:

#### Connectivity.

Connectivity? Okay, you caught me; it's not really a word, but rather a hybrid term I've taken the liberty of coining. Connectivity represents Connective Ingenuity, and connective ingenuity is both a philosophy and a process for turning contacts into customers (and customers into fans).

Before we take a closer look, know this: Success in any enterprise demands confidence, commitment, competency and a concentrated marketing focus. With these cornerstone characteristics in place, you are well-positioned to navigate the 7 C's of connectivity:

#### Context:

Context is the full spectrum of external factors that you project to the world. These factors include your personal presentation, including dress, speech, demeanor, etc., but they also encompass your company's brand. This physical brand essence is context. Your company's name is context, too. So are your unique selling proposition and tagline, your logo, your website, your marketing collateral and signage. All context. All important. All worth getting right.

#### Community:

Your business will not, CANNOT, exist in a vacuum. You'll need to be an active member of a community of friends, colleagues, allies, vendors, and customers. Notice that I use the term "community" and not "network" or "connections". I think it's important to remember that you are in business to serve people. Period.

#### Conduits:

And how do you reach out to your community? Through conduits or marketing channels. This publication is a conduit. So is face-to-face conversation. The phone. Email. Facebook and Twitter. Your website and blog. But beware: just because a conduit is trendy doesn't mean it's a good channel for the long term. Start with your targets in mind (it might help to imagine a single ideal customer). Ask yourself how they prefer to get their information. In nearly all cases, you'll want to employ a diverse mix of media, er, conduits. Know them well. Use them wisely.

#### Communication:

To reinforce your position as a provider of choice in the competitive business world, you'll need talking points and marketing messages that position you as an expert and your company as the consumer's best choice. As you reach out to your community through your chosen conduits, keep in mind three things: 1) true communication engages both sender and receiver, 2) receivers respond based on intellect and emotion and wants and needs, and 3) receivers ultimately buy only from senders they know, like and trust.

#### Consistency:

If you've planned appropriately, it should be easier to deliver consistent messages to the right targets via the best conduits so you build followers, fans, and ultimately, customers. Marketing



Bob Chenoweth is the founder, President and Chief Creative Officer of TipTopics LLC. A professional writer, content consultant and graphic designer, Bob also owns Chenoweth Content & Design LLC, which specializes in helping business owners and operators craft messages that communicate, illuminate and resonate.

To learn more, contact Bob Chenoweth at: TipTopics LLC  
30 Greenwood Drive  
Mooresville, IN 46158  
(317) 831-7760 (Office)  
(317) 402-2613 (Mobile)

plans and programs, including editorial calendars for articles and posts, can help keep you on track for consistency and continuity.

#### Confluence:

At this point, the ideal business scenario is to have all components working together, a well-oiled machine of efficient flow in your marketing operations. This is confluence. It can only be measured and appreciated from the proverbial big picture view. Step back, find what seems out of sync, and then zero in. Zoom in and out, in and out. Analyze and refine; assess and fine tune. Aim for confluence.

#### Conversion:

All efforts to this point typically involve a broad-based approach to targeting and marketing and appealing to your community. Now, however, you must deal with a community of one: the potential buyer. He or she might not closely resemble your initial ideal customer, but here they are, ready to buy. And it is here, at the finish line, where your efforts to apply and achieve connectivity can most easily fall apart. I won't get into sales psychology or methodology here, but you'll certainly want to find your best sales approach. Again, remember that consumers buy from people they know, like and trust. Be transparent. Be authentic. Be authoritative. Be a problem solver.

#### The Bottom Line:

Connective ingenuity is a philosophy. It is a process. Connectivity has a beginning, but not really an end. It is a circle. Each component feeds the next. Ultimately, however, it is important to keep this in mind: it's not really about you; rather, it's about you being able to fill a want or need for the consumer. That's the goal. Carefully implemented, connectivity could be the means to that end.

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# Therapy retraining turns into successful business

By Bob Sullivan

Morgan County Business Leader

"We named the business for our cat, Missy Mae" explained Cindy Kelly, owner of Purrr-Fect Signs of Mooresville, recalling the morning of March 3, 2004. "She was only a month and a half old when I had my stroke, and she woke Arlie." Arlie, Cindy's husband of 25 years, continued the story. "Missy Mae purrs all the time. But that morning, she bit and clamped down on my earlobe to make sure I knew something was wrong."

Months later, Cindy's doctor encouraged her to seek training in a new skill. Cindy said, "I was the Morgan County rep for ABATE (American Bikers Aimed Toward Education). We were holding the chili fest, so I stopped in to A&E Signs [owned by Chris and Andy Woodward] to check pricing on signs. We hit it off and I started working there, learning the art and craft of sign-making."

Cindy credits Chris and Andy for cooperating with her doctor and taking extra time to help her. Arlie, initially on-site to help Cindy, soon began updating A&E's computers and backup

systems. A&E Signs went out of business July 2004. Cindy recalls, "They gave us some of their equipment and we purchased some of our own, and opened Purrr-Fect Sign in the fall of 2005." Arlie says, "We weren't sure she would ever be able to return to full-time work, but a business where she could pace herself and set her own hours seemed the best solution."

Arlie describes Purrr-Fect Signs as a "mobile sign shop." "We own a wide variety of machinery, printers, and computers, and load and unload our trailer with what we need. Rather than making a client come to us, we can work at our client's business site to get the job done." Purrr-Fect Signs offers a huge array of services, including banners, signs, nametags, printing, posters, boat and auto lettering and digital printed magnets, storefront and door lettering, and much more. They have many local clients, including Mooresville Auto and Tire, Abundant Life Chiropractic, and they created and applied the auto decals to Binky the Clown's "Binky-Mobile." National clients include Frito Lay, Porter Paints, the National Hot Rod Association and the Risk Management Association.

Arlie notes, "Our mobility and flexibility are huge advantages. And when we quote a project, we present the total cost up-front." According to Arlie, business has continued to grow since year one.

Cindy and Arlie were born and raised in Morgan County. They met at Wishard Hospital in 1983, where Cindy worked in the emergency room, and Arlie as an ambulance paramedic.

Arlie says he's worked "in and out of government" for over 30 years, including many years with Homeland Security. He holds a degree in terrorism response, and retired January 2010.



Cindy Kelly, Owner  
Arlie Kelly, husband and assistant

Cindy holds two degrees in computer engineering and has worked in government for over 20 years, most of it with the BMW.

During the June flood of 2008, while cleaning up their Mooresville home from water damage, Arlie recalled, "I broke both feet, left leg, left knee, and left arm." Currently, Cindy is re-

covering from a serious foot injury. Through all these trials, which they call "bumps in the road," they've grown closer than ever. Cindy reflects, "These things happen for a reason. God leads us down a path to teach us a lesson." Arlie adds, "If Cindy had never had her stroke, we would never have opened the business."

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# Munchies comes to Mooresville

By Tonya Todd  
Morgan County Business Leader

A new restaurant opened in early June near Marsh to serve the Mooresville area. Priding themselves on offering the freshest homemade food, Munchies is open daily from 6:00 a.m. to 10:00 p.m. for dine-in, carryout, or delivery.

Located at 459 Town Center St. North, in Mooresville, Munchies is in the heart of owner, Mark Staten's hometown. They make their own pasta sauce, meatballs and fries. They bread their own tenderloins and catfish. They offer many options from breakfast items and lunch specials to steak and shrimp. Staten says, "We do everything we can here to try and stay away from what everybody else is doing. This sets us apart from everyone else."

Staten and partner Alan Ripley have over 10 years of food service industry experience. They and their staff understand the importance of offering the best possible product and putting the

## Munchies Restaurant

**Owner:** Mark Staten and Alan Ripley  
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Munchies offers daily specials for seniors and children. Congregation groups and sport teams also receive savings.

# CFMC Grants Cycle Opens August 2

The CFMC 2010 Matching and Arts Grants application period will begin on August 2, with applications due to the foundation office by 4 p.m. on Sept. 3.

Non-profit organizations and groups interested in completing projects to benefit are encouraged to apply for a Community Foundation of Morgan County Matching grant or Arts grant. Projects must be completed during the grant period of Nov. 1, 2010 to June 15, 2011.

There are two separate applications, one for matching grants and one for arts grants. Matching grants require that the grant applicant must raise an amount at least equal to what they ask for on their application. Arts grants require no matching funds.

In the past, the foundation has awarded grants as small as a few hundred dollars to as much as \$15,000. Most grants awarded will be between \$500 and \$5,000.

Selection criteria include, but are not limited to: innovative solutions to a significant community issue; impact on the community; ability to carry out the project; and how the project will increase community awareness of the identified funding priority and the CFMC.

The foundation will offer two free "How to Apply for Grants" seminars which will review

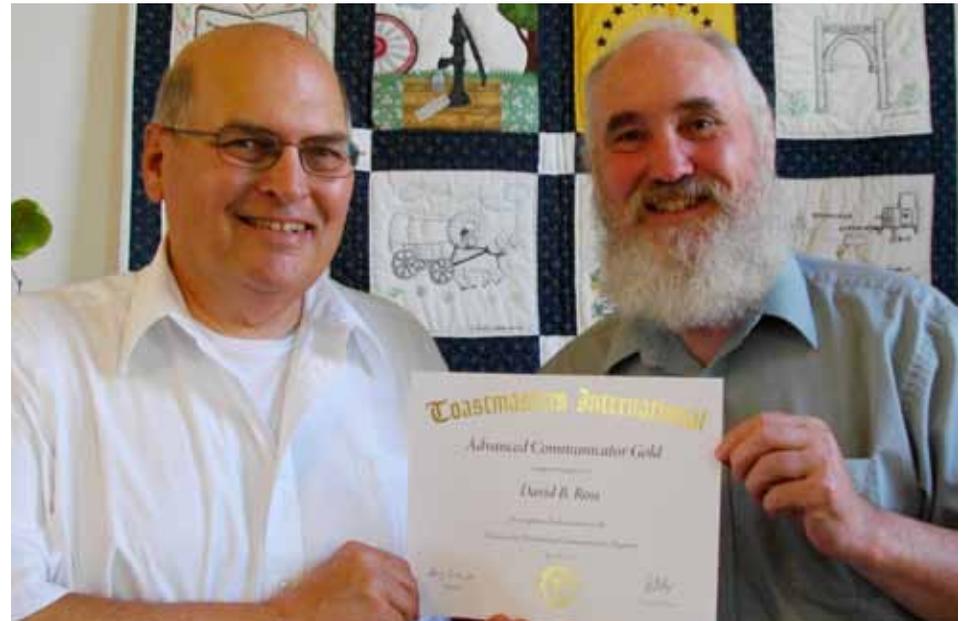
the CFMC grant applications and share tips on how to effectively explain your organization and the project the grant would fund.

Sessions are led by Tom Zoss, executive director of the CFMC. Zoss encourages organizations interested in applying to plan on having a representative attend one of the sessions. He noted that in the past, some applications submitted could not be considered for reasons that were explained during one of the seminars.

The same seminar will be offered in two locations. The first will be on at 7 p.m. on Tuesday, August 17 at the Community Foundation of Morgan County office in the , Mooresville. The second will be at 7 p.m. on Thursday, August 19 at the Morgan County Public Library.

Applications for the grants will be available for download on the CFMC Web site beginning August 2. Applications will also be mailed upon request by calling the foundation office. Applications must be received in the office of the Community Foundation of Morgan County, Inc. in the , no later than 4 p.m. on Sept. 3rd.

More information on the CFMC Matching and Arts Grants will be available on the foundation's Web site at [www.cfmconline.org](http://www.cfmconline.org). Individuals may also call the CFMC office at (317) 831-1232 or toll-free (877) 822-6958.



Tom Zoss presented David Ross with a certificate for "Advanced Communicator Gold" for his achievements.

Toastmasters of Morgan County meets at The Academy Building, 250 N Monroe St., Mooresville, IN 46158 on Wednesdays from 6:00 pm until 7:00 pm. Anyone wishing to

overcome a fear of public speaking, become a better communicator, or practice efficiently conducting meetings is welcome to attend.

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# The Legacy Continues

## Biff's Pioneer House: Three Generations, 54 Years

By Tonya Todd

Morgan County Business Leader

Whether as a matter of circumstance or fate, Charles "Biff" Hornaday, born in 1923, joined the United States Air Force to serve as a mechanic during World War II. His destiny was affirmed when, because of a shortage of bakers in the service, he continued in the same line of work that he had started at age 8 in a bakery owned by Ralph Storm and Kelley Poe in Mooresville.

After the war, Biff returned to the bakery. On Memorial Day 1956, he bought the business and opened his own coffee and donut shop, which he expanded into Biff's Pioneer House (Biff's), a 24-hour grill and bakery. Though no longer open 24 hours, Biff's is still in business today, located at 14 E. Main St. in Mooresville.

Before his death at the age of 65, Biff said during an interview with the *Reporter Times*, "I so enjoyed it (baking). It's been my life, and it's been a good life."

He passed that good life down to his children, Larry and Anita Hornaday. Anita moved to Florida. Larry, like his dad, tried to redefine his destiny by serving in the military, but he returned to carry the torch until his death three years ago.

Larry's wife, Alice, who has worked at the restaurant for over 52 years, says Larry had a lot of the same character as his father. Though grumpy at times, he always took care of his employees—and people loved him. He was generous, outgoing, and hard working. He was always there with a hand up for those in need.

Kimberly, one of Larry's three daughters, says that her father, like her grandfather, "baked from his heart, not just with his hands or his mind." She recalls a time when he baked in the dark because the electricity went out. Not even the broken ankle he suffered playing basketball stopped him from doing whatever was necessary to make sure his customers got what they wanted.

Larry's other two daughters, Kerry and Katrina, remember growing up in the restaurant as well. Katrina says, "Even though we had to work, he made sure we kept up our education. (Larry was valedictorian of his high school class in 1958). He made sure that everybody knew there was more to life than this place, and yet this place was our life."

Kerry says, "We've all got something (in this business), a part of us, a part of them in us." Coming into the restaurant is bittersweet. "There's a lot of emotion, a lot of pride. This place has so many memories," she declares in an emotion-filled voice.

Jeff and Diane Farmer from Decatur would concur. Biff's has a lot of memories for them as well. Their family meets at the restaurant nearly every Saturday morning, a tradition going back for over 40 years. Diane says, "We've been coming here for as long as we can remember. There's lots of history here. It's a great old-style place."

In May, a group known as the Raunchy Few (Mark Douglas Fry, Tom Bailey, Brian Van Hoy, Ed Swope and Rob Adams) from the Mooresville High School class of 1979 returned to reminiscence about their history at Biff's. According to a Facebook posting, "Biff's has always been a special place for us growing up, and we'll never forget the great times we've had there. We look forward to continuing those times in the future." Biff's is famous for their made-from-scratch biscuits and gravy. However, people travel from far and wide to devour the bismark. Ralph Storm created this iced rolled pastry in 1935, during Biff's childhood days at the bakery, and it continues to be a favorite today.

Biff's booth is a cornerstone tradition at Old Settler's Days in August. Alice starts baking at 4:00 a.m., transports the nearly 1,000 bismarks to the park and maintains the booth until midnight in the heat and humidity. They may not be serving their bismark there this year, due to the amount of hard work required. "Everybody wants me to do it. They are all fighting



for me to do it, but it's a lot of work so I don't know."

For many Mooresville natives the bismark has been such a family tradition that they return to their hometown after they have moved away only to take the bismark with them wherever they go. The bismark has traveled from New York to California and even to Japan.

Kerry is currently working on patenting and marketing the icing and possibly the dough so they can ship the bismark across the country or make it available in local grocery stores. She says the label will proudly display her grandfather's name. "My dream is to try to keep what my grandfather started and pass it on down. I think grandpa would be proud. There's a legacy now."



From left, Katrina Jennings, Kerry Hornaday, and Alice Hornaday.



**Biff's Pioneer House**  
**Manager:** Alice Hornaday  
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 Mooresville, IN  
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**Hours of Operation**  
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## No, I will not call to take your survey

How many times in the last couple years has this happened to you? You're in line at your favorite "get-stuff" place to buy that widget, or to pay for the lunch you just ate, when the cashier or waiter takes the next couple of minutes to point out the 800 number survey printed at the bottom of your receipt. And, they add, if you to call in the next ten days, they will register you for an all-expenses paid trip to Hawaii or where-ever. (Uh-huh, pull the other one.)

And then they tell you the survey will take only a couple of minutes. (Ouch, you pulled the other one!)

Isn't it enough these days that I can "like" most of these business' Facebook pages and websites? Isn't it enough that I choose to subscribe to newsletters and email updates from certain businesses? Doesn't my regular "vote" with frequent visits and the regular spending of my money at these establishments say anything about how pleased I am with the food or the products and services offered? Do they really have to ask me to find additional time in my busy day to call their 800# to tell them what I've already expressed by making a purchase in the first place?

The one time I called one of these survey numbers, the system took me to a main menu, where I assume the survey would eventually come up as one of the options listed. I don't know. I hung up. So I don't take these surveys. I suppose that makes me a terrible, disloyal customer.

Isn't there a more common sense way to track customer loyalty? Surely with today's modern computer systems, a customer's regular patronage can be tracked in a database without taking up my valuable time or invading my privacy. Simply knowing that owners of



**Bob Sullivan**

credit card x made purchases four times a week for the past several month should indicate that—I don't know—they must really like going there. And if hundreds of customers come in at least once a week to order the same special breakfast plate, they probably should keep that special around.

And what about the human factor? I have certain stores and restaurants where people know, if not my name, then at least my face. (And if they call me "Copy Bob," I don't need a survey to tell me they read the Morgan County Business Leader.) If I used to show up regularly and my visits become less frequent, there's probably a reason. Ask me, I'll probably tell you, if I haven't told you already. But even if I haven't, don't ask me to call your 800# to tell the SURVEYTRON-500 in the basement of Corporate. I'm would expect the store owner to be better positioned to act upon my opinion than the survey computer.

Here's an idea--rather than taking up our face-to-face time to tell me all about the 800# and a trip to Hawaii, how about asking me if I enjoyed my experience today. It's a more productive use of everyone's time.

*Simply knowing that owners of credit card x made purchases four times a week for the past several month should indicate that—I don't know—they must really like going there.*

## Networking Opportunities

### Martinsville Chamber of Commerce:

The Chamber's meets on the third Friday at 11:30 AM at the Morgan County Administration Building, 180 South Main Street. Lunch is \$5. For more info, please contact the Chamber office at (765) 342-8110 or visit its website: [www.MartinsvilleChamber.com](http://www.MartinsvilleChamber.com)

### Martinsville Downtown Merchants Association:

For information contact Pam Badger, The Candy Kitchen, 765-342-6390

### Mooresville Chamber of Commerce:

The regular monthly meets on the third Thursday from 11:30 AM to 1:00 PM. The meeting location is Jones Crossing Banquet Center at the corner of SR 67 and Allison Road. Lunch is \$5. For more information call the Chamber office at 317/831-6509 or visit its website: [www.MooresvilleChamber.com](http://www.MooresvilleChamber.com).

### Mooresville Revitalization Group:

The Mooresville Revitalization Group meets the fourth Tuesday of the month at Zydeco's on E. Main St. from 6:45-8:00 PM. Current topics include purchasing additional planters for the downtown area and coordinating a new "Planters on Parade" contest for the Spring/Summer. For more information contact Lori Cole, Autumn Whispers Health and Harmony, 317-831-7817, or email to [AutumnWhispers@earthlink.net](mailto:AutumnWhispers@earthlink.net)

### Morgantown Merchants Association:

The Morgantown Merchants Association meets on the second Monday at 7 PM at the Fire Station. For more information call Sharon

Zimmerman at the Stitchery Mill at 812-597-5997. More information on Morgantown is available at [www.MorgantownIndiana.com](http://www.MorgantownIndiana.com).

### Networking Business Women of Morgan County:

NBW of MC meets on the second Thursday at 11:30 AM at the Mooresville School Administration Building next to the Post Office on Carlisle Street. Bring your own lunch. For more information, call Patti Owen at 317-856-9801.

### Networkx:

Networkx meets weekly on Thursday at 7:30 AM at the Comfort Suites at Kentucky Avenue and 465. See press release in this issue or call Rick Groce at 317-724-4348 for more details.

### Rainmakers Meetings:

On the first Friday each month at 7:30 AM at the Holiday Inn Express in Martinsville at Burton Lane and SR 37.

On the second Tuesday at 7:30 AM at Stone Creek Dining Company at Metropolis Mall, Plainfield.

Rainmakers has 50+ meeting per month, including noon and evenings, for more information visit [www.GoRainmakers.com](http://www.GoRainmakers.com).

### Rotary Clubs:

Martinsville meets every Tuesdays at noon at the First Presbyterian Church, 240 East Washington Street, Martinsville.

Mooresville Decatur meets every Wednesday at 7:30 AM at Jones Crossing Banquet Center, SR 67 and Allison Road, Camby.



## Mooresville 2020: A clear vision for the greater Mooresville community

By Tonya Todd

Morgan County Business Leader

Calling all concerned citizens! The Mooresville 2020 initiative wants your input on how to make Mooresville a better community. The initiative is looking to engage you, the community, in developing a plan to make the Greater Mooresville area a place people choose to live, work, play, and worship – now and in the future. The Greater Mooresville area encompasses all who live or work within the Mooresville Consolidated School Corporation, including Waverly, Camby and other out-lining areas.

“There are so many wonderful things about Mooresville, but if you don’t have a vision for it to move forward, you become stagnant. You can’t grow without a vision,” says Diane Huerkamp, Director of the Mooresville Public Library and proponent of the initiative.

During Fall 2009, a wide-ranging group of local government, police, fire, business, not-for-profit, school, church and lay community representatives became aware of a *CNN Money Magazine* article “Assessments for America’s Best Small Towns,” which ranked Brownsburg, Indiana No. 33 among America’s 100 best small towns.

The group decided, “Mooresville can be one of America’s best small towns!” They determined that, though it is possible, becoming one of the best must be a collective effort of everyone in the community. Therefore, the group is not affiliated with any one business, political group, religious organization, or civic group. “There are no hidden agendas,” Huerkamp passionately declares.

Just as the article did, the initiative establishes five core values that are equally important to the 2020 generation when they consider a community to call home:

1. **A safe place to live** – A sense of security is one of the basic survival needs. People want to live in an area with a low crime rate.

2. **Lifelong learning** – Great schools and various educational opportunities for preschool age through senior citizens serve all segments of the community.
3. A variety of affordable and desirable homes are important to thriving communities.
4. **Quality of life** – Arts, leisure, and a variety of things to do must be available.
5. **Economic vitality** – Communities must have jobs available and thriving businesses.

Dr. Al Long, a former superintendent for the Mooresville Consolidated School Corporation, and his son, Chad, are offering their services at no charge to facilitate and help develop a “power” plan. They are collecting as much data as possible this summer through town meetings and online surveys, looking for Mooresville’s strengths to preserve and weaknesses to improve upon.

Utilizing the data collected, five groups, based on the five core values, will be formed this fall with as many project teams as are necessary to set priorities and make positive changes both in the short- and long-term.

Everyone in the community is encouraged to participate in the online survey at [www.surveymonkey.com/s/mooresville2020](http://www.surveymonkey.com/s/mooresville2020) or to visit the group’s Facebook page at [www.facebook.com/mooresville2020](http://www.facebook.com/mooresville2020), the *Mooresville Times*, or the Chamber of Commerce newsletter to get more information about town meetings. If you are passionate about one of the core values and wish to serve in a committee, email Huerkamp at [dianeh@mooresville.lib.in.us](mailto:dianeh@mooresville.lib.in.us).

With sweeping arms, Huerkamp stresses, “There is room for everyone to get involved. This is their community – our community. These are decisions that the community needs to make together. It affects everyone who lives here, who works here. It affects everyone.”

## For a better business & life ... become a better owner



Thomas Barnes

Bottom line, for your business to grow, you must grow as an owner, leader, and business architect...I can help. Very often, before you get proper coaching help, you struggle with feeling overworked, overwhelmed and like prisoners to business. Instead of running the business, the business runs you ... quite often ragged and nearly to exhaustion. Typically lacking proper business systems and leadership approaches, growing complexity, confusion and chaos creep into daily work days causing you to lose confidence and lose focus on your vision, direction and priorities. You end up working crazy hours but unfortunately on the wrong type of low-value work we call “clutter”. If not properly addressed, such you’ll truly risk Business Owner Burnout. Can you relate to this?

Like every top-caliber athlete committed to peak performance, do yourself a favor and invest in a coach. Why not earn more, work less, and enjoy a richer life? After all, every business owner, executive and professional deserves a business coach, a better business, and a better life. Don’t you?

Business coaching done right is about helping someone else (YOU) to discover for yourself what needs to change in your business and life... so that you may achieve greater success and fulfillment. Coaching empowers you to solve your problems and seize your opportunities. While a business coach will help open new doors and opportunities, it’s still up to you to walk through them. When it’s all said and done, business coaching is part science, part art...the science of success and the art of fulfillment.

So how does a business coach help drive greater success into your business and fulfillment into your life? Through the power of questions. Why is business coaching so effective? Again, due to questions! Why? Because no matter what, a client can NOT ignore a question. It’s impossible. You may choose not to respond to a coach’s question, but you still must process the question in your brain. Even a “no response” is a conscious decision. Therefore, every question asked gets through to the brain. The most effective business coaches have captured their powerful questions into a proven & guaranteed coaching process.

Why is the art of effective questioning so important to a small business owner, entrepreneur or professional? Most have a hard time asking tough questions of themselves...due to busyness and denial...two of the biggest enemies of greater business success. Typically, entrepreneurs don’t slow down on their own in the first place to truly assess their situation and ask the tough questions. You are too busy being busy. Too busy working “in” the business. You confuse busyness with running a business. You have no time for questions...that’s a recipe for disaster!

Effective questions will help combat these enemies. That’s why getting an objective business coach is so important. A coach will help you to slow down, face reality, assess your current situation (good, bad and ugly), and help YOU decide on the changes YOU want to make. That entire coaching process just described involves asking you insightful and empowering questions.

Through effective questioning, a coach helps you get absolute clarity...clarity about where you are now (good, bad and ugly) and where you want to be (your ideal future). Then, through a questioning process, help you create a focused action plan to get there. And finally, provide on-going accountability (mostly questioning) to keep you on track, help you make adjustments, and help you arrive at your goals. Again, good coaching is powered by good questions.

Got good questions? Isn’t it time? Just give me a call. All the best!

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*Most have a hard time asking tough questions of themselves ... due to busyness and denial ... two of the biggest enemies of greater business success.*

# HOLY GROWING PAINS!

*New location! New phone number!  
Same Super Comics and cards!*



By Bob Sullivan

Morgan County Business Leader

"The move has been mostly good, except for the change of phone number," noted lifelong Martinsville local Eric Singer. This September marks five years since Eric opened Krypton Comics, which relocated to their current address in April. Eric opened the shop because "Martinsville didn't have one. You had to drive to Indianapolis or Greenwood to find the closest comic book shop. It's a symptom of an overall problem I faced growing up and that still exists to some extent—there are very few places where kids and teens can go to just be kids," Eric observed. "Opening a comic shop helps me share something I love, while providing a safe place for today's kids."

Krypton Comics is active in the community. They participate every year in the Fall Foliage Festival and the Paragon Homecoming Parade, where Eric, his employees and several teen fans appear in superhero costumes. Eric adds, "Buy locally and give back to the community—that's how this town will thrive."

Eric recalled, "I took one of my paychecks and opened the business. I displayed a lot of fliers and contacted friends who collected; then I let word of mouth do the rest. The library was a huge support from Day 1, and we continue to partner with it for various events."

In addition to offering a modest back issue collection of comic

## Krypton Comics

**Owner:** Eric Singer

88 North Main St. • Martinsville, IN 46151  
765-318-6904

**Hours of Operation**

Monday through Thursday: 3 p.m. to 9 p.m.

Friday: 3 p.m. to 10 p.m.

Saturday: 2 p.m. to 10 p.m.

Sunday: Closed

Krypton\_comics@yahoo.com

Follow Eric Singer and Krypton Comics of  
Martinsville on Facebook

books and an array of role-playing and collectible trading card games, Krypton Comics devotes a significant portion of the store to a playing room where groups of kids participate in scheduled and impromptu games on a daily basis.

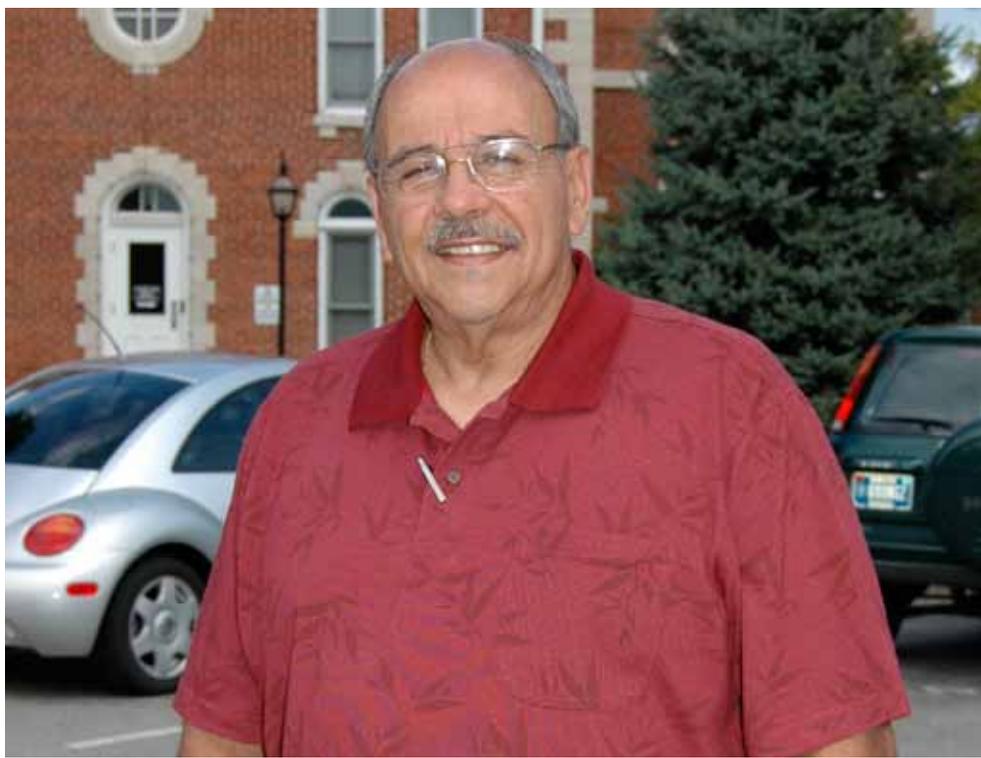
"We go out of our way to create a welcoming environment for our customers, which range from 10-years-old, to people in their

thirties, and even older. Gamers and comic collectors bond like a family," Eric notes. "Everyone is open and trustworthy, and enthusiastic. Five years in business, and not a single shoplifter. I think that's significant."

Krypton Comics offers the latest comic book titles via customer subscription. "We don't have the room to stock everything out there, and given the breadth of titles, we wouldn't want to. Instead, we display a handful of the latest big titles and take care of our customers through their subscriptions, updating their requested titles to their files until they come in to purchase them." Eric and his employees adhere strictly to the comic book rating system, which identifies books with mature content. Customers must provide an ID card with proof of age to purchase mature material.

According to Eric, a decade of blockbuster superhero movies has helped expand comic book readership. "In the late 90s, comic publishers were killing the hobby by flooding the shelves with overhyped collector's items, which were nothing of the sort. The movies give a new generation basic knowledge and enthusiasm about a character. They come into the shop looking for the current issues, which builds over time into a desire to learn the histories of the characters."

Eric and his wife Ashley, high school sweethearts, have one son, Elijah, who is 8 years old. They are anxiously expecting the birth of a girl in November.



## Taking care of the future in bigger, better ways

**By Tonya Todd**  
Morgan County Business Leader

The Martinsville Youth Center, formerly the Boys and Girls Club of Martinsville, has experienced its fair share of struggles. Ron Taylor, a member of the Board of Directors, says that the September 2009 closure of the Martinsville location along with the Mooresville location was one of the most agonizing things he has ever had to do.

Despite the fact that all the bills were paid and there was money in the bank, the economy took its toll on the nationally based not-for-profit organization. Grants, donations from individuals, and funding (in general) was down drastically.

"Within a week, we lost a lot of money," Taylor explains. "I've never been one to ride a horse until it was just dead. But if we kept going, that's exactly what was going to happen."

The original plan was to close for 60 days, reevaluate to see what changes were necessary to make the organization better, and then raise the awareness and the funds to reopen. That was done (though not in the 60-day timeframe), and now the plan is to reopen in early 2011, after renovating the old Kmart store at 165 Morton Avenue, Martinsville.

The 42,000+ square foot, donated building has been vacant for over 15 years. As a result, some major repairs must be done before the Martinsville Youth Center can call it home. The installation of a new roof, the first step in this long process, is planned to begin within the next couple of weeks. A section of the roof will be raised to accommodate an indoor basketball court.

Restroom facilities and office spaces will also be created for between 8 to 10 not-for-profit organizations that will share the facility, paying \$6.00 per square foot for their space. This cost includes utilities.

Batting and pitching cages will be added to allow the high school softball and baseball teams a place to practice during inclement weather. In the future, these practice cages may be rented to offset the estimated \$150,000 annual operating expenses. Though plans have not been finalized, a skateboard park has been discussed as a possibility.

The space allocated for the center, alone, will be almost triple the size of the old location at 290 South Main St. The new facility will bet-

### Martinsville Youth Center

#### Board of Directors member:

Ron Taylor  
317-417-0362 cell  
765-342-7674 home  
rtaylor6970@earthlink.net

ter serve the average 40-45 children who visited the center every day and will hopefully allow for more children to use the facility.

Studies have determined that the first three hours after school are the most dangerous hours for a child. The center will be open during this time to provide a safe place for students to study, learn, enjoy recreational activities, do arts and crafts, go on field trips and other activities that will allow young people in the community to realize their full potential as productive, responsible and caring citizens. The Martinsville Youth Center will also be open for a couple of hours before school and provide transportation from the center to the local schools.

Though no longer affiliated with the Boys and Girls Club of America, the youth center will provide similar programs. "They [the Boys and Girls Club of America] are a great organization, great programming. It's just too expensive," Taylor states.

The center will operate solely on donations. Contributions on behalf of the Martinsville Youth Center can be made to the Community Foundation of Morgan County, Inc. (CFMC) at 250 North Monroe St., Mooresville, IN 46158. "We're going to have a much stronger foundation by running the funds through the CFMC," says Taylor.

Taylor inherited a passion for children from his father, who said, "Kids are your future. You need to take care of your future." This is his way of taking care of the kids in Martinsville.

Anyone wishing to partner with Taylor in this endeavor or desiring more information on the Martinsville Youth Center can contact him by cell phone at 317-417-0362, at home at 765-342-7674, or by email at rtaylor6970@earthlink.net.

## Martinsville more than you expect

**By Tonya Todd**  
Morgan County Business Leader

The City of Martinsville is hoping to get a facelift. Thanks to a \$50,000 planning grant the city received late last year from the Indiana Office of Community and Rural Affairs (OCRA), they are reaching the final stages of presenting a proposal to revitalize the downtown area to the state of Indiana.

A steering committee of city officials, Chamber of Commerce members, the Morgan County Preservation Society, Rediscover Historic Martinsville and other concerned citizens have been working with architect Benjamin Rawlins from Odle McGuire Shook Corp. to develop a plan for long-term community development in the downtown area. The plan consists of four components.

The evaluation of the landscape revealed a number of empty, abandoned lots and not much greenery. Alleyways, parking lots and areas along the sidewalk could easily be beautified by trees and gardens, making it more appealing to those strolling the area.

From the signage placed on or above awnings in front of buildings, it is evident that the downtown area is geared toward the car passing by and is not pedestrian friendly. "If it (downtown) is a more pedestrian friendly place, then people are more likely to walk and spend time downtown," says Joanne Stuttgart, president of the Morgan County Preservation Society.

The third component of the plan, façade rendering, involved examining 19 downtown businesses who volunteered to participate. Taking into consideration physical evidence, historic drawings, and photographs, the committee created a plan to restore the buildings to a more eye-appealing,



historical look. For most of the businesses, the proposed changes consist of removing paint from the brick or removing plywood or other coverings from the windows to reveal the original design. The changes will allow light to penetrate into the buildings. However, four businesses needed a more in-depth structural analysis.

Chip Keller, owner of Keller's Office Supplies and a participant in the plan, said, "I think it is great. Anything we can do to make it (the city) more visually appealing is beneficial."

A less tangible component of the plan is the retail and marketing analysis. Based on the demographics and economy, the plan evaluates the assets and liabilities for the city to determine whether the revitalization is cost effective. When carried over the average 20-year mortgage, the numbers do work. The rental expense exceeds the expense of the project.

Jamie Thompson, the director of the Greater Martinsville Chamber of Commerce, said, "The downtown is the heart of any city. The downtown is the face of the community; it is the impression of the entire city. It [the revitalization] will benefit the whole community." By putting forth a good impression, the city hopes to draw more businesses to the area and create a more viable and active downtown area.

After finalizing the plan and presenting it to the public, the city will send their proposal to the state of Indiana for its approval. They will then apply for a \$500,000 implementation grant to help local businesses offset the remodeling costs. Because of the various required approvals, it will likely be a few months before work begins.

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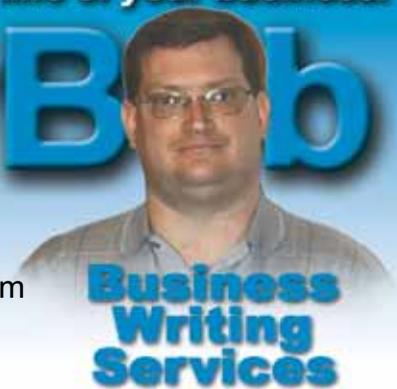
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# Planner of note

## **GREATER MARTINSVILLE CHAMBER OF COMMERCE – NEW MEMBERS**

For more information visit: [www.MartinsvilleChamber.com](http://www.MartinsvilleChamber.com)

## **GREATER MOORESVILLE CHAMBER OF COMMERCE – NEW MEMBERS**

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## **TOWN OF MOORESVILLE – BUILDING PERMITS**

Richard Jones, 9430 N. Karen Dr., commercial addition  
Jim Mathers, 4917 Nietzel Rd., demolition 980 sq.ft.  
Stephanie Stewart, 7 W. High St., signage  
Tamara Lang, 6486 E. Hadley, remodel  
Marie Jordan, 610 Rose lane, rood addition, \$19,810  
Tod Mercer, 15 Eastview Dr., garage, \$25,000  
Brian Lundy, 10006 N. Rooker Rd., residential  
Todd Taylor, 908 St.Rd. 67, signage  
James Bryant, 12340 N. Cedarwood Dr., garage, \$38,000  
Bridgemor Village, 177 Bridgemor Ln, residential, \$230,000  
Shae Co., Inc, 5431 Shae Lake Dr, residential, \$150,000  
Shae Co., Inc, 5380 Shae Lake Dr, residential, \$150,000

## **MORGAN COUNTY – BUILDING PERMITS**

John Kennedy, 1415 Shelton Rd., pole barn, \$15,000  
Pamela Gilmore, 5383 E Lue Ann Ln, residence, \$137,000  
Robert Childers, 8191 Cottonwood Dr., residence, \$330,000  
William Sylvester, 6364 E. Perry Ln., residence, \$225,000  
Jason Mann, 6310 Paradise Lake Rd., residential addition, \$15,000  
Julian Robertson, 5250 Hickory Grove Rd., residential addition, \$56,420  
Keith Wagoner, 8240 Beech Grove Ln., electric, new residence  
Paul Staub, 4197 Mohawk Trl., residence, \$225,000  
Roan Brown, 4964 E. Centenary Rd., pole bldg, \$10,000  
Steve Mitchel, 6735 Morningstar Dr., pole bldg, \$30,000  
Walter Gibbs, 5935 SR 142, pole bldg.

Thomas Alex, 11836 Nelson Rd., cell tower  
Joe Viewegh, 5351 Rinker Rd., swimming pool  
Sunny Payton, 1755 Payton Rd., residential addition, \$120,000  
Micahel Bische, 5822 Paradise Dr., residence, \$90,000  
Joe ham, 3760 Whitetail Run, garage, \$20,000  
Deborah Nuetzman, 55 Peavine Rd., signage  
Randy Jackson, 8440 W. Knoy Rd., pole bldg.  
Edwin Wier, 4941 N. Templin Rd., residential addition, \$24,700  
Leon Barden, 6420 Berean Rd., pole bldg, \$3,000  
Voyles Farms, 2750 Townsend Rd., pole bldg., \$50,000  
John Fortson, 2175 E Canterbury Ct., residential addition  
Willard Messer, 6038 E. Watson Rd., garage, \$16,000  
Dan Smith, 3505 Morgan Oaks Circle, deck, \$14,000  
Anthony Basso, Harrison Ln., pole bldg., \$35,000  
Steve Hunt, 11392 N. Spring Lake Dr., pole bldg.  
Dean Hacker, 4610 W. Bryants Creek Rd., residence.,

## **NEW BUSINESS FILINGS**

Matthew Foley, Foley Tree & Lawn Service, 740 S Graham St, Martinsville, IN 46151  
Dustan Houchens, Honey Creek Insurance, 13845 N Honey Creek Dr, Camby, IN 46113  
Janet Preston, Scents by JP, 45 Allen Dr, Mooresville, IN 46158  
Amy Reynolds, Kids Cottage, 909 S Grant St, Martinsville, IN 46151  
Dale Shake, Thyme After Thyme Cafe & Catering, 110 E Morgan St, Martinsville, IN 46151  
Robert Wamsley, Wamsley Concrete, 12850 John Charles Ct. N, Camby, IN 46113  
Lucas Hickey, Lucasapes, 6423 E Pembroke Ct, Camby, IN 46113  
Billie Thompson, Mops & Mitters, 4033 E Morgan St, Martinsville, IN 46151  
Kathryn Martin, Dancing In The Rain Fitness Program, 4130 Williams Dr, Martinsville, IN 46151

## **SHERIFF'S SALES**

August 2, 2010  
Fields, 1256 Deerlake CT, Martinsville, IN 46151, \$92,424.33, Reisenfeld &

Assoc, (513)322-7000  
Fishel, 172 N Indiana Street, Mooresville, IN 46158, \$101,329.39, Feiwell & Hannoy, (317)237-2727  
Haggard, 6710 E Mahalaville Rd, Morgantown, IN 46160, \$69,470.40, Feiwell & Hannoy, (317)237-2727  
Kennelly, 992 E. SR 42, Mooresville, IN 46158, \$133,626.52, Feiwell & Hannoy, (317)237-2727  
Little, 5032 S Lick Creek Rd, Morgantown, IN 46160, \$129,921.81, Foutty & Foutty, (317)632-9555  
Rash, 4270 W Briarwood Lake West, Monrovia, IN 46157, \$42,211.45, Nelson & Frankenberger, (317)844-0106  
Scofield, 6145 Goat Hollow Rd, Martinsville, IN 46151, \$215,132.93, Feiwell & Hannoy, (317)237-2727  
Sommers, 390 Monroe Street, Monrovia, IN 46157, \$27,886.36, Mercer Belanger, (317)636-3551  
Witalka, 13446 N Carwood Ct, Camby, IN 46113, \$95,081.34, Foutty & Foutty, (317)632-9555  
Young, 289 N 4th Street, Martinsville, IN 46151, \$85,812.27, Feiwell & Hannoy, (317)237-2727

Green, 10357 N Appleseed Lane, Mooresville, IN 46158, \$118,731.70, Unterberg & Assoc, (219)736-5579  
Brady, 8444 N St Rd 39, Mooresville, IN 46158, \$89,767.36, Unterberg & Assoc, (219)736-5579  
Overton, 8118 N Maple Drive, Mooresville, IN 46158, \$94,524.87, Unterberg & Assoc, (219)736-5579  
Harrison, 2960 W Crosscreek Drive, Monrovia, IN 46157, \$205,138.38, Unterberg & Assoc, (219)736-5579  
Hendricks, 759 S Graham Street, Martinsville, IN 46151, \$95,060.50, Unterberg & Assoc, (219)736-5579  
August 9, 2010  
Dean, 1260,1270,1280, & 1290 E Columbus, Martinsville, IN 46151, \$134,491.30, Hostetler & Kowalik, (317)262-1001  
Hankins, 655 Deerfield Ct, Martinsville, IN 46151, \$333,324.34, Doyle Legal Corp, (317)264-5000  
Harper, 10259 N Bailey Marie Ct, Mooresville, IN 46158, \$269,296.79, Feiwell & Hannoy, (317)237-2727  
Robinson, 9434 N Staton Drive, Mooresville, IN 46151, \$79,058.00, Feiwell & Hannoy, (317)237-2727

Finitz, 660 W Morgan Street, Martinsville, IN 46151, \$73,725.45, Doyle Legal Corp, (317)264-5000  
Huffer, 8200 Goat Hollow Rd, Martinsville, IN 46151, \$94,005.91, Mercer Belanger, (317)636-3551  
Guthrie, 13143 N Brick Chapel Drive, Camby, IN 46113, \$94,338.02, Foutty & Foutty, (317)632-9555  
Lambert, 390 N Cherry Street, Martinsville, IN 46151, \$42,479.06, Rodric Bray, (765)342-6814  
Nethery, 4721 Turkey Track Rd, Martinsville, IN 46151, \$17,703.47, Jones McGlasson & Benekart, (812)332-4431  
Martin, 269 S Marion Street, Martinsville, IN 46151, \$49,500.08, Feiwell & Hannoy, (317)237-2727

*Note: If you need any further information, please contact the attorney listed per each sale. We do not know what debts are owed on the properties, the condition of the home, and we do not have keys to the residence. All sales are held at 2:00 p.m. at the Morgan County Sheriff's Department. If you are the successful bidder, you will be asked to bring in the full amount of the bid by 4:00 p.m. that same day. Funds must be in the form of a cashiers check. We do not accept letters of intent to purchase from your bank. Not responsible for typographical*

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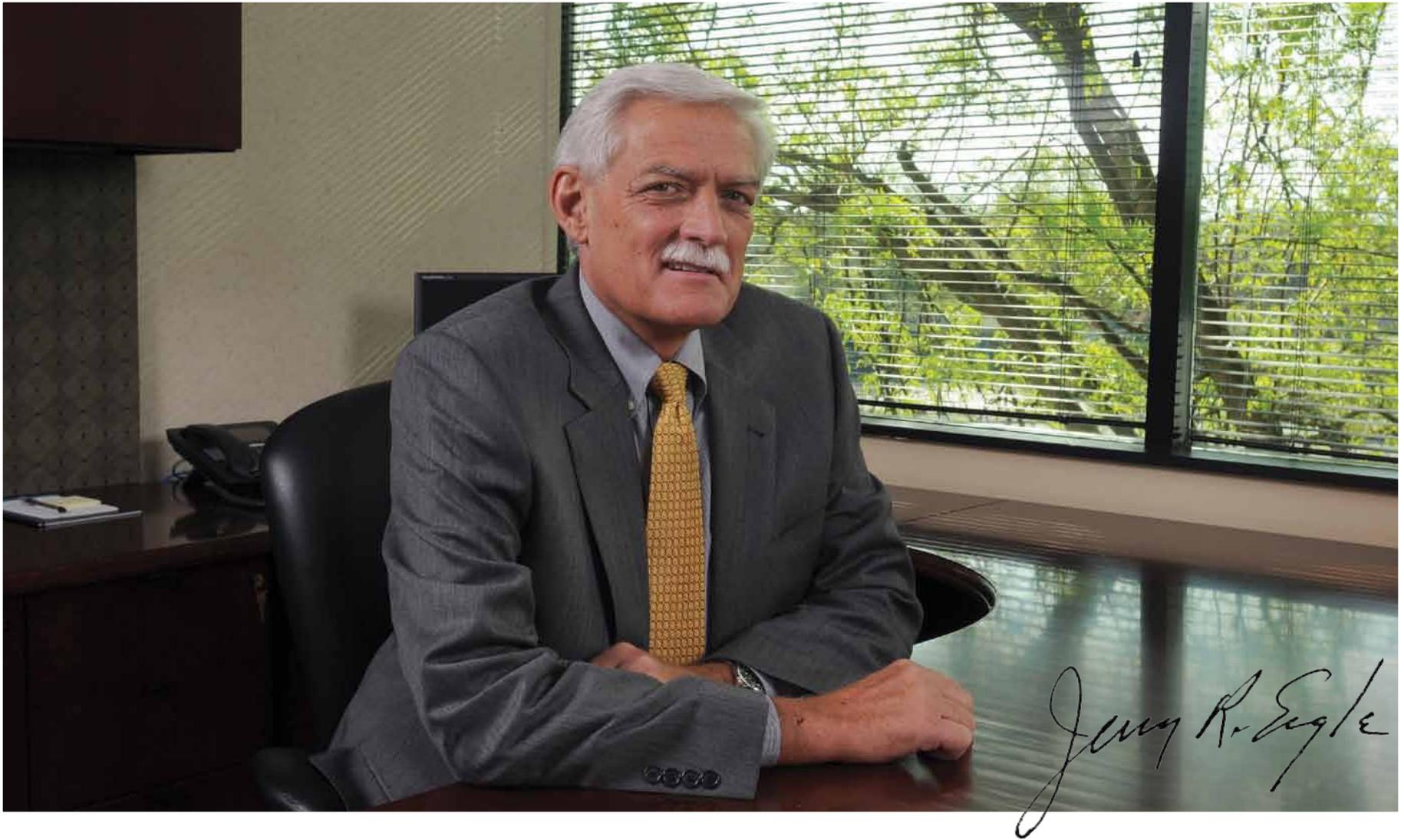
**Founder and Director - Cissi Sherlock.**

**Email: [operationopenup@gmail.com](mailto:operationopenup@gmail.com).**

**317-605-8584 or 317-376-8654.**

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**Jerry Engle, Regional President, First Merchants Bank**  
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