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A Greater Bloomington Chamber of Commerce Publication

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In this issue:

Advocacy Update.....	2
Chamber Voices.....	3
hYPe News.....	4
Chamber Briefs.....	5
Franklin Initiative News.....	6
2017 Predictions.....	7
Business After Hours.....	11
Reminder: Update Your Chamber Listing Today.....	11
Membership has its Benefits.....	13



Bethany, Kent and Becky Robinson run JB's Salvage. Photo by David Snodgrass.

Spotlight: JB's Salvage

By Kasey Husk

Old washing machines. Junked cars. Rusty chain-link fencing. Empty soda cans.

Where some people see trash, JB's Salvage sees opportunity.

For more than three decades, the Robinson family has operated JB's Salvage on Bloomington's west side, focusing largely on scrap metal as its bread and butter. While the company's namesake, JB, died in 2013, his wife and children remain at the helm of what they describe as a true family business. Under their leadership, the company has even branched out into new fields.

"We grew up around it," said company vice president Bethany

Robinson, recalling Saturday afternoons spent volunteering to pick up cans on the salvage lot. "It is definitely something that my dad poured many, many years of blood, sweat and tears into to make it what it is today.

So we feel a huge sense of responsibility to continue what he worked so hard for."

John Robinson, most often known as JB, purchased the business now known as JB's Salvage in 1984.

His daughter, Bethany, was a kindergarten teacher for six years until, after the birth of her son, she decided to come join the family business. Only two years later, her

"He was huge on treating people fairly and doing what you say you will."

—Bethany Robinson, about her late father, JB

SPOTLIGHT

continued on page 14

MARK YOUR CALENDAR

- DECEMBER**
- 15 hYPe Holiday Party — see page 4
- JANUARY**
- 13 Deadline for Educator of the Year nominations — see page 6

Coming in January:

How ergonomic is your workplace?

Predictions for 2017

What's ahead for local businesses?

See story on page 7



ADVOCACY Update

The Chamber represents business interests to local, state and federal representatives, serving as an advocate on behalf of all businesses for the issues critical to the future of our community. If you need assistance with a business advocacy issue, please contact your Advocacy Team at the Chamber.

Mark Your Calendar: 2017 Legislative Preview

Friday, Jan. 13, 2017

11:30 a.m. to 1:00 p.m.

Bloomington Country Club

The annual Legislative Preview gives our members the opportunity to hear from legislators, ask questions, and learn more about the issues the Chamber will be focusing on during the legislative session. To register, please visit the Chamber's website.

2016 Election Wrap-Up with Lee Hamilton

Almost 200 people gathered in Alumni Hall last month to hear congressman Lee Hamilton's thoughts on the recent election. Hamilton spoke about the outcome, why he believed Hillary Clinton lost, the role third parties played and much more. After his presentation, he was joined by Paul Helmke, a former mayor and director of the Civic Leaders Center at Indiana University. Helmke served as moderator and asked Hamilton questions from the audience.

ADVOCACY UPDATE

continued on page 12



Paul Helmke and Lee Hamilton at the Chamber's 2016 Election Wrap-Up event in Alumni Hall Nov. 16. Courtesy photo.



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Looking Ahead

By Jeb Conrad, president and CEO



Jeb Conrad. Courtesy photo.

It's hard to believe that this is our final issue of BizNet of 2016! This time of the year is always great to reflect on the accomplishments and engagement the Chamber has had in the previous year, but also look toward the upcoming year. It is also a time to give thanks to so many of our members, partners and leaders who continue their commitment to "better business and better community."

The Chamber is fortunate to have hundreds of members and volunteers who give their time and talent to our organization. Led by our board of directors, through the Chamber our business community leads our mission by providing opportunities to collaborate, analyze and provide input on issues that impact our community, while connecting the our businesses to the community and others.

This year has brought many highlights for your Chamber and it seems fitting to thank those who have participated in our annual events, which align with our strategic plan areas. Programs and events in the areas of advocacy, membership engagement, talent, leadership and workforce development are possible only with the support of our sponsors, staff, board, committees and volunteers.

To all those who have participated in any fashion, the Chamber thanks you for your energy, talent and engagement.

This year we ushered in our new

mayor, John Hamilton, and some new members of the city council. We provided candidate information to our members on this year's historic election cycle, and led efforts on key local issues impacting local business climate. Those include the demolition delay and right-of-way signage ordinances, engagement in the county's Urbanizing Area and city's Comprehensive Master Plan, as well as following key state legislative actions such as local transportation expansion.

The Chamber continues to be engaged in our community business growth, seeing new businesses open their doors this year, while supporting the new development that has been planned or completed. We are excited about the advancement of the IU Health medical campus, the announcements of the Trades District, and the progress of I-69 despite the challenges earlier in the year.

This year the Chamber honored local educators, leading women in business, our young up-and-coming professionals and member businesses who have made major contributions to our business landscape. We hosted more than 50 events and programs this year, providing a platform for our businesses to connect.

So what do we expect in 2017?

We're looking forward to an active year in advocacy for our members,

"To all those who have participated in any fashion, the Chamber thanks you for your energy, talent and engagement."

CHAMBER VOICES

continued on page 12

CONTACT BIZNET

If you are a Chamber member who would like to announce promotions, expansions, community events, or other news in the "Chamber Briefs" section, please contact Carol Kelly at the Chamber: 812-336-6381 or ckelly@ChamberBloomington.org.

To advertise in *BizNet*, please contact Laurie Ragle at 812-331-4291 or lragle@heraldt.com. Be sure to ask about discount rate packages for Chamber members!

For subscription information or customer service, please contact Katie Bruhn at 812-336-6381 or info@ChamberBloomington.org.

Please send press releases to info@ChamberBloomington.org.

Thank you for your interest in *BizNet*!



Greater Bloomington Chamber of Commerce
400 W. 7th St., Suite 102 • P.O. Box 1302 • Bloomington, IN 47402
Phone 812-336-6381 • ChamberBloomington.org

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The Chamber invites its members to contact these individuals with comments or questions regarding Chamber activities.

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hyped for the Holidays!

By Kelsie Holt, director of talent, education and workforce

Editor's note: hYPe is a Chamber program designed to provide opportunities for young professionals to develop a personal network, grow professionally and enhance the community.

We're getting hYPed for the holidays! Join us for Mingling and Merriment on Thursday, Dec. 15 at Lennie's restaurant. We'll be on the bar side for a fun evening of Bloomington Brewing Co. beer tastings and festivities. Hope you can join us for this free event! Thank you to Lennie's for hosting our group. Please register online at ChamberBloomington.org/hype-events.

In January, you can catch us at a women's basketball game. We'll have more details available soon. For more upcoming events, check out our 2017 calendar online at ChamberBloomington.org/hype-events.

Be sure to sign up online for our hYPe email list to receive our monthly e-newsletter and event updates. We're super social, too — follow us on your favorite social media channels to see updates on events, programs and more. Contact Kelsie Holt, director of talent, education and workforce, for more information at kholt@chamberbloomington.org.

Happy holidays, hYPers! 



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Heather Kinderthain
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Kona Ice
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317-363-7810

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812-333-8099

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Tee Burnworth Cleaning
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812-325-9983

Treatz Pet Store
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Bloomington, IN 47404
Tracy Colley
202-352-4034



CHAMBER BRIEFS

New Hires and Promotions

Buhr Joins The Peoples State Bank

Allan Buhr has joined The Peoples State Bank as a VP commercial lender. Buhr has more than 18 years of banking experience. He is an adjunct professor of entrepreneurship at Ivy Tech and serves on the board of directors for Monroe County CASA. Contact him at 812-323-3201 or abuhr@psbanywhere.com.

Carson Earns Award

Michael Carson, CFP, CIMA, CRPS, partner and financial advisor at Hurlow Wealth Management Group, Inc. in Bloomington has been selected as a 2016 Five Star Wealth Manager Award winner. The award helps to identify and showcase an exclusive group of wealth managers who have demonstrated excellence in their field.

New Parks and Recreation Director

Paula McDevitt has been named the new director of the City of Bloomington Parks and Recreation Department. McDevitt has served as interim director since January. She replaces long-time director Mick Renneisen, who left the position to serve the Hamilton administration as deputy mayor.

Autumn Hills Community Relations Director

Elizabeth Grindstaff Dodd has been named the new community relations director at Autumn Hills. Dodd has experience in several different areas including international relations and political science.

Awards and Designations

Area Realtors Honored

The following realtors were honored with Bloomington Board of Realtors awards: Realtor of the Year to Trish Sterling; Affiliate of the Year to Kevin Marshall; Melody Martin Humanitarian Award to Chris Cockerham; Marilyn Snoddy Above and Beyond Award to Lisa Funkhouser; Distinguished Years of Service Award to Peggy Robertson.

Bloomington Tops Human Rights Index

Bloomington has received a top score of 100 on the 2016 Human Rights Campaign's Municipal Equality Index. The index is based upon a set of 44 criteria that fall into five categories: non-discrimination laws, municipal employment policies, inclusiveness of city services, law enforcement and municipal leadership.

B-Start Named Award Finalist

B-Start was recently named a finalist for the University Economic Development Association's Award of Excellence in the category of Innovation and Talent. B-Start is a pre-accelerator program of the Bloomington



Too Hill Consulting is a full service web design and digital marketing agency in Bloomington, Indiana offering consulting, marketing, design and development services. We specialize in building WordPress websites that are fast, secure and easy to manage.

Economic Development Corporation designed for Indiana University and Ivy Tech student technology startups.

Forty Years of Service

Bloomington Board of Realtors congratulates members Jeana Kapczynski with Homestead Realty and Mikki Stockwell with Berkshire Hathaway Home Services for receiving the National Association of Realtors Emeritus Status for their forty years of continued realtor membership and service to the profession. See more at homefinder.org.

Opportunities and Events

Tailored Fit Grand Opening

The Tailored Fit has moved to a new location at 611 W. 11th St. and will be hosting a grand opening and ribbon cutting Dec. 15 from 4 to 7 p.m. The ribbon cutting is at 4:30 p.m. Refreshments, music and door prizes will be available to help celebrate.

City King Commission Seeks Nominees

The City of Bloomington's Dr. Martin Luther King, Jr. Birthday Commission is soliciting nominees for the annual Dr. Martin Luther King, Jr. Legacy Award. Nominations may be made online at bloomington.in.gov/mlk. The deadline for nominations is Jan. 6, 2017. For more information, contact Michael Shermis at mlk@bloomington.in.gov or 812-349-3471.

Contest Highlights Black Women's Impact

The City of Bloomington's Black History Month Planning Committee is pleased to announce the 2017 Black History Month Essay Contest. The deadline for essay submissions is Friday, Jan. 13, 2017, at 5 p.m. Contact Rafi Khalid Hasan II at 812-349-3559 or safeandcivil@bloomington.in.gov.



Sycamore Farm Bloomington is a family owned and operated event venue and horse farm located 5 miles south of downtown. We host not only weddings, but photo shoots, birthday parties, corporate and other community events. Sycamore Farm is open April to November and is now booking for 2017 and 2018! Planning an event? Call to schedule a tour at 812-824-2950 or visit sycamorefarmbloomington.com. We look forward to hearing from you!



Jill's House is Bloomington's most intimate full-service assisted living community, located in a wooded neighborhood just north of the stadium. Our home feels safe, warm and comfortable while providing a secure place for people living with forgetfulness to thrive. Care partners recognize and facilitate the preferences, desires and passions of each individual resident. Knowing people well and giving the "just right" amount of assistance allows us to counter loneliness, helplessness, and boredom with purpose, growth and engagement.



Bloomington mayor John Hamilton and chamber staff celebrated Jill's House's ribbon cutting, followed by a tour of their memory care facility. Courtesy photo.

CHAMBER BRIEFS
continued on page 6

Nominate an Educator of the Year

By Kelsie Holt, director of talent,
education and workforce

The Chamber's Franklin Initiative seeks nominations for the 16th Annual Educators of the Year Awards. Teachers, program directors, counselors, administrators and other instructional staff from any state-accredited school within Monroe County are eligible for recognition. Nomination forms for Outstanding Educators and Leading Light Awards can be found online at ChamberBloomington.org/nomination-info or by calling 812-336-6381. Any member of the community, including school staff, parents and students, may make nominations. The deadline for nominations is January 13 at 4 p.m.

The Leading Light award category recognizes innovative or exemplary programs — as opposed to individuals — that demonstrate outstanding service and dedication and enhance our education community. These do not necessarily have to be school-based programs, and could include a local nonprofit or other community organization.

Awardees will be honored at the Chamber's Franklin Initiative's 16th Annual Educators of the Year Awards Dinner scheduled for February 22 from 6:30 to 8 p.m. at the Monroe Convention Center. To register for the awards dinner, or for more information on submitting a nomination, contact Kelsie Holt at kholt@chamberbloomington.org.



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CHAMBER BRIEFS

Continued from page 5

Other

Tsuchiya Group Headquarters

Tsuchiya Group has announced the company will establish their North American design and development center and corporate headquarters in Bloomington's Trade District, also known as The Certified Tech Park. Tsuchiya Group is the North American corporate entity for TASUS Corporation.

Sanitation Modernization Committee

An advisory committee has been formed to study and make recommendations to improve the city's proposal to modernize solid waste and recycling collection services provided by the City of Bloomington Sanitation Division. The committee will be asked to review and evaluate automated collection systems and research and make recommendations. Learn more at bloomington.in.gov/sanitationmodernization.

Home Sales Ahead of Last Year

At the end of the third quarter, Indiana existing-home sales are up 7.4 percent — 4,559 sales — compared to quarter three of 2015. This data

is found within the Indiana Real Estate Markets Report released by the state's realtors.

SWAGGER Winners

Four Monroe County youths received the Commission on the Status of Children and Youth 2016 SWAGGER (Students Who Act Generously, Grow, and Earn Respect) Awards. The four recipients are Mariah Busch, Ava Santner, Kira Axiom and Becca Smith.

Mural Reflects Civil Streets

A public-private partnership with Civil Streets Bloomington and Bicycle Garage, Inc. has resulted in a new mural in Peoples Park. Muralist Mike Burchfield of B'town Murals has completed this new project, reminding the residents of Bloomington that "courtesy is contagious."

Chamber members may send submissions for Chamber Briefs to Jim Inman at the Chamber: jinman@Chamber.Bloomington.org. Submissions should be 100 words or less, in straight paragraph form with no quotes or bullet lists. Please submit in Microsoft Word format within the first two weeks of the month for publication the following month.

Predictions for 2017

What's ahead for local businesses?

By Anna Rochelle

Editor's note: Each December, BizNet asks local experts and business owners to look back on the current year and look ahead to the coming year. Here's what they predict for 2017.

Dr. Jerry Conover
Director of the Indiana Business Research Center
IU Kelley School of Business



Dr. Jerry Conover, the director of the Indiana Business Research Center at IU's Kelley School of Business, has been taking a look back at the area's economy in 2016 along with a look forward to 2017. Conover said conditions are "pretty decent" for local business growth next year — maybe not "gold rush" growth, but decent growth.

Conover acknowledged that some may be feeling a lot of uncertainty following the recent election, but he said he was not overly pessimistic.

"The area's economy is on a sustainable path," said Conover, who noted there are always challenges and changes in government policies. With expectations of investments in infrastructure and the local economic forecast, he said, there is a fair amount of optimism for the future.

Looking at the overall picture in the Hoosier state, there are 14 metro areas. The Bloomington metro area includes the city, Monroe County and Owen County. Of these 14 metro areas, Conover said, Bloomington is definitely in the top five for projected job growth and growth in personal income.

The Indiana Business Research Center has been working on outlooks for 2017.

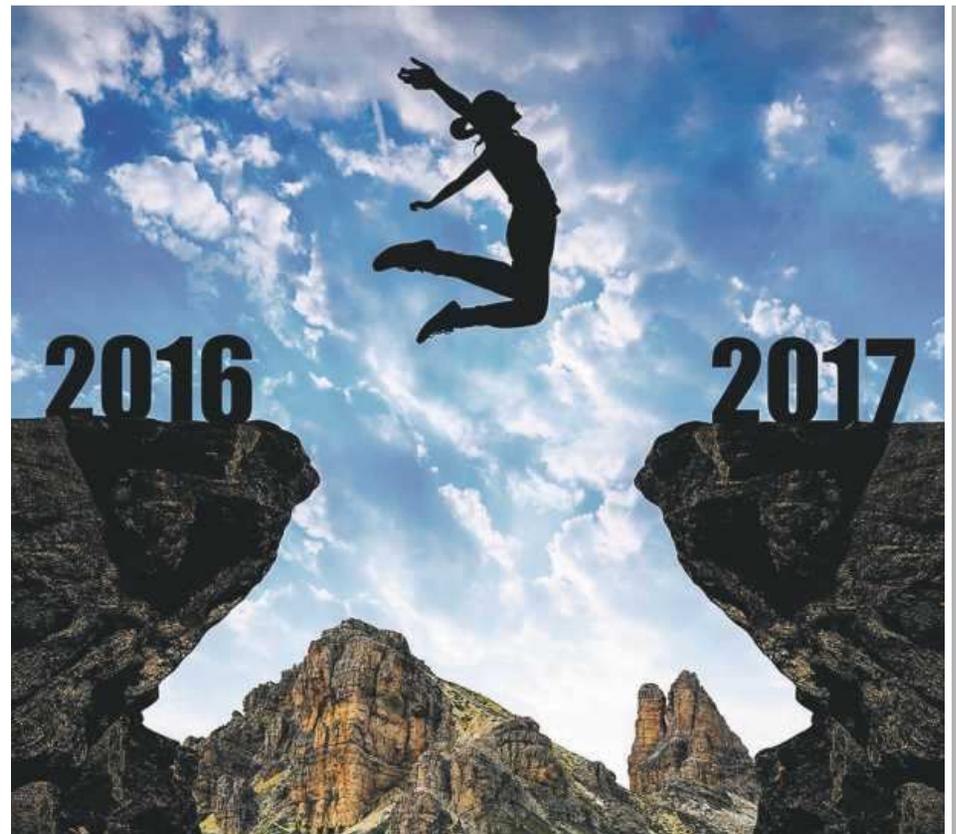
"We've done forecasting," said Conover, "and expect continued job growth in the area, and predict two percent more jobs by the end of 2017."

In addition, Conover expects an increase in personal income.

"Personal income, which includes income from jobs, social security, investment income and income from other sources, has been climbing," said Conover.

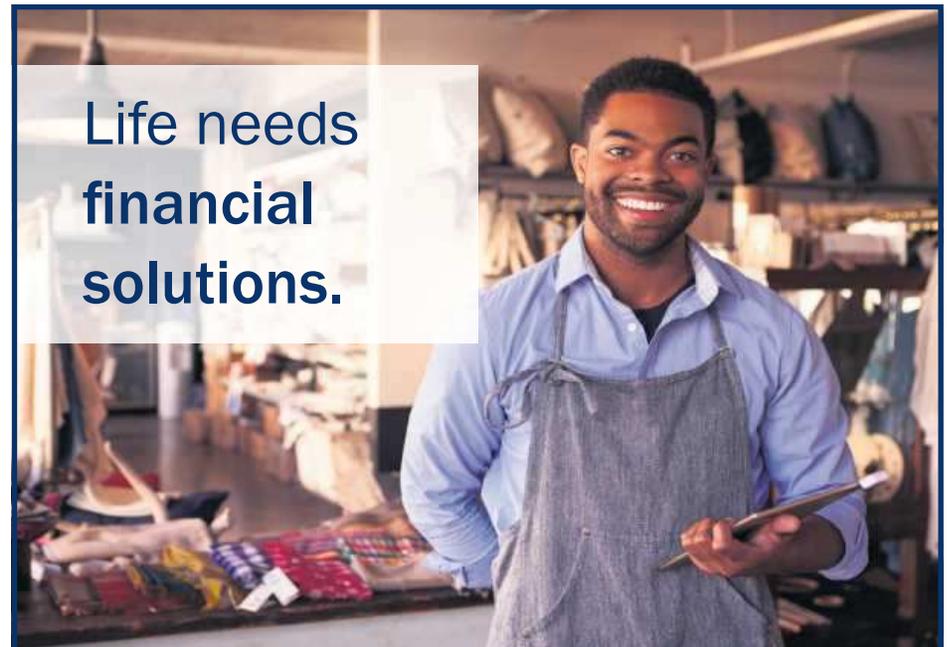
He predicts the average personal income in the area will be up by three to

Jerry Conover. Photo by Ann Schertz.



"We've done forecasting," said Conover, "and expect continued job growth in the area, and predict two percent more jobs by the end of 2017."

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DR. JERRY CONOVER

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“That’s

Crane also plays a role in the local economy and Conover said I-69 provides improved access that increases viability for both business and individuals associated with Crane.

“There are many defense contractors and businesses, who are doing business with Crane, with offices located in Bloomington,” said Conover. “And a lot of people living within a 45-minute to one-hour

radius of Crane that commute.”

All benefit from the increased access and he expects to see more investment in the area as a result.

Conover also mentions that grant funding is helping with local revitalization efforts and residents get a lot of satisfaction from living in this area.

“The Herald-Times’ readership area is doing pretty well,” said Conover.

STACY THOMPSON

Continued from page 8

for lunch or supper or packed in a lunch box,” said Thompson.

She said it is hard to eat healthy when eating convenience foods. Their customers like the idea of having food already prepared that also happens to be healthy.

When Thompson thinks about

what’s ahead, she’s focused on whether or not the business is offering a product that customers want. As 2016 winds down, she is still full of hope and optimism for 2017.

“I am encouraged. I am excited,” said Thompson. “Looking to the future, our ongoing success depends on if Bloomington wants this. We’ll find out.”

Kyle Werner
Director of Applied Science Department
Naval Surface Warfare Center, Crane Division

On any given workday, the average number of people who enter the gate of the Naval Surface Warfare Center, Crane Division (NSWC Crane) is 6,600. This year marks the 75th year of the existence of NSWC Crane and its impact on the area's economy continues to grow.

Kyle Werner, the director of NSWC Crane's applied science department, said besides the positive economic impact on the region, NSWC Crane's work is important to our nation's defense and plays a very critical role in protecting our freedoms.

The focus of NSWC Crane is to harness the power of technology for the modern warfighter. Employing scientists, engineers, technicians and other highly-skilled professionals, NSWC Crane's customer base includes the Navy, Marine Corps, Army, Air Force, United States Special Operations Command (SOCOM), Coast Guard, NASA and other military organizations.

Reflecting on 2016, Werner said there's been a strong demand for the capabilities and solutions NSWC Crane offers.

"A rear-view look, by all measures — it's been a fantastic year," said Werner, adding that NSWC Crane now has 3300 civilian employees which is the highest number in 20 years. On top of that are many more employees who work on base for the Army and for defense contractors — and even more that work off-base in jobs connected to Crane.

Werner said their highly-talented workforce has attracted attention and

KYLE WERNER
continued on page 15

"We're in a very good position, with a big vision," said Werner. "NSWC Crane is positioning this region for prosperity for decades to come."



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ROB ABELL

Continued from page 9

have the staff and supplies to handle the workload and meet a growing demand for their products and services.

"The biggest challenge we face is making sure that our work force and inventory are up to pace," said Abell. "We are looking forward to having just as much, if not more, business next year but that does worry us that increased demand will outstretch our supply. After all, plants only grow so much a year."

"There is always so much work to do between our landscaping, maintenance, design, and general labor services that we are worried about stretching ourselves too thin," Abell explained, "but we have a great team here and full faith that whatever is thrown our way, we will handle in stride."



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Business After Hours — Everything You Need To Know

By Jim Inman, director of marketing and communications

Are you looking to meet new professionals in Bloomington? Would you like to spend time with your colleagues from work, enjoying great food and fun while also networking? If you are a member of the Chamber, you should definitely check out Business After Hours!

Business After Hours is a free monthly networking gathering for all members of The Greater Bloomington Chamber of Commerce. Each month a different Chamber member hosts guests at their business, typically with appetizers and drinks. Attendees have the opportunity to meet other Chamber members to not only expand their professional circle but also have fun. Typically, Business After Hours occurs on the third Thursday of each month, but the date is flexible depending on the host's schedule, holidays and other local events. Most Business After Hours events run for two hours from 5:30 to 7:30 p.m.

Have you ever attended a Business After Hours? If you answered no, then you should consider these four tips:

- Any employee of a Chamber member business or organization can attend a Business After Hours. There is no cost to attend, but pre-registration is requested. This allows the Chamber to notify the hosts of an approximate number of attendees to plan for

food and drink. Pre-registration is available at ChamberBloomington.org.

- The Chamber has more than 20 ambassadors trained to help new members and new attendees at Business After Hours. The ambassadors assist in making connections and introducing attendees, as well as helping with other Chamber programs. The ambassadors always wear blue name tags — so they are easy to find and eager to help!

- Member businesses are encouraged to participate in Business After Hours. If your business is unable to host, consider offering a door prize from your company. Perhaps your business doesn't have much space for hosting? Consider working with another Chamber business to co-host a Business After Hours. The Chamber is always happy to help in the planning process.

- Most Business After Hours events have door prizes to offer attendees. It's always fun to see what the prizes are and who wins — maybe it will be you!. Usually your business card is your entry to the door prize drawing, so bring those cards with you.

The 2017 Business After Hours schedule is full, and the Chamber is actively seeking out 2018 hosts. For more information about Business After Hours, or to secure a date to host in 2018, please contact Jim Inman or Carol Kelly at 812-336-6381. 



Business After Hours hosts for the first half of 2017:

Jan. 19 – Stonecroft

**Feb. 23 – BASCI at The Warehouse
(featuring a preview of the 2017 Home Show)**

Mar. 22 – Smithville Fiber

**Apr. 19 – The Chamber's Prime Time Expo at the
Monroe County Fairgrounds**

May 18 – Fourwinds Resort and Marina

June – Weddle Brothers Construction

Reminder: Update Your Chamber Listing Today

As we near the end of the year, The Greater Bloomington Chamber of Commerce asks all member businesses to update their online profiles.

Perhaps there is new staff member on your team, you have moved or you have a new website. Member businesses may have added new services that need to be shared with the public who use the Chamber's website directory to look-up an organization.

It is easy to log-in and update your profile. Simply visit the Chamber's website — ChamberBloomington.org — to get started. Hover your mouse over **Membership** and click on **Member Log-in**.

You will need your username and password to

enter the member portal. If you do not have that information, please email the Chamber at info@ChamberBloomington.org or call 812-336-6381.

Once you have accessed the Members Only area, find **Update Your Contact Information** in the Quick Links toolbar on the right side. A pop-up menu will appear with your current business profile. Please review the information and make any edits or additions as necessary. Don't forget to save and log out when finished.

The Chamber's website is accessed by a variety of audiences, including visitors to Bloomington. By keeping your business profile updated you help bring the public to your business, either online or at your door. 



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ADVOCACY UPDATE

Continued from page 2

Advocacy Staff Update

Please join the Chamber in extending best wishes to Larry Jacobs, who is retiring from his role as government relations manager for the city on Dec. 15. Larry joined the Chamber eight years ago and has been instrumental in establishing strong relationships between our organization and city staff and elected officials. Larry has spent countless hours attending city meetings and advocating on behalf of our members. He is the epitome of hard work and an inspiration for all of us. Larry will be greatly missed but his contributions will always be remembered. Thank you, Larry!



Larry Jacobs. Courtesy photo.

Federal Overtime Rules Halted

A federal court judge has issued a preliminary injunction, halting the implementation of the Department of Labor's new overtime rule that was set to take effect Dec. 1. The court's actions temporarily suspend the new rule from taking effect until it can make a ruling on the merits of the case.

County Zoning Update

Last month, the Board of Commissioners approved an amendment to its zoning code to explicitly allow multiple uses of similar intensity on an existing parcel.

This would not apply to single family parcels. It also would not apply to planned unit developments, which are each governed by an individual ordinance. The Chamber spoke in favor of this amendment because it will reduce the number of vacant sites and allow for more flexibility in use.

Urbanizing Area Plan

The Plan Commission and commissioners held a public hearing Dec. 6 at 6 p.m. in the Nat U. Hill room in the courthouse to discuss Phase II of the Urbanizing Area Plan. The second phase of the plan offers a framework for updating the current zoning ordinance to make zoning code more clear and predictable.

The Chamber has supported the plan and has applauded Monroe County officials and consultant group MKSK for including stakeholders and the public in the process for the plan's development throughout the past year. Along with support for the plan, the Chamber is advocating for the county hire a consultant to develop the ordinances that will support the plan, recognizing the limited staff resources for the County and the time it would take to create the ordinances. To read Phase II of the plan, visit monroecountyurbanizingareaplan.com.

I-69 Section 5

Subcontractors are back at work after stopping work due to not being paid. I-69 Development Partners accessed a \$23 million line of credit to pay the subcontractors. INDOT and I-69 Development Partners are committed to finishing Section 5 by October 2017. INDOT will provide a schedule of the progress at

the monthly I-69 Local Collaboration Group meetings at the Chamber. Participants at this monthly meeting include elected officials, city and county planning and transportation staff, INDOT, I-69 Development Partners, business leaders and members of the MPO. For more information on Section 5 and traffic updates, visit i69section5.org.

I-69 Section 6

INDOT and the Indiana division of the Federal Highway Administration are currently preparing a Tier 2 Environmental Impact Statement for Section 6 of the I-69 Evansville to Indianapolis project. I-69 Section 6 will upgrade the majority of existing SR 37 to interstate standards between SR 39 in Martinsville and I-465 in Indianapolis, a distance of approximately 26 miles. The project will also include improvements to I-465 from Mann Road to US 31.



IU Credit Union Business Lending Center showcased their new facility in Winslow Plaza. Courtesy photo.

CHAMBER VOICES

Continued from page 3

including outcomes for execution of the local planning documents, completion of new infrastructure including I-69 Section 5, engagement with partners on developing our local workforce to meet future demands, improved opportunities for our members to engage, progress on new development investment and a quiet off election year. It will be an active state legislative session, focused on education, public infrastructure and tax reform. We have a great event and program schedule for next year too and hope you can attend!

Last, a thank you to all members of the Bloomington and Monroe County community. We could not be successful and effective without the support of our community at large. As the voice of business, your Greater Bloomington Chamber of Commerce members, board, committees and staff are proud to be part of this community. We continue to work diligently on advocacy and public policy at the federal, state and local levels, find and enhance membership value and partner locally and regionally to ensure our community's success.



Membership has its Benefits

More cost-saving programs for Chamber members

Businesses join the Chamber for a variety of reasons. For some, the support given on advocacy and public policy is of prime importance. For others, they see Chamber membership as a cost-effective way to market and advertise their business through the many channels Chamber membership affords. And for others, it's because the Chamber offers many benefits that save their businesses money.

As a consumer, you know you can save money by buying in bulk. The same principle applies when the Chamber pools the buying power of its members. The result: cost-savings benefits that help our members' bottom lines.

Some of these cost-savings benefits include:



Office Depot Chamber Program

Office supplies can eat away at a budget, but our members can save big with the Office Depot Chamber Program. How much can you save? Lots! We have even had some members say that the amount they save annually pays for their Chamber membership several times over.

- One stop shopping online and in store for all your office essentials including furniture, technology, cleaning, breakroom and copy and print services
- 15-40 percent off officedepot.com regular price on a core list of 322 products
- 15-40 percent off the officedepot.com regular price on 500 cleaning and breakroom products
- Special pricing on copy and print services, including black & white copies, color copies and finishing services



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- 100 percent portable with no change in premiums



Infintech

If your business accepts credit cards, then you probably are paying credit or debit card payment processing fees. Lower your business expenses by leveraging the buying power of the entire Chamber membership with Infintech Merchant Services Program.

- Local service and support; no long-term contracts
- Transparent pricing and no start-up, application or monthly fees
- Bank neutrality – maintain your existing bank relationship



Group Workers' Compensation Insurance

Make workers' comp insurance expenses a smaller part of your budget.

- 5 percent up-front savings on your workers compensation premium
- Opportunity for dividend payments based on group's loss history*
- No minimum premium to qualify
- Convenient billing options
- * Dividends are payable 15 months after Group expiration and require approval by Accident Fund's Board of Directors and, therefore, can never be guaranteed.



For more information about these programs, contact Tammy Walker, director of member services, at 812-336-6381 or twalker@chamberbloomington.org.

Get Real with the Reality Store

Reality Stores help students appreciate the realities of life and achieve a better understanding of personal finance. Prior to the activity, each student is assigned an educational level based on their GPA and the average salary of a 28-year-old working with that degree. The students then visit sixteen stations staffed by volunteers to determine how to spend their salaries and make ends meet, budgeting for transportation, housing, clothes, food and so on. This wonderful volunteer opportunity enlightens students and encourages them to consider extending their educational careers. Interested in volunteering with us? Contact Kelsie Holt at kholt@chamberbloomington.org.



Volunteers work with eighth grade students at our Reality Store event at Tri-North Middle School. Courtesy photo.



Organic skin care, cosmetics and aromatherapy samples awaited the guests at the grand opening of Pronounce Skincare & Apothecary, located at 615 N. Fairview St. Courtesy photo.



SPOTLIGHT

Continued from page 1

father died after a brief battle with lung cancer, leaving Bethany and her brother, Kent, at the helm of the business now owned by their mother, Becky.

Although there are now four different divisions of the family business, the largest and oldest remains the salvage yard. There, people can bring scrap metals of all kinds to be processed and paid for by the pound, based on wildly variable global metal prices. The salvage yard does a lot of business in junking cars — purchasing them by weight, crushing them and sending them elsewhere for recycling — as well as buying any kind of metal you can think of, from both individuals and businesses.

All told, the company typically processes several tons of metal per day. Included in that tonnage is a high number of aluminum cans, no doubt a side effect of running a business in a major college town.

“We produce way more cans than anyone else in our size market,” Bethany said, noting that they often see a lot of cans in the aftermath of college football games.

While most cars are destined for the crusher at JB's Salvage, others wind up at another one of the family's companies, Westside Auto Parts, where customers in search of replacement parts can strip pieces from junked vehicles.

“It is funny because we've had some very emotional scenes where people had to get rid of their old car they've had for a long time,” she said. “We tell them it is going to a better place.” They reassure customers that their beloved vehicle will become parts of other vehicles.

The company also rents roll-away dumpsters to people doing construction work in town. Their newest venture is branching into weekly trash pickup, thus far focused mostly on commercial customers. It came as a result of seeing a desire in the community for a family-owned, local trash disposal company after a different local company closed up shop.

“It is funny because we've had some very emotional scenes where people had to get rid of their old car they've had for a long time. We tell them it is going to a better place.”

**—Bethany Robinson,
JB's Salvage**

Above: Kent and Becky Robinson discuss business in the office at JB's Salvage. **Right:** Kent Robinson watches cars being crushed for shipment to a recycler. Photos by David Snodgrass.



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Eli's Sandwich Shoppe owner Eli Seidman welcomed the Chamber and the community to the opening of his new restaurant, located at 601 N. College Avenue. He will be serving sandwiches, pizzas and salads. Courtesy photo.

SPOTLIGHT
continued on page 15



Bethany Robinson talks to a customer at JB's Salvage. Photo by David Snodgrass.

SPOTLIGHT

Continued from page 14

While it's the first new venture they've tried without their dad's guiding hand, the Robinsons are working to uphold the values that he instilled in them. They even named it after him: JB's Disposal.

"His motto was always, 'People just always want you to do what you say you are going to do,'" Bethany said of her father. "He was huge on treating people fairly and doing what you say you will. (We say,) 'This is the rate, there are no extra fees, and we'll be here every week to empty your trash. It's not rocket science.'"

The trash business will give the overall company an added source of stable revenue — because the constantly fluctuating prices for metal can affect business. Over the years, JB's has seen metals hit highs of \$300 per ton and lows of \$50 per ton, and while they keep their profit margin the same regardless of the price, "We can only pay our clients what someone is going to pay us for it," Bethany explained.

She and her brother, Kent, both hold the title of vice president at the company, but take leadership over different areas of the business. While working with family members can be tough for many, Bethany said the key is that she and Kent respect each other's respective areas of expertise.

"A lot of things I'm good at, my brother doesn't have any interest in, and vice versa," she said. "Things he's in charge of I don't question him on, and vice versa. It is really, really nice knowing you have someone there to give you an opinion on something and to back you up."

That teamwork is a source of pride for company owner Becky Robinson. Bethany said Becky is thrilled to see her children carrying on the business that meant so much to her husband.

"She comments a lot about how she sees parts of our dad in both Kent and I in different ways, and in what we bring to the business and how our personalities have grown," Bethany said. "She thinks we are a good team and both bring different things to the table."

Bethany's goal is to continue to maintain the family

"If someone comes in here, it is our goal to treat them with a smile and make them feel appreciated."

**—Bethany Robinson,
JB's Salvage**

salvage yard and continue to grow the new disposal business — and to do so while maintaining the values her father first instilled in the company.

"We value our customers. We treat people right. We try to be fair with everyone," she said. "If someone comes in here, it is our goal to treat them with a smile and make them feel appreciated."



Treatz Pet Store brings durable and cutting edge pet products to Bloomington, with offerings like subscription boxes and pet fitness plans. They are located at 2623 N. Walnut Street. Courtesy photo.

KYLE WERNER

Continued from page 10

resulted in numerous first-ever VIP visits to NSWC Crane, including visits by the U.S. secretary of defense, the chief of naval operations, a SOCOM general and several others, all historic visits in nature and all in 2016.

"Looking ahead to 2017, there are a lot of things to be excited about," said Werner. He recited a long list of indicators pointing to positive effects on the area's future economy as well as a secure future for NSWC Crane.

Werner said positive factors include the notion that NSWC Crane is still expanding and continuing to grow in technical expertise, with the ability to provide a high level of science and tech solutions.

He cited an expanding and vibrant ecosystem of strategic partnerships that includes the future growth of the WestGate Tech Park right outside the gates, increased access to the base provided by I-69, and the outlook for an Innovation Corridor stretching through southern Indiana along I-69.

In addition, Werner said, NSWC Crane is enjoying growing partnerships with Indiana and Purdue universities, the University of Southern Indiana, Notre Dame, Rose Hulman and other educational institutions, tapping into their research capabilities.

The list also includes key partnerships with the business community and contractors, and very strong community support.

Werner said in providing innovative solutions for electronic warfare, strategic missions and expeditionary warfare, NSWC Crane has a promising future, because the demand is very strong. That translates into long-term positive contributions to the area economy.

"We're in a very good position, with a big vision," said Werner. "NSWC Crane is positioning this region for prosperity for decades to come."



Gentry Park Bloomington celebrated their grand opening with mayor John Hamilton, Chamber ambassadors and more. Guests enjoyed catered food and beverages as well as tours of Bloomington's newest senior living community. Courtesy photo.

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