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So, what is Christmas

Each year, about this time, something happens to us. A most predictable transformation occurs. You may be sensing it even now. Driving home in late November, dusk setting in on shortened afternoons, you may see colorful lights strung, or notice a decorated tree propped up in a window. The color red stands out in our vision, and when it is coupled with white we think "peppermint." We imagine our socks stuffed with goodies and think nothing of it. Some call this the holiday spirit; others begin tossing about words like merry and jolly. The ads on television signal the season and the Sunday paper grows thicker - Black Friday and Cyber Monday. An air of festivity drifts into our homes and businesses, felt no other time of year.

Indeed, somewhere after we rake the last of the leaves and before the turkeys go on sale, we begin to hear a lift in everyone's voice. In towns and villages across our county, we hold the door for each other a bit longer than we did in September, we pause in the drive and say hello to a neighbor, and we chatter excitedly with the nearest stranger as the first flakes of snow dust the cracks in the sidewalk. The radio lights up with songs that have been heard for over a hundred years, their familiarity never worn thin, their tunes have carried with us since childhood.

As the season picks up, we take in the local annual traditions inspired by this festive time. Perhaps, on December 3, you're one of hundreds of families who explore the streets of Mooresville during Victorian Christmas, where "trolleys" take the kids to the city government building to see the puppet show, or to wish Scrooge a Merry Christmas as he squats over the Mooresville Chamber desk counting his chocolate coins.

Maybe they rush to Monrovia Mudworks to paint ceramic ornaments, or stare, spellbound, at the intricate creations of the Morgan County Model Train Club or the collections of Dean Mayfield at his insurance building. And if you miss it that day, you can catch the permanent display at Key Bank in Martinsville all season long. (If you don't know about the remarkable displays of the Model Train Club, you can read about it in this issue.)



Jim Hess

To kids, Christmas is about the joy of the season. In Morgan County, shelters like OneRoad and Churches in Mission make it their goal to see to it that every family experiences the joy and magic of Christmas. By partnering with WCBK, the Chambers, local churches, and dozens of other businesses that care, they assure every child will have a Merry Christmas. (If you're not sure how you can help, read about it on page 10.)

One writer has summed it up: "At Christmas play and make good cheer, for Christmas comes but once a year." Even while we are dusting off our tie for the holiday party, we know that, come January 2nd, life will return to normal.

So what is Christmas, really? Is it just a time to play? Is this fleeting date on the calendar, which is ushered upon us so quickly to make good cheer, going to usher us again to the long wait until next year? Are these things that we feel only the shining of the silver once a year and a toasting to imagined ideals?

Or is it something else? Could there be something more behind what we so easily sing of - peace on Earth, the first noel, and herald angels? Kindness, merriment, and festivity, these are the results we see and feel, and it certainly is contagious, but the cause is not in the calendar. The cause is in the Christ-Child, this One who came to us offering not a season of bells, but an eternity of the richest blessings and ultimate peace. It is a gift that is given any day of the year, to anyone, anywhere.

Another writer has summed it up: "And the angel said to them, 'Fear not, for behold, I bring you good news of a great joy that will be for all the people. For unto you is born this day in the city of David a Savior, who is Christ the Lord.'"

Have a wonderful and Merry Christmas.

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Is Your Business Struggling, Stuck, or Simply Not Growing as Fast as You'd Like?



Roger Engelau

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Airport CEO Discusses 'Aerotropolis' Vision and keeping Morgan County in the Loop

By Bob Sullivan

Morgan County Business Leader

The Martinsville Chamber of Commerce held its monthly luncheon Friday, October 21, in the Lucille Sadler Room of the Morgan County Administration Building from 11:30 a.m.-1:00 p.m. Following lunch and networking, Chamber President Amber Foster of Martinsville Home Bank called the meeting to order at noon and led in the Pledge of Allegiance.

Airport Authority Executive Director and CEO of Indianapolis International Airport John D. Clark addressed the Chamber. Clark began by following up on a comment by a chamber member during earlier introductions, acknowledging that he'd like nothing more than to see Lynn Gordon, CEO of Citizen's Bank, serve as a voting member of the Airport Authority. Clark acknowledged Gordon's contributions and input as invaluable.

"Several years ago, there was a significant corporate investment into the Indianapolis International Airport, to the tune of \$1.2B," said Clark, "to build, arguably, the number-one airport in North America." Clark based the ranking on factors such as ease of movement, efficiency, and taking advantage of latest technologies. "We have completed building the infrastructure, and we now face the challenge of better leveraging this opportunity and figuring how we best get a return on it."

Clark acknowledged, "One has to question what the true future of aviation is. Looking forward, what we have in our midst is an opportunity to become the next logistics and transportation center for North America. That's pretty ambitious, and pretty bold, but let's look at what we have."

Clark listed the current advantages of the airport. "It has runway capacity; it has room to grow. Just north in Avon, we have CSX Rail Center; another known quantity is our geographical position as a crossroads of America, with a highway system second-to-none. We don't have water-borne transportation, but we have all the other components, and we're within 600 miles of more than



John Clark and Jamie Thompson, Executive Director Martinsville Chamber

50% of the population of the United States. Why can't we be the logistics center for North America?"

Next, Clark addressed the steps to get there. "There's a concept called the Aerotropolis. An airport impacts an area far greater than the land it owns—arguably 5 miles to 40 miles. If you take Indianapolis International Airport and recognize the modes of transportation in its immediate vicinity, we can take the airport as the city center and ensure that all the development is compatible and deliberate, and takes full advantage of these resources. Imagine the airport as the hub which creates a spinoff of retail, distribution, commercial companies."

According to Clark, even the most successful Aerotropolis models cited today, such as Atlanta and Dallas, occurred without organized planning. "Our hope is to be the first successful, planned Aerotropolis by directing the growth in a collective and organized manner. That means looking at the modes of transportation we have, and seeing how we can impact Morgan, Hendricks, and Marion Counties in a positive manner." Clark explained their plan was to work with the leadership of each county and "not by happenstance, but by purpose, leverage economic development based on logistics and transportation as its core."

Clark cited Plainfield as an example of an area that capitalized on big box distribution within an area. "We don't need to duplicate that. What we'd rather do, is ensure that as we develop infrastructure in that direction, that our plans are compatible with helping those businesses move their goods to their destinations in a most efficient manner."

According to Clark, such an Aerotropolis will require regional cooperation to succeed. "Logistics and transportation are the key factors in economic development opportunities. If we all work together, collectively and purposefully, we can make it happen."

Clark notes that the Airport spent much of the past year studying how to best utilize its advantages. "We're the second-largest hub for Federal Express," said Clark. "Why wouldn't we take advantage of this? If you ac-

cept the notion of trade is global, we have the foundation for very efficient logistics, bringing the modes of transportation together. Things that move by rail typically don't move by air. Things that move by air are loaded onto a truck or train before they reach their destination." Clark said planned growth will ensure that the transfer of product takes place with the greatest efficiency.

During the question and answer session, Clark called the ongoing I-69 expansion "critical" in giving Morgan County businesses easy access to transportation options.

The Indianapolis Airport Authority owns and operates six airports in the region, including Indianapolis International Airport.

An advertisement for HomeBank featuring a large, textured doormat with a red border. The text on the mat reads: "Where does your bank call home?" in large blue letters, followed by "SERVING MORGAN COUNTY SINCE 1890" in smaller yellow letters. At the bottom right is the HomeBank logo, which consists of a stylized house icon above the word "HomeBank" in blue. In the bottom left corner, there is a small logo for "FDIC" with a house icon and the word "LEADER" below it.

Let's find the answer to your questions

As a small business owner you face challenges every day that you might feel aren't experienced by anyone else. When I started my first business thirty years ago, I thought the challenges I faced were all new. Now after having ten years of experience coaching, mentoring and guiding OTHER managers and business owners, I've found many of those problems I thought were just being faced by me were actually pretty common. When I started out, the challenges I faced were not new. They were just new to ME.

Every month over the next few months we will answer questions about the unique challenges you face in your business. What problems are you facing that you can't seem to fix? We'll tackle some of the most challenging questions and give you some guidance on how you can lessen your pain. We will propose solutions and help you succeed.

Visit www.indysuccesscoach.com and look for the Take the Business Challenge Survey link. The survey will take you one minute and will let you share your biggest challenges without sharing your personal information. We will write about YOUR responses every month in this article.

But I have more than one challenge? – How to identify the biggest road block to your success.

Depending where you are in the life cycle of your business, you could be facing a different challenge. Let's take a look at different stages of your business to prime the pump for your questions.

Start Up Businesses

Could the root of your problem or challenge be linked to where you started out?



Thomas Barnes

Over the past few months in the Morgan County Business Leader we have talked about the road to success. The road starts with defining what's important to you, YOUR VALUES, where you want to go, YOUR DIRECTION, and what you want to accomplish, YOUR GOALS. These steps are all part of developing a strategic mindset that guides your business, and helps you see where your business vision may be a little blurry.

If you take a look at these steps, then work on a specific, written plan to get started in your business, you may be able to identify where your biggest challenge is hiding.

Established Businesses

Owners of established businesses have a different set of problems and challenges. But just because you have been in business a few years doesn't mean you need to stop taking a look at what you want and where you want to go.

Developing a strategic mindset can also help you if you are a few years into the business and hit roadblocks.

Every few months you should take a day away from your business and go back to the beginning. Take a look at what is impor-

tant to you NOW. Are you on a path that will get you where you really want to go? If not, it may be time to chart a new direction and come up with some new goals to get you back on track.

Looking at where you have been and where you want to go can help you see the roadblocks ahead.

Getting Ready to Sell?

I'm sure if you are reaching the point of selling your business, you have heard that business owners should always "Begin with the end in mind." Sometimes easier said than done.

So, what if you fought the fires, made your business grow, but haven't overcome all the growing pains to really get your business ready to sell? Once again, a strategic mindset can help.

The goal of a strategic business owner should be to remove themselves from the business so it can run successfully without day to day involvement. This is why the "Begin with the end in mind" idea is so important. Take a look at your timeline for getting out and what steps you can take to make yourself a ghost owner.

Taking the Survey

The survey on IndySuccessCoach.com will give you the chance to get REAL answers to your questions. Take a chance, and give a minute of your time to share your business pain. We will take your feedback and offer some help.

Of course you can contact me any time if you need some help overcoming your business challenges.

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.

*Are you on a path that will get you where you really want to go?
If not, it may be time to chart a new direction and come up with
some new goals to get you back on track.*

Morgan County Leadership Academy Class of 2011 Graduates

On October 13, another class of students graduated from the Morgan County Leadership Academy. The 14 Morgan County business professionals spent 2011 learning the county from the inside out.

Started in 1994, the MCLA is a nonprofit organization designed to offer local leadership development through peer-to-peer networking, county insight and resources, skill building, and programs to enhance leadership involvement in serving Morgan County residents. Each year, MCLA offers a 10-month leadership class.

Since January, the class met for a full day each month at different locations throughout the county. Each session featured a different focus area and included guest speakers, multimedia presentations, and field trips. Monthly topics have included social services, education, government, personal leadership, history, safety and law enforcement, the economy, and diversity. Over the course of the year, classmates got to know one another through discussions and group projects which benefitted Morgan County nonprofit organizations.

The 2011 class included Larry Bryan (Community Foundation of Morgan County), Teresa Brown (Home Bank), Crystal Dell (Home Bank), Paula Hite (Grace Church), Troy Sprinkle (Citizens Bank), Corinna Taylor (Mooresville Kiwanis), Mae Cooper (Hoosier Harvest Church), Virginia Jensen (Mooresville Public Library), Sharon Taylor (Grace Church), Lana Heinsman (Grace Church), Meghan Adams (Mooresville Public Library), Mindy Taylor (Greater Mooresville Chamber of Commerce), Jeremy Drake (John Walton Ford), and Steve Davis (One Road).

MCLA has had more than 200 graduates since the first class in 1995. Graduates have included attorneys, public safety personnel, non-profit organization employees, pastors, bankers, utility workers, small business owners, librarians, healthcare workers, school personnel, elected officials, realtors, and many others.

Applications are now available for the 2012 class, and are due December 31. The Board of Directors will read the applications and make the 2012 class selection at the end of the year, with notification sent to applicants in early January.

The tuition for the class is \$400 per person, although scholar-



Front row from left, Crystal Dell, Teresa Brown, and Mae Cooper. Middle row from left, Meghan Adams, Mindy Taylor, Virginia Jensen, Steve Davis, Jeremy Drake. Back row from left, Sharon Taylor, Lana Heinsman, Paula Hite, Troy Sprinkle

ships for up to \$250 per person are available. The fee includes breakfast, lunch, snacks and drinks, as well as handouts and transportation for fieldtrips. The graduation dinner is also included in the tuition.

For more information on the Morgan County Leadership Academy or to download a 2012 application, individuals may visit the MCLA website online at www.morgancountyleadershipacademy.org.

Santa Rally?

We have had a flurry of positive economic news in the week ending November 18th. The "Conference Board" announced its "Leading Economic Index" increased sharply (0.9% in October), following a (0.1%) increase in September, and a (0.3%) increase in August. The economists at First Trust Advisors tell us: Retail sales grew 0.5% in October, Industrial production rose 0.7% in October, and the Consumer price index (CPI) declined 0.1% in October.

So will we have a yearend rally? Jeff Kleintop, Chief Market Strategist at LPL Financial calls this "a text book year, if your text book in the Stock Trader's Almanac." It seems that all the stock market clichés and axioms were worth following this year.

Jeff points to: The "January effect" (the market tends to rise in January attributed to individual investors putting money to work after taking tax losses in December) worked this year as the S&P 500 posted a 2.3% gain in January. The "January barometer" (stock gains in January often lead to a gain for the year) and the overlapping "first five days" indicator (stocks rising during the first five days of the year indicate a high probability for a gain for the year)



Tim Corman

have both proven accurate, so far. "Sell in May and go away" (suggests investors sell and avoid the summer months) worked with stocks peaking for the year on April 29th. October, the "bear killer" month (stock market downturns famously end and reverse in the month of October), ended the 19% peak-to-trough stock market decline with stocks bottoming for the year on October 3rd.

What causes the "Santa Claus Rally"? We have read a number of opinions on this and we offer them for information or entertainment only: people are more optimistic around Christmas, employees are investing their Christmas Bonuses, people are planning ahead for tax considerations, Holiday sales figures tend to offer up

positive headlines, Fund Managers are re-balancing their portfolios, year end investment reports typically have a rosier outlook for the new year, and my favorite, all the pessimists are on vacation. My opinion is that people want to get in the market ahead of the "January Effect". I say that with my tongue firmly in my cheek.

Our friend Congressman Todd Rokita was on CNBC's Squawk Box this morning 11-18-2011. He was touting H.J. Res 2 which he co-authored. This is a bi-partisan Balanced Budget Amendment and it is being debated as I write this. We can only hope!

MERRY CHRISTMAS!

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"The best government is the one that charges you the least blackmail for leaving you alone"

Thomas Rudmose-Brown (1996)

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By Elaine Whitesides

Morgan County Business Leader

It was just after brothers Bruce and James Marine took over the family business, Crest Cleaners, that father Bob Marine told them that self employment is not all it's cracked up to be. Laughing, James says, "Dad told me that there are challenges that are unforeseen along the way. It's unpredictable. Every day can be a different challenge."

James chuckles when he says that Bruce always says, "We don't have problems, we have challenges."

It was around 2000 when the brothers Marine took over Crest Cleaners, the business their father purchased in 1971. Bruce says, "He didn't know anything about dry cleaning. He was a people person and it was something new. Mom (Janet) was right there with him."

As a teen, Bruce spent weekends working in the shop and while he aspired to be a professional baseball player, he always worked in some capacity in the business, even while he played semi-pro ball with the Eastside Indians in the '70s and early '80s. "I've never known any other way besides a family business," he says.

James left his job of 13 years at Cra-Wall Container where he was an assistant foreman to join his dad and brother when they were looking for a manager in 1993. He brought his management skills with him.

"Everything we do here is tied to quality," James says, "because that's what keeps the customer coming back." They have a loyal base of customers, many of whom are called by name as they come in and out.

"We're taking somebody's material over the counter and making it look better," says Bruce. "They trust us to take care of it and make it look better." He appreciates that and gets great satisfaction from it.

The town of Mooresville has changed so much James says. He remembers that Indiana Street was the main street in 1967 and he hopes the community knows that downtown Mooresville is still a place of thriving small businesses. They appreciate that the Chamber of Commerce does a good job promoting the small businesses in Mooresville.

James says hiring quality employees have been some of their best decisions. "We have grown from a small business with four employees to eight employees and we've done everything we



James and Bruce Marine

can to keep people employed," he says. The nucleus of their shop is the people who have been there the longest, several in excess of 10 years. "We are in business because of them and the way they treat our customers and do the jobs they do. We're nothing without them."

"Our employees are fabulous," agrees Bruce. "There's good team spirit here and good quality work. You can't teach that, they take it on themselves."

Judy Kratzer, who has been with the company for almost 16 years says, "My daughter worked here and when the company where I worked went out of business, she suggested I apply here. I enjoy working with them. They're easy to get along with."

"We try to be as flexible as possible with employees. We're dealing with people who have families and you just kind of bend with it," James says.

Another employee, Jennifer Bauerle, has been

with them for 10 years. James says she teaches them sign language. "She's patient – and funny," he says.

Funny is important here as there is a lot of laughter shared amongst the group.

Bruce says, "You gotta laugh. It's our personality. If you let the little things bother you, the big ones eat you alive."

In the dry cleaning business, one of the "big things" is dealing with government agencies like the EPA. They explain that often it's an overnight change with no warning. In the late '90s they were told there would be some record-keeping changes. They attended the information seminars and completed the paperwork according to how they were instructed, only to find out there had been more changes so they had completed it incorrectly.

"Owning a business is not an easy thing," says Bruce. "You have to be willing to fail. You learn

from that failure and go on. You have to learn to roll with it."

Other changes required special haulers to dispose of used chemicals and containers, which increased their monthly costs. "That really hit the industry hard," says James. "We followed everything and more. We try to be responsible and do what's right and good for the customer and the environment."

"We do everything," says Bruce, which is what they say small business is all about. "We're hands-on and hit it head on," he adds. They both admit the dependability factor is there between them. "We work together very well."

Again, they laugh as they talk about James being left handed and Bruce being right handed.

Bruce says, "We just go together. Sink or swim, we go together." And then they both laugh.

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INSURING A SUCCESS

Dean Mayfield has built Mayfield Insurance, Inc. by sticking with Morgan County values

By Elaine Whitesides

Morgan County Business Leader

Right on Dean Mayfield's business card, it says, "Mooreville's Own" and that says a lot about how Mayfield views himself and his business, Mayfield Insurance, Inc. Other than commuting to Indianapolis for college and a couple of jobs prior to 1989, Mayfield's entire life from before his first birthday to the present has been spent in Morgan County. He's proud to say Morgan County has always been his home and he says, "I never really thought about going anywhere else."

He needed a job after college and two family friends who were in the insurance business suggested he try insurance. Mayfield said he was that scout who sold the most popcorn and always thought he knew he wanted to do sales. So, he took the job. It didn't take him long to figure out that selling small life insurance policies and collecting ten-cent-a-week premiums on debit accounts wasn't going to pay the bills.

However, in retrospect, Mayfield says, with a chuckle, "This was going to be a part-time gig and it turned into a pretty good full-time gig." Insurance had caught his attention.

From the life insurance sales job he went to Mayflower and worked in claims and risk management. "They were going through a major re-structuring. I made the decision to leave," says Mayfield, adding, "I missed the 5-year vesting mark by a month when I left in Feb. 1989."

It was at that juncture he joined a start-up company, the Warren Insurance Agency, with the agreement that he would run the agency if he could be a partner. The company started with an existing insurance agency in Mooreville. Mayfield says that as a partnership they bought about 15 - 20 agencies and had four offices: Pittsboro, Sheridan, Nora (Indianapolis) and Mooreville.

"In 1994 the partnership dissolved," Mayfield says, "I ended up with the Mooreville location. Since then, I changed the name and acquired five agencies, soon to be six. I consolidated into this location about eight years ago." Thus creating his "pretty good full-time gig."

When he first started Mayfield Insurance, Inc. in 1994, it was him and a part-time young lady. Now he employs 11 people and is licensed in all 50 states and represents 38 insurance companies.

His agency does home, auto and life insurance, however, he says they do more office and business insurance, including insuring

special events and not-for-profit organizations.

"You have to protect yourself," Mayfield says. He refers to a wide variety of insurance that business owners should consider from employment practices liability to liability coverage to business interruption coverage.

Clients have experienced major losses that closed them down for six to eight months and Mayfield believes that the reason they are probably still in business today is that they had adequate coverage.

Conversation with Mayfield continually circles around to his clients, and building his business around them. He says it comes down to two things that have to go together: clients have to like you and trust you.

To build that rapport, Mayfield says, "I guess you've got to do the right thing. If you make a mistake, you've got to correct it. If you do it because of the money, that's the wrong reason. The right reason is because it is the right thing to do."



ESSFUL BUSINESS

Along with that, Mayfield goes through the same process for every business client – whether it is a small business or a big business: go in, find out what they do, their assets and what liability exposure they have and counsel them in the coverage they need.

In the beginning, there were many nights his wife would call to ask if he knew what time it was. Eleven o'clock was not an uncommon quitting time. Finally around 2005 he began to get comfortable and know he had enough staff to take care of his clients.

“Technology has made it easier to be away from the office,” says Mayfield, “But you still have to work. You still have to take care of business.”

He says, as a business owner, “You have to pay attention to all the details. I know businesses that did very well and grew rapidly. They think, ‘I’m rich,’ and they forget to run the business.”

That’s not for Mayfield. It’s important to him to set goals and review them on a regular basis like his routine of going through his budget line by line. “It’s a way I gauge where we are, where did we think we’d be, why we are here and what we’re doing the next year.”

He says, “Even with the economy the way it is, we’re still growing. We’re reviewing and then figuring out where we have to adjust. We haven’t had to reduce staff or hours.”

Mayfield believes he learned the most from two other local business owners: Don Davis and Jack Ward.

“Both of them started with nothing and made successful businesses. They both take care of their customers. They did it in different ways, but my sales learning experience came from those two guys. They work hard, go play hard and come back and work hard again.”

Work hard, play hard. Mayfield does the same.

“I hate to lose,” says Mayfield, “It’s the competitiveness that drives me to try to excel. I don’t excel in everything, but it is part of what drives me to do it.”

“It” could be work for clients, work for organizations like Boy Scouts, leading a trade organization like the Independent Insurance Agents of Indiana, doing R and D work with an insurance software developer or hosting exchange students from across the world.

His work and industry is important to Mayfield, but so are family and his roots.

Right across from his desk on the wall are a big clock and plaques with handprints of small children – his children. He says they are right there to remind him to balance work time and family time. A painting of his grandfather’s Kentucky log cabin home reminds him of where he came from. A set of plaster mallard ducks fly across the wall and a life-sized basset hound are mementos from dear family members who have passed.

The lobby is home to a working train setup surrounded by walls of train cars on display. Not his hobby, but his father’s, whose train club continues to meet in the building even though Mayfield’s father passed this last year.

Mayfield is comfortable living and working where he can serve the insurance needs of business colleagues, friends and neighbors – he is, after all, one of Mooresville’s own.



Charity tracker program brings accuracy, cohesion to help needy with donation efforts



Alice Cordes and Susan Haynes

By Bob Sullivan

Morgan County Business Leader

As the holidays approach, individuals and businesses give greater attention to poor and needy families throughout Morgan County to ensure that they, too, have a blessed Christmas. With the reality of the economy, many communities are hit hard, with more families qualifying to receive assistance than ever. Local not-for-profit organizations such as OneRoad in Southern Morgan County and Churches in Mission in Northern Morgan County are hard-pressed to meet that need. For these organizations, their attention to the needs of the poor knows no season. Here is how you can help.

With the increased need comes the urgency for greater coordination and organization of Morgan County's assistance efforts. In a continuing effort which began three years ago, OneRoad and Churches in Mission have stepped up, and now work with over 20 not-for-profit efforts throughout the county, and serve as the primary outlets for assistance.

In theory, the process is simple, and with each year, execution becomes more efficient. The efforts made of the many organizations throughout the County, such as the Mooresville and Martinsville Chambers, WCBK, the Police departments, Big O Tires, the libraries, the schools, the many churches, various businesses and individuals, all distribute their donation collections to either OneRoad or Churches in Mission.

At the same time, One Road and Churches in Mission share a single registration database called

Charity Tracker. 2011 marks three years since the two organizations first implemented the program. Charity Tracker facilitates the use of a single database between the two organizations and locations, allowing them to update the same list of registered families and best coordinate what assistance has been received, and perhaps more important, what assistance families qualify for but have not yet received.

Cordes said, "The program is working extremely well. We have over 20 organizations throughout Morgan County entered into the system. When used properly, it serves as a record-keeping tool, ensures our clients are getting the full benefit of the system, and keeps our efforts far more cohesive than they've ever been."

Mooresville School Community Coordinator, Churches in Mission volunteer and "Lead Elf" Susan Haynes explained that Charity Tracker helps with county-wide coordination efforts for a number of reasons. "The focus of Charity Tracker goes far beyond Christmas; people come to OneRoad or Churches in Mission all year round. If a family comes in for rent assistance, we can record that we took care of that need. If they need further assistance, we can use the database to refer them to the best place to receive that assistance."

Steve Davis of OneRoad reflects, "In 2010 we took a big step forward, and this year I'm confident we'll go three or four steps more."

Holiday needs: Businesses and individuals are greatly encouraged to look into the Adopt-a-Family program. According to Cordes, given the current need, "We are not likely to have all



Steve Davis

families adopted, but we want to cover as many families as we can." Pre-teen and teen Christmas gifts, such as electronics; hoodies; perfume/cologne kits; skateboards, dart boards, board games; art supplies and craft/room décor; sports sweaters, posters, etc. "We do not recommend gift cards (exception, gas and food cards)," said Cordes.

Northern Morgan County Coordinator

Churches in Mission
Executive Director: Alice Cordes
Volunteer and "Chief Elf" Susan Haynes
317-831-3987

27 S. Indiana Street
Mooresville, IN 46158

<http://churchesinmission.org/>
churchesinmission@pdswireless.com

Hours: M-W-F: 9a.m.-Noon

Thursday: 6 - 8 p.m. for donations only
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Other Donation Drop-off Hotspots:

WCBK Radio Martinsville

1639 Burton Lane, 46151

Big O Tires Mooresville

540 State Rd. 67 South, 46158

Hot Rod's Barber Shop--Monrovia

130 N Chestnut St., 46157

These locations and many others are all coordinate with Charity Tracker.

Southern Morgan County Coordinator:

OneRoad

Director: Steve Davis: 765-349-9740

118 E. Morgan Street

Martinsville, IN 46151

www.oneroadchristmas.info

Electronic donation, volunteer, and adopt-a-family forms available online!

oneroadchristmasassistance@gmail.com

Office hours: Monday-Thursday 10 a.m.-3 p.m.

Follow on Facebook!

Deadline Tuesday, December 13.

OneRoad is a not-for-profit, all-volunteer, faith-based, non-denominational organization established October 2009.

The Community Foundation of Morgan County serves as OneRoad's fiscal agent.



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Community Foundation, Kendrick Foundation, and Lilly Endowment Community Scholarship Applications Now Available

Morgan County high school seniors and residents looking to further their education may find financial assistance through the Community Foundation of Morgan County, which will help distribute up to \$900,000 in scholarships this year.

Applications are now available to download on the CFMC's Scholarship Central website at www.cfmconline.org/scholarships. The website features an easy-to-use format which allows users to view scholarships they may be eligible for based on their education category. Students can choose which high school they attend, or choose that they are a private school or home school student. There is also an option for Morgan County residents currently in college or non-traditional students who are adults returning to pursue their education.

Printed applications are also available at Morgan County high school guidance offices, the Mooresville CFMC office located in the Academy Building at 250 N. Monroe St., and the Martinsville CFMC office located at 56 N. Main St. Applications can also be mailed by calling the CFMC office toll-free at (855) 280-3095.

The foundation administers applications for Lilly Endowment Community Scholarships, Kendrick Foundation Scholarships, and its own CFMC Scholarships to Morgan County high school seniors and non-traditional/post-high school students.

Free "How to Apply for Scholarships" Seminars

Seniors, parents and adults applying for scholarships can get on the inside track and learn how to fill out CFMC scholarship forms at one of three free "How to Apply for Scholarships" seminars. The same seminar will be offered December 13 at the CFMC Martinsville office, January 3 at the Monrovia Branch of the Morgan County Public Library, and January 5 at the CFMC Mooresville office. All seminars will take place from 6:30 to 7:30 p.m. and no registration is required.

Lilly Endowment Community Scholarship Program

The Lilly Endowment Community Scholarship Program provides two full-tuition scholarships for Morgan County residents who will have graduated by the end of June 2012 with a diploma from a regionally accredited Indiana high school and who will be first time college

students. Applicants who graduated high school in previous years but have never attended college may apply. These scholarships must be used to pursue baccalaureate degrees at any accredited public or private Indiana college or university beginning in the fall of 2012. The deadline for the Lilly Endowment Scholarship is January 20.

Kendrick Foundation, Inc. Scholarships

The Kendrick Foundation, Inc. Scholarships will provide support for Morgan County residents who are pursuing a career in the health care field.

Applicants must have graduated by the end of June 2012 with a diploma from an Indiana high school or equivalent education. They must also have been accepted into a program at an accredited college, university or other educational institution to complete a course of study in a health care field (including medicine, dentistry, allied health, and nursing) beginning in the fall of 2012. The scholarships are for tuition only, up to a maximum of \$15,000 per person per year after deducting other financial aid which also pays tuition. Individuals may re-apply, and if accepted, could receive the scholarship for multiple years. Other application details are available on the website at www.kendrickfoundation.org. The deadline for the Kendrick Foundation, Inc. Scholarships is February 24.

Community Foundation of Morgan County Scholarships

The Community Foundation of Morgan County, Inc. offers Morgan County residents the opportunity to be awarded scholarships based on selection criteria requested by the donor of each scholarship fund. There are two categories in the CFMC Scholarship Program, one for high school senior Morgan County residents and one for non-traditional/post-high school Morgan County residents. For seniors, scholarships

may be available based on the high school the student attends, the subject he/she plans to study, or activities he/she participated with through the high school or in the community. The foundation also has several scholarships available for non-traditional/post-high school students and home school/private school students. The deadline for the CFMC Scholarship Program applications is February 24.

More information is available by calling the CFMC office toll-free at (855) 280-3095 or by visiting www.cfmconline.org/scholarships.

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Big Idea 2011 Winner: Looking to Provide Film Students with On-Location Practical Experience

By Bob Sullivan

Morgan County Business Leader

Summarize your big idea.

My Big Idea is modeled on the highly successful G-Star School of the Arts in West Palm Beach, Florida. The idea would be to create a charter school that teaches the core high school curriculum but with the facilities, equipment, and opportunity for students to commit a portion of each day to an area of film-making and drama performance. Students would be required to maintain good grades in order to stay enrolled. I want to be clear, it's not about a lack of technology or opportunity in our public school, but about providing facilities that will allow students to create their own projects while also drawing local indie and major budget film productions to our facility, giving students a chance to work on actual film production in a practical environment. Specialty focuses would include improvisation, playwriting, editing, theatrical direction, and all aspects of movie and broadcast production.

What in your background or career path connects you to your Big Idea?

I majored in theater and performance at Indiana University. I worked professional for the first time at age 16. After college, I kept my hand in performance professionally and civically while maintaining a family business in Martinsville. Through the years, I've made an independent film (Postpartum, 2007), an infomercial, a handful of commercials, and modeled for print ads.

What is the value proposition to your plan and how will you implement it?

Creating a facility attractive to local and national film productions would draw students from all over the country,

K. Elaine Elkin Hooker

Morgan County Motion Picture and Arts Institute
nikleelkin@yahoo.com
765-349-2327
Martinsville

and generate a need for more restaurants, hotels, and other supportive businesses if our county is hosting such production crews on a regular basis. Media is taking over the world and a strong education in that area will give students a huge advantage in the real world.

How close are you to making your "Big Idea" a reality?

I am looking at a couple of sites in Martinsville, and I'm looking to follow up on leads and form a non-for-profit to attract investors. I have seen indications that there would be an interest. Angelo Pizzo, the scriptwriter for Hoosiers and Rudy, and an upcoming Indy 500 film, lives in Bloomington. Sean Astin has inquired about filming in Indiana.

How did you hear about the Big Idea contest and what made you decide to apply?

I have a friend who said, "Elaine, you make things happen, you should put your idea out there." And then my husband dared me with the airtight argument, "What have you got to lose?" And the moment I applied I started having second thoughts about it. Those self-doubts continued until the moment they notified me I'd won.

K. Elaine Elkin Hooker and her husband Eric have been married 26 years. They have two boys, Alec, age 13, and Ian, age 11.



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Deadline is here to check your math, evaluate progress and plan forward

It always amazes me how clients seem to get a bunch of stuff done right before we meet. I don't know why it surprises me; I do the same thing with my coach. When there's a deadline, there's motivation. There is one big deadline rapidly approaching and another I would like you to consider.

The one that is rapidly approaching is the calendar year-end, which means it's time to check your math. Checking to see where you are in relation to your goals year-to-date is a great exercise.

One of my mentors, the late Jim Rohn, said: "At the end of each day you should play back the tapes of your performance. The result should either applaud you or prod you." The end of each day is a great time for this exercise and an even better one would be to review at the end of each month. Most certainly, I suggest, is its importance at the end of the year.

I understand you can't spend all your time reviewing your progress but the problem is that most of us don't spend any time reviewing our progress. The benefits are in the review:

1. You can learn early on where you might be head-



Jack Klemeyer

ing off course. Knowing allows you to make micro adjustments to get back on track faster. We all get off course, the trick is to catch it and fix it and the earlier, the better.

- 2. You can learn your ratios.** Everything boils down to ratios and once you understand that, it's called "game over" and you win. How many prospects did you contact to get an appointment and how many appointments to get a sale?
- 3. You can begin to build your playbook.** What are the common objections you're hearing? What phrases resonate with your prospects? Make a section in a journal, one for objections and one for success phrases. This way you can prac-

tice what works over and over again.

The second deadline I would like you to consider is also year-end, but I want you to look at it as year beginning and have your plans crafted. It's not too late. Look at the landscape of next year in at least four ways. One through three should be each quarter and the fourth is the year in entirety. You can look at it month by month, too, if you so wish. Think of the big things you want to get accomplished. Plan the biggest, most important things first. Personal, professional, developmental, income and any other major category you think you should look at to be better.

Next, after the big rocks; put in those medium sized things. Don't spend too much time worrying if you don't have many items. There will always be things that fill the gaps between the big and medium things. The reason to plan is because if you don't, the little things will consume you and you'll stand a real chance of missing what you shouldn't.

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

I understand you can't spend all your time reviewing your progress but the problem is that most of us don't spend any time reviewing our progress.

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 weekley 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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Model railroad club displays efforts every holiday



Morgan County Model Railroad Association

Dave Goins, Club President and "Chief Conductor"
Meets every Tuesday at 6 p.m. at Mayfield Insurance (non-members welcome)
50 South Madison Street
Mooresville, Indiana 46158
Club contact info: 765-342-7069
SantaFeDanGoins@Comcast.net
cid.railfan.net

Check it out! :
Morgan County Model Railroad Holiday Display
Running now thru January 3, 2012
Key Bank Martinsville Branch
76 S Main St; 46151

And Mark Your Calendars:
23rd Annual Victorian Christmas Celebration
Saturday, December 3rd, 2011
10 a.m.- 4 p.m.
Check out the Dean Mayfield And Model Railroad Club Displays during the event

By Bob Sullivan

Morgan County Business Leader

Dan Goins retired from teaching in 2006 after 38 years, closing out a career that included serving 27 years as the director of the Martinsville High School Planetarium. Gifted with an inquisitive mind and a lifelong tendency toward science and engineering, it's perhaps no surprise that Goins also shared a lifelong love affair with model railroading, a passion he continues to pursue to this day.

Goins recalled how the club formed 20 years ago. "It was coming up on Christmas, and the Morgan County Public Library asked me to give a talk on activities for fathers and sons. I was going to discuss model railroading among several other topics. So I walked into the room to about 30 people, but only one father-son combination.

So I changed the focus on the spot to model railroading." The talk was a big success, and discussion afterward ran long. The talk led to the first informal meeting of the model railroad club at Martinsville High School.

"We met once a week for about a year then started going round-robin to members' houses." Back then, the club would watch videos, show slides, and discuss railroad modeling. "A gentleman from Paragon, Tom Duckworth, passed away, and his family donated his collection to us. It wasn't a set of 'collectible' cars, which made it something we were comfortable working with. It was shortly after that (1993) I approached Key Bank as a possible location to set up a holiday train display. The first run was a success and we've continued to grow it ever since." Goins credits the display at the Cincinnati Gas Com-

pany (a display running for its 66th consecutive holiday) for inspiring him to want to create a display in Morgan County.

Jerry Mayfield, a model train enthusiast and then CEO of Mayfield Insurance, offered to host the Train Club at the corporate office, an arrangement which continues to this day through Jerry's son Dean.

The modern Railroad Club is 11 members strong. "Including myself, we have two expert model-builders. I'm a teacher by instinct, so I'm having a great time. We focus on model creating and techniques." According to Goins, the focus of an expert model railroad builder is to tend toward home-crafted, custom creations. "We do our own soldering, painting, and wiring. Plus, much of the skill of running a train "live" is to control how the trains switch from track to track,

recreate the interactions, and make the cars connect exactly as you planned." Goins admits, "One big reason I still do it after all these years is to see the awe on kids' faces as they watch. It takes me back to my own childhood."

The Morgan County Model Holiday Railroad Display is a loop that runs 10' x 20'. The display has been rebuilt from scratch twice since its initial run. Advertising opportunities for local businesses include having a business card fixed to the side of a train car at \$50 annually, or \$100 to put a business name on a model building or "billboard" on the display. Goins estimates the display draws 50,000 visitors annually. Opportunities for advertising continue through the season—call Goins for details.

Several other displays and members' works-in-progress can be seen by the public every year at Mayfield Insurance Office in Mooresville during Victorian Christmas. (See details in the info box).

While recovering from kidney cancer Amy DeFelice opens the pet sitting business Amy's Happy Critters, Inc.

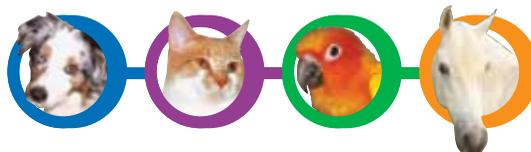
Amy was diagnosed with renal cell carcinoma in 2003. Doctors acted swiftly to remove the diseased kidney. The surgery was quick and effective, but the recovery was long. During the recovery she was unable to work or care for her friends' dogs while they traveled as she normally did. Her friends hired a pet sitter instead. "I had no idea that pet sitting was a business" says Amy. This planted a seed. As her recovery progressed she felt reluctant to return to her job finishing fine furniture, and decided instead to go into business for herself as a full time pet sitter.

The hard work has paid off. Amy's Happy Critters, Inc. is among the longest established, most respected pet sitting services in the greater Indianapolis area. "I have worked various jobs over the years and none was ever as enjoyable or fulfilling as pet sitting" says Amy.

Since 63 percent of all families in the United States share their homes with at least one pet, (Source: American Veterinary Medical Association) how to care for them while traveling is a concern for many people. "I have had clients tell me they haven't taken a

Amy DeFelice-Ryan Amy's Happy Critters, Inc.

Pet Sitting



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vacation in years because they were afraid to leave their pet" says Amy. Eric Simmons, a client of Amy's Happy Critters, Inc. says "The first time we went out of town for a long weekend after getting our pet rabbit, Louis, our friend was supposed to check in on

her. When we got back a few days later, [our pet] was starving and thirsty, as our friend had forgotten. That's when we decided we needed a trustworthy sitter."

An in home pet sitter visits the pet while the owner is away. Generally the pet owner is out of town but midday dog walks are a great relief to dogs with working owners. Pet sitting is a good option because the pets get to remain in their own home where they are most comfortable. This is particularly useful for cat owners as most cats become quite distressed leaving the home environment.

"A cancer diagnosis is devastating, and often leads the victim towards depression and inactivity. The initiative and effort required to start my own business was a huge first step in rebuilding my life. I consider myself fortunate to have created something positive out of such a negative, life-altering event. Instead of looking at the cancer as a sort of "sentence", it became an opportunity to begin a new life, one that I have enjoyed, cancer free, for nearly 9 years."

Amy lives in Mooresville with her dog Artie, cats Domino and Monkey and cockatiel Nikki.

Planner of note

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TOWN OF MOORESVILLE - BUILDING PERMITS

Cindy Kelly, West South St, Electrical Upgrade
Capital Adhesives, Old State Road 67, Warehouse
Radio Shack, Indiana Street, Commercial Remodel
Sue Neff, Churchill Drive, Single Family Residence
Marisa Pascal, Indiana Street, Sign Permit
Mark Jackson, 108 Meadow Lake Drive, Multi-Family Housing
Mark Jackson, 110 Meadow Lake Drive, Multi-Family Housing
James Faulkenburg, Sunbury Drive, Electrical Upgrade
Georgie McCanty, Maple Lane, Residential Remodel

TOWN OF MARTINSVILLE - BUILDING PERMITS

Meyer-Najem Construction, Harrison Street, Commercial Remodel
TK Construction, Shore Drive, Single Family Residence
JMD Petroleum, Burton Lane, Commercial Remodel

MORGAN COUNTY - BUILDING PERMITS

James Neptune, Bethany Park, Electrical Upgrade
Michael Anthony, Burns Blvd., Residential Remodel
Robert Pelouch, Clear Creek Blvd., Garage
Michael Miller, Ashley Court, Garage
Timothy Harris, Lewisville Lane, Single Family Residence
Beth Chupp, Lincoln Hill, Single Family Residence
Daniel Groves, Lower Patton Park Rd., Single Family Residence
Phillip Kellar, Maple Grove Road, Garage
Mike Esterman, Baltimore Road, Patio Enclosure
Donn Smith, Kitchen Road, Single Family Residence
Kiszka Ward, Kivett Road, Single Family Residence
Kenneth Watson, Mann Road, Single Family Residence
Clark Boncquet, Paddock Road, Mini Barn
Bobby Hays, Shultz Court, Garage

Judith Ehorn, Smokey Row Road, Patio/Porch Enclosure
Patrick Greathouse, New Whiteland Rd, Single Family Residence
James Adams, Oaknoll Court, Single Family Residence
Mike Habig, Old S.R. 37, Pole Building
Margaret Clarkston, Old S.R. 37, Single Family Residence
David Kelley, Ruby Court, Single Family Residence
W.E. Phillips, Boarder Street, Electrical Upgrade
Kurtis Brown, Buffalo Hill Road, Electrical Upgrade
Craig Zupancic, Mt. Zion Road, Electrical Upgrade
Arlen Ladd, Old Morgantown Lane, Patio Enclosure
Dillow Enterprises, Shady Lane, Electrical Upgrade
Dana Fauvergue, Tulip Drive, Pole Building
John Crump, Pagoda Drive, Pole Building
Rebekah Hatten, S.R. 144, Electrical Upgrade
Kel Rooker, Wilbur Road, Electrical Upgrade

NEW BUSINESS FILINGS

Dale Cummins, Cummins Auto Detail, 3080 W. Crosscreek Dr., Monrovia, IN 46157
Shannon Dill, Running with Scissors, 8190 Beech Grove Road, Martinsville, IN 46151
Mary Beth Cole, Logan Contracting, 4171 E. Lakeview Drive, Martinsville, IN 46151
Witham Memorial Hospital, Grandview Health & Rehab Center, Martinsville, IN 46151
Roger Coffin, Coffin, Coffin, & Blackman, P.O. Box 1735, Martinsville, IN 46151
Michael Nichols, GameStop, 383 Grand Valley Blvd., Martinsville, IN 46151
Dennis Daniels, Future Lawn Care, P.O. Box 876, Mooresville, IN 46158
Brandon Kingery, K and M Fence, 6988 E. Watson Road, Mooresville, IN 46158
Roger Barry, Wood Barry Studio, 6950 S.R. 39 North, Martinsville, IN 46151

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Feiwell & Hannoy
317-237-2727

Mark Phelps
1032 Delwood Dr
Mooresville, IN 46158
\$103757.26
December 5, 2011
Unterberg & Assoc
219-736-5579

David Davis
6943 E Landersdale Rd
Camby, IN 46113
\$137168.90
December 5, 2011
Unterberg & Assoc

219-736-5579

Jeremy & Melissa Law
13059 N Paddock Rd
Camby, IN 46113
\$102562.77
December 5, 2011
Mercer Belanger
317-636-3551

Chad & Crystal McCloud
9631 N Baltimore Rd
Monrovia, IN 46157
\$227675.03
December 5, 2011
Unterberg & Assoc
219-736-5579

Brian Nolan
8540 Main St
Martinsville, IN 46151
\$51593.03
December 5, 2011
Mercer Belanger
317-636-3551

Tamara & Matthew Porter
4479 N West Dr
Quincy, IN 47456
December 5, 2011
\$58644.95
Feiwell & Hannoy
317-237-2727

Bobby Slagle Jr
310 Clay St
Mooresville, IN 46158
\$57891.37
December 5, 2011
Feiwell & Hannoy
317-237-2727

Jeri Smith
2271 E Crosby Rd
Mooresville, IN 46158
\$127557.65
January 23, 2012
Unterberg & Assoc
219-736-5579

JB Ross
5715 Berean Rd
Martinsville, IN 46151
\$207816.04
January 23, 2012
Feiwell & Hannoy
317-237-2727

Robert & Tina Riley
12525 N Louis Dr
Camby, IN 46113
\$239740.95
January 23, 2012
Unterberg & Assoc
219-736-5579

David Pietsch
5464 S Lick Creek Rd
Morgantown, IN 46160
\$93253.50
January 23, 2012
Feiwell & Assoc
317-237-2727

Carol Johnson
1281 Cottonwood Ct
Mooresville, IN 46158
\$299412.95
January 23, 2012
Unterberg & Assoc
219-736-5579

Sandra & Matthew Hashman
2186 Country Club Rd
Mooresville, IN 46158
\$88375.16
January 23, 2012
Feiwell & Hannoy
317-237-2727

Pamela Breedlove

39 Phelps St
Martinsville, IN 46151
\$61156.24
January 23, 2012
Foutty & Foutty
317-632-9555

Robert A & Lou Ann Downey
1715 W Foxcliff Dr
Martinsville, IN 46151
\$215139.66
January 23, 2012
Nelson & Frankenberger
317-844-0106

Michael Cunningham
1740 Market St
Martinsville, IN 46151
\$92295.38
January 23, 2012
Burke, Constanza, & Cuppy
219-769-1313

Richard Fox
530 S. Marion St
Martinsville, IN 46151
\$73782.82
January 30, 2012
Doyle Legal
317-264-5000

Nancy Wilson
1903 White Oak Lane
Martinsville, IN 46151
\$182712.77
January 30, 2012
Reisenfeld & Assoc
513-322-7000

Roy Schrader
6362 E Hadley Rd
Mooresville, IN 46158
\$133704.84
January 30, 2012
Doyle Legal
317-264-5000

Donna Miller
610 S Mulberry St
Martinsville, IN 46151
\$71386.79
January 30, 2012
Feiwell & Hannoy
317-237-2727

Daniel & Kimala Ritter
1803 Foxcliff North Estates
Martinsville, IN 46151
\$182328.70
January 30, 2012
Feiwell & Hannoy
317-237-2727

Tim Edwards
4798 S Lick Creek Rd
Morgantown, IN 46160
\$80885.85
January 30, 2012
Feiwell & Hannoy
317-237-2727

Erik Troxell
544 Harrison St
Paragon, IN 46160
\$77375.82
January 30, 2012
Mercer Belanger
317-636-3551

Donald Dyer
1710 S Harriet St
Martinsville, IN 46151
\$85224.42
January 30, 2012
Mercer Belanger
317-636-3551

J. Faye Fitzgerald
9566 N Raymond Ct
Mooresville, IN 46158

\$353489
January 30, 2012
Unterberg & Assoc
219-736-5579

Mark & Penny Hughes
3980 Henderson Ford Rd
Martinsville, IN 46151
\$81654.98
January 30, 2012
Reisenfeld & Assoc
513-322-7000

Jeffrey & Lisa Bennett
8820 New Harmony Rd
Martinsville, IN 46151
\$252246.37
February 6, 2012
Reisenfeld & Assoc
513-322-7000

Mark McCormack
260 Robb Hill Rd
Martinsville, IN 46151
\$143429.36
February 6, 2012
Unterberg & Assoc
219-736-5579

Tiffany Turpin
13287 N Etna Green Dr
Camby, IN 46113
\$130562.48
February 6, 2012
Unterberg & Assoc
219-736-5579

Michael Bradley
155 W South ST
Mooresville, IN 46158
\$103444.53
February 6, 2012
Feiwell & Hannoy
317-237-2727

Jerry & Angela Moore
1145-1155 Leota Dr
Martinsville, IN 46151
\$107834.07
February 6, 2012
Manley, Deas & Kochalski
614-222-4921

Michael Pierce
8637 W St Rd 42
Monrovia, IN 46157
\$125807.80
February 6, 2012
Johnson, Blumberg & Assoc
312-541-9710

Jesse Pitts
Jamie Furlong
241 E Main St
Mooresville, IN 46158
\$88063.71
February 6, 2012
Feiwell & Hannoy
317-237-2727

Kenneth Moppin
102 Camelia Ct
Mooresville, IN 46158
\$103481.63
February 6, 2012
Reisenfeld & Assoc
513-322-7000

Mark McDaniel
57 Sweetwood Dr
Mooresville, IN 46158
\$88008.13
February 6, 2012
Doyle Legal
317-264-5000

Aaron Taylor
3325 Mt Olive Lane
Martinsville, IN 46151
\$453785.22
February 6, 2012

Hostetler & Kowalik
317-222-7485

Cindy & Robin Haywood
6510 Stockwell Rd
Martinsville, IN 46151
\$132191.53
February 13, 2012
Reisenfeld & Assoc
513-322-7000

James Dodds
1055 W. Wildflower
Court
Mooresville, IN 46158
\$251587.71
February 13, 2012
Reisenfeld & Assoc
513-322-7000

Robert & Landria Brattain
155 Church St
Mooresville, IN 46158
\$104016.08
February 13, 2012
Unterberg & Assoc
219-736-5579

Michael & Dawn Bain
6271 E Ablington Ct
Camby, IN 46113
\$209858.39
February 13, 2012
Johnson, Blumberg & Assoc
312-541-9710

Mark Hare
5622 E Orchard Rd
Mooresville, IN 46158
\$110019.80
February 13, 2012
Doyle Legal
317-264-5000

Jayme & Steve Curry
32 E South St
Mooresville, IN 46158
\$106306.09
February 13, 2012
Feiwell & Hannoy
317-237-2727

Mark & Cara Davidson
7055 E Wiser Ave
Camby, IN 46113
\$88606.05
February 13, 2012
Feiwell & Hannoy
317-237-2727

Destry & Brenda Davis
1744 W St Rd 42
Mooresville, IN 46158
\$118023.61
February 13, 2012
Reisenfeld & Assoc
513-322-7000

Lori & Steven Newlin
12930 N Bray Rd
Mooresville, IN 46158
\$305490.81
February 13, 2012
Feiwell & Hannoy
317-237-2727

Charles Voss
13335 N Brick Chapel Dr
Camby, IN 46113
\$117753.88
February 13, 2012
Feiwell & Hannoy
317-237-2727

David & Ruth Derrickson
2870 S Mask Ct
Martinsville, IN 46151
\$243522.61
February 20, 2012
Feiwell & Hannoy

317-237-2727

Roy Fulkerson
6431 E Ablington Ct
Camby, IN 46113
\$162903.51
February 20, 2012
Feiwell & Hannoy
317-237-2727

Patricia Pitman
5305 Perry Rd
Martinsville, IN 46151
\$47170.32
February 20, 2012
Reisenfeld & Assoc
513-322-7000

SWG Inc.
Stephen & Brenda Dean
Beth Spina
1410 S Ohio St
Martinsville, IN 46151
\$311695.16
February 20, 2012
Hopper & Blackwell
317-635-5005

Virginia Hill
240 Morton St
Morgantown, IN 46160
\$38522.36
February 20, 2012
Unterberg & Assoc
219-736-5579

Christine & Richard Thompson
7945 St Rd 39 N
Martinsville, IN 46151
\$139624.51
February 20, 2012
Feiwell & Hannoy
317-237-2727

Jon Rinehart
11356 N Creekside Dr
Monrovia, IN 46157
\$156385.54
February 20, 2012
Foutty & Foutty
317-632-9555

Sandra Smith
1453 Blue Bluff Rd
Martinsville, IN 46151
\$275184.44
February 20, 2012
Foutty & Foutty
317-632-9559

Rick & Leslie Mitchell
1620 Robin Rd
Martinsville, IN 46151
\$125556.26
February 20, 2012
Mercer Belanger
317-636-3551

Mark & Stacey Woodall
3485 McDaniel Dr
Martinsville, IN 46151
\$131978.46
February 20, 2012
Bleecker, Brody, & Andrews
317-574-0700

*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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