

Where Morgan County Business Comes First

BUSINESS LEADER

MORGAN COUNTY

July 2014



*Healthy schools,
healthy businesses*

*Dr. Michele Moore sees hope in synergy
between schools and business in Martinsville*

PRE-SORT
STANDARD
U.S. POSTAGE
PAID
INDIANAPOLIS, IN
PERMIT NO. 1122



YOU INSPIRE US
EVERY DAY

 **Franciscan**
ST. FRANCIS HEALTH Mooresville

Visit FranciscanStFrancis.org/Mooresville to learn more.



THE STRENGTH IT TAKES

Trust in our strength and make your business stronger.

Indiana University Health now offers area employers convenient and easily assessable Occupational Health services right here in Morgan County. We work with employers of all types and sizes to develop cost-efficient and effective work-related medical care: From pre-employment physicals to injury care to back-to-work solutions. Quality care is located right where your employees work and live. Call us today to learn how we can help you make a difference in the lives of your employees – and the health of your organization.

Contact 765.349.6777 to schedule a consultation.



Indiana University Health

IU Health Occupational Health | 789 E Morgan Street | Martinsville, IN 46151

Pre-employment

- Drug & Alcohol Testing
- Physicals and Immunizations
- DOT/CDL Exams
- Vision/Hearing Screenings

On-the-Job

- Injury Prevention
- Injury Treatment/ Worker's Comp
- Independent Medical Evaluations
- Job Specific Ergonomic Evaluations

Return to Work

- Physical and Occupational Therapy & Rehabilitation
- Fitness for Duty Testing

Wellness Programs

On-Site Mobile Health Coach

FROM THE PUBLISHER

Tom Zoss: A legacy of trust

Just as we were wrapping up this issue of the *Morgan County Business Leader*, we received news of the impending retirement of Tom Zoss, Executive Director of the Community Foundation of Morgan County (CFMC), bringing to a close a distinguished seven-year tenure which oversaw great expansion in The Foundation. (You can read the details of Tom's impending retirement in this issue).

We were pleased to feature Tom as our cover story in the July 2013 issue--exactly a year ago. You can see the original article online at www.morgancountybusinessleader.com.

To say that Tom increased the visibility of the CFMC would be an understatement. It's ironic that a year after he came aboard, the county was hit with the worst flood event of the past century. It would be difficult to say anything "good" about the flood, but during the crisis and the months that followed, the Community Foundation, under Tom's leadership, served as a rallying point for the County. It collected \$3M in donations and

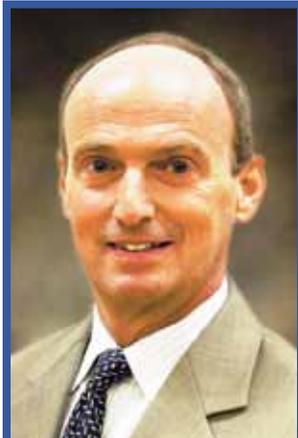
distributed those relief funds where they were needed most. If you didn't understand the purpose of the Foundation before the flood, you understood it after watching their work during this difficult time.

The numbers speak for themselves. Donations to the Foundation increased from \$200K a year to \$1.5M. The Foundation also went from managing 37 Funds in 2007 to 170 today.

In last year's profile, Tom was quick to credit the "many nice people writing small checks" in the County, and to say that the CFMC is simply filling the role it was created to do. While there is a definite truth to that statement, we at the MCBL respectfully take somewhat of a different view to Tom's modesty. Point-

ing out he also said, "People will donate to you only if they trust you."

As Tom exits this phase of this distinguished career, can there be any better legacy to leave behind? Thank you, Tom, for your service to Morgan County. You will be greatly missed.



Jim Hess
Owner & Publisher

The *Morgan County Business Leader* is published monthly and direct-mailed to Morgan County businesses free of charge. Subscribe at morgancountybusinessleader.com

Contents

Tom Zoss: A legacy of trust	3
Small-town grocer competes with superior service and quality.....	4
What's an investor to do?	5
TOA (USA), LLC breaks ground on Mooresville expansion	6
Chamber not working for you ... here is a fix.....	7
Healthy schools, healthy businesses.....	8
Treasurer Mourdock addresses Mooresville Chamber.....	10
Lets talk about contracts.....	10

Is your upstairs TOO HOT?!?	11
Indiana INTERNnet: Engaging Indiana's future workforce through internships.....	11
Anniversary of statewide smoke free air law.....	11
Tom Zoss to retire this fall; Manages two foundations here	12
Disability insurance: A good idea.....	13
PR provides a positive return on your investment.....	14
Kendrick Foundation selects 57 scholars for 2014 banquet honors recipients.....	14
Planner of note.....	15



**Michael Joyce, Director of Small Business Banking | Mike Hurst, Regional President
Dave Clark, Private Advisory**

FIRST MERCHANTS BANK

AN INDIANA BANK SERVING INDIANA CUSTOMERS SINCE 1893

We're solutions-based advisors serving the needs of the business community with broad financial services delivered personally by banking professionals. Local decisions, local service, local bank.

At First Merchants Bank, you'll get The Strength of BIG and the Service of *Michael, Mike and Dave*.



First Merchants

1.800.205.3464

WWW.FIRSTMERCHANTS.COM

Mike Hurst | Meridian Plaza, Indianapolis | 317.566.6121 | mhurst@firstmerchants.com
Michael Joyce | Meridian Plaza, Indianapolis | 317.566.6151 | mjoyce@firstmerchants.com
Dave Clark | Meridian Plaza, Indianapolis | 317.844.2143 | dclark@firstmerchants.com



Meadow Lakes

FULL CONTIUM OF CARE

It is our pleasure to serve area seniors with a variety of housing and healthcare options!

- Garden Homes
- Assisted Living Apartments
- New Energy Wellness
- Moving Forward Rehabilitation
- Auguste's Cottage Memory Care
- Skilled Nursing Services
- Long-Term Care
- Hospice Care
- Respite Care

Meadow Lakes

GARDEN HOMES, ASSISTED LIVING APARTMENTS, NEW ENERGY WELLNESS, MOVING FORWARD REHABILITATION, AUGUSTE'S COTTAGE MEMORY CARE, SKILLED NURSING SERVICES, LONG TERM CARE, HOSPICE, RESPITE

200 Meadow Lakes Dr.
Mooresville, IN 46158

317-834-1791



Ask about a **FREE** move to our Assisted Living & Garden Homes!

ASCSeniorCare.com



BUSINESS LEADER

MORGAN COUNTY

ESTABLISHED 2006

Vol. 9, No. 2

Phone: (317) 418-7925

E-mail:

jim@morgancountybusinessleader.com

Publisher Jim Hess

News Editor Bob Sullivan

Copy Editor Sherry Smith

Writer Elaine Whitesides

Design/Production Zachary Ross

Small-town grocer competes with superior service and quality

Woodchuck IGA

Randy and Patty Wood, Owners
80 South Marion Street
Morgantown, IN 46160
812-597-4353
Hours of Operation
Daily 7 a.m.-9:30 p.m.
(to 9 p.m. winter)
Woodchuck01@sbcglobal.net
www.woodchuckiga.com
Follow on Facebook!

By Bob Sullivan

Morgan County Business Leader

Randy Wood became sole owner of the Woodchuck IGA grocery store in Morgantown in 1994. Constructed in the 1950s, the IGA building has changed little over the decades. Today, at 8500 sq. ft., it's one of the smallest grocery stores in the area. But in spite of increased competition from box "super-stores", the Woodchuck IGA thrives by staying true to the values of superior customer service, offering a quality product, and a streamlined approach to stocking that makes the most of its limited shelf space.

The Woodchuck IGA is the only fully stocked grocery store in Morgantown, but Randy doesn't take local loyalty for granted. "This is a small store, and an older store. We train our employees to be friendly, accurate and full of service. We carry the customer's groceries out to the car. That's how we grew up, and we've carried those values and traditions forward."

Randy was born and raised in Bloomington. He earned a degree in Industrial Management from Purdue and came to Martinsville in 1972 as a manager-trainee for Schwab's Grocery Store. At one time, Morgan County grocer Bill Schwab owned as many as eight IGA locations in Martinsville and the surrounding communities. Randy rose into full management, and in 1980, served as a regional Vice-President for IGA Corporate. Randy credits Schwab for instilling in him the importance of outstanding customer service.

In August 1994, Randy and a business partner purchased five of Schwab's stores and he bought a sixth store. They sold off their locations one by one until, in 1999, Randy bought out his partner and became the sole owner of the Woodchuck IGA.

Patty, Randy's wife, also grew up in Bloomington and pursued a career in nursing at I.U. She worked part-time in the IU Hospital X-ray department with Randy's mother. Patty and Randy started dating in 1966 and were married in 1969. Patty stayed with nursing for several years, and then took time off from work to raise their children.

In the mid-1980s, Randy employed Patty part time to train their workers as the store transitioned to computerized systems. She stayed on as the stores' computer networking



Randy and Patty Wood

tech. These days, Patty oversees the marketing and weekly direct mail ads.

"You can tell a lot about a grocery by how they manage their perishables," Randy observed. "People come from as far as North Vernon to visit our meat department. We grind our beef fresh several times a day, and what we grind today, if we don't sell it by noon tomorrow, we pull it. Our produce comes from Indianapolis, and is rotated three times a week."

Randy said, "Every action we take is a sincere invitation for that customer to come back. We take actions the customers can see, and others that they can't--like rotating out our milk and dairy to ensure the customers get fresh product." Randy can count among his customers shoppers who were brought in as children--who are now adults shopping with *their own* children. Patty added, "At our size, we can't carry every brand, but we stock all the basics a person needs."

Community service is a high priority for Randy. From April through October, the Woodchuck IGA offers a unique fundraising opportunity for local not-for-profit organizations in the form of hosting a lunchtime charcoal grill-out. "They sell hot dogs, hamburgers, and drinks, and keep 50% of the proceeds for those sales for their organization," explained

Randy.

IGA, which stands for Independent Grocery Alliance, started in 1925. As the name implies, each IGA is independently owned and operated. According to Patty, each store must stock a certain amount of IGA-labeled product but otherwise is given a great deal of freedom in how to manage their location. The Woodchuck IGA employs 15-20 workers, with several employed long-term.

Patty is a member of the Martinsville Ro-

tary Club, is on the Board of the Community Foundation of Morgan County, and Community Concerts. Randy serves on the Lion's Club and on the Board of the IU Health Morgan Hospital Foundation. He recently retired as a Lt. Colonel of the Army National Guard after 28 years.

This August, Randy and Patty celebrate 45 years of marriage. They've raised two children, Sherry and Jennifer. They enjoy camping and visiting with their six grandchildren.

Business owners in any industry...

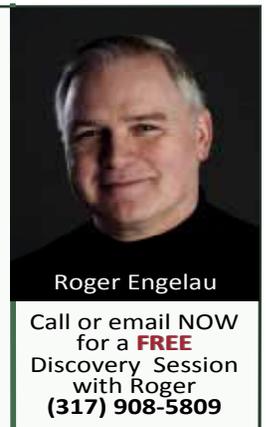
Has Your Business Hit a Revenue Ceiling?

7 Reasons You Should Hire Business Coach & Expert Roger Engelau

- Get More Customers
- Double Your Profits
- Create Positive Cash Flow
- Navigate Changes in the Economy & Your Market
- Transform Your Team
- Systemize Your Processes
- Create a Vision for the Lifestyle You Know Your Business Can Support!

Roger@InspireResults.com

Inspire Results
BUSINESS ADVISING
Inspired Advising, Superior Results.



Roger Engelau

Call or email NOW for a **FREE** Discovery Session with Roger (317) 908-5809

"Roger helped us put money in the bank!"



What's an investor to do?

A client asked me the other day what I think the market's going to do this summer. I gave him my standard answer, "My crystal ball broke a long time ago." With that said I shared some data with him and asked HIM what the market's going to do this summer. He looked at me thoughtfully and mumbled, "There really are no clear answers in this market are there?" Indeed.

I think it can be pretty well argued that this has been a market driven by momentum rather than by economic realities. Why do I say that? What justifies me to make that statement? Look at the data. The market continues to shrug off surprises in numerous economic reports, both positive and negative. Back in April we had the positive surprise of a pretty exciting employment report showing 288K jobs created. The market showed almost no reaction. In April, initial reports showed that GDP growth slowed to only 0.1% in the first quarter. Market response? Ho Hum. At the end of May that report was REVISED DOWNWARD DRAMATICALLY to show a shocking -1.0% GDP growth in the first quarter. (FYI for our readers in Rio Linda, negative GDP growth means RECESSION) And the market completely ignored it. Consumer sentiment and spending still remain subdued (some would say "In the toilet") but the market just presses higher.

This situation is eerily similar to what we saw back in the Spring and Summer of 2011. Back then, as now, investors were bullish and complacent. The Investors Intelligence Sentiment Survey in April of 2011 was at 57% bulls,

15.7% bears. At press time (mid-June 2014), bullish sentiment now stands at 63%, the second highest level in the survey's entire history. Bearish sentiment stands at 22.2% which represents a DECLINE from the prior week's reading. (FYI this sentiment survey is a CONTRARIAN indicator meaning: High BULLISHNESS readings have historically been indicative of market tops.)

What happened back in the summer of 2011 when the market was shrugging off bad news and bullishness ran rampant? The SPX sold off about 7% from May to the last week of June, rebounded to re-test the May highs by the first week of July, then late July through early October had a brutal 19% correction before finally recovering in March of 2012. Talk about a roller coaster!

What's an investor to do? Like the answer to so many questions: It depends. If you are fully invested now, why not think about creating

some "dry powder" (cash) to take advantage of what likely will be a volatile end to the summer and fall. If you already have some "dry powder" on the sidelines, guard yourself against momentum driven irrational exuberance and keep some of it liquid and ready for when this market finally does run out of steam. It could indeed be brutal again. Wouldn't it be nice to have some investable cash ready to take advantage of those panicked bulls... instead of being one?.

The Binkley Wealth Management Group LLC is a fee-only Indiana Registered Investment Adviser located in Avon. Mr. Binkley can be contacted via email at Jeff@thebinkleygroup.com or phone 317.697.1618



Jeff Binkley

We think

BIG

for small business

Small businesses are the livelihood of our great community. HomeBank is committed to supporting the growth of small businesses like yours. With local decision making and quick turn-around times, let Tana Lobb and Ben Jefferis go to work for you today. Call or visit HomeBanksb.com to learn more.

SINCE 1890

HomeBank^{SB}

www.HomeBankSB.com



BEN JEFFERIS AND TANA LOBB



Martinsville
765-342-6695

Grand Valley
765-342-6695

Mooreville
317-834-4663

Greenwood
317-889-4663

MEMBER
FDIC



From left, Harold Force, Force Construction; Mark Mathis, Mooresville Town Council; Jay Kondo, TOA (USA), LLC; Shinichi Iizuka, TOA Industries Co., Ltd. and TOA (USA), LLC; Governor Mike Pence; Don Stock, TOA (USA), LLC

TOA (USA), LLC breaks ground on Mooresville expansion

By Chelsey Manns

Morgan County Business Leader

TOA (USA), LLC, a metal stamping and automotive suspension parts manufacturer for Subaru and Toyota, broke ground on its ninth expansion project in Mooresville, which will create an estimated 220 new jobs by the end of 2015. Governor Mike Pence and community partners joined Shinichi Iizuka, chief executive officer of TOA (USA), LLC and president of its parent company, TOA Industries Co., Ltd., for the ceremony.

TOA officials plan to invest \$72 million in three phases to equip and build additional manufacturing and warehouse space, with the first phase concluding in 2014 and the subsequent phase finishing in 2015. Upon completion, the expansion will house an additional 360,000 square feet.

"We've enjoyed building great relationships with Mooresville and with Indiana," said Iizuka, who recounted driving more than 20,000 miles in search of a U.S. location before establishing in Mooresville in 2000. "Today, we celebrate new milestones in the 14-year journey of TOA (USA)."

Mr. Iizuka emphasized his commitment to the Town of Mooresville and to investing in the State of Indiana, calling himself a devoted Hoosier and recalling several events of the past few years. "As the recovery in America began, my home country of Japan was hit with a devastating earthquake and tsunami in March 2011," he said. "I was so encouraged by all of the support, and will never forget the commitment given by my American friends to Japan."

The Indiana Economic Development Corporation will pro-



Governor Mike Pence & TOA (USA) CEO Shinichi Iizuka

vide Morgan County with up to \$390,000 in infrastructure assistance from the state's Industrial Development Grant Fund. The company will receive a 10-year tax abatement from the

Town of Mooresville for the new building and new equipment. In addition, the Mooresville Redevelopment Commission (RDC) granted the company up to \$300,000 in workforce training dollars. Interested job-seekers should contact TOA (USA), LLC's Human Resource Department at (317) 834-0522 ex. 1042 or ex. 1075.

"I was fortunate enough to be the Town Council President when TOA decided to locate in Mooresville and I'm thrilled to see their growth," said Mark Mathis. "We're happy they made the decision to make our Town home, as they have been great corporate partners."

Mathis presented Mr. Iizuka with a commemorative plaque and surprise birthday cake as the crowd sang "Happy Birthday" in honor of his 53rd birthday.

About TOA (USA), LLC

TOA (USA), LLC is a subsidiary of TOA Industries Co., Ltd., both a metal stamping and automotive suspension parts manufacturer. TOA (USA), LLC currently employs 466 full-time employees in its Mooresville, Indiana facility.

About Morgan County Economic Development Corp.

Morgan County Economic Development Corporation (MCEDC) is the countywide economic development organization serving Morgan County, Indiana, a suburb of Indianapolis. The MCEDC works to attract new companies to the county and assists existing companies by providing educational opportunities and resources that foster growth.

For more information contact: Chelsey Manns at Morgan County Economic Development Corporation 317.831.9544



WALLACE
CONSTRUCTION, INC.

"Where quality meets the road"

With over 25 years of experience, serving commercial, industrial, residential, and municipal markets, our unwavering workmanship and high-quality materials make us a leader in the industry. Whether it's repairing a curb or paving a parking lot, Wallace Construction has hundreds of successful projects in our portfolio.

- Asphalt Paving
- Concrete Curb Installation
- Patching & Seal Coating
- Site Preparation
- Construction Services

P.O. Box 1432 | Martinsville, IN 46151
Phone: (317) 422-5356
www.wallaceconstructioninc.com

Chamber not working for you ... here is a fix

Do you realize you have an ally right in your own backyard? It is called your local chamber of commerce. I have heard people complain about their chamber and I have even used this column to challenge chambers to step up their game. This might sound like an "I was against it before I was for it" message but let me explain.

Your local chamber of commerce is a great resource and can be a source for business, for referral partners and for contribution to your community if you play it correctly.

Like any complaint, the upset or disappointed individual will usually tell 5 to 20 others all about their issue before they let the source of their frustration or disappointment know they were let down. Think about that for a minute in your own business. I believe that is the root of why, if you believe your chamber is not working for you, it is not.

A very good friend of mine did not renew his chamber membership



Jack Klemeyer

because, he said, "I couldn't track any new business coming to me as a result of being a member of the chamber." That simply was not true and here is why... there is a three pronged effect called Visibility, Credibility and Profitability developed by BNI (Business Network International) founder Dr. Ivan Misner. Let me explain each prong:

- **Visibility** – Be seen, otherwise out of sight, out of mind.
- **Credibility** – Develop the relationship so that people understand your value and how to refer business to you.
- **Profitability** – Cultivating relationship with the right referral sources will result in profitable business relationships.

You see my friend did in fact get at least one piece of business that I am aware of and probably more that I am not aware of and it came from his (at the time) regular attendance at the local chamber of commerce. One thing is for sure... him not being there now will affect his business at some point in the future.

Here is the fix... Join the chamber, ask the executive director for what you need and for her help. You will be amazed at all the resources they can bring to bear on your behalf. When you do join... show up! Show up and build relationships and ask for what you need and you will see what your membership in a chamber can do for you.

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

"Your local chamber of commerce is a great resource..."



*Is your upstairs too hot?
Contact us to explore your
options on how to correct this!*

Economy
HEATING • AIR COND • PLUMBING

317-831-5279

*"Your ultimate source for high
quality comfort and plumbing
solutions!"*

9116 N Karen Dr
 Mooresville, IN 46158

www.economyheatingandair.com

Is your upstairs TOO HOT?!?



Healthy schools healthy business

Dr. Michele Moore sees hope in synergy between schools and business in Martinsville

By Elaine Whitesides
Morgan County Business Leader

If you walk into the office of the new superintendent of the Metropolitan School District of Martinsville, you will notice that there is no chair behind the desk. Dr. Michele Moore is not much for sitting. She stands to work at an elevated computer station and uses her desk top to neatly organize work in progress. And she is primed to take a stand for Martinsville's schools.

"We need to change the story that people say about (the district)," Moore said. "We are in charge of the message and the story is that this is a great school district. We have key programs centered on academic excellence and that is part of the vision we have to share."

She is quick to recite some of the achievements and honors for the schools:

- Martinsville High School has won Indiana's last 16 Academic Decathlon competitions and has won more combined academic competitions than any other school in the state.
- MSD was recognized in 2011 as one of 367 school districts in the nation included in the College Board's 2nd Annual AP Honor Roll for increasing the number and scores of students participating in AP exams.
- WREP, the Martinsville High School television station, has won the last seven "School TV Station of the Year" in state competitions.
- Centerton Elementary and Martinsville High School were recognized as Four Star schools in Indiana in 2013.
- Martinsville High School has twice been selected as an "Indiana Best Buy School" by the Indiana Chamber of Commerce.
- Vocal and instrumental groups at the Martinsville High School were awarded "All Music Awards" by the Indiana State School Music Association for 2010-11 and 2012-13.

The academic excellence has been an orchard and she feels several of the schools, from elementary to high school, are what she calls "hotbeds of academic excellence." "However," she said, "Not every child wants to go to college. One area I want to focus on is really creating high college and career standards."

That means enhancing vocational elements in the curriculum. She says there are high tech and well-paying jobs that cannot currently be filled in the county and she wants to change that. She cited research that determines that students who do not have post-secondary training have the lowest employment rates. The critical solution, she says, is to focus on their career path in high school, whether that is through AP classes and dual credits or other programs on track that can result in an Associate's degree.

Her vision is to begin an industrial vocational program to target key areas where training needs to be developed. She welcomes feedback and information from the local business community to determine their needs. The concept is for development of vocational programs that are directed by the community job needs through partnerships where the schools and business work together.

"We need to make ourselves outstanding in the key areas that will impact the community and the economy," Moore says.

"The job market is dynamic and the program needs to change over time. Providing training for students in high-paying jobs. That will improve the overall economic health of the county because it is dependent on there being a highly skilled workforce in that area."

Dr. Moore looks at schools, business and the economy as an interconnected cycle and that is part of the reason she feels she was selected for the position. It is where you find someone with expertise in finance and economics, the heart and soul of an educator and an entrepreneur with experience as a CFO and Executive Director in educational leadership. But standing at the intersection of these areas is exactly where you find Dr. Moore.

She holds a Bachelor of Science degree in Business Administration, an Educational Specialists degree, a Vocational Doctorate degree from Indiana University, a Master of Arts in Education from University of Illinois. She is a Certified Public Accountant; she has owned her own business, 14 years in the classroom and almost two years as CFO/Executive Director at the Indiana Educational Service Center.

Metropolitan School District of Martinsville

Dr. Michele Moore, Superintendent
460 S. Main St.
Martinsville, IN 46151
Phone: 765-347-6641
Email: moorem@MSDmail.net

Schools, Businesses

Other goals for the district run a parallel path with vocational programming development and Moore says, "It will take three to five years to get us there."

Indiana is in a state of transition in terms of academic standards and those standards have not yet been provided those to school districts, but Moore says that the standards will be a part of the college and career readiness standards adopted in the district.

Academic and curriculum rigor with fiscal responsibility will be key as she leads a transition to a one-to-one computer initiative.

Leadership, according to Moore, is best accomplished through servant leadership; modeling for others and always looking out first for other people before yourself. It is really important to use your talents for the greater good.

She says that leadership is also making tough decisions based on what is best for students. "Schools should operate," said Moore, "on the premise of creating the best educational experience for children. The core mission is serving children.

"We have to model by example and push a customer service focus. All of our people have to focus on serving customers; we are accountable to our taxpayers. It's about the community."



orative effort and in the best manner to have the least harmful impact on children in classrooms."

All of Moore's professional experiences and education culminates in her vision for the Martinsville schools. She says,

ness can be healthy, too.

She asks business leaders to serve on committees and share ideas and insights into issues facing the district. She says, "Call me and tell me about it. Talk up your community.

"School is not an isolated piece of the community.

It is an integral piece. It's a cycle.

We need to bring synergy between high-performing schools, a highly-educated workforce and high-paying jobs.

It's all interconnected and we need to bring that to Martinsville."

Tough financial decisions are on the horizon for the Martinsville school district. Moore has already begun the process of establishing Fiscal Advisory Committees comprised of staff, teachers, community members and parents. The purpose of the Committees is to generate cost cutting ideas and action plans in targeted areas for recommendations to the Board of Education.

"It's not easy," Moore said, "It is painful and we don't like it. But every decision is going to be guided through a collab-

"School is not an isolated piece of the community. It is an *integral* piece. It's a cycle. We need to bring synergy between high-performing schools, a highly-educated workforce and high-paying jobs. It's all interconnected and we need to bring that to Martinsville."

However, Moore points out quickly, "We are building the economy and community and it has to be an orchestrated, articulated vision that is county-wide. Business leaders need to be involved because if the schools are healthy, then busi-

"The most important thing," said Moore, "is hope. I want every person in the community to have hope about our school district. We can make changes and we have a bright future ahead.

"It won't change overnight. It's long term. We need to build one story at a time and get the positive message out. Eventually we are going to have the entire community surrounding the schools and buying into the vision for Martinsville," said Moore, "but it's really about the whole county."



State Treasurer Richard Mourdock and Mooresville Chamber President Jim Hess

Treasurer Mourdock addresses Mooresville Chamber

By Bob Sullivan

Morgan County Business Leader

State Treasurer Richard Mourdock spoke at the Mooresville Chamber of Commerce monthly luncheon Thursday, June 19, 2014. During a speech in which his voice often choked with emotion, he reflected that he ends his term in December, concluding eight years of service.

He spoke with pride of overseeing a surplus budget and of insuring that Indiana was one of a few states in the country with a budget in the black. He also expressed concern about recent spending trends with Hoosiers. “[Recent statistics show] they’re buying big-ticket items and they’re using credit to do it.” Another positive noted was the Indiana College 529 savings program. It has been a model for other States. It has produced the results of raising post-secondary education expectations among high school students across the State.

As Mourdock contemplates retirement, he en-

couraged other retirees to consider how they invest their money. “We could invest in Wall Street or Blue Chip [Stocks] and be assured a return. But we’re going to take a portion of our money and invest it in a local business. I’m willing to take what I’ve been blessed to receive and invest it in a business that will make some profit. I encourage you to think about it.”

Following the speech, Mooresville Chamber President Jim Hess noting Mourdock’s personal ties to Mooresville (he and his wife lived in Mooresville soon after they were married), presented Mourdock on behalf of the Chamber and State Representative Peggy Mayfield, with an Indiana State Flag that had flow over the State Capitol on June 9th, 2014 “in recognition of...his many years of dedicated service to our State.”

Let’s talk about contracts

Are your contracts a hodgepodge of bits and pieces from others? Did you download a form from the internet, and hope it’s the right one?

While having a written agreement – of any kind – is always better than not having anything, you may want to consider having a contract put together for your specific business. Here’s why:

You are unique.

Your business is unique. Even though you may be in the same industry as others, the way you offer your services, require payment, and provide service to your customers is going to be slightly different than the next guy. Having a contract that specifies your unique way of working with your customers – what you expect of them, what they can expect of you – outlines and defines your uniqueness.

Every industry is different.

A graphic artist and a photographer may have substantially similar contracts. They may have substantially similar needs in terms of the protection of intellectual property. But they may also have substantially different rights that they grant to their customers when it comes to the duplication of the work. Usually, a graphic designer that puts together a logo knows up front that the customer will then be placing that logo on all sorts of things, over and over again. A photographer, however, unless they sell the digital rights as well as the print to the customer, has a copyrighted interest in the customer not duplicating the photo.

Each state has slightly different rules.

While contracts are generally the same from state to state, different states allow different clauses. You see this particularly in the areas of non-compete provisions, rights to cancel, and late payment charges.

Remember, having a contract protects you. It allows you to know what fees to expect from the work you are completing for the client. It also allows you to limit the extent of the work you are doing, so the client doesn’t add a whole new project to the contract without additional payment to you.

The contract also protects the client. It limits how much the client is paying, so they can plan appropriately. It lets the client know when you will be finished with the project – and what steps they are responsible for completing in order for you to do your work.

Kathy Davis is an attorney, and owner of KJD Legal LLC. Kathy focuses her practice in the areas of business and real estate. More information can be found on her website, www.kjdlegal.com. Kathy can be reached at 317-721-5290 or at kathy@kjdlegal.com.



Kathy Davis

FITE^{LLC}

Lic# CO19400024

PLUMBING



24 HOUR COMPLETE PLUMBING SERVICE

Sewer line cleaning/jetting • Water heaters including tankless • Drain, gas and water-line replacement • Kitchen and Bath remodel • Camera sewer lines

Thinking of Remodeling? WE CAN HELP!

317-996-6100 • 800-678-FITE • fiteplumbing.com

Is your upstairs TOO HOT?!?

In many two-story homes, the upstairs area is considerably warmer than the main floor. The reason for this is simple - heat rises. The thermostat is typically located on the main floor; so when this level reaches the set temperature, the air conditioning turns off. The heat from the attic also causes the temperature to rise on the second floor. Because the heat leaves the main level, this area stays cool longer, thus not asking the air conditioning system to run. This cycle continues all day as the temperature upstairs continues to rise. All of these fac-



Jod Woods

Economy
HEATING • AIR COND • PLUMBING
317-831-5279

tors can lead to a very uncomfortable area to live and sleep. There are a number of things that can be done to reduce or even eliminate this condition. Every home is different, so the potential for correcting this problem varies based upon these differences. Economy Heating, Air Conditioning, and Plumbing is trained and experienced in the proper way to deal with this situation. Please give us a call at 317-831-5279 to schedule an appointment to discuss your options.

Please contact Anita at 317-831-5279 to schedule a no cost evaluation of your particular needs. We can help you answer your questions and concerns about your homes comfort system.

Indiana INTERNnet: Engaging Indiana's future workforce through internships

More than just a catchy phrase, this workforce truth is the foundation for Indiana INTERNnet's work. Internships promote career readiness and lead to employment, thereby strengthening Indiana's workforce. It's a fact, and we have the success stories to supplement the research.

Indiana INTERNnet is a free internship-matching program linking employers, industry clusters and associations, individuals seeking internships, high schools, colleges and universities. The goal is simple: create and expand high-quality experiential opportunities within Indiana.

One initiative in line with this goal is Indiana INTERNnet's partnership with the Indiana Commission for Higher Education's EARN Indiana program. Through this program, employers can receive state matching funds - up to 50% of a student's hourly rate, which must meet minimum wage requirements - in exchange for hiring eligible students (those who qualify for state financial aid). Indiana INTERNnet's web site provides EARN Indiana with the Internet-matching technology tool to help students find relevant positions and employers post meaningful internship opportunities—for free! All employers (both non-profit and for-profit) are encouraged to apply for EARN funding.

Internships are key to keeping young talent in Indiana. To the benefit of the students, internships promote job responsibility, expe-



riential opportunities and career exploration. To the benefit of the employers, internships increase organizational productivity, improve recruiting, broaden capabilities and inject enthusiasm into the workplace.

Transitioning interns into full-time hires is also a proven time- and cost-saving recruiting method. The overall conversion rate for turning interns into full-time hires is 48.4% according to NACE's 2013 *Internship & Co-op Survey*.

Indiana INTERNnet's online resource does more in addition to connecting employers and students for internship opportunities. The site offers an events calendar, college/university career center contacts, educational resources, video tutorials, e-newsletters, blog, agreement and assessment templates and an electronic version of *Intern Today, Employee Tomorrow: The Indiana Employer's Guide to Internships*.

With your free Indiana INTERNnet account, you can create a company profile, post internships and connect with students searching for internships. You can also access Indiana INTERNnet via Facebook, Twitter, Pinterest, YouTube and LinkedIn group.

Anniversary of statewide smoke free air law

We are approaching the two year anniversary of the implementation of the statewide smoke free air law that went into effect July 1, 2012. Everyone in Indiana is breathing a little easier, thanks to state and local lawmakers passing laws to protect Hoosiers and visitors from the dangers of secondhand smoke.

The state's policy is a great first step, and its success has encouraged many local communities to enact stronger smoke-free air policies to protect even more working Hoosiers.

Smoke-free air laws are a win for everyone, and more communities are looking to protect more workers by enacting policies that are more comprehensive than the current statewide law. Communities like Howard County and South Bend are working every day to accomplish this goal and need the public's support as they work to protect their citizens from the dangers of secondhand smoke.

Despite initial misgivings about going smoke-free, business owners report that business is good (in some instances better) and

workers and customers no longer suffer from exposure to secondhand smoke.

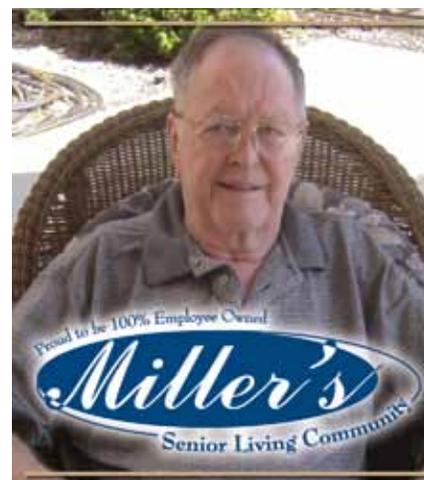
Many towns, cities, and counties throughout Indiana have smoke-free air policies that are more comprehensive than the statewide smoke-free air law. These include: Bloomington, Columbus, Cumberland, Delaware County (Includes Muncie), Elkhart, Fort Wayne, Franklin, Greencastle, Indianapolis, Lawrence, Plainfield, Vanderburgh County (Includes Evansville), Vigo County (Includes Terre Haute), West Lafayette, Zionsville and more.

These towns, cities and counties enjoy smoke-free air laws that protect workers and the public from the harm

caused from secondhand smoke. These local laws may prohibit smoking in all public places, including bars and taverns. There may also be local laws that prohibit electronic cigarettes. For business owner testimonials or for more information, visit <http://www.breatheindiana.com/Businesses.html>



Jennifer Walker



"It's big enough to serve you... but small enough to know you."

— Ray Sturm

225 W. Harrison, Mooresville
317-834-6892

www.MillersSeniorLiving.com



Hoosier Tent
& Party Rentals

Tents & Accessories
Tables & Chairs * Linens
Flooring & Staging
Food Preparation
Inflatables & Games

9943 E US Hwy 36, Avon
(317) 272-9746 • www.hoosiertent.com

Tom Zoss to retire this fall; Manages two foundations here

Tom Zoss, Executive Director of the Community Foundation of Morgan County, has announced his retirement this fall. A search for his replacement will begin soon to locate the next person to head the office that does the



work of the Community Foundation and also the Kendrick Foundation here in Morgan County.

Zoss assumed the role in April 2007 and the CFMC has grown substantially during that time. "When I started we were managing about \$3.7 million distributed

into 71 different funds," he remembers. "Now, we've about doubled the assets despite the recession, and we manage over 170 funds."

"While we serve many causes and other nonprofits in the region, we're essentially a charity that manages and distributes money for programs, grants and scholarships," Zoss said. "We help many good people to do good things."

With the CFMC and Kendrick operations, plus two important scholarships from the Lilly



Community Foundation of Morgan County, Inc.

Endowment, the staff of five helps to distribute over \$1 million in grants and about another \$1 million in scholarships each year. Management and investment of funds is a key function of the community foundation and the public records show the CFMC investments, after fees, grew by more than 20% last year.

"This has been a truly enjoyable experience in an amazingly generous county," Zoss noted. The foundation collects about \$1.5 million in donations in an average year, and some years, such as the 2008-2009 period when the CFMC acted as the fiscal agent for the county's flood relief effort, the revenue more than doubled.

Zoss is an attorney with prior experience at the I.U. Foundation. Before that he taught business law and marketing and public rela-

tions subjects at I.U. South Bend and management at Notre Dame. Previously he was an executive who worked in industries such as newspaper publishing, rubber goods manufacturing, electronics, and band instruments.

During his tenure here the foundation also acquired a new home office on the courthouse square in Martinsville, and now operates offices in Mooresville and Martinsville. Meeting rooms and free Wi-Fi are offered to both communities from CFMC facilities.

"I am so very proud and grateful for my staff, a small but efficient group of professionals who work hard to help the citizens of Morgan County," he said.

Zoss handles the work for two separate boards of directors. The CFMC board has

13 members from the community, and works through 7 key committees. The Kendrick Foundation has a board of 6 members.

"We want to build upon our success in recent years by continuing to serve the people of Morgan County with a careful search for Tom's replacement," said Patty Wood, current CFMC president. "We will be seeking the right individual to take over and continue the growth in services and scope we've seen since we hired Tom nearly 8 years ago."

While this is a retirement for Zoss, he expects to have some involvement as a consultant after leaving the Morgan County position. "I hope my experience running foundations and raising money could be of use at other places where temporary vacancies need to be filled by an interim executive," he said. "That could be more relaxing and still very fulfilling."

A search for the new CFMC Executive Director will open within days, with a desire to have the new Executive Director chosen by about September 1st. More information will be available on the CFMC web site at yourCFMC.org or by calling toll-free 855-280-3095.

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

Rotary Clubs:

Martinsville meets every Tuesday 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.

Business Networking International:

Morgan County Connections meets every Wednesday Morning at the Mooresville Public Library, 220 West Harrison Street, from 8:00am to 9:30am. For more information call Angela Kath at 317-445-9827.

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 (\$7 members, \$10 non-members) For more information call the Chamber office at 317/831-6509 or visit its website: www.MooresvilleChamber.com.

Morgan County Toastmasters Club:

Weekly meeting every Thursday evening at 6pm at Franciscan St. Francis Hospital 1st floor Conference Room.

Business & Professionals Exchange:

This Hendricks County meeting takes place each Tuesday from 8:15-9:45 a.m. at West Central Conservancy District, 243 S County Road 625 E, Avon. More information at www.b-p-e.org.

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 Wilson at 317-856-9801.

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.

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.

Adaptive Business Solutions, Inc.

Single-source software, hardware, network and service provider for small to medium-sized business



Specializing in Distribution, Manufacturing and Accounting

317.487.6402 | www.absindy.com

Our Best Service is Our Customer Service!



6078 E. SR 144 Mooresville
317-831-6142
jakesbs@msn.com

317.696.1740

copybobmc@gmail.com www.copybob.com
www.morgancountybusinessleader.com

CopyBob
Bob Sullivan
Business Writing Services

Disability insurance: A good idea

Think you're immune to accidents? According to the U.S. Social Security Administration, 20-year-old workers have a 1 in 4 chance of becoming disabled by age 67. In fact, the average American drawing Social Security disability benefits is 50 years old. The average Social Security Disability Insurance (SSDI) is only \$1,113 per month. Is that enough to cover living expenses? For most of us, the answer is likely no.

Myth: I Can Rely on Workers' Comp

Many people mistakenly think so. According to the Council for Disability Awareness, a small fraction of disabilities are covered by workers' compensation insurance, and the benefits are often temporary. Similarly, qualifying for SSDI can be difficult, and approval can take months.

What's the Solution?

For maximum protection, make sure you have both short-term and long-term disability insurance. Many employers offer short-term coverage that will typically replace around 40 to 60 percent of your income for three to six months while recovering from a temporary disability. As the name implies, long-term coverage provides you with income during a lengthy or permanent disability. These benefits usually start three to six months after a person becomes disabled and can continue for a period



Anissa Veon

of several years or even until age 70. For additional protection, consider augmenting this coverage with a personal policy.

What Should You Look For in a Policy?

Here are some considerations: "Disability" definition: Must you be unable to perform your regular job or any job? Be sure you understand the definition. Onset of benefits: If your savings can cover several months of expenses, reduce monthly premiums with a longer waiting period. Partial benefits: These can provide you with some income if you can't work full capacity. Cost-of-living adjustment (COLA): Adding a COLA option will increase benefits to keep pace with inflated living expenses. It pays to do your homework and talk with a professional before

selecting the policy that best fits your needs and budget.

Anissa Veon is a native of Morgan County – born and raised! She is a Graduate of Mooresville High School Class of '92. Also, she is a Graduate of Valparaiso University with a Bachelor's of Science in Psychology. Upon graduation, she worked Downtown Indianapolis at City Securities and developed a passion for the financial industry. She holds Series 7 and 63 licensing for Investments. Anissa served Monroe Bank as AVP, Business Development Officer. She has always had strong interest in starting her own business which led her to open her State Farm Agency in Plainfield in 2007.

For maximum protection, make sure you have both short-term and long-term disability insurance.

YOUR COPY HEADQUARTERS

The UPS Store™ 

Owned & Operated by Guy Cragen

Color Copies
as low as

15¢

Blueprint Copies
starting at

\$1.85

B/W Copies
as low as

3¢

LET US DESIGN YOUR DOCUMENTS

8310 Windfall Ln B • Camby, IN 46113 • Ph: 317-821-8411 • Fax: 317-821-8412 • E-mail: store3777@theupsstore.com

Clean up?

- Crushed Concrete Available
- Large Roll-Off Containers Available
- Landclearing
- Scrap Metal Recycling
- Secure Documentation Destruction

Ray's

TRASH SERVICE

317.539.2024 • 800.531.6752

www.raystrash.com

Mention this ad and enjoy a complimentary waste analysis valued at \$75. Call Ray's Today: 317-539-2024. Commercial & Industrial Customers Only!

First Impressions Count And We Have Thousands of Them

BUSINESS LEADER

Our online edition has been generating over 8,000 impressions each month for local Morgan County businesses over the past year and we're still growing. With 22% of all visitors returning to our site on a regular basis, we're not only generating some buzz... we're creating loyal followers for advertisers.

packages starting at **\$85** per month

Advertise Here

BUSINESS LEADER

Bottom or Side Zone
Horizontal Rectangle
180 x 150 pixels
rgb jpeg/png/gif

Take your advertising to the next level.
Call 317.418.7925 or visit us online.

developed with
NuMedia™
creative . online . communication

morgancountybusinessleader.com

PR provides a positive return on your investment

One of the biggest misconceptions we encounter when working with small business owners is that you have to spend a ton of money on advertising to win customers and increase sales. However, there are a lot of other effective ways to promote your company or organization without spending much (if any) money, and most of them involve one aspect or another of a tool called public relations, also known as PR.

What is PR? Public relations is a set of tools used to promote your company, and/or to enhance or improve the image or brand of your company, that minimizes or eliminates the exchange of money for self-promotion. Public relations may involve a press release or press conference, a newsletter or a simple thank-you note, a ribbon-cutting ceremony or Grand Opening event, a speech before a civic organization, or the sponsorship of a community activity or event. Here are some insights on these various PR tools:

Press Releases - I am a firm believer in the power of a press release, also known as a news release or media release. If you have basic writing skills and a few media contacts, you can produce and distribute a press release about your business at no cost. A press release can be used to promote anything newsworthy about your company - including the opening of the business, the introduction of new products and services, the expansion to a new location, the hiring of new employees, community sponsorships or special events, or any milestones of the business or significant accomplishments of its leaders. You can go online and find a good press release template, or work with your local Small Business Development Center, to create a press release that will get your business noticed. Experience has proven that as long as an announcement promotes something "newsworthy" about your company, it works - our ISBDC clients have received a lot of free publicity as a result of press releases.

Corporate Sponsorships - Corporate sponsorships enhance your public image because they promote your company as a public steward and a great supporter of the community. You can use corporate sponsorships to leverage media coverage and your business may also receive recognition on event literature and advertising pieces promoting the event. Sponsorships may or may not involve the exchange of dollars; often companies can trade their product, service or expertise for in-kind sponsorships that have the same impact as paid sponsorships.

Community Service - Community service has a similar effect as corporate sponsorships, but it typically involves the investment of more time than money or donated products. By becoming involved in a community service organization such as Rotary or Kiwanis, or interacting as a volunteer with not-for-profit groups like Big Brothers Big Sisters, Junior Achievement or the Cancer

Society, you are once again enhancing your image as a public steward, which improves your credibility with potential customers and looks good on your company literature or resume.

Speaking Engagements and Guest Columns -

Build your reputation as an authority in your area of expertise by securing speaking engagements in front of civic organizations and writing guest columns for local newspapers and magazines. Contact club presidents and local editors to see how you can become a guest speaker or a guest columnist. Once again, here's a great tool to build credibility for your company at no cost. (Be cautious of any publication that requires you to pay a fee or buy advertising in exchange for your article being published).

Newsletters and E-Blasts -

Newsletters can be used as a public relations tool to "toot your own horn" and promote sales, but they should also include some value for your readers - such as helpful tips related to your area of expertise, or mentions or links to

upcoming events or online articles that would be of interest to your customers. People look forward to receiving newsletters and e-blasts when they provide valuable information. But if you consistently send out newsletters and e-blasts that are mainly sales pitches, don't be surprised if you get some "opt-outs" or disinterested readers.

Phone Calls, Impromptu Visits and E-Mails -

An old-fashioned phone call, impromptu visit or unscheduled e-mail are powerful ways to keep in touch with your existing clientele and make them feel special. Occasionally these contacts may result in an on-the-spot sale, but they should mainly be used to cultivate a good working relationship and keep you in the top of their minds so when they are ready to buy the types of products or services you offer, you'll be the one they call.

Social Media - In recent years, social media has become the most-talked-about business PR tool, but it's important to do it right or not do it at all. Use Facebook or other social media to create a positive public image of your company by providing tips, helpful information or inspirational quotes, as well as making light talk of community happenings and promoting your business's new products, services, events and staff. Remember that "less is more," so it's better to make your posts occasional and powerful than daily and dull. Be sure to refrain from turning your Facebook page strictly into a sales tool because people will tune you out or "hide" your posts. And, by all means, stay away from controversial topics; as my mother once advised, avoid talking about sex, religion and politics in a social setting - and that applies to social media, too . . . especially when using them as a PR tool for your business.

Mary Popovich is a Marketing Coordinator & Business Advisor with the Indiana Small Business Development Center.



Mary Popovich

Kendrick Foundation selects 57 scholars for 2014 banquet honors recipients

The Kendrick Foundation Board of Directors has named 57 Morgan County residents as Kendrick Scholars for 2014. This is the most scholarships ever awarded by the foundation, and is up from 41 scholars in 2013 and 40 in 2012.

Kendrick Foundation scholars will receive a scholarship for tuition only, up to a maximum of \$15,000 per person per school year to attend the educational institution of their choice. Students will pursue degrees in medicine, dentistry, nursing, and allied health services. A potential of \$855,000 will be awarded this year.

The Kendrick Foundation's board personally reads through all scholarship applications received, making final scholarship decisions as a committee of the whole. Members of the Kendrick Foundation board include, Alicia M. Boyd; Mae Cooper, Secretary and Treasurer;

Lynn T. Gordon; Greg McKelfresh; R. Barry Melbert, MD; and Shelley D. Voelz, President and Chairperson.

Qualified students can re-apply for the scholarship each year, and if they meet the eligibility criteria, may be considered to receive the scholarship again. Of the 57 scholars this year, 30 students have received the scholarship for two or more years.

This year's Kendrick Scholars were honored at an annual banquet hosted at the South Central Indiana - REMC in Martinsville, Indiana on June 5, 2014. The Kendrick Foundation board of directors personally handled the ceremony, with a welcome by REMC Chief Executive Officer and Kendrick Foundation board member, Greg McKelfresh. Christopher Lambert, a Kendrick Foundation Scholar since 2008, spoke on the academic and professional achievements that the Kendrick Foundation Scholarship has made possible. He will be graduating with a Master's Degree in Nursing from the University of Indianapolis next spring.

Robert Brody, President and CEO of the Central Indiana Region of the St. Francis Franciscan Alliance, was this year's guest speaker. Brody spoke on the changes in the health care industry, how the St. Francis Franciscan Alliance was growing with the revisions enacted by the Affordable Care Act, and the hospital's groundbreaking new hospice house.

After the award presentation led by Kendrick Foundation board members, Lynn Gordon and Dr. R. Barry Melbert, Shelley D. Voelz reminded the scholars and families of the importance of the career field they were entering into, and how each and every student held the potential to change the lives of Morgan County residents.

The 2014 Kendrick Scholars are: Abigail Allen, Jenna Allison, Alexander Anderson, Sarah Angermeier, Kayley Armstrong, Adrienne Bathory, Morganne Belton, Elizabeth Bennett, Chelsie Brady, Pamela Breedlove, Emily Brock, Sarah Brown, Sarah Burnside, Ashley Butler, Mackenzie Cheesman, Shelley Clayton, Erin Cole, Andrew Costin, Jennifer Egler, Juanita Ellis, Sarah Glasscock, Abigail Howden, Christopher Johnson, Ashley Kincaid, Christopher Lambert, James Lawson, Hannah Leake, Kaitlyn Lowe, Angela Madden, Charles Matias, Tanner McKinley, Elisabeth Nicholson, Raven Nix, Mikinzie O'Neal, Amber Ooley, Taylor Oswalt, Jordan Ozolin, Margaret Page, Soniya Patel, Katrina Polikoff, Julia Porter, Tara Reberger, Skyann Ritzenhouse, Carla Ronan, Julie Saucerman, Stephanie Schneck, Ryan Schneck, Cayla Schwab, Molly Scrougham, Griffin Selch, Alyssa Shipman, Ryan Skora, Isaac Smith, William Spina, Daniel Stec, Sarah Vaughn, and Olivia Wells.

The 2015 scholarship cycle will begin this fall, and information and applications will be available on the Kendrick Foundation website in November of 2014. The scholarships are open to all Morgan County residents, including post-high school students, who are pursuing degrees in the health care field. Other restrictions apply.

Formed with the proceeds of the sale of Kendrick Memorial Hospital in 2001, the Kendrick Foundation was created to support health-related programs in Morgan County. Support includes providing scholarships and making grants for health-related projects in Morgan County, which may include community health care programs, hospice programs, health care education and training, and tax-exempt medical and health programs.

More information on the Kendrick Foundation is available online at kendrickfoundation.org. Individuals may also call the Kendrick Foundation at (317) 831-1232 or toll-free at (855) 280-3095.

Planner of note

GREATER MARTINSVILLE CHAMBER OF COMMERCE WELCOME NEW CHAMBER MEMBERS!!!

Bill & John McKinney, Black Sheep Plumbing
Jason Mann, Mann Paving & Construction
For more information visit: www.MartinsvilleChamber.com

GREATER MOORESVILLE CHAMBER OF COMMERCE WELCOME NEW CHAMBER MEMBERS!!!

Two for the Show, Jim Harris
Purple Tiger Vista Health Products
Allison Farms Lawn & Landscape
For more information visit: www.MooresvilleChamber.com

TOWN OF MOORESVILLE - BUILDING PERMITS

Timothy Barrett, Viola Way, Residential Accessory
Rodney Gross, Monroe Street, Residential Remodel
James Herrmann, Greencastle Road, Residential Accessory
Donna Johnson, Old State Road 67, Sign
Neer Development, 535, 537, 539, 543, & 541 Bridgestone Drive, New Residential
Shae Company, Commons West

Drive, New Residential
Shae Company, Shae Lake Drive, New Residential
Joe Stanley, Greencastle Road, Commercial Electric
Tony Randol, Paul Revere Drive, New Residential
Jeff Scott Architects, Indiana Street, Commercial Remodel
Steve Kimbro, Pilot Court, Residential Remodel
Runnebohm Construction, Hancel Circle, Commercial Remodel

Mark Swearingen, Prairie Hills, Swimming Pool
Roger Caperton, Hadley Road, Residential Accessory
Vicki English, Wheeler Avenue, Residential Electric
Brent Clark, Hadley Road, Commercial Remodel
Steve Mynatt, Hadley Road, Residential Accessory

MORGAN COUNTY - BUILDING PERMITS

Ed Harvey, Conservation Club Road, Single Family Residence
Kimberly Raia, Denny Hill Road, Electric for Accessory
Walley Leonard, Low Gap Road, Pole Building
Thomas Kirby, Ballinger Road,

Storage Building
Michael Kukman, County Road 375 North, Storage Building
Comcast, Wilbur Road, Electrical Upgrade
W.R. Dunn & Son LLC, Jenny Drive, Single Family Residence
Philip Elmore, State Road 142, Single Family Residence
Dana Lynn, Old State Road 67, Mini Barn
Mona Whitlock, Border Street, Electrical Upgrade
Luke Childers, Auburn Ridge, Single Family Residence
Curtis Gordon, State Road 42, Fire Damage Repair
Cecile, Raguse, Wilbur Road, Electrical Upgrade
Diana Sturgeon, Friendship Drive, Electrical Upgrade
Jerry Gaines Inverness Farms Road, Mini Barn & Pole Building
David Foxx, Hall Road, Pole Building
Norman Ratts, McClure Road, Pole Building
Jeff Bruner, Staton Drive, Swimming Pool
Tim Murray, Paris Drive, Electrical Upgrade
Amy Cagle, Cummins Court, Porch Enclosure

Mark Seger, State Road 39, Pole Building
Richard Culbertson, Yale Road, Single Family Residence
Phillip Fischer, Paradise Lane, Roof
James Gilbert, State Road 67, New Commercial Electric
David Watson, Greencastle Road, Garage
Brian Powell, Pennington Road, Pole Building
Ray Liwosz, Rosebud Lane, Electrical Upgrade
Jim Vandenberg, Foxcliff Drive, Residential Remodel
Robert Lee, St. John Road, Garage
David Sease, Goat Hollow Road, Single Family Residence
Phil Armstrong, Mahalassville Road, Pole Building
HUD, Hickory Court, New Residential Electric
Vernon Bilby, Clear Creek Blvd, Garage
Jill Gunnett, Hiles Trail, Electrical Upgrade
John Abraham, Abraham Road, Single Family Residence
Bob Warren, West Pointe Court, Single Family Residence
L & W Outdoor Advertising,

County Line Road, Billboard
Donald Stone, Greencastle Road, Single Family Residence
Adam Kivett, McClure Road, Single Family Residence
Patricia McCubbins, Baltimore Road, Pole Building
Robert Pitts, Centennial Crest Drive, Pole Building
Jason Mathias, Davee Court, Single Family Residence

NEW BUSINESS FILINGS

Matthew Foley, Foley Tree LLC, 740 S. Graham Street, Martinsville, IN 46151
Helen Vandergriff, Vandergriff Floor Care, 4850 Turkey Track Road, Martinsville, IN 46151
Joseph Zupan, Joe's Express Towing, 1030 West State Road 42, Mooresville, IN 46158
Sam Cramer Jr, Jr's Tree Service, 150 Magnolia Street, Martinsville, IN 46151
Christopher Bengel, Vindus Inc, Camby, N 46113
Alexis Vine, Shattered Glass Photography, 1835 Liberty Church Road, Martinsville, IN 46151
Frank Russo, FRR Associates LLC, 1853 E. Durlam Drive, Martinsville IN 46151

Kendall Hurst, Martinsville Swim Club, 239 N. Lincoln Street, Martinsville, IN 46151
Jeremy Baker, Family Worship Center, 4611 Covered Bridge Road, Nashville, IN 47448
Shane Reutor, Strength School, 185 Byram Blvd, Martinsville, IN 46151
Jared Perusse, Integrity Advanced Learning Program, 4309 S. Lois Avenue, Tampa, FL 33611

SHERIFF'S SALES

Current updates available at http://morgancountyjail.org/index_003.htm
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.

The Town Planner Community Calendar puts YOU directly in the homes of YOUR customers. We help you make lasting impressions every day, to everyone in the community.

*We Get You There,
We Keep You There,
365 Days A Year!*

TOWN PLANNER
Your Community Calendar

Stop wishing for results... Call Jim Hess Today!

(317) 418-7925
www.TownPlanner.com

*It's Not
Magic...*

**It's
Marketing**



TOWN PLANNER
Your Community Calendar

YOU INSPIRE US EVERY DAY

From the birth of your child to their first steps to their wedding day, life is full of blessed days. And days that just don't go as planned.

It's these moments in your life that inspire us every day at Franciscan St. Francis Health – Mooresville. It's why we provide the only labor and delivery program in Morgan County. It's why we have a state-of-the-art emergency room with a medical staff trained in groundbreaking emergency protocols for heart attacks and strokes, an award-winning intensive care unit and a world renowned center for hip and knee surgery. And why we offer you and your family advanced cancer care, outpatient surgery and convenient lab and imaging services.

And it's why after 100 years of serving Central Indiana, we're committed to caring for you and your family for years to come.



 **Franciscan**
ST. FRANCIS HEALTH
Mooresville

 **Franciscan** ST. FRANCIS HEALTH
A century of inspiring health
100

Visit FranciscanStFrancis.org/Mooresville to learn more.