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MORGAN COUNTY

April 2012



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Restarting, renewing, creating new growth

Although we are now three months into 2012, our county Chambers just held their annual dinners where they acknowledge the accomplishments of 2011. This year, Martinsville celebrated the career of retired middle school teacher Rick McQueen and the decades of success of Form-Tec Plastics, while Mooresville shined the spotlight on Soft Touch Auto Wash owner Mike Harrell and the not-for-profit fundraising efforts of Fedex Manager Kevin Lollar and his wife Robbi.

Although we celebrate their deeds from 2011, we hold this celebration every spring, rather than January, when the year has just wrapped up. I don't think that's a matter of scheduling, but rather, what this time of year means to all of us. Spring is a time of renewal, both in our businesses and in our personal lives. Surrounded by the signs of new life all around us, it's a time of optimism and a reminder to consider new challenges and meet them head-on. The act of celebrating 2011 one last time is our signal to look forward.

This month, we can see that our Business Leaders all faced a critical moment in their career, where they made the decision to accept a new challenge, and sometimes change the nature of their career.

Consider James Martin, who entered his first years of college "all-in" to pursue a career in marketing and advertising, only to find that success in that field was in direct conflict with his priority to stay local. As a result of a change in plan, Mooresville gained a CPA firm headed by a talented business planner who's taken exceptional care of his clients for over 25 years. More recently, the firm experienced another renewal, with the opening of its new office on Meadow



Jim Hess

Lakes Drive.

Or Jeff Whitney, who changed the nature of his Harley Davidson custom wheels and accessories business after a 30 year career with the company and a strong, comfortable internet presence. His decision to return home and open a brick and mortar component to HawgWild and to give back to the local community is a journey of discovery and making the difficult decisions for a better future.

Or Doug Puckett, whose boyhood dreams of wielding financial savvy as his way to a "seat at the table" resulted in a career with IU Health Hospitals. As their Chief Financial Officer/Chief Operating Officer, Puckett was instrumental in launching the Westside Avon facility in 2004. Following over six years of success in Avon, Puckett recently accepted a new challenge by stepping into the role of President and CEO of the Morgan Hospital following their recent merger into the IU Health system. With a promise to focus on the local community, Puckett seems off to a strong start. We're pleased to feature his story this month.

As you read about this month's Business Leaders and how they faced the new challenges before them, consider your own choices and challenges, and how those challenges bring renewal and re-growth to your business.

... it's a time of optimism and a reminder to consider new challenges and meet them head-on.

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Contents

Restarting, renewing, creating new growth	3
Oil gas and the big lie	4
Over 25 years of sound financial planning	5
When work makes you sick.....	6
Directors & Officers Insurance: Is it Necessary?.....	7
New leader at the helm.....	8
Community Foundation of Morgan County hosts the Morgan County Antique Appraisal Fair April 14.....	10
Fite Plumbing Completes Plumbing Renovation for Walgreens	10
What makes for a successful handoff?.....	11
Mooresville Native HawgWild about setting up shop in hometown	12
New smoke free indoor air bill	13
Annual Dinners celebrate businesses and community service	14
Planner of note.....	15

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Oil, gas and the big lie

“Washington, March 4- The controversy over US oil reserves has been advanced a stage further by this geological survey.

This is said to reveal that the United States will have to start worrying about running out of oil somewhere about the year 3000. The estimates are based on applying the newest chemical and engineering techniques to the extraction of oil from coal and shale.”

This article appeared in the Ottawa Citizen in 1944.

American Petroleum Institute President Jack Gerard says “roughly 85% of federal lands are off limits to oil and gas development, which convinces the global market that the US is not interested in energy development. This perception keeps energy prices on an upward trajectory”

“Sending a clear message to people who buy and sell crude oil that the United States is committed to reasserting itself as one of the world’s major oil producers would immediately put downward pressure on gasoline and other fuel prices”, Gerard said.

Yes, there is a magic bullet. All our president has to do is to announce to the world that we are re-engaging our energy efforts, that the US government is getting out of the way and will no longer throw away billions of dollars on businesses that they do not



Tim Corman

understand.

Gerard offered an industry wish list. “The White House should immediately approve the contentious Keystone XL Pipeline, abandon its plans to repeal industry tax breaks, not put in place added regulations on refineries and increase the speed and frequency with which exploration permits are issued”

Not only will the prices of energy go down but think for a minute how many jobs will be created. Harold Hamm, president of the energy company Continental Resources says “The industry now employs 30,000 in the state (North Dakota), and if production does hit a million barrels a day, it could employ over 100,000 there.” They need a pipeline to do that.

These are jobs on private land. Imagine how many jobs could be created if we could explore federal lands including more exploration in the Gulf of Mexico. Keep in mind these are very good paying jobs, and many of them union jobs. Everybody wins!

I will let our friend Brian Wesbury; Chief Economist First Trust Advisors close the article this month. “Momentum is now shifting towards the US, with some global investors looking at equity returns sweetened by currency gains. Add higher US bond yields and emerging markets should be even more willing to buy US assets. A self-sustaining virtuous cycle is emerging, the kind that often forms in long term bull markets. It’s time to get on for the ride.”

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 317-837-5141 cell 317-414-0249 The opinions voiced in this material are for general information and are not intended to provide specific advice or recommendations for any individual. ALL PERFORMANCE REFERENCED IS HISTORICAL AND IS NO GUARANTEE OF FUTURE RESULTS. ALL INDICES ARE UNMANAGED AND CANNOT BE INVESTED INTO DIRECTLY. Securities are offered through LPL Financial Member FINRA/SIPC

“Equality of opportunity is freedom, but equality of outcome is repression.”

- Dick Fealger

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By Bob Sullivan

Morgan County Business Leader

On November 4, 2011, following 25 years in business, Martin James CPA/PFS completed their first location change in decades, moving from their office at Pebble's Plaza into brand-new space at Meadow Lake Drive. Firm founder Martin James recalls, "We shut down operations Thursday, November 3, at noon, and we opened Monday at our new office. We've improved our workflow by designing the new office for better efficiencies."

Born and raised in Plainfield, Martin attended IU Bloomington, earning a Bachelor's in Accounting. "I knew I wanted to own my own business," Martin said. "On graduating high school, Dad encouraged me to go to college to see how I'd like it."

Martin observed about himself, "When I get my mind set on something, I go 'all-in'. Dad was a mechanic and car salesman, and one of his customers was an advertising executive. I had it in my head I wanted to get into marketing and advertising, so I subscribed to Advertising Age, read all the books, totally immersed myself in

the field. The more I learned, the more I realized that, to get to the top of that field, I'd have to go to New York or Chicago. I wanted to stay local. Dad also knew a CPA who was doing well, and suggested I look at that field. So like before, I went 'all-in,' did my research, and became totally committed to understanding our tax laws"

Martin adds, "I've always believed, if you put your mind to it, you can find a path to do what you're supposed to do. I wanted to start with a large international CPA firm, so getting the grades was my key to making that happen. By graduation, I had offers from seven of the big eight firms, six with Indianapolis offices." Martin started with Coopers and Lybrand (now PWC) in 1980. "The firm had a program on advising smaller, growing businesses. I was also able to work in real estate when real estate limited partnerships were popular for investors, and spent over half my year learning the tax side."

Martin then joined Northwestern Mutual, earning experience in financial planning. "Their goal is to help their representatives build their own businesses." After the employment with Northwestern Mutual, he realized he wanted to focus on tax and financial planning. "That path took me to a small CPA firm in Plainfield," said Martin. "In 1986, a Mooreville business owner told me point-blank that Mooreville needed a CPA and he wanted to help me get established there. He walked me into the bank, said 'loan him the money' and advanced me a year's worth of fees to help make it happen."

Martin opened Martin James Investment and Tax Management in July of 1986. Six months after opening, they moved into their offices at Pebble's Plaza. "We purchased Pebble's Plaza in 1996 and sold it in 2006. When

the space at Meadow Lake opened a year ago, we honored the balance of our lease, and moved in November 2011."

Of his firm, Martin says, "We're more than just a tax-preparation firm. We're tax and financial planners. We look at the present, but also look several years ahead when planning. We focus on retirement, social security options, integrating investment options—every person's situation is unique. In tax language, everything is 'permanently temporary,'" Martin quipped. "Our niches are individuals and mid-size, family-owned businesses; that's where we excel." Last year, Martin James prepared over 750 returns. "With better technology being available, it is becoming easier to grow the business and still maintain a high level of quality in the work." Martin James Investment and Tax Management maintains a staff of nine, including three CPAs.

Martin and his wife Cindy were high school sweethearts in Plainfield and will celebrate 32 years of marriage in May. Cindy is the firm's office administrator. Their son Kyle is completing his second season as a CPA for the firm. Their other son, Craig, is a utility lineman in Lafayette. They have two granddaughters, the second one born this past December. In his free time, Martin enjoys fishing, particularly fly fishing.

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Directors & Officers Insurance: Is it Necessary?

This month, we are going to look at directors & officers insurance, commonly referred to "D&O" insurance. Many business owners incorrectly assume their commercial general liability policy is all the liability insurance they need. This is not true. The general liability policy is just that – general; it is designed to fit the basic needs of a variety of businesses and organizations. Prudent business owners must employ the use of special liability products to properly protect their unique enterprise. One of these tools is D&O insurance.

What is it?

Directors & officers insurance covers the directors and officers of your company or organization in event they are sued as a result of their actions in leading the company. Directors and officers make major decisions that can and do affect the financial condition of the organization. They also make decisions regarding employment practices. All of these areas are ripe for claims from stockholders, clients or even employees. Without D&O insurance, your corporate officers and directors can be financially liable for these claims individually. D&O insurance often includes employment practices liability, which covers directors and officers for claims alleging harassment or discrimination surrounding their role in the employment practices in the organization. With increased regulation surrounding business activities and employment practices, the numbers of claims against directors and officers have only increased. In addition to paying any claim you or your organization may be found legally liable for, D&O insurance also pays for the cost of your legal defense. The bottom line is this: D&O insurance is financial protection for your board members.

Who needs it?

The simple answer is any business or organi-



Ryan Goodwin

zation that has a board of directors. This could include an actual business engaged in for-profit practices and it can also mean a non-profit organization or church. In fact, this type of coverage is most often overlooked in the non-profit or church setting. Many times, an organization can not attract quality board members without D&O insurance, because the person, no matter how much they want the business or organization to succeed, will be unwilling to risk his or her personal assets. Additionally, many times an investor will want to know that your organization has D&O insurance in place before making an investment in your business or organization.

If your organization has a board of directors or you have employees working for you, you need to stop and strongly consider the financial implication of not protecting your business with D&O insurance. If your organization is just now forming a board, now is the time to make sure this important coverage is in place. With the right steps, it is relatively simple to protect your organization.

Ryan Goodwin is the insurance agent of choice for Central Indiana business professionals and entrepreneurs. A former business owner himself, he understands and values the role entrepreneurs play in our future. He is an independent insurance advisor with Morgan Insurance Group, based in Martinsville. www.morganinsurance-group.com. (765) 342-6619.

Many times, an organization can not attract quality board members without D&O insurance, because the person, no matter how much they want the business or organization to succeed, will be unwilling to risk his or her personal assets.

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ActionCOACH Business Coaching Announces GrowthCLUB Business Planning Seminar, Fri., Mar. 30, 2012, Hampton Inn Airport, 9020 Hatfield Dr., Indpls, 46231, 9-4:00 pm.

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Please note, due to the fragility of items brought to this event, children under 9 years of age cannot be admitted. Items which cannot be appraised include those pre-dating 1700, autographs/documents, and modern jewelry. There is no buying or selling.



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When work makes you sick

A burned out manager learns about balance

This month we have chosen a mid-level manager who is facing some severe burnout. We'll call him Joe. Joe works for a large organization that has faced some challenges recently. Retiring managers, staff transitions and financial belt tightening have caused Joe to work long hours without much of a break. Nearly a year of 70+ hour weeks has taken a toll on Joe's health and his personal life.

Recently Joe has been forced to miss work because he was too sick to get to the office, and he is spending less and less time with his family. Even though he's had some setbacks, according to Joe things are looking up. In a conversation we had recently, he is in line for a big promotion soon.

Dull Saws Cause More Work

What if a woodsman had a hundred trees to cut down and only one saw to do the work? If he constantly uses the saw without ever taking a break to sharpen it, the blade will get dull and cause him to work twice as hard to cut into the next tree.

The same thing happens to people who keep going long after they should have taken a break. As a smart, resourceful professional, why do you think you can work a year or more at a break-neck pace without ever stopping to sharpen your own saw? Those extra hours may have eased your conscience a little, but did they really add to your effectiveness? As we've seen with Joe, the extra hours may even cause you to miss some work and make you less effective in the long run.

In the Steven R. Covey book Seven Habits of Highly Effective People, the seventh habit is Sharpen the Saw.

Just as a woodsman needs to take care of his most important tool, you need to take care of the one thing that will be the cause of your success, YOU!

Are You Out of Balance?

People are obviously a little more complex than saws. When you sharpen a saw blade there is only one side you need to worry about. Humans need to pay attention to a few more areas. According to Covey, there are four areas of your life you need to balance, your physical health, emotional and social well being, mental health and spirituality.

Here are some examples of what you can do to help balance your life:



Thomas Barnes

- Physical Health – Watch what you eat, take time for little exercise and get some rest
- Mental Health – Read, learn, teach and grow your mind
- Emotional and Social Health – Go out with friends and family, take breaks for yourself
- Spiritual Health – Go to church, volunteer your time, take a walk in the woods

Some of these things can be done at the same time. Taking a walk in the woods can help your physical needs as well as helping you take a spiritual break as well. Volunteering at church or in the community can help your social life and help you feel more spiritual.

Joe actually does a good job of his mental and spiritual health, as he regularly reads and teaches, and is a weekend volunteer in the community. As for his family, since his illness he has started to take a little more time with them. Where Joe wasn't paying attention was in the area of his health. Of course the 70 hour weeks will make anyone tired, but they also caused him to eat more fast food. He was also eating at odd hours, and he never exercises.

How to Make It All Work

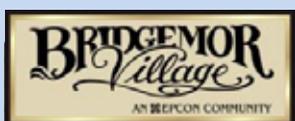
The idea is not to sacrifice all your hard work in the name of balance, after all as a professional, a business manager or business owner there are times you need to commit more time to your business. The idea is to strike a balance so you can reach your success goals without breaking the saw.

List the areas of your life you need to balance and set specific goals on how you will sharpen your saw. If you need help, give me a call. I'd be glad to help.

Thomas Barnes is a mentor and strategic business coach with Indy Success Coach. For more information visit www.indysuccesscoach.com or contact Tom directly at tom@indysuccesscoach.com or call (317) 332-4846.



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We hope you can join us for Morgan County Business Leader's April Cover Party sponsored by First Merchants Bank & The Art Sanctuary. Come for food, fun and networking at the Business Leader's Premier Cover Party. Connect with your community's business leaders, enjoy appetizers, and win prizes in this fast-growing, business-to-business networking event, as we honor cover subjects:

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NEW LEADER



AT THE HELM

IU Health Morgan Hospital's new President and CEO, Doug Puckett

By Elaine Whitesides

Morgan County Business Leader

At a time when his peers were dreaming of donning the uniform of a policeman, fireman or astronaut, Doug Puckett, the new president and CEO of IU Health Morgan Hospital, had his eye on another uniform – the businessman's suit and tie. As a boy, he liked the idea of carrying a briefcase every day.

The allure of becoming a businessman never waned and when it came time to choose a career path and college courses, he narrowed his focus. "If you look at the corporate world," Puckett says, "the one chair that was always at the table was the finance chair. Numbers fit my personality."

So Puckett pursued the knowledge and skills to take that seat at the table by graduating from Indiana University with a degree in finance and, later, with an MBA in accounting from Butler.

Those decisions started him on the journey that has brought Puckett to IU Health Morgan Hospital. The rest of the story has to do with decisions he made to get that formal education, for that gave his knowledge and skill a purpose.

While in School, Puckett took a job working nights at St. Vincent Hospital. "They had great benefits to pay for College and I worked nights in housekeeping," Puckett explains. The pay, the hours, the benefits; all were part of the reason he decided to take the job.

Throughout the 13 years he worked there, starting in that first job in housekeeping and subsequently moving to the business office and then into accounting, he learned something significant to him.

"I was treated as part of the care team, so I felt as if I were part of that team to take care of those patients. It was a great development opportunity for me. It reinforced that every piece of that team is important; from those who maintain the property, to the nurses who take care of the patient, to the business people who meet with the board, and those who sweep the floor. Each piece is critical. That is part of the core of how I operate today."

He has stayed in the healthcare industry because it gives him an opportunity to match his personal values and inner drive to help people in his work.

"People don't come to the hospital because they want to be here," Puckett says. "It's because they are in need. There's no better way to help people than when they're in a crisis and being able to offer a little bit of hope ... the bright shining hope or the last hope ... that's what we offer."

In taking on this new role, Puckett says he wants the residents of Morgan County to know, "IU Health Morgan Hospital is here to be engaged in the community; to deliver the care our patients can be assured will be the highest quality care they can receive. We want to bring the best that IU Health has to offer to this community because we're in this together."

"The way this gets lived out is through relationships and that's what hospitals are about – relationships with patients, with the community, with each other," Puckett says.

The first facet of leadership, according to Puckett, is getting people to move toward a common goal. "At Morgan," he says,

"we're trying to accomplish the quality of care and the best patient experience at the most economical cost."

Another important facet of leadership, Puckett says, is getting people to draw the best out of themselves.

He says values based leadership is the filter through which everything he does flows. "It is who I am," Puckett explains. "That is the lens I see the world through, including my work."

His world includes his family. He's been married to Robbin for almost 24 years and they have two teenage daughters. He says families are the most complex relationships you will ever have and if you pay attention, it's a great place to learn something to use in developing relationships outside the family.

"Doug has proven himself as a leader," said Daniel F. Evans, Jr., president and chief executive officer of IU Health. "He was instrumental in the growth of IU Health West as we expanded our care facilities, and the range of specialty and primary care services we provide to patients in our community. We are pleased he will continue his leadership at IU Health Morgan Hospital."

Puckett approached the difficult decision to leave IU West in the same manner he had used to determine his career path. "I looked at what my skill sets were, my experiences, Morgan and some of the opportunities that were here and they were a good match. It is an opportunity to pull from my experiences and skills and culminate into this role. My focus is on executing this program."

Morgan Hospital had long been a stand-alone community health system until it became a part of the IU Health System in July 2011. Puckett's experience as chief financial officer/operations officer within the IU Health system since 2004 at the Avon facility puts him in a unique position to help navigate the change at Morgan Hospital to a system community hospital.

"It's a great asset for members of this community," says Amy Miller Wozniak, public relations director and foundation executive director, "to know that at that point in time when they need healthcare and are stressed, they can come into the facility and get the best care, including resources throughout the entire system. Someone from outside the system would be learning that just like we are. Doug knows it already."

He anticipates new programs will be put in place for patients. That is just the beginning of a plan for the future of IU Health Morgan that is developing as he engages with staff, leadership and the community. However, Puckett says, "I don't want to presume we know what the community health needs are. We are doing a needs assessment."

"The attitude of the staff and physicians has been extremely welcoming," Puckett says, "There's an energy here that people want to engage and provide the highest quality to the community they serve."

So while his boyhood pals' dreams of putting on a uniform may or may not have faded, the attire Puckett donned along with the knowledge and skills he has developed have brought him to a place where his position at IU Health Morgan Hospital gives him the opportunity to make Morgan County an even better place to live all the while doing what he always dreamed of pursuing.





Community Foundation
of Morgan County, Inc.
Investing in Our Quality of Life

Community Foundation of Morgan County hosts the Morgan County Antique Appraisal Fair April 14

What: Morgan County Antique Appraisal Fair, featuring professional appraisers

Event summary: If you have ever wondered what your antique treasures are worth – or if they are worth anything at all – plan on attending the sixth annual Morgan County Antique Appraisal Fair on April 14 from 2 to 6 p.m. For \$25, patrons will receive a verbal appraisal from professional appraisers and learn the approximate value of one to three items.

Several times each hour, appraisers who see a special item will share information about an antique and its possible value with the crowd in the “Antique Showcase.” Individuals who wish to attend the event as spectators and do not have anything to be appraised can pay a \$5 donation to observe the event.

Proceeds benefit the Community Foundation of Morgan County, which helped distribute over \$2 million in grants and scholarships in Morgan County in 2011.

When: Saturday, April 14, 2012 from 2 p.m. to 6 p.m.

How Much: \$25 for one to three items appraised; no ticket pre-sale; spectators who have no item to be appraised can observe the event for \$5; couples and family members attending together to have items appraised only need to pay the appraisal fee of \$25.

Where: Grace Church, 4172 E. Allison Rd., Camby. Located conveniently near the corner of State Road 67 and Allison Road near Mooresville

Who: Open to the public; due to the fragility of items brought to the event, children under 9 years of age cannot be admitted; hosted by the Community Foundation of Morgan County.

Fine Print: Items which cannot be appraised include those pre-dating 1700, autographs or documents which require authentication, and modern jewelry.

For More: Visit www.cfmconline.org or call the foundation toll-free at (855) 280-3095

Fite Plumbing Completes Plumbing Renovation for Walgreens

Fite Plumbing, a full-service plumbing contractor, serving Indianapolis and the surrounding area, was chosen to renovate the commercial plumbing systems for 13 Walgreens stores in Central Indiana. The plumbing work was completed as part of Walgreens’ pilot transformation of its Indianapolis-area drugstores into health and daily living stores.

As part of the remodeling project, Walgreens updated the pharmacy area in their stores, so customers have a greater opportunity for patient consultation and other health care services. The trained professionals of Fite Plumbing installed all the plumbing to the pharmacy areas, including new medical service sinks and reverse osmosis water systems.

Additionally, Fite Plumbing installed all the drain lines under the concrete for each store and updated the plumbing for all the restrooms.

“We’re excited to have participated in the revamping of these Walgreens stores,”

says Bill Fite, company president. “Walgreens redesigned each store based on their customers’ needs to provide them with a better experience while they shop. A lot of the work we did at each store was done during the night, so we wouldn’t disturb customers during normal business hours.”

According to Walgreens President and CEO Greg Wasson, “The response

we’ve received from our customers has been extraordinarily positive.” The new health and daily living stores are designed to help people live well, stay well and get well.

Fite Plumbing completed renovation work at the Walgreens stores located at:

- 1808 N. Albany St., Beech Grove
- 3455 Mann Rd., Indianapolis
- 12570 Reynolds Dr., Fishers
- 1130 Main St., Lebanon
- 1650 E. Raymond St., Indianapolis
- 2400 Beam Rd., Columbus
- 8905 E. 10th St., Indianapolis
- 4555 N. Shadeland Ave., Indianapolis
- 5095 E. Thompson Rd., Indianapolis

- 1330 E. 86th St., Indianapolis
- 7506 N. Shadeland, Indianapolis
- 3435 W. 86th St., Indianapolis
- 13741 E. 116th St., Fishers

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What makes for a successful handoff?

Look at any college or pro quarterback and his complementary running back and one of their successful plays is some type of a handoff play. The quarterback coach works with the quarterback on exactly how to place the ball just so in the back's hands and the back's coach teaches the running back how to take the handoff to be sure the ball is safe and not stripped away as the back reaches the line of scrimmage. This play is practiced over and over and over again daily. This is done so that when it's game time, the play is run flawlessly – every time.

Why should it be any different in your business?

In your business there are tasks, jobs or series of tasks being done by a current employee that will someday need to be handed off or transferred to someone else.

Think about those jobs being done that are critical to the success of your business. The list might include selling something, creating something or servicing clients like clients should be serviced. At this point is where you can fail: if the job or task hasn't been practiced over and over. I'm not talking about by the person who is performing the job or task now, but you.

Why?

You need to know the process and document a systematic road-map, recipe or series of steps so that you, I or anyone can do the job. With a system in place, someone off the street would be able to step in and run through all the necessary steps to create a predictable outcome just like, or almost as good as, the person doing the job now.

Impossible, you say?

There's a little restaurant that started out in San Bernardino, Calif. 72 years ago this May 15. It was a simple little barbecue restaurant that two



Jack Klemeyer

brothers named Richard and Maurice turned into a hamburger stand and where they implemented production line principles, documented them and made a machine. Today, McDonald's is known all over the world thanks to Ray Kroc seeing how the business could be duplicated because of the processes that Richard and Maurice (McDonald) had created.

Now, take a look at your business and those critical elements that make it successful. If it's not as successful as you would like it to be, look for those elements that would make it so. Document them, test them, revise the documentation and then implement the system you just created.

Every system or process can be documented. Yes, even if it's specific to one person it is a system that can be replicated. It's called Modeling and comes from the world of NeuroLinguistic Programming. Just like the McDonald's example illustrates, it works.

In the best-selling book, *The E-Myth*, Michael Gerber guides you almost step-by-step in how to create these kinds of systems. Read the book and do what it says. Make the critical jobs in your business systematic and transferable. Then watch your success grow.

Jack Klemeyer is the founder and head performance coach of GYB Coaching (www.gybcoaching.com). Contact him at Jack@GYBcoaching.com.

Now, take a look at your business and those critical elements that make it successful. If it's not as successful as you would like it to be, look for those elements that would make it so.

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Jeff Whitney

Mooresville Native HawgWild about setting up shop in hometown

By Bob Sullivan

Morgan County Business Leader

Mooresville Bikers rejoice! In August 2011, a new store opened at the corner of Indiana and Main Street—The HawgWild Company—a Harley accessories shop serving an immediate need for area riders. Mooresville local Jeff Whitney returned to his hometown to open the storefront following a career in sales with Harley Davison that goes back over 30 years. “I began HawgWild as an internet startup in 2005,” explained Jeff.

The HawgWild webpage began as an order placement site for Harley custom wheel manufacturers. “I partnered with about eight manufacturers. I attended sales and marketing at events throughout the United States—Daytona, Myrtle Beach, Sturgis, Reno, Vegas. That led to the website, as a way to market the product and follow through between shows.” For the next five years, Jeff commuted between two bases of operations: Ft. Lauderdale, Florida, and Greenwood, Indiana. “As soon as we opened the site, the sales from all over the country were strong.”

HawgWild quickly expanded beyond custom wheels, offering a full array of parts and accessories for Harley Davidson bikes. “

Jeff has fond memories of growing up in Mooresville. “Locals remember my Dad as Doctor Whitney. He was a rider, and we lived on 35 acres, so we had a lot of off-road vehicles. As soon as I turned 16, I was ready to ride.”

While taking automotive industry classes in high school, Jeff met the owner of the south side Harley Davidson dealership. They needed someone to do paint and body work for insurance repairs. I fixed the clutch on my own bike and they offered me a job.” Since 1982, he says, he’s worked “all aspects of the industry.”

Last summer, Jeff came through Mooresville to visit with old friends. He recalls, “They all told

The HawgWild Company

Jeff Whitney, Owner
10 E. Main Street
Mooresville, IN 46158
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Seasonal Hours
(March-October, reduced hours
off-season, call for details)
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Saturday 10 a.m.-5 p.m.
Sunday 10 a.m.-3 p.m.
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June 9 – 2012 Hawgs for Dawgs
Benefit Ride for the Morgan
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me, you really need to open a shop, there’s a huge demand for it. So I sat out front [in front of the then-empty store space] and noticed motorcycle after motorcycle drive by. I decided it was worth making a call. The landlord was anxious to show me the property, and I liked the location and the potential. But I told him I wanted to do a little research.”

“Research” meant sitting out front counting motorcycles. “I counted over 350 bikes passing by each day, and this was on weekdays. So I knew the need was there, and the people were there. The challenge would be getting them in the door.” He began renting the space in June, and opened the doors for business August 9.

Jeff admits to being pleasantly surprised by the strong customer interest from the moment he



opened his doors. “We were busy from August to October [the end of the riding “season”. We got a ‘taste’ of what could happen in March, and it’s promising.” He was also pleased with Victorian Christmas. “We had over 300 new visitors come into our shop, interested in what we offer. The weather was perfect, and we had a huge crowd.” According to Jeff, the web business continues to grow strong, but “this offers a different aspect to the business and takes everything to the next level.”

He describes returning to Mooresville “very humbling. I was one of those kids everybody

knew. People come in all the time, tell stories of my Dad, show their support, and tell me how glad they are I’m here, and how they want to see me succeed.”

“The “perception of bikers as bad boys has gone away,” said Jeff. “People are more aware that riders come from all walks—doctors, lawyers, people with money. They’re known for their enthusiasm for charity rides. If there’s a need to raise money, people will come to biker, because they’ll support any ride for a good cause.”

Though he considers riding his “24-7 passion,” Jeff is an avid follower of basketball and football.

New smoke free indoor air bill

After much debate in the statehouse during the most recent legislative session, a state-wide smoke free air policy is on its way to Governor Mitch Daniels for signature. House Bill 1149 was adopted March 8, 2012. If Gov. Daniels signs it, it will go into effect July 1, 2012. Here is a link to that final document: <http://www.in.gov/legislative/bills/2012/PDF/HCCP/CC114902.001.pdf>

House Bill 1149 prohibits smoking in public places, enclosed areas of a place of employment, and

in certain state vehicles. Smoking also is prohibited within eight feet of an entrance to a public place or an enclosed area of a place of employment.

Exceptions to this policy are certain gaming facilities, cigar and hookah bars, fraternal, social, and veterans clubs, tobacco stores, bars and taverns, cigar manufacturer facilities; and cigar specialty stores, if certain requirements are met.

It also allows smoking on the premises of a business that is located in the business owner's residence if certain requirements are met.

The Indiana Alcohol and Tobacco Commission will be the primary enforcement agency as well as certain governmental agencies and law enforcement officers. It will be a Class B infraction to violate the



Jennifer Walker

smoking prohibition and a Class A infraction if the person has been found to have committed three prior unrelated violations.

Employers will be prohibited from firing, refusing to hire, or retaliating against a person for reporting a violation or exercising his or her right or performing any obligation under the smoking prohibition.

This policy makes good sense for two reasons – health and economic benefits.

Health benefits: The data and overwhelming evidence from research reports point to the health benefits of not being exposed to secondhand smoke. In communities where smoke free air laws have been adopted, heart attack rates have dropped dramatically. The December 2010 U.S. Surgeon General's Report details the serious health effects of even brief exposure to tobacco smoke. It

concludes that:

- Exposure to secondhand smoke has an immediate adverse impact on the cardiovascular system, damaging blood vessels, making blood more likely to clot and increasing risks for heart attack and stroke.
- Tobacco smoke contains more than 7,000 chemicals and compounds, including hundreds that are toxic and at least 70 that cause cancer.
- Every exposure to the cancer-causing chemicals in tobacco smoke can damage DNA in a way that leads to cancer.

Economic benefits: A number of economic studies show that comprehensive smokefree workplace laws have a positive impact on businesses by improving corporate image, benefiting the health of workers, decreasing absenteeism, reducing janitorial and maintenance costs, lowering insurance rates and resulting in fewer smoking-related fires. In addition, smoke free air policies reduce potential legal liability. Nonsmokers harmed by secondhand smoke at work have won lawsuits and disability claims against employers.

For more information on how you can begin investing in your employees' health, contact Jennifer Walker, Tobacco Project Coordinator at Jennifer.Walker@healthiermorgancounty.org.

Employers will be prohibited from firing, refusing to hire, or retaliating against a person for reporting a violation or exercising his or her right or performing any obligation under the smoking prohibition.

Networking Opportunities

Martinsville Chamber of Commerce:

The regular monthly meeting on the third Friday at 11:30 AM at the Morgan County Administration Building, 180 South Main Street. For more info, please contact the Chamber office at (765) 342-8110 or visit its website: www.MartinsvilleChamber.com

Mooresville Chamber of Commerce:

The regular monthly meeting on the third Thursday from 11:30 AM to 1:00 PM. The meeting location is Jones Crossing Banquet Center at the corner of S.R. 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 e-mail to AutumnWhispers@earthlink.net

Morgantown Merchants Association:

The Morgantown Merchants Association meets at the Fire Station on dates to be announced. For more information call Sharon Zimmerman at the Stitchery Mill at 812-597-5997 or on 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 Hunter at 317-856-9801.

Networx:

Networx meets weekly on Thursday at 7:30 AM at the Comfort Suites at Kentucky Avenue and

465. Call Rick Groce at 317-724-4348 for more details.

Rediscover Martinsville :

An Indiana Main Street U.S.A. Association. For information: PO Box 1123, Martinsville, IN 46151. (765)352-8261 or www.rediscovermartinsville.com, e-mail: rediscovermartinsville@gmail.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, S.R. 67 and Allison Road, Camby.

Morgan County Toastmasters Club:

The weekly meetings will now be on Thursdays beginning May 5 from 6 to 7 p.m. The club meets at the Academy Building, 250 N. Monroe St. in Mooresville.

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From L to R Stan Sadler accepting on behalf of J.W. Jones, Bill & Jackie Shields, Rick McQueen



Angela Kath, Kevin & Robbi Lollar



Angela Kath & Mike Harrell

Annual Dinners celebrate businesses and community service

By Bob Sullivan
Morgan County Business Leader

Mayor's State of the State Event

The Greater Martinsville Chamber of Commerce hosted the annual Mayor's Dinner and State of the City address at Martinsville High School Tuesday evening, March 13. Over 300 members of the community attended the event, a fundraiser whose proceeds were split between the Chamber, the Rotary Club, and Mayor Phil Deckard's charity of Choice—the Martinsville Senior Center.

The Chamber awarded the 2011 Ruth Rusie Community Service Award to retired Martinsville teacher Rick McQueen. In his acceptance speech, McQueen acknowledged Ron Bell, last year's winner of the award who passed away in April 2010, as his mentor. Bell, then-principal of Martinsville Middle school, hired McQueen and began McQueen's 35 year career teaching science. "[Bell] took a chance on me and I've been proud to follow his example."

Along with his teaching accolades, McQueen served on the Kiwanis Club, Prime Time of Morgan County, and the Hoosier Hills Youth Emmaus Walk. McQueen is a past recipient of the Rotary Citizen of the Year award and the Albert Merritt Award.

Recognized Business of the Year was Form-Tec Plastics. Founded 38 years ago, Form-Tec creates an array of scratch- and shatter-resistant windshields and windows for automobiles, boats, trains, and more. Along with their history of success, owners Bill and Jackie Shields were recognized for their decades of loyalty to the Martinsville community and its community service. Form-Tec was profiled in the September 2011 issue of the MCBL.

John W. Jones, owner of J.W. Jones Company, was named Outstanding Business Professional of the year. In the nomination submitted by Jennifer Sadler, she states: "John has given endlessly for many years to the community," and recognized thousands of dollars contributed to flood relief, the Community Foundation, the Humane Society and funding for a variety of community events.

Chamber of Commerce Executive Director Jamie Thompson said, "This year's event was easily the most successful turnout we've

had to date. We appreciate the community's support and the opportunity to celebrate the good people of Martinsville."

Mooreville Chamber of Commerce Annual Dinner

The Mooreville Chamber of Commerce gathered for their annual dinner at Jones Crossing Banquet Hall Tuesday, March 20. As the evening progressed, Chamber President and emcee Angela Kath of Citizen's Bank paused several times during introductions as emotions got the better of her. Following dinner and a "2011 in review" video, Kath opened the acknowledgments by thanking her predecessor Ryan Goodwin.

Kath announced Mike Harrell of Soft Touch Auto Wash of Camby as the 2011 Businessperson of the Year. In her introduction, Kath said, "The directors voted unanimously because of his commitment to our community. This business has hosted many fundraisers: Networking Business Women, Boy's and Girl's Club, League of Miracles, Relay for Life, Habitat for Humanity, [several Mooreville sports and music programs] and more. Mike approached our Chamber six years ago, new in town, and just starting up his business. He jumped right in, joined our Board of Directors, where he served until 2011, and remains the man in charge of our storage facility."

During his acceptance speech, Harrell expressed gratitude and thanks for the honor. He drew a big laugh when he thanked Mindy and the board for "not being able to think of anyone else."

Next Kath recognized Kevin Lollar, special projects manager at FEDEX at Indianapolis International Airport, and his wife Robbi, as the 2011 Moorevillians of the Year, for their ongoing service to Mooreville's Not-for-Profit organizations.

During her introduction, Kath said, "It has been said that this person is a mentor, not only to youth, but for adults as well. One nomination stated, 'we need to clone them...and follow their lead. This person is a constant. They command respect, and set the bar higher when it comes to making a difference in someone's life.'" The United Way of Morgan County, the Boys and Girls Club, and the March of Dimes are just a few of the many local charities championed by the Lollars. Kath called Kevin "instrumental" in

the re-opening of the Boys and Girls Club.

Lollar, clearly moved by the recognition, said, "I'm not sure we deserve this for our efforts without sharing it with every person in this room. It's interesting when you walk into a business and the first thing someone does is lock their desk because that's where the checkbook is...I'm personally a two-time cancer survivor, so I know God put me on this Earth...to make a difference in people lives.....to work with not-for-profits."

After the event, Chamber Executive Director Mindy Taylor noted, "We tried something different by not featuring a guest speaker. Our annual dinner is like a reunion. The approach allowed more time to visit. The feedback has been 100% positive."

Mindy added, "For the first time, we had a single corporate sponsor in C&A Express Disposal Company. We're very grateful for their help." The event drew over 200 guests.

Planner of note

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TOWN OF MOORESVILLE - BUILDING PERMITS

James Henderson, Slide Off Road, Residential Addition
M.E. Perry, Ashbury Ridge, Electrical Upgrade
Mr. Springer, Wilson Drive, Electrical Upgrade
Phillip Munzer, Pineview Drive, Residential Addition
Steven Ream, Nice Pak Road, Commercial Addition
Brian Newsom, S.R. 144, Barn Mike Boling, Indiana Street, Signage
Stephen Spradley, Nice Pak Road, Commercial Addition
David Carter, Raccoon Run Road, Garage
James Groce, Indiana Street, Residential Addition
Todd Nowlin, 10770 Holland Drive, Pole Barn

TOWN OF MARTINSVILLE - BUILDING PERMITS

David Raidt, Morgan Street, Storage Barn
MHS Building Trades, Patriot Place, Single Family Residence

MORGAN COUNTY - BUILDING PERMITS

Merrill Maxwell, Liberty Church Road, Billboard Sign
Keith Amstutz, Lingle Lane, Garage
Cody Hill, Godsey Road, Single Family Residence
Harmon Crone, Bain Road, Single Family Residence
David Medjesky, Old Moore Road, Pole Barn
BAC Field Services Corp, Cabin Row, Electrical Upgrade
Eric Brown, S.R. 142, Electrical Upgrade
David Marks, S.R. 142, Electrical Upgrade
Corey Geilker, McFarland Trail, Pole Building
Sasha McKinney, S.R. 42, Pole Building
Raymond Stuck, Smokey View Lane, Single Family Residence

Greg Grindstaff, S.R. 42, Electrical Upgrade
John Sample, Arthur Road, Electrical Upgrade
Dan Whitaker, Minor Court, Pole Building
Jennifer Wyatt, Lake Hart, Electrical Upgrade
David Best, Banta Road, Pole Building
William Stewart, S.R. 67, Electrical Upgrade
Shane Sanders, Hilltop Lane, Pole Building
Shawn Barks, Koger Lane, Deck

Brian Waits, Centennial Road, Garage
Annette Moore, Union Street, Single Family Residence
Bill Abraham, Brian Cemetery Road, Electrical Upgrade

NEW BUSINESS FILINGS

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Seth Bryant, White Lick Precision, 1136 Westwood Drive, Mooresville, IN 46158
James Wehring, Monroe Street Laundromat, 7167 Mary Way, Mooresville, IN 46158
Candy Mayberry, JCM Travel & Events, 5870 S.R. 144, Mooresville, IN 46158
Bradley & Mylisa Harden, Hardin Flooring, 8582 S.R. 44, Martinsville, IN 46151
Robert Knauss, Joe's Classic Towing, 1625 Iowa Street, Indianapolis, IN 46203
Darby & Brandy Simpson, Simpson's Farm Market, 1725 Wampler Road, Martinsville, IN 46151
Anthony Burkett & Jeremy Noel, DNJ Auto Detailing & Wash, 11960 S.R. 42, Quincy, IN 47456
SMTK Inc., For Bare Feet Originals, 1201 S Ohio Street, Martinsville, IN 46151
Thomas Johnson, Engineered Signal Systems, 8940 Kathleen Street, Indianapolis, IN 46234
Brian & Susanne Davee, Sunrise Organic Farm, 13940 N. Layton Mills Court, Camby, IN 46113

Carly Gemmecke, Mary Kay Consultant, 173 West Keller Hill Road, Mooresville, IN 46158
Natalie Kindred, Thirty Two Thirty Five, 2660 Little Hurricane Road, Mooresville, IN 46158
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Naida White
6407 E Clarks Hill Ct
Camby, IN 46113
\$167111.66

April 23, 2012
Doyle Legal
317-264-5000

David & Kayellen Crooke
7090 Waverly Rd
Martinsville, IN 46151
April 30, 2012
\$75985.80
Unterberg & Assoc
219-736-5579

Eva Finchum
5 E SR 42
Mooresville, IN 46158
\$182068.18
April 30, 2012
Mercer Belanger
317-636-3551

Jennifer Joselyn
1101 Tomahawk Pl
Martinsville, IN 46151
\$125219.44
April 30, 2012
Feiwell & Hannoy
317-237-2727

Billy D Long
4598 N Banta Rd
Bargersville, IN 46106
April 30, 2012
\$161655.99
Unterberg & Assoc
219-736-5579

Jason Meece
11801 N Duke Dr
Camby, IN 46113
April 30, 2012
\$78028.70
Feiwell & Hannoy
317-237-2727

Michael Scott
6100 E Solitude Ct
Camby, IN 46113
\$184435.96
April 30, 2012
Feiwell & Hannoy
317-237-2727

Loyce Thompson
7425 N Briarhopper Rd
Monrovia, IN
April 30, 2012
\$127997.24
Mercer Belanger
317-636-3551

Ann & Christopher Tuttle
3470 Pitkin Lane
Martinsville, IN 46151
April 30, 2012
\$242917.72
Foutty & Foutty
317-632-9555

Edward Bogumil
1340 Robb Hill Rd
Martinsville, IN 46151
\$87732.03
April 30, 2012
Septimous Taylor
800-684-1606

Susan & Sean Atkins
1490 Country Club Rd
Martinsville, IN 46151
\$324354.03
May 7, 2012
Feiwell & Hannoy
317-237-2727

Christopher & Jaime Davidson
256 Pineview Dr
Mooresville, IN 46158
\$120433.96
May 7, 2012

Feiwell & Hannoy
317-237-2727

Daniel & Kimala Ferran
1803 N Foxcliff Est N
Martinsville, IN 46151
May 7, 2012
\$182328.70
Feiwell & Hannoy
317-237-2727

Sandra & Matthew Hashman
2186 Country Club Rd
Mooresville, IN 46158
\$88375.16
May 7, 2012
Feiwell & Hannoy
317-237-2727

James & April Lambert
425 SR 37 S
Martinsville, IN 46151
\$202174.92
May 7, 2012
Unterberg & Assoc
219-736-5579

Joshua & Amber Blevins
11815 Nelson Rd
Martinsville, IN 46151
\$75181.90
May 14, 2012
Unterberg & Assoc
219-736-5579

Darla Dillon
2160 Pumpkinvine Hill Rd
Martinsville, IN 46151
\$148183.57
May 14, 2012
Spangler, Jennings & Daughtry
317-571-7690

Douglas Dunagan
8270 Beech Grove Rd
Martinsville, IN 46151
\$134061.71
May 14, 2012
Unterberg & Assoc
219-736-5579

Max Paul Green
639 Hillside Dr
Martinsville, IN 46151
\$157541.16
May 14, 2012
Feiwell & Hannoy
317-237-2727

Jo & Billy Hall
455 Edna Ave
Martinsville, IN 46151
\$99051.69
May 14, 2012
Feiwell & Hannoy
317-237-2727

Robert & Shelley Kirkham
7675 N Kitchen Rd
Mooresville, IN 46158
\$185445.17
May 14, 2012
Marinosci Law
219-462-5104

Jeremy Riley
796 Beachview Ct
Martinsville, IN 46151
\$268853.08
May 14, 2012
Feiwell & Hannoy
317-237-2727

Stephen & Brenda Dean
1009 & 1019 E Morgan St
410 E Morgan St

1258, 1260, 1265, & 1267 Crabapple Ct
1389 Crabapple Ct
1406 & 1408 Sassafras Ct
Martinsville, IN 46151
\$729331.48
May 21, 2012
Hopper Blackwell
317-635-50058

Shannon & Alisha Eastridge
40 Terrace Trail
Mooresville, IN 46158
\$121499.20
May 21, 2012
Feiwell & Hannoy
317-237-2727

Wesley Fields
11805 Civic Circle
Mooresville, IN 46158
\$176439.79
May 21, 2012
Feiwell & Hannoy
317-237-2727

Dennis Tackett
3692 N Stierwalt Rd
Quincy, IN 47456
\$83722.49
May 21, 2012
Feiwell & Hannoy
317-237-2727

Paula Boling
121 Fountain Dr
Mooresville, IN 46158
\$107964.20
June 4, 2012
Feiwell & Hannoy
317-237-2727

James Ballard
10710 N Christner Lane
Mooresville, IN 46158
\$182554.35
June 4, 2012
Feiwell & Hannoy
317-237-2727

Stephen & Brenda Dean
3614-3618 Cramer Rd
3720 Cramer Rd
3710 Godsey Rd
Martinsville, IN 46151
\$227828.17
June 4, 2012
Hopper Blackwell
317-635-5005

Current updates available at <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 cashier's check. We do not accept letters of intent to purchase from your bank. Not responsible for typographical errors.

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