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What's new in economic development?

The phrase 'economic development' is tossed around with seemingly unrestrained impulsiveness in the local government circles I used to walk. Nearly everyone that holds or runs for a local political office will tell you they support controlled growth. And they should. I lived in this world for several years and easily became wrapped up in the acronyms, lingo, and complexity, but only recently have stepped back and thought of how overwhelming and confusing the concept of economic development likely is to someone outside of those circles. In this article, I'll offer a definition of economic development, and start to unpack the many layers involved in the process of attracting and retaining industry to our community.

So, what exactly is economic development?

The International Economic Development Council has a strikingly comprehensive definition: "Economic development is the intentional practice of improving a community's economic well-being and quality of life. It includes a broad range of activities to attract, create, and retain jobs, and to foster a resilient, pro-growth tax base and an inclusive economy. The practice of economic development comprises of a collaborative effort involving industry, government, and a myriad of community stakeholders."

With this as a working definition, here is what we learn:



RYAN GOODWIN

THE GOAL IS NOBLE.

The goal, then, of economic development, is to improve a community's local economy and quality of life. Unlike many things in government, this is a noble, apolitical goal we should all benefit from and get behind. The difficulty, though, is that what represents a growing economy or quality of life to one person may not be the same to another. In general, though, as human beings, we desire similar things: safety, recreation, good employment, and good opportunities for our family. The goal of economic development is noble.

ECONOMIC DEVELOPMENT MUST BE INTENTIONAL.

My favorite part of the definition above, is the use of the word intentional. This word strongly implies that good economic development and

quality of life is not going to occur on its own, without planned, deliberate effort.

ECONOMIC DEVELOPMENT INVOLVES A BROAD RANGE OF COMPLEX ACTIVITIES.

Here is where economic development gets complex. To retract and retain significant industry, land must be available in strategic areas. The "Not in my backyard" adage is alive and well, requiring local leaders to plan, in a comprehensive way, about what parts of the community will best be suited for commercial development or residential development. That land must be zoned appropriately. That land must have access to the needed modes of transportation – rail, water, interstate, etc. That land must have the proper utilities and the available capacity within those utilities – water, sewer, power, etc. The complexities above just relate to the project itself. What about a ready and able workforce? It may be great news that a reputable company wants to create 500 well-paying jobs in your community. But do you have the skilled workforce to support this project? What about the housing needed for those employees? From this very basic list alone – which I admit is far from comprehensive – it is easy to see how difficult and complex this subject of economic development becomes.

ECONOMIC DEVELOPMENT DEMANDS A COLLABORATIVE EFFORT.

A wide range of governmental and nongovernmental entities must all work together to ensure a successful project. Compounding this, is the length of time a large economic development project can take. It can take years from first conversation to completed project. Political decision-makers can come and go, business leaders can change roles or companies, causing projects to be stalled at best, or shuddered at worst. Not only must many leaders, agencies, and companies collaborate, they must do so over a long period of time.

By using the International Economic Development Council's working definition of economic development, I hope I've started to unpack the importance of economic development, as well as give proper credit to all the moving parts that make it so complex.

Next month, we'll take a closer look at the governmental and non-governmental entities involved in economic development right here in Morgan County.

Ryan Goodwin is a former Morgan County Commissioner and current board member of the Indianapolis Airport Authority. He holds an MBA from Purdue University and writes on business and government.

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What is a community?

There is a difference between a place to live and a community. There is much more to make a place a community than a house, a school, places to get your hair cut, have a quick meal, or see a doctor of some sort. So much more. All those things exist in counties everywhere. But communities are special, and Morgan County illustrates what community really means.

When residents cherish their community, many of them are compelled to take steps that will make it a better place to live. It is the people that determine whether a geographic location is a community.

This month we are featuring Morgan County residents that illustrate the point.

First, Martinsville residents Doug and Paula Molin have purchased Foxcliff Golf Club. You may know them from their efforts in the revitalization of downtown Martinsville. When Doug retired from his career, the couple elected to put their time and energy into something that would benefit the community. After the restoration and renovation of more than 40 units and one grand Victorian home, the couple retired – again. Only they did not. They saw something that was at a crossroads – the golf course. After living near and playing on the course for 30 years, they knew the value the golf course brought to the community. When it was up for sale, they wanted to keep it from being developed into housing or a commercial business park, so they bought it. Other community members have stepped up to support their new endeavor. That is what real community is about.

The second story features Mooresville resident, Lindsay Rozzel. Her family has deep roots in the soil of Morgan County. There are four living generations in the family that make



JIM HESS
From the Publisher

Mooresville their home. Rozzel had a slight inkling of what she wanted to do with her life, but it unfolded into something greater than she ever imagined. Rozzel is a K9 handler and she and her partner, Liso-Lee, are Indianapolis Airport Police Department officers. Liso-Lee is a military explosive detection K9. Every box for Rozzel has been ticked. She is working hands-on with an animal. She has a professional career. But the cherry on the top is that she can put her time and energy into serving the community and keeping it safe – and still live in Mooresville. That is what community is about.

Not everyone can have jobs or take on projects like these people have, but everyone can share in the progress and growth of the community. However, everyone can volunteer at an organization of their choice, support a local business, and respect one another as we dialog on ideas of development in the county. Let us be an encouragement and betterment of those around us. Everyone can be part of the thriving, growing, and congenial community of Morgan County.

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Working like a dog

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By Elaine Whitesides

Morgan County Business Leader

For most of us, going to the airport means one of three things: dropping someone off, picking someone up, or flying off to some exciting (or business) location. For Lindsay Rozzel and Liso-Lee, it means going to work.

Lindsay Rozzel is an Indianapolis Airport Police Department officer. Her partner is Liso-Lee – a five-year-old German shorthaired Pointer with a great nose for explosives. Rozzel is the officer in charge of the K9 unit of the department, which currently consists of three K9 units.

Rozzel is part of a family with four living generations in Morgan County. Her parents are life-long Mooresville residents as is she. Her grandparents farmed in Mooresville, and her 90+ year-old grandmother still oversees the acreage. The fourth generation, Rozzel's daughter is a freshman at Mooresville High School.

Although the land was farmed for crops, there were a few pigs, chickens, and even a pygmy goat in the family. There were also two German shorthaired Pointers in the family. The dogs were her father's hunting companions, as well as family pets.

Doing something with animals was the only goal Rozzel had in her career plans. She had a desire to see justice served to people that abuse animals so she thought being an 'animal cop' would suit her. However, that job wasn't open.

A friend suggested answering an airport



Lindsay Rozzel

police department ad for a Public Safety Officer. "I was shocked I got it," Rozzel said. "Although I wasn't an official police officer, I was in roll call with the department officers and got to know them." Included in that group were K9 teams and it wasn't long before she was good friends with one officer and tagging along in training sessions.

A year later she went to the Police Academy, graduated, and started as an Indianapolis Airport Police Department patrol officer. She enjoyed the job but had her eye on another – she wanted to be a K9 handler. "I had some great role models, so I had an idea of what

was required," Rozzel said. "I collected all the experience and knowledge I could through them before becoming a K9 handler." In 2018 she began training to be the first female K9 handler in the department. "I didn't know how much dedication, psychology, and commitment it would take from me and from Liso-Lee," Rozzel said.

BEING A K9 HANDLER

Liso-Lee is owned, provided, and trained through the Transportation Security Administration (TSA). K9s undergo assessment to determine their purpose and initial training before being assigned to an officer. Liso-Lee was named in honor 9/11 victim, Lee Adler and is a single-purpose explosive detection K9.

At Lackland Air Force Base in San Antonio, Rozzel attended an intensive training program during which K9s and officers are assessed and matched. "I think maybe the fact that I had grown up with German shorthaired Pointers played a bit in my match with Liso-Lee," Rozzel said.

Every K9 has its own personality. Rozzel describes Liso-Lee as bouncy and goofy sometimes and she says that fits right in with her personality. "Also, Liso-Lee is an independent animal, and I am an independent person." Whatever the instructors recognized in this K9 and officer, they were accurate in the match. Rozzel and Liso-Lee bonded as a team very quickly.

But when it matters, Liso-Lee as a very driven and high-energy animal. When Rozzel gets serious, so does he. "When it is time to work, it is like a switch gets flipped," Rozzel said. "They use your body language and disposition. They analyze you as much as you analyze them." Before each shift, Rozzel assesses his condition. "I give him a good pet and have him rollover," Rozzel said. "It's a spot check before we get started."

Rozzel says Liso-Lee is obsessed with the oversized squeaky tennis ball she carries at all times in a 'reward pouch' worn on her belt. "I use this because I don't have to worry about it getting lodged in his throat and it's easier to grab out of his mouth." When the ball comes out, Liso trembles with anticipation.

K9 officers are not typical family pets. Liso has a special diet and splits his time between his kennel, the exercise yard fetching balls, training, riding in the patrol vehicle, and sniffing for explosives.

This K9 team is exceptional. Officer Rozzel was awarded the "Top Dog" designation in her class at Lackland. The designation is "awarded to the student who demonstrates attention to detail, willingness to learn and ability to apply the principles taught." Liso-Lee won the "Top Dog" title from the Central Indiana K9 Association.

THE JOB

Rozzel and Liso-Lee take the department mission "to keep the traveling public safe" very seriously. Their primary job is to screen cargo for explosives. They perform vehicle searches at airport entrance checkpoints with access to the airfield. Their job is not only at the airport, but also at mass public events like the College Football National Championship just held here in January, other large events, or parades. They go to other agencies when an explosive detection K9 is needed and stage demonstrations for groups and businesses in the community.

There are more than 190 canine teams in agencies across central Indiana serving as military, TSA, police, fire, ATF, and FBI teams in search and rescue, explosive and drug detection, patrol, and more. Consistency is key to K9 training and performance. Rozzel and Liso-Lee train two days a week and in multi-agency training sessions and events.

In public Liso-Lee gets a lot of attention. "As a police officer," Rozzel said, "I almost lose my identity because people always want to know where the dog is." Although he is focused on working and his harness says, 'Do Not Pet' Rozzel says people's first inclination is to reach out to him.

For someone who did not have a specific career in mind all the pieces fell perfectly into place for her. "I love this job," Rozzel said, "the work I do, the K9 I work with, the purpose we serve. It is very satisfying."

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The worst bond market storm in decades... Can this Fed land us softly?

The bond market is in a dramatic slump. So how bad is it? Bad. Really Bad. Historically bad. Sébastien Page, the chief investment officer for T. Rowe Price said the overall bond market's three-month performance is the worst since 1980. For Treasury's, it is the worst three months since at least 1926, when data first began to be available. Your next bond mutual fund statement may not be pretty. It may be uncomfortable to hold onto your bonds, especially treasuries, but hang on. There are good reasons to.

A diversified portfolio does not protect you from all loss all of the time, but over the long run, if you hold stocks and bonds through volatile periods, diversification works. And as bond yields rise, that means you will be receiving more income from your bond funds in the future, and that is a good thing.

How do we know if rates will continue to rise? Well, for one thing, the Fed wants short term rates to rise and it has and continues to apply the pressure to make them. The Fed controls the overnight Fed funds rate, which is the rate banks charge one another for overnight loans. The Fed raised that rate a full ¼ percentage point or 25 basis points on Mar 16, 2022 and is indicating that was only the first of several increases it has planned to try and stem inflation. How far rates rise and or how far the Fed will encourage them to, is unknown currently. However, we do know the Fed wants to curb inflation which at press time showed an annual rate of 8.5 % and is trending higher. Due to that increase in inflation, the Fed has indicated that it will likely increase rates higher than its long established "neutral" rate of 2.25 to 2.5 %. The "neutral" rate is the approximate rate that neither stimulates nor stalls economic growth. Once the fed funds rate goes above the



**JEFF
BINKLEY**
Finance

neutral rate, the economy will start to slow, or so the theory goes. The trick the Fed wants to pull is to provide our economy a "soft" landing. A soft landing is where the Fed, through interest rate policy, gets the inflation rate to a satisfactory rate of 2% or a bit below without causing the economy to slow too far and into a recession. A "soft landing" is the greatest of achievements for a Fed Chairman and his minions. And there have been many achieved in history. But those soft landings were achieved typically in times that were not facing the violent headwinds our current situation possesses. Orchestrating a soft landing in an economy still shaking off the effects of a global pandemic, war in eastern Europe and an inflation rate near double digits will be a challenge even the best of economic geniuses would find daunting.

Jeff Binkley is the Founder and Managing Director of Binkley Wealth Management Group LLC located in Avon. His firm is an Independent Fee-Only Indiana Registered Investment Adviser that has adhered to the fiduciary rule since its founding in 2010.

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FOR THE C

Doug and Paula Molin bring new vision to the Foxcliff Golf Club

By Elaine Whitesides
Morgan County Business Leader

Doug and Paula Molin love Martinsville and Morgan County. They have lived in Martinsville for more than 30 years. Their eight children have grown up, gone to school, and built happy, successful lives from this Martinsville foundation.

Their Martinsville foundation included many hours at the Foxcliff Golf Club where their children learned to play the game. The couple lovingly calls them “cart kids” because they worked at the golf course many summers. One of their sons proposed to his now wife on the course and one of their daughters went on to play golf on a championship team. Golf and Foxcliff play a significant role in Molin family history.

It was just about to become a place for Doug to spend more leisure time after he ‘retired’ from his role in the Artesian Group. After retiring from his role as Director for Center for Advanced Aviation System Development’s Air Traffic systems and operations he and Paula joined forces with Craig Fenneman and his wife to form the Artesian Group. The Artesian Group came about on a joint vacation during a conversation about what they could all do to benefit the community they loved.

Their goal was to bring about a significant restoration in downtown Martinsville. They wanted residents and visitors to have a thriving gathering place. They envisioned free movie nights, a farmer’s market and more. Over three years the Group completed about 40 building and apartment renovations. They even created a business incubation space where new businesses would have a place to grow their businesses. Once all the renovations were complete and the units filled with tenants, Doug stepped away – to ‘retire’ once again.

Retirement for Doug, once again, did not include a lot of leisure time. The couple helped a daughter renovate a home, they traveled with their 20+ grandchildren, and participated in the civic life of Martinsville – including being a board member at the Foxcliff Golf Club. Paula was excited that Doug would have time to golf again. “He is the golfer,” she said. “I try.” However, that was not in the cards.

CAPTURING OPPORTUNITY

When Doug and Paula learned that the Golf Club was going on the market, they bought it. They understand that the

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property’s greatest financial value is in development. On the other hand, they see how it is connected to the community history, the value of homes, and people’s lifestyle in Morgan County.

“The course is 50 years old, and this is the first time it has ever been sold,” Doug said. “The Club is starting a new decade and we wanted to ensure the property stayed a golf course. Not only did we teach our kids to play golf here, but we also feel a responsibility to the community.”

Sentimentality was not their only motivation to step in. “We strongly feel a need to leverage whatever we can for the good of the community,” Doug said. “With the golf course we will be managing a community asset. People are depending on us to get this right.”

Their need to do good for the community is not new. It was the impetus for their involvement in downtown Martinsville and the Morgan County History Center and Museum. He added, “We were at a point in the timeline over the last three years that people are ready to gather.” He and Paula see the golf course as a place where that can happen.

Of course, to make Foxcliff Golf Club a long-term asset in the community, it must be financially viable. The Molins considered what was happening in Morgan County. “We saw the completion of I-69 and the coming growth of Morgan County as working in our favor,” Doug said. “People have turned back to outdoor experiences since the pandemic. There has been a resurgence of golf, which has been a financial bump in the last years.”

The course was already ranked No. 8 most difficult course to play in Central Indiana. It has a good solid start. Since taking possession just days before Christmas 2021, they have repainted, installed new roofs and gutters, enclosed the cart barn, added GPS to all the golf carts, worked on the paths and sand traps, and added inventory to the pro shop. Paula led the installation of a new Point of Sale system to track all income and expenditures. There is more to come. The course is currently open for play while the upgrades are being completed. In fact, Doug says the course is open all year long. “If the weather is good, it is open.”

So much for lazy golf days in retirement.



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THE LONG VISION

Building on the existing features of the Golf Club, the Molins see it becoming more. Becoming a different kind of place. “It will continue as a golf club,” Paula said, “but it is not a private club. The public can come play, too.”

“In addition to some great golfing, we plan on hosting family friendly movies, live music, and providing great meeting places,” Doug said. A fire pit gathering area is in the works.

Brian Mayo, owner of the food truck and catering service Hoosier Que, is renovating the existing bar and restaurant planning to offer the best in bourbons and delicious slow-smoked craft BBQ to golfers and the public. “It will be an amazing addition,” Doug said.

They see those changes appealing to the public, but there is more to appeal to golfers and potential golfers. He feels robust youth and adult golf programs are a foundation to build on. Golf is an expensive hobby so unless parents have a membership at a golf club, youth do not have the exposure or opportunity to learn and play the game. The Molins have found a way to provide the opportunity to young people.

Doug and Paula are very excited about the PGA First Tee Program coming to Foxcliff as soon as school gets out in June. The First Tee Program is a 5013c and everyone connected with it is vetted through the PGA. He says that multiple local sponsors have generously stepped up to support it. “This program creates an opportunity for any kid in Morgan County and the surrounding area to learn the game of golf at no cost to them,” Doug said. “We want to put a golf club in their hand and teach them to play if they are serious about it.”

To Doug, golf is more than just a game. “The program doesn’t just teach the game of golf,” he said. “The cornerstone of the program is to teach people and children the attributes and qualities you want instilled in the community. Golf is much like the game of life. First Tee teaches things like discipline and respect for others and yourself.” In addition to the PGA pro on staff, several individuals from the area who have gone on to play golf in college or amateur leagues are returning as instructors.

The Golf Club hosts both the high school and middle school golf teams. Men’s and women’s leagues are forming. The Molins suggest interested parties contact the golf course and they will pass names on to the leagues. “Space fills up quickly,” Paula said, “so people shouldn’t wait.”

Because the Molins are so committed to making Foxcliff a place for the benefit of the community, Doug says they are especially accommodating for outings and tournaments that benefit 5013c organizations. Special pricing, lunch or dinner catering, and tournament management support make for a great

fundraising opportunity. In addition to reserving a day, Foxcliff will also help promote the event.

UNEXPECTED SURPRISE

The Molins personally invested in the purchase and anticipated using personal funds to make the renovations and changes they envisioned. “What we didn’t anticipate,” Doug said, “was people coming forward asking what they could do to help. We have people showing up in their old clothes, weeding flowerbeds, planting, and painting,” he said. “The level of support has been phenomenal. Previous members even returned to purchase memberships and people were stopping buy to make purchases in the pro shop which allows us to create another funding stream.

“I guess living and raising our children here the last 30 years has earned us some level of goodwill.” He says his experience has been that the downtown project and now the golf course project are attracting people that want to be part of this resurgence. “We are overwhelmed with the generosity, kindness, and support.”

READING THE GREEN

The existing course workforce stayed after the Molin’s purchase. There are currently about 20 employees, most all from Morgan County. “The only new hire was the golf pro,” Doug said.

They feel they are surrounded by good people. “We opened the door for long-time employees to bring new ideas and they have brought some amazing ideas.”

At some point in the future when processes, disciplines, and people are in place and running daily operations, the Molins plan to step back and maybe actually do something that resembles the average retirement. The key word being resembles. “With the implementation of the Point-of-Sale system, we can see every business transaction at the club from a distance,” Paula said. Doug added that he will not walk away until he has to, and he can ensure that it will always be a golf course.

Their commitment and investment in the community is evident. Doug says buying the golf course fits the scope and motivation they have had in all their endeavors. Foxcliff Golf Club will be a public place for people to play golf, eat in the restaurant, and enjoy gatherings. He wants to give everyone the opportunity to see golf as he does and increase public play. He welcomes people, groups, and businesses ideas and participation in exposing more people to the game and the course.

“What is important to me,” Doug said, “is that we reflect the new vision of Martinsville. I want people to feel a sigh when they come here, thinking they are in a good place personally and geographically. It’s how we portray who we are in Martinsville. We are good people. I want to bring people in so they can give us a second chance at a first impression.”

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The long and winding road to growth

Change happens daily but growth is optional says John Maxwell, New York Times best-selling author and speaker. Every trial, tribulation and mistake in life is another opportunity for personal growth. Learning how to process and handle these seemingly negative events helps us on our growth journey. Here are some ideas and tips on how to take advantage of your next personal development opportunity.

One of my favorite concepts taught to me by John Maxwell is that the earning is not in the experience we endure. The learning comes from when we reflect on the experience and that gives us insight. Sadly, many of us are too busy doing, doing, doing to take the time to reflect on the day, or even to reflect on the event we just came through.

If you want to change your outlook on life try keeping a gratitude journal. Did you know that you can rewire your brain to be happy by simply recalling three things you're grateful for



JACK KLEMEYER
Business Coach

everyday for twenty-one days.

Another way to move your mood is to make time for what you enjoy. Maybe it is time to reevaluate a few things and take control of your life. With concentration and intentionality you can lead your life and stop leading the life the world implies you should lead. If you are unhappy with something, change it or change the way you think about it. The late Jim Rohn said so aptly, "If you don't like where you are, change it. You're not a tree." Try to lead a life doing what you love, even if that means taking some risks.

In his highly recommended book FOR, author Jeff Henderson asks two wonderful questions, The first is: "What do you want to be known FOR?": Which can be focused on most any area of your life. The second question is: "What are you known FOR?" The difference you find between those two questions will give you a clear path for growth.

If you want to be a better leader... Find a simple way to serve

others and bring value to them in their work or in their life. It's in serving others that leads to becoming a better leader. It is also important to remember not to ask someone to do something that you would not do yourself. Great leaders strive to serve and help others.

Another strategy to lift your mood is music. What type of music do you enjoy listening to? It's been said, "Music is the voice of the angels" and it is also very harmonious to the soul. Listening to your favorite music or playing music can be very "instrumental" in your healing process. Try listening to music, and feel the soothing that can come with it.

When someone does something remarkable or demonstrates improvement, call them out on it! Our society makes it increasingly difficult to recognize everyone for their progress and abilities. If your waiter or cashier was friendly and attentive, make a special effort to call the business and pass along that information to their manager. Give them a positive online review because getting recognition, even for the smallest things, has the power to completely make someone's day.

Personal growth is not always easy; in fact, sometimes it involves a lot of personal pain before the growth and development begins. As we make our way through life, it helps to maximize each challenge and look for the good in it so that we can continue to get better at finding true happiness inside ourselves..

Grow Your Business™ Coaching founder Jack Klemeyer is recognized as a preeminent resource for business professionals. Jack can be reached at Jack@GYBCoaching.com or at 317-755-6963. Learn more at GYBCoaching.com.

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Are we ready?

Over the past few months, we have helped several clients prepare to scale up some exciting innovative technology services – some that we’re helping them integrate with, and some that we’ve built ourselves. As we prepared to help them get ready, the team took time to ask the question “are we ready” in a variety of fashions:

- This new customer we are bringing on board is massive compared to all our existing clients. Can our mobile app manage all the geographic information associated with their data?
- This new video recording system will improve our efficiency and accountability, but is our internet stable enough to manage all the throughput it requires?
- We cannot wait to launch this new e-commerce site! Do we have the processes and systems in place to manage shipping, out-of-state tax requirements, and other logistical needs?

The “are we ready” questions are ones we all know we need to ask, but how do we pick which ones to address? Do we hope that a brainstorming session will get them all out in the open and then prioritize? Do we bring in a consultant for a fresh set of eyes, knowing he or she may ask questions that, while fair, are irrelevant given known business rules and expectations that an outsider may not know up front? Do we do a soft launch? Do we hope for the best and don’t let anyone go on vacation that week? What’s the right balance?

Being prepared to the level of “just right” is a challenge we all face when venturing into the unknown, and it’s a priority that has to be addressed with new technology solutions as well. In the examples above, we prepared ourselves and our clients in a variety of ways that led to success across all situations. There were some bumps and



CHET CROMER
Technology

even a 5:00 AM wake-up text one morning, but all the stakeholders had shared expectations, backup plans, and tests that had prepared them to minimize and deal with the unknowns as best we could.

What’s your next technology venture? Do you have a new platform you’re considering or making the move towards but don’t know how to start preparing for the inevitable “cut-over” day? Clear off the whiteboard, dust off the notebook, and get to work! Ask lots of questions, prioritize those that look like they could become roadblocks, and get an outside perspective. Put your assumptions to the test, kick the tires of the system ahead of time, and enjoy the ride!

Chet Cromer is the president of C2IT Consulting, Inc., a Plainfield-based technology business that provides websites, mobile apps, and IT consulting/support to businesses across central Indiana. He can be reached at chetcromer@c2itconsulting.net or (317) 721-2248.

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We are often asked, “What type of air filter should I use?”. To answer this question, we need to gather some information.

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densely-pleated filters that restrict air flow and potentially damage the furnace. A great option to answer all of the listed questions is the Trane Clean Effects whole-house air filtration system. This permanent (no disposable filters) air cleaning system removes up to 99.98% of airborne particles with no air flow restriction issues. We are happy to discuss the options and accomplish your desire to keep a healthy home or office.

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- Is your management team in need of training for leadership or growth?
- Do you need a keynote speaker?

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First of its kind, Recovery Works Martinsville addiction treatment campus now open

Pinnacle Treatment Centers, a leader in providing accessible, affordable treatment for individuals struggling with substance use disorders, announced the opening of its comprehensive treatment campus and recovery community in Martinsville, Indiana, to which it started admitting patients this week.

Phase One of Recovery Works Martinsville—situated on 9.25 acres at 504 Grand Valley Boulevard—is a 32-bed withdrawal management (detox) and residential treatment center, and is the first program of several to start treating individuals suffering from drug and/or alcohol addiction.

Soon to follow are outpatient counseling programs with nearby recovery housing; a 32-bed inpatient psychiatric care center for individuals with mental health issues related to substance use disorders; and an outpatient opioid addiction treatment center called Martinsville Treatment Services.

“What makes this project so unique is having an opioid treatment program on site. We will be able to offer the full continuum of care on one campus, which truly reflects our mission of treating people where they're at and where they're willing to accept care,” said Pinnacle Treatment Centers CEO Joe Pritchard, a U.S. Navy veteran who made his personal journey through recovery and is now dedicated to helping others. “Our patients will have access to whatever therapies they need to achieve lifelong recovery.”

Pinnacle representatives celebrated the opening of Recovery Works Martinsville on April 6 with city, county and state officials, as well as team members, community leaders and others from the healthcare field.

After a blessing of the building, more than 125 attendees heard remarks from Indiana Lieutenant Governor Suzanne Crouch; Indiana Executive Director of Drug Prevention, Treatment and Enforcement Douglas Huntsinger; Martinsville Mayor Kenny Costin; Pritchard from Pinnacle; and Recovery Works Martinsville Executive Director Leah Scott.

Pinnacle COO Brian Thorn emceed the ceremony, which also featured a special performance of God Bless America by the Tabernacle Christian School Choir.

After years of progress in reducing overdoses among Hoosiers, Indiana reported a 32% increase in fatal overdoses during the 12-month

period beginning in April 2020 and ending in April 2021, according to data released in November by the Centers for Disease Control and Prevention. The increase in Indiana and across the country can be attributed to COVID and the havoc it has wreaked on individuals, as well as the dangers of fentanyl.

“I applaud leaders at both Recovery Works Martinsville and Pinnacle Treatment Centers for providing vulnerable Hoosiers with this new resource,” said Lt. Gov. Crouch. “We know how stressful the last two years have been, and this treatment center will be an asset to individuals needing comprehensive treatment to address the challenges of substance use disorders.”

At Pinnacle's groundbreaking ceremony one year ago, Huntsinger said, “Recovery Works will provide quality care and treatment for Hoosiers and help them restart and rebuild their lives in recovery. It's important we all work together to continuously enact meaningful changes to put an end to substance use disorder and that we do so with urgency, now. I applaud Pinnacle, Mayor Costin, Morgan County leadership and everyone who has had a hand in making this possible. Because it's an all-hands-on-deck approach where we'll save more lives from this disease that has already taken so much and so many.”

Each patient at Recovery Works Martinsville receives an individualized treatment plan that incorporates individual, group and family therapy, medication if needed, experientials such as art, meditation, and yoga, and more. Through evidence-based therapeutic approaches, trained clinical and medical staff help patients learn about their disease of addiction and develop skills around anger management, anxiety, PTSD, and relapse prevention, to name a few.

“Recovery is a very special thing,” added Pritchard. To be passionate, to wake up every morning and want to do this job – it's truly a calling. Our team wakes up every day with one thing on their mind, “What can I do to help another human being change their life?”

Medicaid is accepted as well as most commercial insurance plans. Individuals can call 765-516-6275 for a free consultation.

In the state of Indiana, Pinnacle operates two other detox and residential centers with outpatient services and recovery homes, Recovery Works Merrillville and Recovery Works Cambridge City.

Impact grants at work fighting hunger in our community!

This year, thanks to generous donors, CFMC is proud to award three grants to non-profits and schools within Morgan County, totaling over \$23,000. Every dollar donated to CFMC is awarded in grants to our community and we are excited to share these programs with you as they unfold. Today, I would like to share our Impact Grant with Pack Away Hunger. On Friday, March 18th, 102 students at John R. Wooden Middle School in Martinsville volunteered their morning to pack over 32,000 nutritionally complete meals.

Jessica Schwarz, our Community Development Officer, joined the event. Students participated in a 45-minute presentation on hunger and nutrition education, including the significance and impact of hunger and food insecurity in our local communities. Jessica had the opportunity to visit each table and chat with the students to gather their thoughts on this program and how they believe this will impact and improve food insecurities within Morgan County. For many students, this was their first-time volunteering in a food setting. Hair nets, hand washing, and hand gloves were all used in the production of these meals and were assembled amongst 10 tables in the cafeteria. School staff, and Pack Away Hunger volunteers floated amongst tables to assist students and ensure sanitation and the quality assurance of each meal packed.

Pack Away Hunger chose Morgan County because of our food insecurity situation. 49% of our Morgan County students are eligible for a free/reduced lunch. According to Gleaners Food Bank of Indiana, 8,820 adults and 2,560



BRITTANI BENTLEY

children are food insecure, meaning they lack reliable access to a sufficient quantity of affordable, nutritious food. In addition, Morgan County has a 11.8% poverty rate and 32% of county residents are working, but not earning enough to make ends meet.

The excitement and energy level in the cafeteria was palatable. Students expressed how grateful they were to give back to their community. One student said that no one deserves hunger and hoped these meals would bring a smile to someone as they sit down for dinner.

Read more in this month's edition and where these meals can be found within our county.

Thank you for continuing to be our partner, friend, and donor. Together, we make an impact.

Brittani Bentley, with more than a decade of corporate accounting experience, is the President of Community Foundation of Morgan County and has spent the last 7 years dedicated to serving the community of Morgan County in the non-profit space. She is passionate about philanthropy and community building.



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