

Where Morgan County Business Comes First

BUSINESS LEADER[®]

MORGAN COUNTY

June 2013

Joe and Sarah Avampato

PRE-SORT
STANDARD
U.S. POSTAGE
PAID
INDIANAPOLIS, IN
PERMIT NO. 279

Career theater manager invests in
Mooreville's movies

Expert Emergency Care Returned Keys to Where His Heart Is.

FranciscanStFrancis.org/Mooresville



Franciscan ST. FRANCIS HEALTH MOOREVILLE



THE STRENGTH IT TAKES

Protect Yourself from Bone Fractures.

Half of all women age 50 and over will break a bone due to osteoporosis. A fast and safe bone density scan is the best way to tell if you are at risk for osteoporosis.

You cannot see or feel your bones thinning, however it is estimated that 10 million Americans have osteoporosis. Osteoporosis is a silent disease that weakens and thins the bones and increases your risk for fractures. For a limited time, Indiana University Health offering **bone density scans for just of \$89**. The scan is fast, painless, safe and the best way to tell if you are at risk for developing osteoporosis.

Schedule your \$89 bone density scan by calling 765.349.6440.



Morgan Hospital

2209 John R Wooden Drive
Martinsville, IN 46151
765.349.6440

FROM THE PUBLISHER

Quality of community, environment, and life all underrated factors of Morgan County

In this issue, Mooresville business leader John Monaghan of LJS Home Improvement tells us that his parents moved to Morgan County when he was 12 years old, to get away from the congestion, the hustle and bustle of city life. Now, John is a construction and restoration service professional for almost 20 years intensely loyal to his hometown of Mooresville.

Lori Kinnett, owner of Power-Up, moved back to Mooresville because of her affection for this community, and if she is to pay tax money and hire staff, she'd rather do it here.

Joe Avampato, co-owner of Showtime Cinema, during a nationwide search to set up his independent movie house, chose to refurbish an abandoned theater building in Mooresville, even though it created a dual residence adjustment for his family. Among other reasons for the move, Joe mentioned the friendliness of the people, and the attraction to the small town community. In his 30 years as a theater manager, during his travels through the cities and small towns of the Midwest, Joe's businesses tended to thrive in small towns with a sense of community.

Director Shay Dawson of Bradford Woods relocated to Martinsville from his home state of Ohio for a chance to work within the internationally renowned therapeutic Indiana University-run camp, a camp as much a result of the natural forest as the facilities and camp therapists. After over four years residing on Bradford Woods property, Shay moved his family to the Morgan-Monroe State Forest, a 24,000 acre preserve. Morgan County boasts several other parks, forests, and hiking trails, including the 90-acre Jimmy Nash Park in Martinsville, and Mooresville's Pioneer Park, which has some of the most

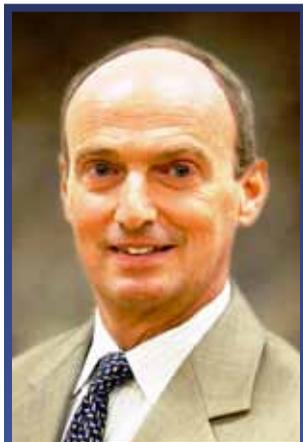
organized and widely used walking trails in the County, according to Bud Swisher of the Healthier Morgan County Initiative Board.

Many of the Morgan County business leaders profiled in these pages over the years raise their families on farms and enjoy a variety of outdoor activities, such as hiking, hunting, and fishing. They may own horses or other livestock. Many moved to Morgan County to "escape" the city years ago and speak highly of the county's small town community values.

The Morgan County Convention & Visitors Bureau talks about the county's "lush parks and forests [that] meet rolling hills, where winding rivers and streams meet a friendly, laid-back lifestyle, where fine arts and fun events meet traditional small town values. Just a few miles down the road from Indianapolis, yet worlds away from the big city hustle and bustle."

And yet, with a 23 percent increase in population since 1990 (per www.census.gov); Morgan County is by no means isolated. With increased access to technology, transportation, and commerce, a short drive to the Indianapolis International Airport and 40-minute drive toward Bloomington, and the now-inevitable arrival of I-69, Morgan County is and will remain an attractive area to do business. The county offers a unique environment where the business professional can network with other executives during the day, and unwind at night out in God's country.

The Business Leaders of Morgan County have an obligation to make the area as attractive to business as possible, while preserving the quality of life that makes it unique. It's a tall order, but I think we're more than up to the challenge. The best is yet to come!



Jim Hess
Owner & Publisher

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

BUSINESS LEADER

MORGAN COUNTY

ESTABLISHED 2006

Vol. 8, No. 1

Phone: (317) 418-7925

E-mail:

jim@morgancountybusinessleader.com

Publisher Jim Hess

News Editor Bob Sullivan

Copy Editor Sherry Smith

Photography Elaine Whitesides

Design/Production Zachary Ross

Copyright 2013 ©

Morgan County Business Leader

All rights reserved

Contents

Quality of community, environment, and life all underrated factors of Morgan County.....	3
Construction professional thrives by sparking his own economy.....	4
A handshake is good.....	5
Bradford Woods Expands Awareness of Business Offerings.....	6
Tipping the scales.....	7
30 year theater manager invests in Mooresville's Movies.....	8
Perfect fit in the perfect place.....	10
When will Elvis leave the building?.....	11
Let's go fishing.....	12
Chapter 2: Vision.....	13
Networking Opportunities.....	13
Fite Plumbing reminds residents to care for their septic saystems.....	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.


First Merchants

1.800.205.3464
WWW.FIRSTMERCHANTS.COM

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

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



HEATING and AIR COND

317-831-5279

www.EconomyHeatingAndAir.com

YOU TAKE GREAT CARE OF YOUR BUSINESS!

LET US TAKE GREAT CARE OF YOUR HOME.

- * 24HR SERVICE
- * NEW EQUIPMENT INSTALLATION
- * MAINTENANCE AGREEMENTS
- * CLEAN, PROFESSIONAL SERVICE

TECHNICIANS

* ROMANS 12:10-11 KJV




It's Hard To Stop A Trane.



WE WANT TO BE YOUR ULTIMATE SOURCE FOR HIGH QUALITY COMFORT SOLUTIONS



John R. Monaghan II

Construction professional thrives by sparking his own economy

LJS Home Improvement General Contractors, LLC.

John R. Monaghan II, Owner
 125 East Greencastle Road, Mooresville, IN 46158
 317-834-4766 • john@ljscontractors.com
 www.ljscontractors.com • Follow on Facebook!
 Licensed, Bonded, Insured.

By Bob Sullivan

Morgan County Business Leader

Morgan County Business Leaders often speak of diversifying their offerings. Either through lessons hard-learned or strategic planning, many successful businesses have told their stories of how they survived a tough economy through diversification.

2009 is remembered as a tough year, particularly for construction services. Many companies struggled to stay afloat, and many went out of business. John Monaghan of LJS Home Improvement General Contractors, a full-service contractor since 1996, says he experienced strong business growth during that time by “sparking my own economy.” Specifically, he diversified his skills to meet the changing needs of the industry.

John’s family moved to Mooresville when he was 12 years old. “We were getting away from the congestion of Indianapolis.” John graduated high school, uncertain of what to do next. “I took a series of jobs—car maintenance at a car lot, a packing facility in Beech Grove. I helped my father with some minor remodeling jobs.” John’s father was a successful construction contractor, and his

grandfather was a plasterer. While working for his father, John realized as he says, “I had a knack for it.”

In 1992, John secured a maintenance tech position with Summit Bank. “I traveled from branch to branch, taking care of whatever needed attention. My supervisor, James Cooley, first got me into roofing. I’d help him on some weekends, and I used that money as a down-payment on my first home.” Though Summit Bank was bought out by INB, John stuck around and took some HVAC courses and general education courses through Ivy Tech Indianapolis. The classes taught him details about electrical work and plumbing. His first home was an old farmhouse in Camby built in 1896, which he remodeled from the ground up. Soon, bank employees were hiring him for their remodeling projects. “Things took off,” John recalled. “I secured my licenses and business insurance, and word of mouth helped keep me going. I was working seven days a week. I knew this was what I wanted to do going forward.”

On job satisfaction, John said, “My work can be seen and appreciated by others. I prefer exterior work, for that reason, and because it keeps me outdoors.”

In the meantime, INB bank was going through another merger. “I took a severance package and went out on my own.” Looking back, John said, “It was rough. I didn’t contract out any of the work. I did all of my own work. Selling a job wasn’t easy—who wanted to hire a 23 year old for larger jobs? So we took on a lot of window and door installations. 1996-99 was pretty rough, then 9/11 was another hill to climb, but through it all, I stayed afloat and got by.”

The last six or seven years proved very profitable for his company, which included the downturn of a few years ago. “2010 was probably my third-best year. Remodeling dried up, so I expanded into

water and fire restoration, and I restored a church in Plainfield that had been damaged by fire. I also expanded into hail damage restoration. Now, we work extensively with insurance companies and homeowners to deliver the highest quality in construction services.”

John said, “I like to spark my own economy by diversifying my services. I don’t watch the news or dwell on the headlines.” He is trained with the IICRC to assess and repair water damage. John observed, “Restoration repairs don’t follow the economy.”

LJS Home Improvement General Contractors offer a full array of services: roofing, hail and water damage, finished basements, remodeling, room additions, insurance repairs and new construction services. His territory includes Morgan, Hendricks, Marion, Monroe Hamilton, Boone, and Johnson counties. He is an Owens Corning Preferred Contractor, and buys their roofing product made in Indiana. He is passionate about hiring and buying local.

LJS Home Improvement General Contractors is a member of the Builder’s Association of Greater Indianapolis (BAGI) and has been a member of the Better Business Bureau of Central Indiana since 1997. “I take each job personally.”

His wife, Kris, manages the administrative end of the business. John supervises and oversees every jobsite while using regular crews of local trade subcontractors. His project waiting list runs two weeks or less. John added, “If someone wants to file a claim with their insurance, customers can call me directly and we can work with the insurance company on their behalf.”

John and Kris were married in 1995. They are raising three children: Kate, age 5, Jake, age 7, and John, age 17. A lifelong outdoorsman, John enjoys bass fishing and turkey hunting, “sometimes with success.”

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

FITE LLC
PLUMBING 

Lic# CO19400024

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

“Spring is on us, be prepared for sump pump season”

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

A handshake is good...

a business partnership agreement is better

I will occasionally meet with business partners, and I will ask if they have anything in writing regarding their partnership. Most of the time, the answer is no, as I often hear in response “We

have a verbal understanding”, or “Oh, we never have any disagreements”, or “We shook hands on this years ago”. That’s fine..... but it’s not enough. Putting things down on paper helps to formalize and clarify the arrangement today to minimize any misunderstandings down the road:



Larry White

- **How much has each partner financially contributed to the operation?** Memories fade over time, so it’s important to document the exact amounts for the records just in case of questions in the future.
- **What are each partner’s work responsibilities?** You don’t necessarily need to develop detailed job descriptions, but it should be clear who is going to do what, so that

you don’t step on each other’s “toes”.

- **How are day-to-day decisions to be made?** The decision making process should be clarified, and in particular, the financial “checks and balances” should be established, as it relates to the purchase of business assets, or financial commitments that obligate all partners.
- **How will profits be shared?** This may seem simple, but it can get complicated quickly when you have passive partners, as one partner may feel that they have put in more time than the other, and therefore deserves a bigger share.

A good written partnership agreement also forces you to talk through and come to some decisions on how you would handle certain situations in the future:

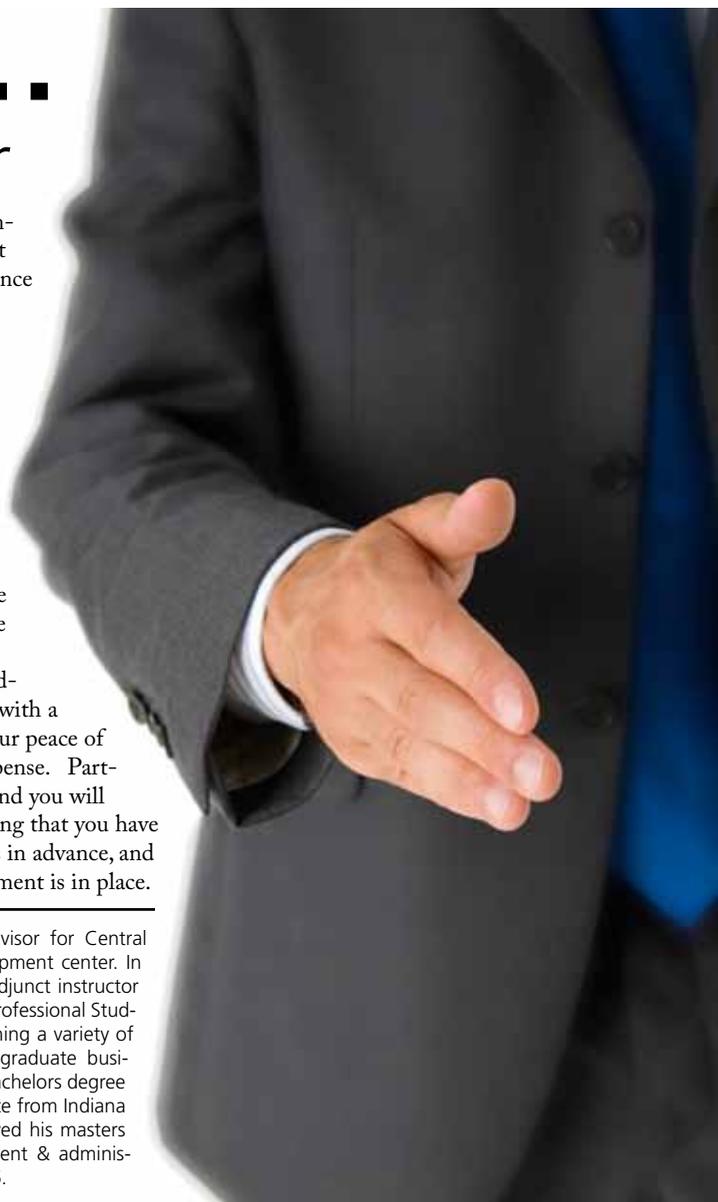
- **What happens if you can’t agree—how will disputes be resolved?** Yes, these arguments can be settled by a coin flip or an arm wrestling match, but it is better to specify a specific procedure, such as the use of a mutually agreed third party mediator, if faced with such a situation.
- **What happens if a partner dies or becomes disabled?** If the unexpected happens, you may not necessarily want his/her spouse or other family member as your new business partner.
- **What happens if a partner decides to leave the partnership?** People get mad sometimes and move on to explore other opportunities. Most everyone decides to retire at some point. The business may not

be able to afford to immediately pay out that partner’s share all at once when he/she leaves.

- **What happens if the business is sold?** There needs to be some agreement on how the business will be valued, perhaps by an independent business appraiser, and how the profits will be shared when that time comes.

Yes, this will mean spending some time and money with a competent attorney, but your peace of mind will be worth the expense. Partnerships can be complex, and you will sleep better at night knowing that you have talked through these issues in advance, and that a sound written agreement is in place.

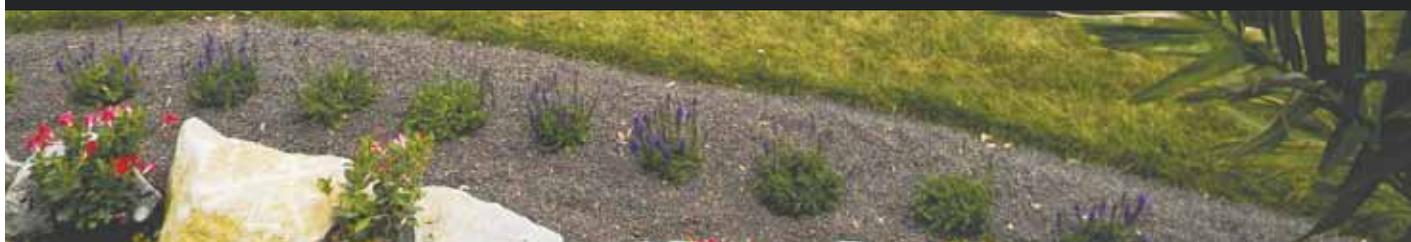
Larry White is a business advisor for Central Indiana small business development center. In addition, Larry has been an adjunct instructor for Indiana Tech’s College of Professional Studies program since 1996, teaching a variety of evening undergraduate and graduate business courses. He earned his bachelors degree in economics & political science from Indiana University in 1973, and received his masters degree in business management & administrative studies from IU in 1986.



Jones Crossing Banquet and Event Center



If you are wanting the wedding ceremony and reception of your dreams then you have chosen the right destination.



4161 E Allison Rd. Camby • 317.727.0007 • www.jonescrossing.com

Bradford Woods Expands Awareness of Business Offerings

By Bob Sullivan

Morgan County Business Leader

One of the determining factors for a place to reside or to relocate to is quality of life attractiveness. There is a hidden gem of that nature for Morgan County; the internationally renowned Bradford Woods. Morgan County Business Leaders often need to reserve facilities for a variety of special events. Several venues throughout the County offer terrific amenities to consider. Even though Bradford Woods is internationally famous, until recently, few people would have known to add the facility to that list.

Bradford Woods established itself as a premier campsite for children with disabilities, and a recreation center for all of Indiana's children going back to 1950. In partnership with Indiana University and Riley Children's Foundation, Bradford Woods holds weekend camp fieldtrips for local public schools, and offers its grounds for a variety of therapeutic camps. It also serves as the headquarters for the American Camp Association.

Shay Dawson, Director of Bradford Woods, notes, "Many of the facilities were the first of their kind, facilities that allowed persons with disabilities to fully participate in outdoor activities. And that program has evolved."

Bradford Woods has hosted several successful business team-building outings and conferences, and offers modern housing, Wi-Fi access, conference and convention rooms, projection equipment, and quality catering options prepared and served on-site.

When Shay Dawson was promoted to Director in 2010, one of his mandates was to increase public awareness of their world-class facilities; to impart that Bradford Woods was open for reservations, with the flexibility and privacy to accommodate a variety of occasions. "Flexibility is a key advantage. We can host anything from a group of 5 to 305. We have 57 buildings divided into 4 villages, over 2500 acres, and over 300 beds, yet maintain a

feeling of wooded isolation at each site. Several of those buildings offer technical support for conferences. We also offer cabin-style housing as well as The Manor House, which is similar to a bed and breakfast, which accommodates 29 guests." Shay added, "The forest is restorative. You can see the transformation of people during their time away from the hustle of the busy world. I'm convinced it adds to the overall quality of life."

Shay joined the staff in 2007 as director of recreation therapy. "I ran the medically specific camps for Riley and not-for-profit groups." Shay was promoted to Director in 2010. "We finished a six-year effort to refurbish our facilities inside and out, to appeal to a variety of audiences, such as businesses that want to hold day-long conferences or overnight team-building retreats. We brought in Chef Jose Fuentes to offer high-quality catering services. The prior director had started to get the word out, and when he retired, I continued that effort. Although these facilities have been available for 20 years, we now have two full-time staff that focus on event scheduling." Bradford Woods also hosts weddings and family retreats.

"Once people see the property, it sells itself," said Shay. "We're private, we're not a state park, so we've had to make an effort to throw events that allow the public to come out and see the property, such as our fall festival. That's when people make connections on how it can match up to their professional or personal lives. Once people try it, they tend to rebook. Our goal is to build long-lasting relationships."

Shay was raised in Northwest Ohio. He received his Bachelor's and Master's in Recreation Therapy from Kent State. "My grandmother fostered over 100 kids. My other grandmother worked with a blind adult. My Uncle ran a camp. During college, I was a wilderness guide at a Christian Sports Camp. Between these experiences, I developed a passion for special needs youth." Shay joined Genesis Health Care System in Zanesville, OH, as therapy director. "I managed therapy teams for inpatient special needs youth and adult therapy: art therapy, music therapy, psychiatric treatment, social workers and more."

After nearly five years with Genesis, Shay saw an online posting for the assistant director spot at Bradford Woods. "Bradford Woods is internationally acclaimed. It's also difficult to get into. I loved my job, but it was such a rare opportunity, I figured I'd give it a shot just to see."

Shay recalled, "I remember sitting down in college and drawing out what my dream job would be. Looking back, the job I described is what I now have achieved."

Bradford Woods employs a staff of around 130, 25 of those full-time I.U. employees and the rest camp staff. Shay is pursuing his Ph.D. through I.U. Shay and his wife are raising three children. They resided on Bradford Woods property for over four years, and now live near the Morgan-Monroe State Forest.



Bradford Woods

Shay Dawson, M.A., Director
5040 State Road 67 North
Martinsville, IN 46151
765-342-2915 x 5103
sldawson@indiana.edu
www.bradwoods.org
Event Scheduling: Tim Street
tstreet@indiana.edu

Mark Your Calendars
Second Annual Bradford
Woods Fall Festival
Saturday, October 19, 10 am-6 pm

Shay Dawson

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!



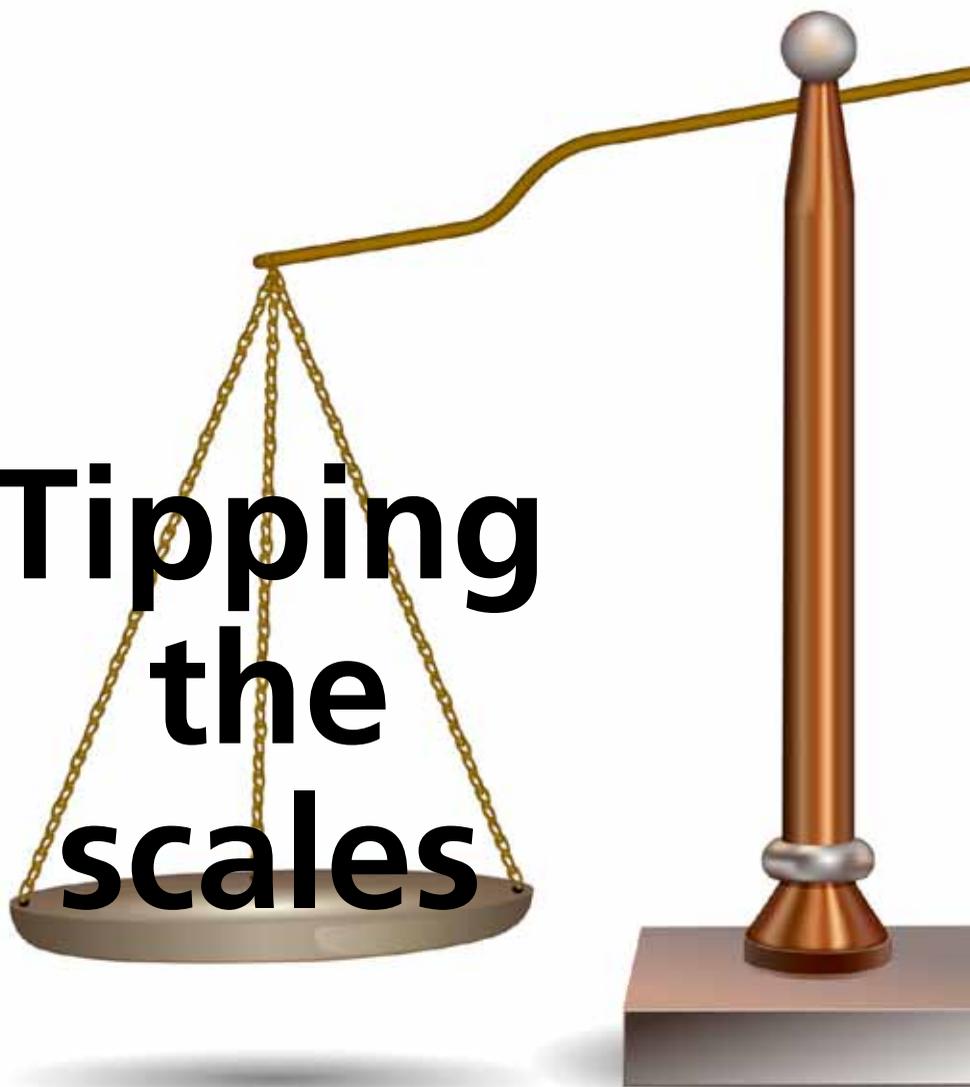
6078 E. SR 144 Mooresville
317-831-6142
jakesbs@msn.com

317.696.1740

Bob@CopyBob.com www.CopyBob.com
www.BizLeader.biz

CopyBob
Business Writing Services
Bob Sullivan

Tipping the scales



The legislative session wound to a close at the end of April – and two bills that would have had a considerable impact on business recovery in eminent domain actions quietly died for the second year in a row.

Senate Bills 383 and 384 addressed the use of eminent domain by a state university. But, if they had become law, the general rules regarding business recovery could have significantly changed.

The legislation was brought by a State Senator from Muncie. Ball State University is acquiring property for its new conference center. To complete the project, Ball State needed one last parcel: a piece of property owned by Hiatt Printing. The university tried to negotiate the acquisition. When that didn't work, the board of trustees voted to use the power of eminent domain. The case is slowly moving its way through the Delaware county courts, but one thing has been made certain – the university can acquire the property for the project.

The next question is one of compensation. In eminent domain, the general rule is that the property owner should be compensated for the fair market value of the real estate. If a business is run on the property, and that business will need to be relocated, the business owner may also be entitled to reimbursement of costs such as moving. Case law has been pretty clear in Indiana

though, that the business owner is not entitled to any future lost profits.

The thought is that future lost profits are speculative. While the business may have a track

record of generating a certain amount of revenue each year, business could change in the future. Because of the uncertainty, the courts have found that it is unfair to burden the taxpayers with the speculative damages.

Senate Bills 383 and 384 would have changed that, and allowed businesses to recover. While these bills specifically addressed university eminent domain, it would be hard to imagine that the rule would not be extended to all eminent domain cases.

Most states do not allow businesses to recover future damages. However, Virginia passed legislation last year limiting the power of eminent domain and increasing the recovery for busi-

nesses to include potential lost profits. California also allows for additional benefits to businesses including the loss of business “goodwill.” For now, those of us in Indiana can only watch and see if it comes up again next year.



Kathy Davis

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 on eminent domain questions can be found on her website, www.kjdlegal.com. Kathy can be reached at 317-721-5290 or at kathy@kjdlegal.com.

If a business is run on the property, and that business will need to be relocated, the business owner may also be entitled to reimbursement of costs such as moving.

At Home Bank_{sb}, the feeling is Mutual.



With mutuality, we're partners with you...

As a mutual, we have been owned by our customers since our origins over 120 years ago. With no stockholders or private ownership, our profits are allocated entirely to our capital reserves. The result is great stability, safety and strength for the future.

And mutuality has also provided us with the opportunity to focus more resources back into our community, where it makes a difference for all of us.

Just another reason...





Career theater manager invests in *Mooreville's movies*

By Bob Sullivan

Morgan County Business Leader

Iron Man 3; The Lone Ranger; The Great Gatsby; Star Trek Into Darkness; The Man of Steel. Summer movie season is upon us, and crowds are converging upon the newly renovated theater in Mooreville to escape the summer heat and enjoy the spectacle found only at the movies. Showtime Cinemas opened June 15 last year, and sits as the centerpiece of a development boom across from Gray's Cafeteria, located between the just-expanded Ivy Tech Community College and A1 Japanese Steakhouse and Sushi Bar. Last year, Joe Avampato started that boom when he purchased the derelict movie theatre just six weeks prior to opening their doors.

Constructed for the original Mooreville Movies in the late 1990s, the building still held the 35 MM movie projectors. While the projectors proved an asset in launching the theater, the Avampatos have since installed nearly half a million dollars in eight new state-of-the-art digital projectors and two 3D silver screens, which were all up and running by early May in time for Iron Man 3, which kicked off the summer 2013 season.

Joe explained the disadvantage of trying to maintain the projectors. "The industry is moving away from film, and by the end of the year, it will no longer support it. Now, distributors only make a limited number of film prints, and distribute them by priority, starting with the top grossing theaters, and at the bottom of their list, the independent theaters within smaller populations." Increasingly, the studio has cut back on distributing film prints, forcing Joe to pay for a special print or not show the movie. Joe concedes, "Recently, we missed a few movies."

Showtime Cinema

Joe and Sarah Avampato, Co-Owners

300 S. Bridge Street

Mooreville, IN 46158

317-834-9055

Mooreville8@aol.com

www.itsshowtimecinema.com

An independent Movie House

Follow on Facebook: Mooreville Showtime Cinema

Proud Sponsor of the

2013 Summer Kid Series

Starting June 12 @ 10 a.m., each Wednesday

Admission: 50 cents or canned food item for Churches in Mission

With digital technology, Joe explained, movies are distributed electronically as huge computer files. There are no canisters, no threading projectors. The projectors are programmed to start and stop the films at set times. "Once the system is in place, I flip a switch at the beginning of the day and flip the switch off at closing time." The modern technology, offers a more consistent picture and sound with competing theaters, and the supply issue to secure first run films will take care of itself.

So how does Showtime Cinemas differentiate itself

from other theaters? Joe uses the strategy that has served him well his entire career. "We train our staff to provide an outstanding person-to-person experience at the ticket counter, at the concession stand, and in the theater itself. That's why people keep coming back."

Joe grew up in Elgin, Illinois and graduated from Marmion High School. "In 1980, during my second year of college, I took a job at a Foxfield movie theater in St. Charles, IL." This began his career of managing movie theater chains and independent screens that spans over 30 years. "Theaters and chains get bought out by bigger theaters all the time. I'd settle in for awhile, and then we'd get absorbed, and I'd have to adjust to a new way of doing things." His management experience included seven years at Excellence Theaters as field executive, where he managed 15 locations throughout Minnesota, Illinois and Wisconsin.

In 1988, while managing a theater in Wisconsin, Joe met Sarah Indahl, a Wisconsin native who worked as a concessionaire at a theater Joe directed. Sarah remembered, "I quit my job so we could date, and we've been together 25 years." Prior to that, she had worked at a local drive-in theater so she also possessed an industry experience background.

For Nova Cinetech, Joe oversaw the construction of new theaters, totaling 12 buildings and a total of 115 screens. "The interaction with the staff and the patrons kept me excited about work. The chain had a philosophy about working with local communities and I encouraged that in our managers."

Joe says he preferred managing theaters where team-building and outstanding service were priorities. But

good or bad, the industry has remained the same over his career. Finally, for eight years, Joe managed a 12 screen theater in Milwaukee. "The theater was bought out by a chain in 2011, so I decided I'd had enough."

Joe contacted a friend who specialized in real estate, and after narrowing a few candidates, Joe took a road trip to Mooreville to see the theater. "I was excited to see the theater, which had shut down in 2008. "Two weeks later, I was back in Mooreville for my visit. First, in the building, the projection equipment had been replaced. Secondly, I met with Mindy Taylor, the president of the Mooreville Chamber and Joy Seaton, the director of the Morgan County Economic Development Corp.) and other people in the town. "They were all helpful and friendly. Sarah and I felt the strong sense of community here." Joe filed the papers in late April, and the theater was staffed and ready to open.

Theater break

Eight screens, all-digital, state-of-the-art projection
1400 seats; largest 269,
Two Silver Screen Theaters for
(can also show 2



Joe with new digital projection equipment.

ned in flux his entire
managed an indepen-
e. "The theater was
d spent years working
er again, and I'd de-

alized in retail real
andidates from doz-
trip to look at theater
e Movies building,
o things stood out
g, the seats, screens,
left behind. And
(Executive Director
essing (Executive Di-
omic Development
n, and I found them
prefer small towns,
unity during my visit
April, and he and Sarah
open by June 15th.

down

ate-of-the-art
smallest 87
or 3D projection
(2D)

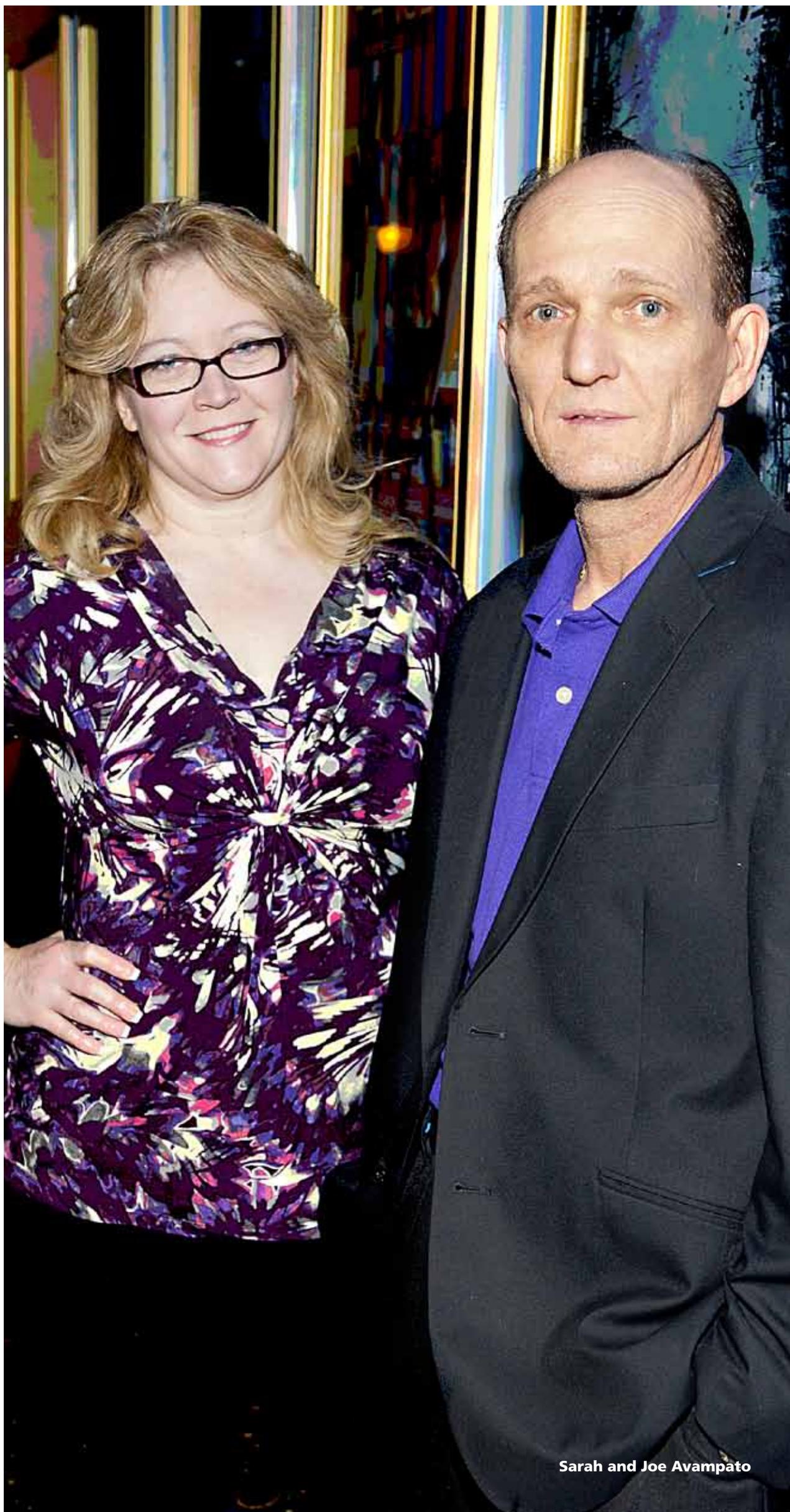
When presented with Joe's plan to open his own theater, Sarah said, "I thought it was about dang time. I've been through all those bumps with him. I'm completely confident in his ability to succeed and he deserves to have something of his own."

Their children mostly grown, Sarah's work with the theater marked her return to the workforce. She wears several hats for Showtime Cinemas, including staff trainer, marketer, and community relations. "We're always looking to discuss how we can work with the community."

Prior to opening, Sarah notes, "I wore out two pairs of shoes going to all the fairs and knocking on doors to let the community know we were preparing to open." On training the staff, Sarah said, "The word got out and in almost no time, I had 100 applications, interviewed 80, and hired 25. I do the marketing and hiring. I also do the scheduling of the staff. Joe handles all the stressful maintenance and behind the scenes stuff."

Since opening, Joe said, "the response has been amazing. People are so willing to help us out and get the word out. Our only struggle has been the equipment, which sat dormant for four years and has continued to give us problems. That's been my only headache, and hopefully those days are over. Business has grown every month."

Sarah and Joe celebrated their 22nd wedding anniversary April 6. They have three children: Ashley, age 21, Alexandria, age 19, and Nicholas, age 18. Sarah and Joe continue to balance their time between Delavan, Wisconsin, and Mooresville. "We divide our time because, for the kids, that's still our home and we'll keep it as long as they need it. But the theater is what we want to do for the rest of our lives."



Sarah and Joe Avampato

Perfect fit in the perfect place

Power-Up

Lori Kinnett
141 E. South St., Mooresville, IN 46158
Phone: 317-584-3524
Email: lkinnett@power-upllc.com
www.power-upllc.com

By Elaine Whitesides

Morgan County Business Leader

No matter whether you believe in kismet, fate, coincidence, divine intervention or just lots of hard work, Lori Kinnett believes that her career path has been a perfect fit for her. Kinnett owns Power-Up in Mooresville.

Power-Up is a service organization with its main focus on UPS, that's Uninterruptible Power Supply, not shipping. Kinnett and her staff of three provide large-scale battery back-up systems for organizations that require a "clean" power supply, one without spikes, dips and power surges. Those are large organizations like data centers, hospitals, banks and laboratories. Her clients are spread across the Midwest and can't afford a power outage. Her business is to make sure they don't experience one.

Power-up provides the installation services, on-going maintenance and emergency repairs on UPS products. Power-Up also installs and maintains LED lighting systems, theater lighting and variable frequency drive systems used primarily for motors and fans in HVAC systems in large facilities.

This is an industry few women enter. In fact, Kinnett says she is the only woman she knows of in the industry. And, for sure, the only who is factory authorized to install and maintain many of the products.

Kinnett's math abilities led her to declare electronics as her major in college. When a UPS manufacturer came to the school looking to hire, she got the job. She spent the next 15 years working for two different major UPS manufacturing firms. "They were both very serious about training," says Kinnett, "and I got lots of on-the-job experience, too."

It was a major life change that prompted her to become a business owner. "When my mother passed away, I had gone on a family leave to take care of her and then her estate," says Kinnett. "You start evaluating what you want. I had been working for someone else, been out on the road so much and I just decided to come home."

"My parents, grandparents, aunts and uncles had always been entrepreneurs," says Kinnett. "My mom and dad owned Kinnett Antiques in Mooresville. I was one of a very few in the family that had a job that was away."

When Kinnett came home to Mooresville, she decided to give her own business a go. She says, "This is what I knew and was good at and could make money at. So this is what I did. The work was a perfect fit for my personality." Kinnett says. "It's very much that you have to be self-motivated and work on your own."

"I don't have walk-in business, so I could be (based) anywhere," Kinnett says, "But I stay in Mooresville because I grew up here, I have friends here. I love my house and I can walk to work. I love this community and always have. It's home. If I am going to pay tax money and hire anybody, I'd rather do it here."

There have been a few challenges for Kinnett. She admits to sleepless night worrying about "what if." It's not so much running the business, but the responsibility and pressure of the business she's in and wanting to be sure nothing goes wrong for the businesses she serves. She says, "It's a very personal relationship with the businesses I service because when there is a multi-million dollar data center and someone comes in and starts flipping switches, they have to trust in your ability and expertise."

She has earned that trust. She received the Service Provider of the Year for the Central Region at the Toshiba Sales and Service Conference last year. Recently Power-Up has become a city and state certified Women's Business Enterprise (WBE).

Servicing the customer is the top priority for Kinnett and she says that sometimes other things fall through the cracks. "I'm so busy that I don't have time to run my company. There are so many things to do and time is short. I prioritize but the things that don't get done are things that would help my business a lot."

She's working on that by hiring and training staff to do more of the physical on-the-job work. She also sees a future in diversification. "I would like to get into more green power, solar and wind power," Kinnett says. "It goes hand-in-hand with what I do already. I see a future in that in data centers and other commercial use." She also started providing kiln repairs for artist friends. Word has spread and business has increased to include local schools.

"I've never looked back," Kinnett says. "This is what I do and I don't see myself doing anything else." Nor, apparently, in any other place.



Lori Kinnett



Meadow Lakes FULL CONTINUUM 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



ASCSeniorCare.com



When will Elvis leave the building?

One of the challenges I face every month in writing this column is the fact that markets move week to week, day to day, and minute to minute, yet my editor (whom I really appreciate) needs to have my column for next month's issue on or about the 5th of the month before. So here I am writing this column supposedly full of insightful market wisdom and commentary for June... on May 7th. What this means

to you, Dear Reader, is that in these columns I strive to find a deeper, more meaningful TRUTH about investing to share with you. I strive for complete honesty and truthfulness in talking about investing. Oftentimes helping people face brutal truths: "You want to retire to the south of France? You're 55 and saving \$100 a month? How about the south side of Eminence instead?" "You want to travel the world in retirement and you have \$100k in your IRA? How do you feel about traveling 465?"

But alas, I digress.

You and I both know that many out there aren't interested in TRUTH (see Game of Thrones, Mad Men, Breaking Bad, Benghazi, Obamacare, etc...); they're interested in opinions, preferring those that closely match their own. This is one of the dangers of the internet. You want to believe a certain something? You can find plenty to back up your belief... especially if you don't look up things that are contrary to your thinking. You want to find actual TRUTH? Research BOTH sides of the argument, weigh the data, then let



Jeff Binkley

logic rather than emotion help you decide.

But what about the Markets, Bink? What are they gonna do and when?

TRUTH is that they're gonna continue to fluctuate. Sometimes fluctuating down, sometimes fluctuating up.

As for my Opinion?

Do you know what an idiom is? No, I'm not talking about members of Congress, that's a different spelling. An idiom is a word or phrase that is not taken literally but means something else. Like "bought the farm" has nothing to do with purchasing real estate, or "nest egg" has nothing to do with birds.

One well known idiom came about due to the many encores a certain entertainer would perform at their concerts. This led to thousands of concertgoers hanging around until someone finally came to the microphone and announced, "Elvis has left the building."

My market opinion is that Elvis WILL eventually leave the building. But I remain very

unclear as to how many encores "he" has left in him. My advice is to enjoy the show while it lasts... but have an exit strategy ready for when the beer is gone, the lights come up and everyone decides it's time to leave.

Mr. Binkley writes regularly for the online investing websites SeekingAlpha.com and the MotleyFool.com. His articles have been electronically delivered to over 1 million money managers, research analysts, investment bankers, and serious individual investors.

Hannah Business Coaching dba Inspire Results Coaching
Offering "Growth Plan Workshop," Fri., June. 21, 2013, Hilton Garden Inn, 8910 Hatfield Dr., Indpls, 46231, 9-4:00 pm. Hot lunch included. In this fast-paced session, business owners discover the real potential in their business by completing Verne Harnish's 1-Page Strategic Plan. Then, break it into quarterly, monthly, weekly, and daily goals and get a line-of-sight from daily tasks to your 10-30 year purpose. Led by Coach Roger Engelau, business owners can step out of the day-to-day business, get organized, complete a prescribed planning process, and walk away with an action plan that'll lead to greater profits and free time back. For owners of businesses any size or industry. \$247 at the door, \$187 with advance enrollment, and FREE to Inspire Results Business Coaching clients. To enroll or for more information, contact Roger Engelau at 317-908-5809 or Roger@InspireResults.com. Enroll online at <http://growthplanjune21.eventbrite.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

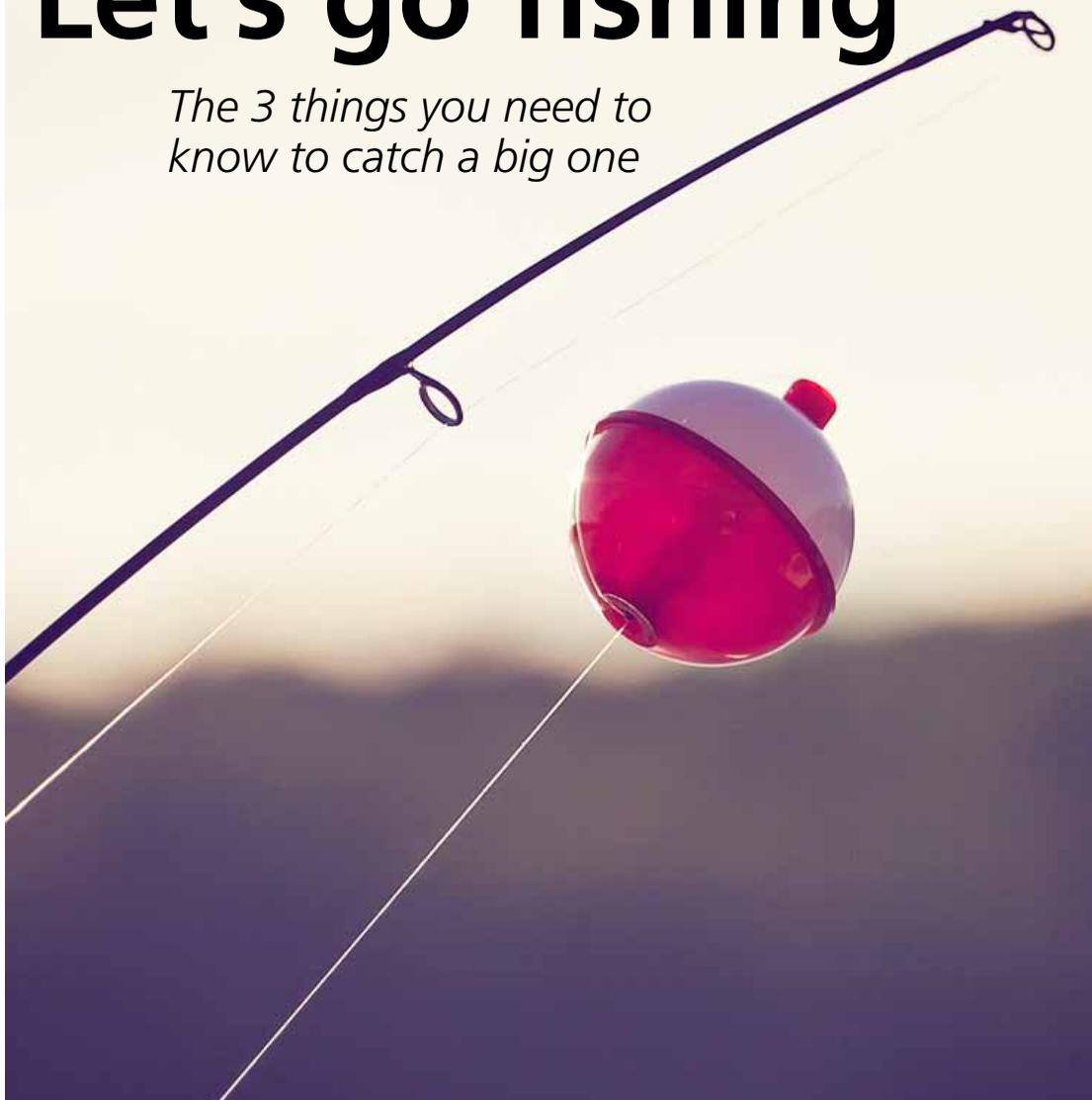
RECYCLE



317.539.2024 • 800.531.6752
www.raystrash.com

Let's go fishing

The 3 things you need to know to catch a big one



This is not going to be your typical fishing story. This article is about fishing for a whale and not the kind that lives in the sea. A whale is the type of client that can make a significant positive impact on your bottom line.

There are only three strategies you need to know to get a whale.

1. You can fish in a small pond. This means you would be using a direct hit list to search them out individually.

2. You can use a wide net. This is place strategy and you look for them where they hang out.

3. You can use a wide net and attract them to your bait. This is lead generation.

However, before you embark on any of those three strategies, you first need to define what a whale is for you. Who, specifically, is that type of client that will make the significant positive impact on your business's bottom line and more profit in your pocket?

As you define your whale think of all the things that type of person/company would be like. We'll use a person for illustration purposes. Create a target customer intelligence report. In other words, create a picture of your whale. How she thinks, where she hangs out, who she associates with and why, what vocabulary she uses.

In more formal terms, demographics, psychographics, emotional background, current state of mind (her opinions), etc.

I see your eyes rolling up now and hear you saying, "You've got to be kidding, all this work?" My answer is an emphatic, "YES!" If you want to catch a whale you cannot just take off in a row boat with a jar of tartar sauce and expect one to just jump in your boat. It is work, but to me, it's fun work. I learned this from one of my mentors, Dan Kennedy. Dan is known for his effective copywriting. His copywriting is so effective that his sales letters consistently attract and land whales for his clients.

The key to writing those successful letters and scripts, according to Dan, is his ability to get in the target customer's head and see what he sees, hear what he hears and feel like he feels. It is the strategy that matters and that's what you have here – the strategy. One simple place to start is with the acronym FORM – that is Family, Occupation, Recreation and Money.

One last thing to remember is that whales do not want to know how to do what you sell; they want to understand it and know for certain that you know how to do it.

Get busy. Select the strategy that should work best for you and your type of business. Then, implement it and refine it to get you closer to catching your whale.



Jack Klemeyer

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

Services that Make Your Summer Sizzle

Telephone



911 Landline Phone Security

- ▶ Over 20 Popular Calling Features
- ▶ Long Distance Calling
- ▶ Web Portal Access: Customize Phone & Calling Features Online
- ▶ Local, Friendly Customer Service



Residential & Business

Internet



Research Your Family Vacation

- ▶ Get up to **50Mbps***
- ▶ No Data Limits on Internet Speeds
- ▶ Download & Watch Streaming Movies
- ▶ Connect with Family & Friends on Social Networking Sites



Residential & Business

Television



Never Miss a Show with WHDVR

- ▶ Over 250 Popular TV Channels
- ▶ Entertaining Family VOD & PPV Selections
- ▶ Watch live TV & Record Favorite Shows from any Room in the House with Whole Home DVR*



Residential & Business

Security Solutions



Protect Your Home While on Vacation

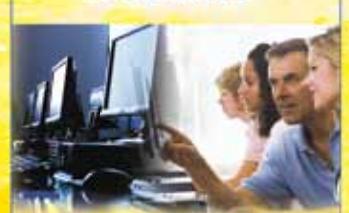
- ▶ Burglar & Intrusion Detection
- ▶ Smoke/Fire Protection
- ▶ Carbon Monoxide Detection
- ▶ Personal Emergency Response

Available to members & the General Public!



Residential & Business

IT Services



PC Tune-Ups for Optimum Performance

- ▶ Operating System Repair
- ▶ Malware Removal
- ▶ Wireless Networking
- ▶ PC Repair
- ▶ Email Service
- ▶ Network Security
- ▶ Maintenance Agreements

Available to members & the General Public!



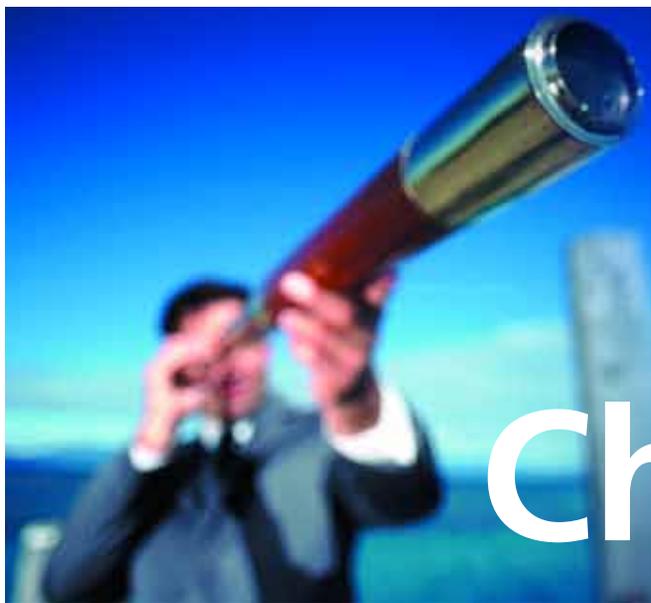
Residential & Business



call **1.800.922.6677** or visit **www.weEndeavor.com**
to learn more about Endeavor Products & Services!

*50Mbps download speed, 25Mbps upload. Fiber service required for higher internet speeds and television service. Telephone, internet and television services available to Endeavor Communications customers only. Security and IT Services available to ALL residents within central Indiana. *Ability to watch and control live and recorded shows from any room in the house requires a set top box for each additional TV to control multi-room functionality.





Chapter 2: Vision

The number one job of CEO is to share the vision in order to get people to buy into the vision. People will buy into your vision if you are painting the vision of where you're going, what you're doing and why you're doing it. This is what people want to feel a part of, something bigger than them. People naturally want to be a part of something moving, growing, and achieving. Getting people to buy into the vision is what gets them to engage their *hearts* and their *brains*, not just their time.

What we really need to do today is spend more time as CEOs aligning our goals with the goals of our employees, aligning our WHY's with their WHY's in order to align and to create shared goals. Shared goals are the best way to get people to align, to understand, and to engage.

As CEOs we tend to just sit back and ask ourselves, why do employees make decisions like they do? Why do they take the actions they take, why do they do some of the stupid activity they do? A lot of time what is going on with employees is that only 1/5 of their

consciousness is truly participating in what the organization is doing.

"The answer is they just aren't engaged. They are just not present."



Tony Scelzo

The generation in the workforce right now tends to hold back in engaging at a higher level, in engaging with where they are going and with where the company is going. Painting a vision, as a CEO is fundamentally one of the most important activities we can do every day. By sharing your vision with your team, you will be able to align your goals while learning the goals of your people. All of which will ensure you all are moving in the same direction. This is extremely critical in a technology company. A technology start-up cannot afford weak players. You need people with the speed and agility it takes to pivot and change

at the drop of hat.

Technology companies require an 'all hands on deck' mentality with full engagement from everyone.

"Recent studies actually show 1 out of 5 to



1 out of 10 of employees are actively working against the mission and goals of a company."

In a start-up company, any players not engaged must go.

In order to hold employees to this high standard you, as the CEO, have one choice, to create a vision for the company so powerful everyone on board will have clear sight of it and want to be a part of it.

Ten years ago, I had the good fortune to have a CEO with this kind of vision. Although we failed as a start-up, the people on the founding

team, who shared in this vision went on to have great success in their careers. All the missed paychecks, fundraising dinners in far off cities, all the client wins and losses, countless hours and lost sleep were easy prices to pay. All of those things were minuscule because we were all a part of something greater. We enrolled in the vision.

The experience gained during this time was more valuable than money, the connections created have resulted in raising capital in multiples of 10, the client pitches were invaluable lessons and the lost sleep has since been caught up on. The friendship and connectivity made during this time has remained through the years and has ultimately been life changing.

Share your vision.

To continue reading or get a head start on the book, visit ultimatetechstartupmanual.com

Tony is the President of Stringcan and is committed to helping you share your genius. He's a serial entrepreneur, business coach, self-proclaimed foodie, a proud Michigan State Spartan and tells a great story. Tony has helped more than 1,000 businesses go to market, has trained more than 10,000 salespeople and is the founder and CEO of Rainmakers Marketing Group. Throughout his career, Tony has served as a VP of Sales, Director of Marketing, Sales Manager and Director of Business Development for several companies. Tony is passionate about empowering entrepreneurs; works tirelessly to make connections for all he meets, loves being a dad and can't believe anyone eats spaghetti sauce out of a jar.

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

Mooreville 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.MoorevilleChamber.com.

Morgan County Toastmasters Club:

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

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.

Rotary Clubs:

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

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 Hunter at 317-856-9801.

FITE^{LLC}

PLUMBING

Fite Plumbing reminds residents to care for their septic saystems

MONROVIA, IN – Taking care of your septic system isn't difficult, but there are some guidelines you need to follow to avoid problems. What you put into your septic system will have a direct connection to how well it functions.

"Don't treat your toilet like a garbage disposal; and when you use your garbage disposal, use it wisely," cautions Bill Fite, Founder and CEO of Fite Plumbing. "Flushing any items other than toilet paper and waste can clog your septic tank faster than you can imagine. Similarly, you'll need a high powered garbage disposal that will grind items into small pieces that are easier for your septic system to digest."

It's also important not to overload your septic system with water. Use aerators on faucets and displacers on toilets to reduce water consumption. Wait to run your dishwasher and laundry until they are full to conserve water.

Watch out for tree roots as they can cause major damage to your septic system. Keep trees at least 100 feet away or more if they have an aggressive root system, like willows.

Minimize the use of commercial bathroom cleaners and avoid caustic drain openers. These items can do damage to your system. "Use baking soda or a mild detergent to clean your bathroom and only use boiling water or a drain snake to open clogs," Fite recommends.

A septic system should have a regular check-up to prevent problems. You should have your septic system inspected every 1-2 years by a professional and your tank pumped when necessary. Fite advises, "You should never attempt to open a septic tank on your own because of the hazardous gases and bacteria in it."

Fite Plumbing provides 24-hour, 7-day-a-week, year-round service to its residential and commercial customers. In business since 1989, Fite Plumbing has over 90 years of combined licensed plumbing experience.

Service areas include Marion County and many of the surrounding counties. For more information, visit the company website at <http://www.fiteplumbing.com/> or call 800-678-FITE.

First Impressions Count And We Have Thousands of Them

BUSINESS LEADER[®] MORGAN COUNTY

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

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[™]

Planner of note

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

Donna Sigo
Wigs & More
For more information visit: [www. MartinsvilleChamber.com](http://www.MartinsvilleChamber.com)

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

Rt 67 Bar & Grill
For more information visit: [www. MooresvilleChamber.com](http://www.MooresvilleChamber.com)

TOWN OF MOORESVILLE - BUILDING PERMITS

Renascent Inc, Landersdale Road, Commercial Electrical
H & R Contractors, State Road 67, Sign
Corky Huston, Town Center Road, Sign
Midwest Property Services, Crestwood Drive, Residential Remodel
Frank Munzo, Bethesda Road, Residential Accessory
Larry Martin, Neff Lane, Residential Accessory
Kevin Rogier, Watson Road, Residential Accessory
Thomas Hirschert, Maple Lane, Residential Remodel
Chris Branson, High Street, Demolition
Jericho Warren, Crestwood Drive, Residential Remodel
Slade Jones, Greencastle Road, Residential Remodel
Sign Solutions, Hadley Road, Sign
Bruce Richardson, Indiana Street, Sign
Rich Bowen, Indiana Street, Demolition
Paul Parker, Bishop Street, Residential Electrical
Bert Neff Sr, Neff Lane, New Residential
Gary Jackson, Morgan Street, Residential Remodel
Brent Callahan, Indianapolis Road, New Commercial

MORGAN COUNTY - BUILDING PERMITS

Tyson Johnston, Rosebud Lane, Residential Addition
Jason Alsup, Robertson Street, Residential Remodel
Mapleturn Utilities, Southhampton Drive, New Commercial Electric
Harlon Long, Windsor Place, Residential Remodel
Johnny Trammell, Mahalassville Road, Patio Enclosure
AT&T, Kitchen Road, New Commercial Electric
Jaime Varela, Triple Crown Lane, Residential Remodel
Rich Wienman, Bryants Creek Road, Single Family Residence
Harry Lugar LMTD, Mann Road, New Residential Electric
Robert McKiernan, Shelton Road, Single Family Residence
Dwight Schneck, Arthur Road, Pole Building
Jeffrey Townsend, Wilbur Road, Garage
Sheryl Perez, Smith Lane, Mini Barn
Keith Gardner, S.R. 67, Pole Building
Laye Hall, Old S.R. 67, Electrical Upgrade
Brian Woolsey, Conservation Club Road, Residential Addition
Jack Wolff, Godsey Road, Sighting Road, Single Family Residence
Jack Halstead, Carriage Lane, Garage
Michael Stout, Parker Road, Pole Building
James McDaniel, Doris Drive, Electrical Upgrade
Clifford Reed, Big Rock Road, Garage
Raymond Gardner, Lewisville Road, Pole Building
Jerry Burdine, Musgrave Road, Residential Addition
Tim Girten, Nature Hills Lane, Pole Building
Kerry Nash, Graveyard Road, Pole Building
Michael Phillips, Rinker Road, Garage
Everett Knuckles, Roscoe Lane, Storage Building
Ronald Skiles, Crone Road, Pole Building
Tim Smith, S.R. 67, Electrical Upgrade
Meredith Hull, Briarhopper Road, Residential Addition
Matt Bishop, York Road, Pole Building
Mike Smith, Paragon Road, Pole Building
Michael Watson, Lincoln Road, Garage
Jeff Britton, Glen Drive, Pole Building
Wesley Weber, Baxter Court, Awning
Bruce Hutchings, Berkshire Lane, Electrical Upgrade
Toby Barker, Pitkin Road, Garage
Jeff Wheeler, Centenary Road, Electrical Upgrade
Joseph Heigl, Forest Drive, Electrical Upgrade
Dorothy Lane, Sheryl Lane, Deck
Cary Chandler, Delaby Road, Swimming Pool
William James, Cook Road, Residential Remodel
Douglas Sample, Shuler Road, Garage
Mark Hensley, Little Hurricane Lane, Deck
Eddie Fischer, Jordon Road, Single Family Residence
Rodney Lazzeroni, Parker Road, Pole Building
Keith Sweeney, New Harmony Road, Single Family residence
James Mann, Paddock Road, Garage
Tom Moore, S.R. 39, Electrical Upgrade

SHERIFF'S SALES

Carol Barnes
11147 SR 142
Quincy
June 3
\$114536.08
Foutty & Foutty
317-632-9555

Michael Bennett
490 N Maple St
Martinsville
June 3
\$64112.15
Foutty & Foutty
317-632-9555

Kevin Benskin
10717 Hickory Ct
Quincy
June 3
\$145017.17
Feiwell & Hannoy
317-237-2727

Kenneth Conklin
2812 Hancock Ridge
Martinsville
June 3
\$126335.63
Unterberg & Assoc
219-736-5579

Kylie Gray
559 E Walnut
Martinsville
June 3
\$100597.23
Foutty & Foutty
317-632-9555

Erik Lindvall
112171 N Creekside
Dr
Monrovia
June 3

\$120519.43
Unterberg & Assoc
219-736-5579

Todd Seals
2303 E Crosby
Mooresville
June 3
\$182772.19
Foutty & Foutty
317-632-9555

Gary White
1010 Killian Dr
Mooresville
June 3
\$115021.13
Unterberg & Assoc
219-736-5579

Johnston Hobbs
6542 E Edna Mills Dr
Camby
June 3
\$139265.51
Doyle
317-264-5000

Derek Kean
439 Prather Dr
Martinsville
June 3
\$84867.24
Doyle
317-264-5000

Michael Smith
4610 Wilbur Rd
Martinsville
June 3
\$97869.94
Mercer Belanger
317-636-3551

Shawn Barron
4555 Upper Patton
Park

Martinsville
June 10
\$101243.79
Foutty & Foutty
317-632-9555

Daniel Blunk
2100 Plantation Lane
Martinsville
June 10
\$185930.87
Feiwell & Hannoy
317-237-2727

Tripp Etherington
216 E Carlisle St
Mooresville
June 10
\$65531.09
Feiwell & Hannoy
317-237-2727

April Gosnell
372 W Pike St
Martinsville
June 10
\$81387.99
Feiwell & Hannoy
317-237-2727

Travis Hojem
690 Central Dr
Martinsville
June 10
\$159287.48
Unterberg & Assoc
219-736-5579

Ryan Hurt
374 W Pike
Martinsville
June 10
\$101795.87
Feiwell & Hannoy
317-237-2727

Justin Knight
13257 N Etna Green
Dr
Camby
June 10
\$96767.69
Feiwell & Hannoy
317-237-2727

Rhonda May
2240 Crestview Dr
Martinsville
June 10
\$17554.79
Blommer Peterman
219-793-9680

Richard McClellan
1870 W Shore Dr
Martinsville
June 10
\$231654.19
Feiwell & Hannoy
317-237-2727

Jeffery McCreary
7137 E Buddy Lane
Camby
June 10
\$51162.72
Foutty & Foutty
317-632-9555

Ronald Patterson
11261 N Longbranch
St
Monrovia
June 10
\$152626.68
Feiwell & Hannoy
317-237-2727

Danny Tallent
260 Tulip Dr
Martinsville
June 10
\$87620.39

Foutty & Foutty
317-632-9555

John Young
1126 Enchanted
View Dr
Mooresville
June 10
\$133013.32
Unterberg & Assoc
219-736-5579

Regina Moore
8382 W SR 42
Monrovia
June 17
\$130385.23
Feiwell & Hannoy
317-237-2727

David Richmann
2940 W Crosscreek
Dr
Monrovia
June 17
\$141948.55
Reisenfeld & Assoc
317-844-0106

Peter Williams
13340 N Brick
Chapel
Camby
June 17
\$124618.54
Unterberg & Assoc
219-736-5579

Warren Anderson
129 Fountain Dr
Mooresville
\$166146.76
June 17
Mercer Belanger
317-636-3551

Christopher Bowman
2529 Brandwine
Lane
Martinsville
June 17
\$98541.83
Feiwell & Hannoy'
317-237-2727

Christopher Finney
4349 Pitkin Rd
Martinsville
June 17
\$113603.56
Reisenfeld & Assoc
317-844-0106

Jessica Mills
1759 S Ohio St
Martinsville
June 17
\$86156.03
Feiwell & Hannoy
317-237-2727

Matthew Treadway
540 Gardner Ave
Martinsville
June 17
\$153537.37
Feiwell & Hannoy
317-237-2727

David Webster
13130 N Paddock Rd
Camby
June 17
\$129075.71
Foutty & Foutty
317-632-9555

Thomas Schoolcraft
490 Virginia St
Martinsville
June 17
\$127871.75
Septtymous Taylor

800-684-1606

Christal Esposito
461 Indianapolis Rd
Mooresville
June 24
\$116145.94
Doyle Legal
317-264-5000

William Guy
675 W Morgan St
Martinsville
June 24
\$99467.45
Septtymous Taylor
800-684-1606

Tommy Parsons
9512 N Little Point
Rd
Stilesville
June 24
\$165881.46
Mercer Belanger
317-636-3551

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.



The Home Bank Women's Build with Habitat for Humanity of Morgan County took place on May 11. Our team of ladies were joined by Peggy Mayfield (State Representative District 60). The team worked on the Home Bank Build at 390 W. Harrison St. in Martinsville which was underwritten as part of the bank's community gifting program.

Expert Emergency Care Returned Keys to Where His Heart is.

At 83, Keys Lowder is a former Navy man, a longtime employee of Indiana Power & Light and a fulltime farmer who tends his 250 head of cattle “sunrise to sunset, every day.” Then one night he started feeling chest pains. “I’ve always been strong and healthy, but I just didn’t feel right.” He was stabilized in the Emergency Department at Franciscan St. Francis Health – Mooresville, and then had open heart surgery at the St. Francis Heart Center – Indianapolis. “They couldn’t have treated me better. It’s the only place I would go,” he says, before heading out to bale hay, mend fences and feed the cows.

Embracing the future.

For a FREE armband wallet to hold your keys, ID or music while exercising, call 1-877-888-1777.



 **Franciscan**
ST. FRANCIS HEALTH Mooresville

FranciscanStFrancis.org/Mooresville