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Future history deja vu all over again

It's risky to write about an election a week before, knowing that it won't be read until after, but here goes: The Republicans will gain seats in one or both houses. They will not get a super majority in either. Whoopee, that is not much of a prediction. It is, however, the stage that will be set for possibly the worst two years in this country's history.

The recession has been declared to be over. Recovery can start any day. We will be back to full employment, consumers will resume shopping and the banks will be lending money. Happy times are just around the corner. Most likely a decade or two around the corner, just be patient.

Our form of representative government has a sort of safety factor built in. No more than a third of the US Senate can be replaced in any one election. That sounds good, it prevents one election from causing a complete reversal of direction. The large ship of state takes time to turn. The House can be wiped clean, hence it is the least stable arm of the legislature. In reality though, the incumbent congress critter has a better than even chance of returning, so the odds do not favor a clean-and-fresh congress. In fact, that sounds absurd, doesn't it, "Clean and Fresh" as adjectives for Congress? So the lethargic nature of the House and Senate prevent a radical change of course, even when that course is a power nose dive into the ground.

Now for some substantive predictions: 1) The Health Care Bill will not be rescinded. Employers will only grudgingly make new hires. Unemployment will not ease, and may get worse. Those with jobs will work longer hours and make more concessions, those without jobs will become restless and bitter. Wall Street will continue to be psychotic and unhelpful.

Revisions to the Health Care Bill will be made, but many bad features will take a miracle to remove. 2) Financial regulations will not be eased. Lending and borrowing will be restricted to those who don't need to do either. Accounting reports and requirements will cripple all industries, destroying many of the small businesses who make up 50% of the Gross Domestic Product. Money flow will remain a trickle. 3) Entitlement programs will not be cut. No new ones will



**Dave
Stafford**

be likely, but existing ones have already become sacred cows, and the first job of our representatives is to get reelected. These aren't nice predictions, but wait, there's more!

During Great Depression I, various government programs paid eager workers \$1 per day to do such jobs as the CCC and WPA. It didn't make the workers wealthy, but it kept them alive. They were thrilled to have those jobs, by the thousands. Today hard back breaking jobs like those are paying \$10.75 per hour, and not enough workers are applying. Today the workers, from street sweepers to union autoworkers to bank presidents are expecting the government to *hand* them relief. Too great a portion of our population is too old to work (present company resisting), and the younger population is pessimistic of being able to keep the rewards of their own hard work.

This financial disaster has different root causes, but has the same effects, as those 80 years ago. This generation, on the other hand, has little or none of the self reliance ethic that was the accepted norm then. This generation has been hoodwinked by the nationalized education system into believing in government reliance. It took World War II to get the world economy back on track from the depression that began 80 years ago, what will it take this time?

I will take no credit if these predictions hold true. All this was foretold over 200 years ago by our founding fathers. Too few will go to Washington for the first time, there they will run up against the mammoth establishment, and all the gusto and verve they take with them will be but a cry in the wilderness. History never truly repeats itself, sometimes it's worse.

My apologies to Yogi Berra, not for changing his Yogi-ism, but for changing his world.

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Entrepreneurship – Do you have what it takes?

According to the SBA, 50% of all small businesses fail within the first 5 years. Wow! That's scary! Think about it this way – you're standing in a room with another small business owner, and most likely one of you will close your doors. Who will it be? There's a 50% chance it'll be you!

Here's the picture. On a personal level, you wonder from day to day whether you can pay the mortgage, sometimes even whether you can pay the utilities, or worse, if you will be able to buy groceries. And since money is so tight, you start to get scared, wondering where you'll find your next customer. That makes you anxious and almost pushy when someone shows interest. They sense the urgency and often get scared away. Unfortunately, you – the business owner – are always the last to get paid (if you get paid). Thus, the personal financial issues can consume your thoughts and dictate actions.

On the business side, there are even more issues to address. Are you making the right decisions so that once the money problem is handled, you'll have done the right things to keep the company going? Did you choose the right location for your business? Are you home-based and possibly should have opened a store-front? Or did you spend the money on an off-site location when you could have chosen to be home-based and saved money on overhead expenses?

Are you skilled enough to manage your inventory, track your financials, create marketing materials, develop a website, manage your employees, and retain customers through proper follow-up? Are you organized enough to schedule your time and your employees' time properly? Do you have the software skills it takes to run your business efficiently? If you answered no to any of these questions, do you have the funds to hire someone to help?

This brings other questions to think about. Do you have the skills to hire and manage employees? Do you know the state and federal laws associated with Human Resources? Do you know how to process payroll?

Do you have the funds to hire professionals? You'll need an accountant, attorney and business manager. Yes, you do need a business manager. The SBA states



Cindy
Hartman

that one of the reasons small business fail is lack of experience. This is where a business coach/manager will earn every dime you pay him or her. Other reasons for failure are unexpected growth, over-investing in fixed assets and insufficient funding. Again, a good business coach will be able to assist you by helping make these difficult decisions.

These are all questions that must be considered. And if you're still reading, then you haven't yet been scared off. So, you just might have the internal fortitude it takes to move forward with your desire to be a business owner.

Of course, the success of your business depends on motivation, determination and perseverance. It takes passion, faith in self and willingness to work hard and long. The benefits of being your own boss are that the long hours and hard work don't usually seem like work because you love what you're doing. The profits come to you rather than someone else. Think of the sense of accomplishment and excitement you'll create for yourself!

If you don't want to deal with the long startup normally associated with a new business, you can purchase an existing business, a franchise, independent business opportunity or turnkey business package. Any of these can be very helpful and shorten the time it takes to start your own business, plus provide support and experience.

Whatever start-up method you choose, if you have the passion, desire and belief in what you can achieve, then you own it to yourself to live the dream!

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

The skin: From a dermatologist's point of view

By Arthur J. Sumrall, M.A., M.D.
Board Certified in Dermatology/Anti-aging and Regenerative Medicine
Longevity Institute of Indiana

In a youth oriented society, physical beauty is stressed. Even though it is hard to define, physical beauty is a positive asset that enables one to enjoy membership within the circle of acceptance. To be included or accepted within this circle is the goal of most people.

Within the context of a social environment where youth and physical attractiveness are so highly regarded, skin problems can prove to be traumatic. Consequently, the major concerns of practitioners should be in the area of treating and helping individuals with skin problems to adjust and accept their skin disorder. These patients often operate outside the circle of acceptance and as a result have difficulty accepting their skin defects, especially those disorders which are most visible. Whether a medical defect or a cosmetic concern, this self-rejection can be attributed to long held myths, misunderstandings and misconceptions.

The state of mind in those afflicted with a skin disorder or cosmetic concerns is extremely important when considering an outline of a program to improve the physical disorder. A person's identity is influenced by the way he/she is treated by others, by the opportunities that the individual is provided and the verbal and non-verbal feedback received from family, friends, and associates. Skin problems, which may contribute to a negative self-perception, may be as harmful to the individual as many other well known physical illnesses.

Skin Rehabilitative Techniques

In rehabilitating an individual with skin defects or cosmetic concerns, good medical care is only one step in the treatment process. Beyond this medical care, there is a crucial need for either the application of surgical corrective measures or the need to make use of camouflaging agents which will

enable the individual to be as aesthetically attractive as possible. Therefore, practitioners who are involved in cosmetic surgery, reconstructive surgery, dermatologic enhancement medicine, and non-surgical cosmetic work should be well acquainted with the surgical and non-surgical enhancing of the appearance. Many skin defects are not amenable to corrective or cosmetic surgery, such as discoid lupus lesions, some "birthmarks," and some scalp disorders causing a large amount of hair loss. These conditions should be treated not only from a medical standpoint, but here, the use of a well trained aesthetician could also prove valuable. The aid of an aesthetician is needed to help the afflicted individual in the proper use of aesthetic camouflaging agents.

Aestheticians are quite useful in the management of postoperative cosmetic or corrective surgical procedures such as rhytidectomy, blepharoplasty, brow lifts, dermabrasion, chemical peels, laser procedures, non-surgical face lifts, scalp reduction, hair transplants and many other cosmetic procedures.

Remember: The skin is the largest organ of the body. It is always subjected to considerable abuse. We apply many potentially harmful chemicals to our skin. We are also exposed to potentially harmful chemicals in the environment. It has to tolerate heat, cold, wind, sun, infectious agents, trauma, and abrasions. The skin tolerates some of these insults daily. The skin is a barrier that prevents some, but not all, substances from entering the body. It also prevents important body fluids from escaping. The skin helps to regulate temperature, helps detoxify the body, helps keep the body surface moist and protects us from the abuses mentioned above.

At Longevity Institute, we try to focus on the internal body as well as the skin.

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Connectivity wrap-up: Consistency, confluence and conversion

Presented by Bob Chenoweth

If you've been following this series of articles, you've learned that connective ingenuity marketing, or "Connectivity," is comprised of 7 C's: Context, Community, Conduits, Communication, Consistency, Confluence and Conversion. We've already covered the first four, so now we'll turn our attention to "consistency," "confluence" and "conversion". But first, here's a quick refresher:

A Quick Review:

"Context," "Community,"

"Conduits" and "Communication":

"Context" is the spectrum of external characteristics and perceptions your prospects have about your business, including your logo, signage, printed marketing collateral, and your prospects' opinions based on these observable factors.

"Community" defines where your targets spend their time and get their information. A community can be geographical, professional or based on common needs, desires or interests. A community might require your physical presence to participate, but increasingly, communities exist online.

"Conduits" are the marketing channels that comprise your media mix. Conduits can include print publications, email marketing, your website, your blog and social media. Most businesses should employ a diverse mix of conduits to increase their chances of connecting with prospects.

"Communication," of course, involves your talking points and marketing messages. They must position you as an expert who can provide solid value and meaningful solutions, and must connect in three ways. First, they must speak directly to your ideal targets (use the word "you" to establish this bond). They must also appeal to intellect and/or emotions via logic- or emotion-based words and images. Finally, your messages must engender understanding and trust. This is most easily accomplished via a series of messages that resonate as a whole. And that, of course, brings us to the next "C": Consistency.

Consistency:

Frankly, consistent messaging can be difficult. Why? We let distractions dictate the fabric of our days. We react. We respond. We get derailed. For many of us (and yes, I fall into this trap, too), we put our own business needs at the end of the line. The result? We market infrequently, inconsistently, and in a scattershot manner. We fail to plan our marketing work and we fail to work our marketing plan. We need a shortcut, right?

The best shortcut to crafting business-building messages is to enlist the help of a communications professional. You are an expert in your field, but if you are not an expert in crafting content and utilizing effective marketing media, seek help. It probably costs less than you think, and can pay for itself by enhancing your professional image and attracting new customers.

If you engage in do-it-yourself electronic media, online tools can make it easier and less stressful. Among them: Ping.fm, Aweber.com, Hootsuite.com, Friendfeed.com, Tweetdeck.com, and more. Determine which ones might be best for you. Likewise, Google offers dozens of online tools at <http://www.google.com/options/>. And for those of you who want professional content crafting AND automated delivery via the Web,



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)

email, social media and video, I'll shamelessly mention Connectivity.com.

Confluence:

As mentioned in the first article in this series, your goal should be to have your business and marketing components working together as a well-oiled machine. To assess your degree of "confluence," step back and study the "big picture." If you have the gift of objectivity, you can probably identify elements that need refined. If not, ask someone else, preferably a professional qualified to suggest, design and/or implement improvements.

Conversion:

Conversion – turning a contact into a customer – is easier when a prospect recognizes your products or services as a valuable solution. You can accomplish this via clear and trustworthy marketing messages. While most people think you must use hard-sell tactics, perhaps instead you should merely discover your prospects' pain points and, if appropriate, share how your product or service can minimize or eliminate them. Be authentic. Be trustworthy. Solve problems. Ease pain. Success will follow.

The Bottom Line:

By employing connective ingenuity in your marketing, you can be understood, respected and trusted. You can be recognized and sought out as a thought leader, a problem solver, a true expert in your field. In other words, you'll be in prime position for success.

If you'd like more information about connectivity, including learning your "Connectivity Score," visit Connectivity.com. For a free consultation to learn how you can improve your marketing program, call me.

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Uhls provides print guidance

By Bob Sullivan

Morgan County Business Leader

Paul Uhls, owner of BNC Supply, recalls that he took journalism in Mooresville High School so he could write a weekly column. "The Mac was brand-new, and I started teaching myself the page layout programs. Next thing I knew, I was recruited to lay out the paper." Upon graduating, Paul recalled, "I hooked up with a couple of independent papers, writing for one [and] designing pages for the other. I also helped with printing, and when the papers folded, I opened a print shop on Indy's east side called Copykatz, which lasted a couple years. From there, I got out of printing completely."

Paul began serving as a DJ at weddings and special events, and opened Karaoke America at Union Station, a karaoke recording studio, which he operated for eight years.

Born, raised, and residing in Mooresville his entire life, Paul focused his attention close to home, plugging in to the local community at several levels. "In 2000, my church, Mt. Gilead, hired me to help with graphic design. It quickly grew into marketing communications and publicity. I left the job—not the church—in 2006 to go into sales." Paul also started announcing football and basketball games for Mooresville High School. He also was a DJ

once a week for WCBK in Martinsville for a couple of years.

Paul continued to use his printing expertise while growing his contacts. In 2008, Paul found himself laid off. "I'd secured the name BNC Supply in case I ever decided to go into business. In November 2008 I started brokering my printing contact for business cards, brochures, fliers, letterhead . . . the business kept picking up, so I decided to pursue print brokering more seriously."

Paul sat down with Mooresville High School officials to discuss the sports program. "I redesigned the piece and tapped my contacts to find them a lot more value and quality for their budget. As with all my projects, I provided the graphic designs." The success of that project, Paul said, served as the springboard that launched BNC Supply.

Paul emphasizes the strengths of print brokering versus owning a store front. "I offer personalized service; I can meet you at your office. I bring the deliveries directly to your front door. A big problem I remember with a print shop is the client has to carve time out to come to me. I've had opportunities to open a shop, but it's not what I want to do. I am seeing a lot more success with the flexibility to go to them. Also, I'm not confined in what I offer. If one of my partners can't meet a need, I can find another one that does, or go find who can."

Paul points out his competitive power. "With access to a variety of local and outside partners, I can find the best price and pass on the savings. I explore a wide variety of options on a job. Probably the biggest chance since I was previously active in printing is the advances with color printing. Digital color printing allows full-color, high-quality printing at a fraction of the cost."

In 2004, Paul released an article collection entitled "Go Figure." It is still available at online booksellers. Paul sings and plays guitar for The Apologetic Band, pursuing a love for Christian Rock that began in high school. He is an avid Cincinnati Reds fan. He and his wife of 19 years, Ginger, have two children, Cory (15) and Cody (13).



BNC Supply

Paul Uhls: Owner/Print Specialist
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Professional help from home staging to decluttering

By Bob Sullivan

Morgan County Business Leader

Q: What services do you offer?

A: Our focus is assisting people who have put their home up for sale. We can also help builders stage model homes and assist homeowners set up a showroom or display room—or “de-clutter” to bring out their home’s strongest features. As far as I know, I’m the only Martinsville-based provider of this service.

Q: What are the advantages of home staging?

A: Very few people can view their own home objectively. On average, staged homes sell 50 percent faster, sell 17 percent higher, and offer up to a 343 percent return on investment.

Q: Can you explain your process?

A: We provide a charged consultation, where we assess the property and create a specific list of recommendations. The client can go forward and pick and choose our involvement “by the project.” I do much of the work myself, but I subcontract certain services. We’re flexible. If the client takes ownership of a project, they’re not obligated to use my partners.

Q: Tell us about your qualifications.

A: I’ve always had an eye for home staging and helped my family and friends with great success. I took time off after my son was born and decided now was the time to pursue my

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Crystal Davis: Owner/Home
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Martinsville, IN 46151
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passion. I self-studied the field and found I understood many aspects of the process instinctively. I’ll continue toward certification as the business grows.

Q: What’s your personal story?

A: I’m a Martinsville “lifer.” I have a 19-month old son, Isaiah. My husband Steven is a trainer at Arber Education. I enjoy music, reading, and going to church. My mom, Valri Anderson, has been a huge encouragement in pursuing this.



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Focusing Inward Tames Your Stress:

*The Yoga Studio Offers Physical,
Mental and Spiritual Benefits*



By Tonya Todd

Morgan County Business Leader

When Diana Scalph opened The Yoga Studio out of her home on Kellar Hill Road in 1997, yoga was a trendy, mega craze sweeping the country, and raising many eyebrows regarding its mysteries. Today, the health benefits are undeniable to those who practice the yoga lifestyle.

Yoga, an ancient practice that originated in India, is intended to bring a person back into balance. Scalph says, "Every aspect of your being is affected with this practice...physical, mental and spiritual. Breathing is the core."

As everything comes into balance, Scalph says, "Yoga can improve how you deal with everyday life - you are calmer; you make better food choices; you are more in the moment. You are better prepared to deal with the stressors of life that we all face."

Scalph now 67 years old has also been aware of the cynicism surrounding Yoga since she took her first instructor class in 1977. Though the image has improved, many questions still remain:

Will Yoga hurt? Yoga should not hurt. Just like with any physical activity, however, you should not be overzealous and it is important to know the proper techniques. According to a recent report conducted by the American Sports Data, there have only been two injuries reported for every 10,000 times Yoga has been practiced.

Should I wait until I lose weight to participate in Yoga? Though some positions may be more challenging if you are excessively overweight, Yoga is intended for every body type. Scalph believes that even a paraplegic can benefit from the breathing techniques. "There are over 902 positions that can be learned. You can know as few or as many of them as you like."

What if I am not strong or flexible? If we were already as strong, flexible and thin as we tell ourselves, we should be, there would be no need for any type of physical activity.

Yoga, like life, is not about showing up complete. It is about showing up ready to take a journey of transformation. Everyone has an area they can work on. Everyone comes to the mat with a different imbalance. It is the act of getting on the mat that points us in the right direction.

Do I have to worship a certain entity or in a certain way to benefit from Yoga? Scalph assures, "The focus is on people of all walks of life. It doesn't matter what your beliefs are or what your upbringing has been. This practice can work for everybody. This is not intended to interfere with things you learned growing up. With Yoga, you become more focused...your faith and beliefs are enhanced."

Scalph experienced the benefits of Yoga firsthand over 40 years ago when she injured her back as a nurse in England. For her, it was instant relief that replaced the frustration and constant pain. From that day forward, she has been sharing her passion where ever her husband's career in the Air Force has taken them - Crete, New York, and eventually Mooresville. She says she no longer wanted to take care of people once they got sick but wanted to prevent them from being in the hospital or needing to see a doctor.

"Yoga is such a big part of my life. I don't think I will ever stop teaching. I love it so much! I just love helping people feel better about themselves; to see they can have much more power over their lives than they thought in the past. People become very knowledgeable about themselves - what they can manage to do each time they do the practice; bringing out more and more possibilities each time."

When the economy took a downturn a couple of years ago, Scalph's clients feared they would have to discontinue Yoga classes because of their inability to pay. To ensure Yoga, a stress-reliever, did not cause stress in her clients' life, Scalph stopped accepting payment. As she continues to do today, Scalph provides classes on a donation basis. For her, it is not about the money, "I just wish everyone would take advantage [of Yoga] and become better people. I want them to know it's not something strange or something to be afraid of. There are a lot of benefits."



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County Government 101



By Ryan Goodwin

Morgan County Business Leader

Election time has come and gone once again. This time of year always brings some confusion over various county offices, specifically, the difference between the county council and county commissioners. Add in the various governmental structures in communities, such as cities and towns within a given county, and it can quickly confuse someone following local politics for the first time.

County government, generally speaking, serves the areas of the county not governed by an incorporated city or town. The two most obvious examples in Morgan County are the Town of Mooresville and the City of Martinsville. Though some aspects of county government overlap in these communities, such as county tax matters, for the most part, this is a safe rule to follow.

Now for a discussion on the difference between the two county offices: the council and the commissioners. The reason for the existence of two bodies is simple: separation of and division of powers. In school, we learn that the federal government operates on a system of division of powers. The executive branch, the legislative branch, and the judicial branch each have the goal of serving as a "check and balance" over the other branches. Your local county government isn't much different. The commissioners, a three-member elected board, serve primarily as the executive and legislative branches of county government, whereas the seven-member elected county council serves as the fiscal (financial) body. This structure exists in almost all of Indiana's 92 counties. Marion County, which operates under a combined city and county government, is the most notable exception.

The county commissioners are responsible for the management

of the county and the implementation of county rules and policy, called ordinances. These duties fulfill the executive and legislative duties of county government. Each of the three commissioners is elected by the entire county every four years on a rotating basis. Although the entire county votes on the commissioners, each commissioner represents a specific area of the county, which is divided up into three districts, largely along township lines.

The county council's primary duty is the adoption of a budget from which the county government operates. Furthermore, county agencies that wish to significantly change how they utilize budgeted monies during the year must come to the county council to have their request granted. This division of powers and duties between the two bodies helps to create an environment in which the most responsible decisions can be made. The county council is a seven-member body, elected every four years on a rotating basis. Five of the seven members represent specific districts of the county, whereby the population of that district votes. The remaining two members are "at-large." These members can live anywhere within the county and are on the entire county's ballot.

I hope this brief primer aids in clearing-up the basic structural differences between the two bodies of county government. For more information on our great county and its government, I would strongly suggest a trip to the county's website at www.morgan-county.in.gov.

Ryan Goodwin is currently the president of the Mooresville Town Council. In January, he begins a four-year term on the County Council, representing District 3.

The county council's primary duty is the adoption of a budget from which the county government operates.

Craftsmen of Morgan County

Quality workmanship – from foundation to roof – built to last a lifetime

By Bob Sullivan

Morgan County Business Leader

"I've been in construction all my life and have worked for myself since 1995," said Terry Tomey, construction craftsman and owner of American Contracting LLC. During that time, he's received a great deal of praise, but not a single customer complaint. "I take pride in bringing my project in on time, done right, and using the highest quality materials," said Terry. "If it's a choice between building it fast or building it to last, I tell my customers they'll be happier if they give me time to build something they'll love."

Terry grew up on the southwest side of Indianapolis and graduated from Decatur Central High School. "I started working in construction at age 16. My cousin and I started working for various construction companies part-time while we were still in school," Terry recalled. "I spent some time with a cabinet company, but I prefer working in the construction industry because of being outdoors."

Terry credits Jim Stephenson of Stephenson Construction for teaching him "on the job." "He gave me a job straight out of high school and taught me the skills I needed. Jim instilled in me a good work ethic and the pride to do the job right and build it to last."

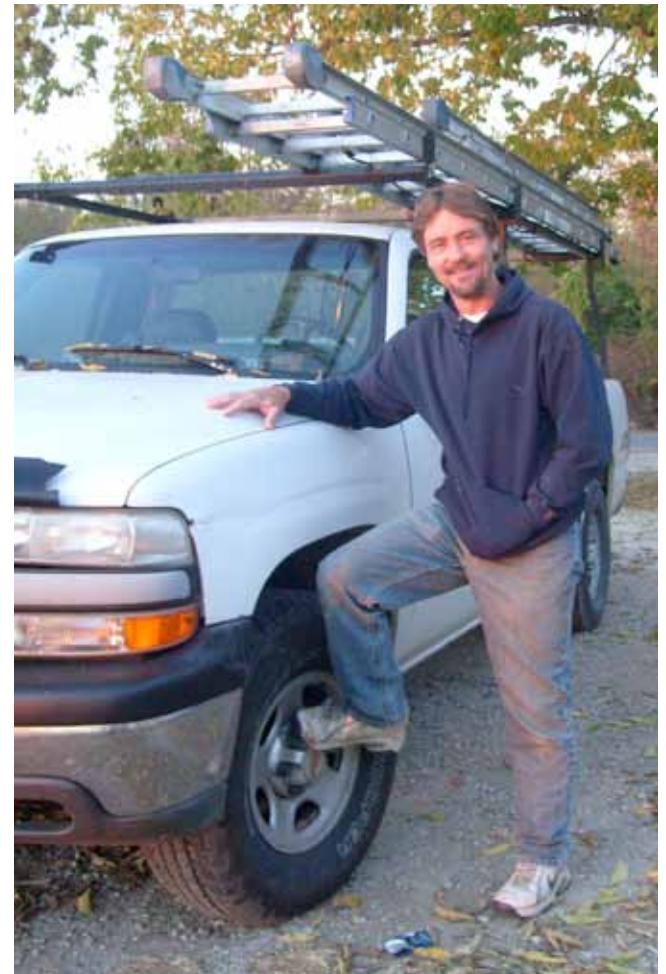
Terry worked for Stephenson Construction for 11 years before striking out on his own. He recalled, "I'd work my hours, then get some work on the side. The side work kept growing, and so did the money, plus it was more challenging and varied than my day job. It made sense to take it fulltime." Terry moved to Mooresville in 1994 and started his own business under the name T-Construction in 1995. He started a partnership in 2001 and later decided to go back on his own, changing the name to American Contracting in 2005.

On business ownership, Terry observed, "You still have a boss. Every customer is your boss, and you have to please them. If not, you won't continue to work."

Terry explains, "When I started, I focused on remodeling. While in my partnership, I constructed new homes from the ground up. My brothers and I often worked together. My brother Tim would do the masonry and my brother Tommy would do the tile work. Since I'm not an electrician, I would hire one to install the wiring, and I would build and install everything else: siding, roof, cabinets, walls, floor—everything."

Terry also subcontracts with Hoosier Permanent Coating Inc., a partnership going on four years. "I repair or replace damaged and rotted wood siding—usually cedar—before they treat the wood with a high-quality protective coating. I also install windows and doors. They offer a quality product designed to last a lifetime, which matches my professional standards." Terry is grateful for the partnership. "We had a housing boom for several years. All through it, I kept thinking, 'It's going to slow down.' For most of the decade, it didn't; then it nearly stopped entirely! Hoosier Permanent Coating keeps me pretty busy for a good part of the year."

Terry and his wife Dawn (owner of Wireless Wonders) are raising their youngest child, Trevor, age 13, and they are helping raise their granddaughter, Nevaeh, age 4. They have three grown children: Terry, Travis and Brittany. Terry and his brothers own 17 acres of land in English, Ind., where they enjoy fishing, hunting and getting back to nature.



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Networking Opportunities

Westside Chamber of Commerce:

The kickoff meeting for the Westside Chamber is Nov. 11 at 6:00 PM at the Indianapolis Country Club. Guest Speakers include Lt. Governor Becky Skillman. The Westside Chamber addresses the business needs of Pike, Wayne and Decatur Townships in Marion County. The Indianapolis Country Club is located on Country Club Road just south of Crawfordsville Road.

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

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.

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

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.

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.

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.



New location, more seating, expanded amenities for Hong Kong Restaurant

By Bob Sullivan
Morgan County Business Leader

A Mooresville community favorite since 1994 [see MCBL profile October 2009], Hong Kong Restaurant completed the daunting task of moving from Monroe Street to larger, more versatile space for workers and customers alike. "The move brings us more to the center of town, where we can participate in town events, and have more visibility," said Bing Qiu, who co-owns the restaurant with her parents Lisa and Ricky Qiu.

Bing, her family, friends, and other volunteers scrambled to make the transition between locations as quickly as possible. "We'd hoped to keep our Monroe location operating until we reopened, but that wasn't possible. We had to move out in three days, and raced to reopen as fast as possible. All told, we were closed roughly

Hong Kong Restaurant

Bing Qiu: Co-owner
340 S. Main Street, Mooresville, IN 46158
317-834-3368

Hours of Operation
Monday through Saturday: 11:00 a.m. to 9:00 p.m.
Closed Sunday

two weeks," Bing noted. Hong Kong Restaurant reopened at their

new location September 13.

The Qiu family is very excited about additional amenities the move has afforded them. Bing listed them: "We expanded maximum seating from 44 to 56; we had a "blank slate" cooking and frying area, which we optimized for our crew; we replaced the tables and other furniture; and we now have an entire second floor of storage space, giving us more flexibility with food ordering and preparation."

Hong Kong Restaurant now offers a small party room, which seats up to 25 guests. "Customers can reserve the space free, first come, first serve. And, we can offer a wide variety of food from our menu to serve guests."

Bing says the reception from the community has been positive and overwhelming. "We can't imagine ever being anywhere else."



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Entrepreneurs of Morgan County

The Center for Healthy Living and Learning Offers Opportunities for Morgan County

By Tonya Todd

Morgan County Business Leader

Humility seems to be a common thread among the winners of the Big Idea contest. Jennifer Blankenship, a Martinsville resident, attended the awards ceremony intending to support the winners—not expecting to win herself. Before her name was called, she thought she had been overlooked.

Blankenship was thrilled to learn her idea to establish a Center for Healthy Living and Learning in Morgan County won second place. In her plan, the former Harmon Becker building would be used to house businesses, not-for-profit organizations, a satellite university and a business incubator in one location.

“The Harmon Becker building has so much to offer,” says Blankenship. “The office suite area is very professional, well laid out. There’s a cafeteria and room for job training programs and a factory. So many spaces are suitable and versatile. It’s the ideal situation for Morgan County.”

The concept is modeled after two similar centers in Bloomington. Blankenship explains, “It is hard to gauge the impact on the community, but following the model in other communities, it could be well in the millions of dollars each year. If you look at the incubator in Monroe County and what it has done in the Bloomington area, it is evident that there is a lot of potential for significant growth individually and as a county.”

Blankenship’s goal for the center is for it to provide resources for individuals to grow personally and professionally in such a way as to create a catalyst environment for the community to become stronger in the future. “We need to look at the capacity of the [residents] we have here [in Morgan County] and develop them into more successful individuals,” says Blankenship.

The center would create a larger tax base and more opportunities for employment in the community. “There are a lot of people already putting hard work into the economic development and financial stability of our community, and this project is a way to get involved in a specific way—a way to build on the already successful economic development work being done,” states Blankenship.

Blankenship commends Jon Speer of Creo Quality for his initiative in creating the contest and inspiring entrepreneurship in Morgan County. “He is to be congratulated, to be appre-



ciated. Without Jon Speer’s idea for the ‘Big Idea’ contest, without his commitment, his interest in growing the community, none of this would be possible.”

Blankenship appreciated the act of people coming together to do good for the county. “In order to succeed we’re going to need stakeholders of the community to come together, to really care about seeing Martinsville and Morgan County grow, and to get involved.”

Blankenship has a passion for working with at-risk and impoverished populations. While doing so, she has “come to realize there is the ability of this community to lift itself up. We are a community that has proven that we are ready to take on any challenge—after the flood [of 2008]. [The flood] brought us together. If we can do with literacy and the Center for Healthy Living and Learning what we did with the flood, we have a great future. We have so much potential and are capable of doing anything, if the right players become involved. If we expect people to invest in us, we have to first invest in ourselves.”

Blankenship encourages anyone interested in getting involved to email her at blankenship.jennifer@gmail.com, “Whether this project or another, think about ways to proactively get involved to grow our community,” concludes Blankenship.

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Diana Moore, 530 S. Indiana St., Commercial Kiosk, \$50,000
Diana Moore, 530 S. Indiana St., UST Tanks, \$80,000
James Hulse, 5660 E. Landersdale Rd., Barn Addition, \$1,200
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Keaton Mattila, 2727 Annily Ct., Wood Deck
Breaking The Law Landscaping, 226 Old SR67 S., Wood Framed, \$3,000
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Greg Weiss, Manna For Haiti, 3610 SR 252, Martinsville, IN 46151
David Ricketts, A To Z Auction, 5000 E. Orchard Rd., Mooresville, IN 46158
Michael Telfer, Tie That Binds Longarm Quilting, 89 N. Jefferson St.,

Martinsville, IN 46151
Laura Rodriguez, 10786 N. Antioch Rd., Mooresville, IN 46158
Jeffrey Thomas, Thomas Farms General Partnership, 5661 S. Salem Rd., Gosport, IN 47433

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November sales not reported as of publication date, check <http://scican.net/~manley/Sales.html>
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 errors.

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

Community Foundation Expands into Second Office

A major gift from a Morgan County family has allowed the Community Foundation of Morgan County (CFMC) to acquire a building at 56 N. Main St. in downtown Martinsville. The building, a former law office and title company, will become the main office of the foundation.

"For more than 10 years we have been serving all of Morgan County. Having offices in both Martinsville and Mooresville will allow us to better serve our donors and those who receive grants and scholarships throughout the county, and also increase our visibility," said Dale DePoy, president of the CFMC board of directors.

The Martinsville office will be the first permanent home for the CFMC since its formation in 2000 by merging two separate Morgan County-based community foundations. The donation to purchase the building comes at a perfect time, as the Community Foundation of Morgan County celebrates its 10th anniversary this year.

The current Community Foundation office in Mooresville will remain open and also continue to serve as the main office for the Kendrick Foundation. Kendrick is a private foundation that provides health-related grants and scholarships to Morgan County. Since 2001, the CFMC staff has provided administrative services for the Kendrick Foundation, and that relationship will continue. CFMC and Kendrick Foundation business can be conducted at both locations after January 1, 2011.

"We are excited that we'll be able to offer meeting space for community use and expanded services in both Martinsville and Mooresville," said Tom Zoss, executive director of the CFMC.

A building fund has been established to raise funds to upgrade the new office in Martinsville, add technology and equip the space. Donations are being sought now to allow a move at year's end. Donations to equip the building can be mailed to the CFMC at 250 N. Monroe St., Mooresville, with CFMC Building Fund in the memo.

More information on the Community Foundation of Morgan County is available online at www.cfmconline.org or by calling the foundation locally at (317) 831-1232 or toll-free at (877) 822-6958.



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freedom
began at St. Francis.

Bev T.
Dancer, gardener,
ER nurse—double
knee replacement.

**Ranked #1
in Indiana for
Joint Replacement
4 years running.**

I'm an ER nurse and I'm at my best when I can move...not just on the job but all the time. I live an active life, and at 55, I just wasn't ready to give up the things I enjoy because of increasing joint pain.

I wanted my freedom and my quality of life back. Thanks to my orthopedic team at St. Francis – Mooresville, I'm moving better than I have in years, and I'm looking forward to staying active for a long time.

Don't let pain interfere with your life. Call 1-877-888-1777 for more information on joint replacement and the Center for Hip & Knee Surgery.



Center for Hip & Knee Surgery

St. Francis – Mooresville

StFrancisHospitals.org/ortho



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