

# biznet

A Greater Bloomington Chamber of Commerce Publication

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**“We took advantage of the opportunities as they presented themselves, and we like to think we do things the right way. We are honest, we are transparent and we operate with integrity and fairness.”**

**Mark Sovinski,  
G&S Homes**

Co-owners Mark Sovinski, left, and Jeff Gustaitis of G&S Homes. Courtesy photo.

## Spotlight: G&S Homes

By Kasey Husk

**W**hen future business partners Mark Sovinski and Jeff Gustaitis first arrived in Bloomington as teenagers in the 1970s, their goal was to complete their liberal arts degrees: Sovinski in philosophy, and Gustaitis in fine arts.

Instead, both fell in love with Bloomington itself — and with a very different field of employment.

For more than 30 years, Sovinski and Gustaitis have been at the helm of the custom home building company they launched together in the mid-1980s, Bloomington’s G&S Homes. Over the years, the company has built almost 400 homes — mostly within Bloomington and Monroe County — including both individual custom houses and large subdivisions. In that time, the company has endured its fair share of ups and downs, but has persevered in a very difficult field.

“We took advantage of the opportunities as they presented themselves, and we like to think we do things the right way,” Sovinski said of the company’s success. “We are honest, we are transparent and we operate with integrity and fairness.”

**SPOTLIGHT**

continued on page 14



**Coming in January:  
Business of Beauty**

### MARK YOUR CALENDAR

#### DECEMBER

- 12 Business After Hours, Richcraft Wood Products
- 12 Opioid Lunch-and-Learn Series, The Pourhouse Café
- 13 hYPE Holiday Party, Deer Park Manor

#### JANUARY

- 9 Opioid Lunch-and-Learn Series, The Pourhouse Café
- 18 Legislative Preview, Bloomington Country Club
- 21 hYPE, Buskirk Chumley Theater

### PREDICTIONS FOR:

**2019**



What’s ahead for local businesses?

See 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.*

## Save the Date: 2019 Legislative Preview

Friday, Jan. 18, 2019  
11:30 a.m.-1 p.m.

Bloomington Country Club

This annual event 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 session.

## Plan Commission Amends City's Transportation Plan

The Chamber submitted an amendment to the city's transportation plan calling for the removal of a recommendation to convert College and Walnut, and Third and Atwater, to two-way streets. The Plan Commission passed an amendment that removed the recommendation but instead calls for additional studies of the corridors. A poll

sent out by The Chamber had asked members, "Are you in favor of College and Walnut, and Third and Atwater being converted to two-way streets?" A tally of the 182 responses showed an overwhelmingly negative response:

- Yes, make them two-way: 12 (6.59%)
- No, keep them one-way: 161 (88.46%)
- No preference: 9 (4.95%)

The Chamber believes these one-way streets are critical for moving high volumes of traffic throughout our community. The Chamber supports improving one-ways streets for multimodal use but believes converting these to two-ways will increase congestion, make deliveries difficult for business owners, and ultimately hurt downtown businesses. The full text of the Chamber's amendment can be found on our website.

## Chamber Supports Parking Garage Bonds

The Chamber supports the issuance of bonds by the Redevelopment Commission to pay for the cost of acquiring, constructing and financing two parking garages. The proposal includes demolishing and replacing the Fourth Street garage and constructing a

new garage in the Trades District. The Fourth Street garage not only allows public parking for visitors to the downtown but offers permit parking for employers and their employees. A new parking structure in the Trades District is necessary in order to attract investment to the area.

The Chamber's support for the bonds comes with parameters. The Chamber expects an open and transparent process that allows for public bidding. The Chamber is also asking the city to gather all the other parking options available to the public while the Fourth Street garage is closed, and to start communicating those options.

## Chamber Opposes Downtown Overlay Amendments

The Chamber maintained its position from last December and opposed a proposal to extend the sunset clause on amendments to the Downtown Overlays. Last December, the Administration proposed interim changes including:

- Reduce the maximum permitted height in all overlays
- Reduce the maximum permitted density in all overlays except the Showers Technology Park Overlay
- Change modulation requirements

to better define the massing of long buildings

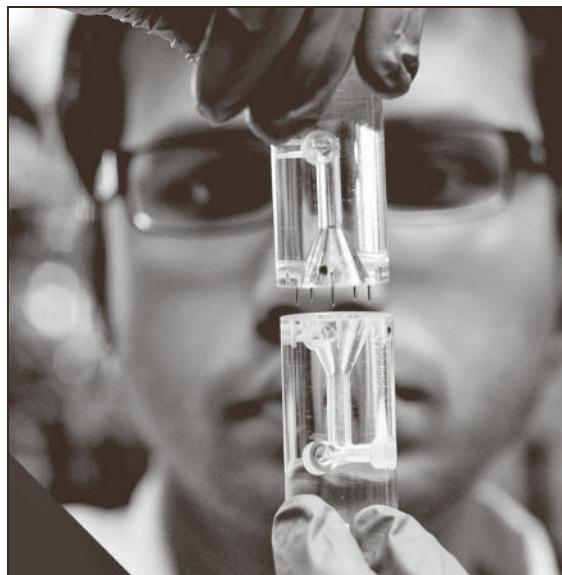
- Change review consideration for the Plan Commission to add language about housing issues for projects that don't meet overlay standards.

The changes were set to expire at the end of December. The Plan Commission recently passed an extension that will expire at the end of next December or when a new UDO is in place. The Chamber maintains that height and density are necessary to increase supply and address affordability. The Chamber wants to see housing of all shapes, sizes, and price points in the downtown. The amendments will now go to the City Council for a vote.

## Monroe County Election Results

The Monroe County Council and County Commissioners will both welcome new faces in January. Kate Wiltz will serve on the county council and represent District 2. Lee Jones, a current council member, will represent District 1 as a commissioner. All state legislature incumbents up for reelection won their seats. Congressman Trey

ADVOCACY UPDATE  
continued on page 13



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*Have  
questions  
about  
Chamber  
advocacy?*

Contact Anne Bono  
812-336-6381  
abono@Chamber  
Bloomington.org



Erin Predmore.  
Courtesy photo.

# Happy Holidays from the Chamber!

I hope this BizNet finds you well. We are gearing up for the end of the year and looking forward into 2019. This issue is all about what will come, and like A Christmas Carol's famous Scrooge, I think we will benefit from a quick visit from some ghosts before we start ...

**The Ghost of Bloomington Past** had a chance to visit this fall for the Fountain Square 30th Anniversary. An excellent example of foresight, collaboration, and innovation, Fountain Square and the downtown revitalization efforts begun decades ago are so critical to our identity, we almost take them for granted. The celebration was a wonderful reminder of their impact. Adding to the list of things past, we can now add I-69 (!) and our crazy summer of local road construction. It may take longer for us to take those projects for granted, though — or even to lessen the memories of frustration.

**The Ghost of Bloomington Present** has so much to remember, she had to make a list. Trades District, parking garages, College Mall renovations, Convention Center, Profile Park, Switchyard Park ... we have ribbon cuttings every week, with new businesses starting and others moving or celebrating milestones. Our schools are strong, our community is engaged in several important issues around workforce development, and our nonprofit community is working extremely hard to make sure that they serve the community as well. Bloomington Present is hoppin'!

**The Ghost of Bloomington Future** needs a bit of help anticipating the impact of all of the changes happening now. So many projects are in the works, and the future of our community continues to be debated, discussed, and deliberated upon daily by engaged citizens who want the best for the community they love. In fact, The Ghost of Bloomington Future needs so much help, she's called upon some of our Chamber members to lend a hand. You'll find their insightful comments in the pages that follow.

Assuming we are Scrooge in this metaphor (but obviously much kinder and nicer), how will our past and present shape the outcomes we experience in the future? Will we recognize our future lives? Will we regret the choices we make today? Will we wish we had been more generous? The importance of the **Ghost of Bloomington Future** cannot be stressed enough. We have critical choices to make about what we envision for our City. We need a future that engages our citizenry, allows for smart growth, and balances the elements of what makes Bloomington so great now with what will need to come to ensure our economy has room for everyone to work and thrive. We need our combined voices to shape our shared future, and in doing so, ensure that our Bloomington remains the one we love.

As Tiny Tim would say, "God bless us, every one."

All my best,

Erin 



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

## STAFF, PARTNERS & BOARD MEMBERS

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

### CHAMBER OF COMMERCE

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Alison Zook, *Events Coordinator*

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Kirk White, *Indiana University*  
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Andy Williams, *Rogers Group, Inc.*

### BIZNET

Greg Davenport, *editor*  
[biznet@heraldt.com](mailto:biznet@heraldt.com)

## 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](mailto:ckelly@ChamberBloomington.org).

To advertise in *BizNet*, please contact Chad Giddens at 812-331-4292 or [cgiddens@heraldt.com](mailto:cgiddens@heraldt.com). Be sure to ask about discount rate packages for Chamber members!

For subscription information or customer service, please contact Jim Inman at 812-336-6381 or [info@ChamberBloomington.org](mailto:info@ChamberBloomington.org).

Please send press releases to [info@ChamberBloomington.org](mailto:info@ChamberBloomington.org). Thank you for your interest in *BizNet!*



HT-413889-1

# And Now the Big hYPe!

By Christopher Emge,  
manager of talent and education

Recent hYPe events have brought out crowds ...

Focused on diversity and inclusion, the Oct. 26 "Bring Your Boss to Lunch" event welcomed over 60 young professionals and their supervisors to the Monroe County History Center located in Bloomington's downtown.

Rafi Khalid Hasan II, the Equity and Inclusion Coordinator for the Monroe County Community School Corporation, moderated an impressive panel of diverse views from their association with non-profits, academia, and corporate America. They included Brian Richardson, Jr., director of diversity, equity, and inclusion at SPEA, Indiana University; Efrat Feferman, executive director, United Way of Monroe County; and Ron Mobley, vice president diversity and inclusion, COOK Incorporated.

The discussion centered around what goes into an inclusive workplace. This is comprised of simple policies such as embracing the use of gender-neutral language. Ultimately, to achieve inclusion at the workplace it begins with the organization's top management. This requires them to recognize and affirm diversity, equity and inclusive practices in the workplace for others to follow their lead. From there the inclusive culture can

take hold. The take-home message to the audience was the need to engage in discussions of diversity and inclusion within our own community's discourse. One attendee noted, "I enjoyed how the program stayed true to the diversity theme with the panel and the moderator. I liked the hard questions asked by the moderator as well."

On Nov. 8 hYPers were able to get a behind-the-scenes look at IU's Memorial Stadium. The attendees were able to run on the field, explore the state-of-the-art locker rooms, and visit the newly-constructed south end zone. That new facility includes many amenities designed to enhance not

**hYPe**  
news

just the football program but IU athletes more broadly. There are stations for rehabilitation, sports medicine and general wellness, with centers for leadership skills and career counseling housed in the building.

hYPe will wrap up the year with a festive holiday party on Thursday, Dec. 13 at Deer Park Manor, located on east Hillside Drive. Appetizers and cocktails will be available, as well as some innovative networking games. Registration for the event is available at ChamberBloomington.org.

We hope you had a fantastic 2018, and we look forward to an even better 2019. Thank you to all the hYPe participants who have come out to make for truly memorable and fun events this past year. Have a fantastic, happy holiday season! **IB**



**Above:** Attendees of the October "Bring Your Boss Lunch" network prior to the event.

**Left:** Ron Mobley, Efrat Feferman and Brian Richardson, Jr. served on the October "Bring Your Boss Lunch" panel on diversity and inclusion. Courtesy photos.



## MEMBER RENEWALS

- AZTEC Engineering Group, Inc
- Baugh Fine Print & Mailing
- Blue Burro
- The Boys & Girls Clubs of Bloomington
- Bunger & Robertson

- Community Chrysler Dodge Jeep Ram
- Creekside Retreat
- F.A. Wilhelm Construction Co. Inc.
- French Lick Resort
- Hoosier Athletic Club
- Jamar Property Management LLC
- Mid-America Radio of Bloomington
- NEXTWAVE Management Group

- Nick's English Hut
- Pronounce Skincare & Herbal Boutique
- Rogers Group Investments, Inc.
- Royal on the Eastside
- Schrader and Associates
- Shine Insurance Agency
- The Stardance Band
- Tri Star Engineering
- Wagon Wheel Market, Inc. **IB**

## NEW MEMBERS

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Bloomington, IN 47404  
Contact: Brian Allman  
812-322-1927

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2718 E. Third St.  
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Contact: Katelyn Harroun  
812-339-8277

**Callie and Company Entertainment**  
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Contact: Terri Horne  
812-219-0141

**Inside Out Kitchen & Bath**  
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Bloomington, IN 47404  
Contact: David Carey  
812-803-8005

**Jeff Ferree Builder, Inc.**  
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Contact: Terri Ferree  
812-824-2552

**The Mill**  
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Bloomington, IN 47404  
Contact: Pat East  
317-965-2155

**Onpoint Event Design**  
Bloomington, IN 47404  
Contact: Risha Mitchell  
812-679-6106

**Rolling Meadows Golf Club**  
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Gospport, IN 47433  
Contact: Del Backs  
812-829-0717

**Senior Helpers**  
822 W. First St., Suite 3  
Bloomington, IN 47403  
Contact: Dee Truax  
812-803-2671

**stickersandmore.com**  
1648 E. 675 S.  
Washington, IN 47501  
Contact: Ed Gornall  
812-644-7744 **IB**



Congratulations to Burger King on their ribbon cutting. They celebrated their new east-side location with a grand opening providing food discounts, giveaways and more! Visit them at 2718 E. Third St.

## CHAMBER BRIEFS

### New Hires & Promotions

**IU Auditorium** welcomed Kevin Gifford as its new director of development on Oct. 1. In this role, Gifford will direct and oversee all development operations for IU Auditorium for multiple campaigns, including corporate and community partnerships, major gifts, and capital campaigns. His background in music education and donor-centric development for performing arts institutions adds to Gifford's lifelong passion for arts and culture. Learn more at [IUAuditorium.com](http://IUAuditorium.com)

**German American** is pleased to announce Alisha Taylor has now taken on the role of mortgage loan officer serving both Lawrence and Monroe Counties. An Indiana University grad and Bloomington native, she is eager to take on this new role and serve the community. Learn more about Alisha and the rest of the German American team by visiting [germanamerican.com/ataylor](http://germanamerican.com/ataylor)

### Awards and Designations

**ProBleu** is proud to announce our placement on The Channel Company | CRN's Next-Gen 250 List! Next-Gen 250 recognizes North American technology resellers that have a specialization in emerging technologies or a transformative business model that allows them to adapt and excel in the ever-changing IT channel community. CRN extensively researches and conducts analysis interviews to determine each year's Next-Gen 250 list.

### Opportunities & Events

**Home Instead Senior Care** is pleased to announce the 2018 Be a Santa to a Senior Program, making it possible for seniors to receive gifts this holiday season who might not otherwise receive any. Contact Michael Talhelm at 812-961-2222 for details on nominating a senior or helping with gifts.

What better way to celebrate Bloomington's Bicentennial and give back to the community than through a children's book about two cute characters who visit familiar places in our community! **Author Solutions** is proud and very excited to introduce *Btown: A day with Hoagy & Lemon Limestone*. All profits from the book will be donated to the Community Foundation of Bloomington and Monroe County. For more information contact [btown-book@authorsolutions.com](mailto:btown-book@authorsolutions.com).



**HOME OF THE WHOPPER®** — visit the new BURGER KING® restaurant in Bloomington for breakfast (served until 10:30 a.m.), lunch and dinner prepared your way! Open 6 a.m.-12 a.m. (or 1 a.m. Friday and Saturday) with free Wi-Fi, fresh ingredients and family-friendly dining.



Senior Helpers offers a helping hand when you need it the most. We provide in-home care to seniors in the community. Services provided include companion care and personal care including light housekeeping, medication and daily reminders, transportation, family caregiver relief (respite care), assistance with bathing and dressing and personal hygiene. We specialize in Alzheimer's and dementia care and Parkinson's care. Contact us today to meet with one of our consultants for your complimentary in-home care interview at 812-803-2671.

**Senior Helpers** will hold an open house and ribbon cutting on Tuesday, Dec. 18 from 4-6 p.m., with the ribbon cutting at 4:30 p.m. The community is invited to stop by 822 W. First St., Suite 3, and meet the team.

**Viva Mas** will have a celebration of their recent opening at 509 E. Hillside Drive. Everyone is invited to stop by on Wednesday, Dec. 13 from 4-6 p.m. and enjoy free chips and salsa and margarita specials. A ribbon cutting will take place at 4:15 p.m.



Social Cantina specialized in modern Mexican street fare including a traditionally-inspired taco menu, more than 125 bottles of tequila and mezcal, and freshly-squeezed lime margaritas. Plus our warm, friendly service — all in an a hip, upbeat, social atmosphere. Visit us at 125 N. College Ave.



We help you make your event memorable. Our artists know how to provide great service to large and small groups with face painting, balloon twisting, glitter tattoos, and wonderful balloon decorations. From a single helium balloon to balloon bouquets, walls, arches and columns and everything in between, we bring the fun to your event! Call 812-219-0141 to book your event.



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## CHAMBER BRIEFS

continued on page 13

# The Franklin Initiative Update

## MCCSC Students Blinded by Science

By Christopher Emge,  
manager of talent  
& education

Monroe County high school students recently milled about the Indiana Center of Life Sciences as employers and educators from across south-central Indiana answered their questions on everything from automotive systems to biotechnology.

On November 13, The Franklin Initiative hosted 200+ MCCSC students for the annual STEM and Life Sciences Career Fair. These students were able to meet with 20 different

companies, universities, and organizations to discuss the diverse career and education opportunities in fields related to STEM and the life sciences in south-central Indiana. For three hours, organizations ranging from Singota Solutions and Cook Group to Franklin College and multiple schools of Indiana University answered students' questions on topics ranging from the inner workings of lungs and ultrasound to advanced robotics and CNC machining.

Many organizations had hands-on demonstrations

for students, with the Army Corps of Engineers bringing a water table to show students flood management and the Civil Air Patrol bringing a drone for students to try. Ivy Tech even demonstrated the potential of 3D printers for students!

One student said, "I really enjoyed talking with companies like Weddle Bros. and Milestone. It's cool to see that girls like me can get into construction!" Another student enjoyed the tours of Ivy Tech's biotech labs at the Center, saying that "I didn't really think about Ivy Tech as an option until today, but now it's definitely one of my top choices."

All of the company representatives came away impressed with the attending students. One stated they were excited to see how enthusiastic the students were, calling it

### FRANKLIN INITIATIVE

continued on page 13



Students from area schools visited with several companies, organizations and universities at the November 13 STEM and Life Sciences Career Fair. Courtesy photos.

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<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold;">HIGH TRAFFIC RETAIL ON N. COLLEGE</div> <p><b>1713 N COLLEGE AVE. • \$10/SQFT/NNN</b></p> <ul style="list-style-type: none"> <li>• 1,924 SF RETAIL/OFFICE/RESTAURANT</li> <li>• GREASE INTERCEPTOR/3 PHASE ELECTRIC</li> <li>• SURROUNDED BY STUDENT HOUSING • BLOOMINGTON TRANSIT STOP</li> <li>• CALL JIM REGESTER @ 812-323-1231</li> </ul>	<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold;">PROFESSIONAL OFFICE ON I-69!</div> <p><b>1801 LIBERTY DRIVE</b></p> <ul style="list-style-type: none"> <li>• 10,000 – 38,000 SF OFFICE SPACE</li> <li>• 400 PARKING SPACES</li> <li>• \$10.00 PSF NNN</li> <li>• CALL JIM REGESTER @ 812-323-1231</li> </ul>
<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold;">RETAIL/CAMPUS RELATED BUSINESS</div> <p><b>1000 N WALNUT STREET STE. G</b></p> <ul style="list-style-type: none"> <li>• 960 SF SPACE AVAILABLE FOR LEASE</li> <li>• RETAIL FOR DOWNTOWN/CAMPUS RELATED BUSINESS</li> <li>• \$1,400/MONTH GROSS</li> <li>• CALL JIM REGESTER @ 812-323-1231</li> </ul>	<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold;">6,000 SF RETAIL, SHOWROOM OR OFFICE SPACE</div> <p><b>135 N GATES DRIVE • \$14 PSF NNN</b></p> <ul style="list-style-type: none"> <li>• LANDLORD MAY SUBDIVIDE OR FINISH TO SUIT</li> <li>• NEXT DOOR TO THE BRAND NEW LAQUINTA INN &amp; SUITES</li> <li>• EASY ACCESS I-69 AND DOWNTOWN BLOOMINGTON</li> <li>• CALL JIM REGESTER @ 812-323-1231</li> </ul>
<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold;">4,000 SF/1AC ON WALNUT</div> <p><b>3905 SOUTH WALNUT • \$375,000</b></p> <ul style="list-style-type: none"> <li>• 4,000 SF WITH 160' FRONTAGE</li> <li>• RETAIL/OFFICE OR WAREHOUSE ON 1 ACRE</li> <li>• NEEDS REHABBED INSIDE AND OUT</li> <li>• CALL JIM REGESTER @ 812-323-1231</li> </ul>	<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold;">EXECUTIVE AIRPORT HANGER</div> <p><b>6520 W AIRPORT ROAD • \$675,000</b></p> <ul style="list-style-type: none"> <li>• 9,000 SF HANGER 100'X90'</li> <li>• 6,000 SF W/Lounge, OFFICES, CONF. RMS.</li> <li>• PRIVATE ACCESS WITH SECURE GATE</li> <li>• ROOM FOR ADDITIONAL BUILDING</li> <li>• CALL JIM REGESTER @ 812-323-1231</li> </ul>

**Jim Regester**  
 Jim.Regester.com  
 328 S. Walnut St. Suite 6  
 Bloomington, IN 47401

812-323-1231  
[jimregester@remax.net](mailto:jimregester@remax.net)

HT-410055-1

## Nomination Forms Available for 18th Annual Educators of the Year Awards

The Chamber's Franklin Initiative is seeking nominations for the 18th 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 on The Chamber's website — ChamberBloomington.org — or by calling The Chamber at 812-336-6381. Any member of the community, including school staff, parents and students, may make nominations. **The deadline for nominations is Wednesday, Jan. 9, 2019 at 5 p.m.**

In addition to Outstanding Educator, 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 18th Annual Educators of the Year Awards Dinner scheduled for Tuesday, March 5. Please call Christopher Emge at 812-336-6381 or email [cemge@chamberbloomington.org](mailto:cemge@chamberbloomington.org) for additional details and registration information.



# Predictions for 2019

## What's ahead for local businesses?

Each December, BizNet asks members of the local business community to look back on the current year and look ahead to the coming year. Here's what they foresee for 2019.

**Adam D. Gross, Program Manager,  
Workforce Alignment, Ivy Tech Community College**

### Q. What were some of your business highlights in 2018?

**A.** It has been an exciting year on campus. We have awarded 53 credentials to students participating in the Achieve Your Degree (AYD) program from 16 different business partners. With AYD, we work with companies who want their employees to have upgraded skills, certifications or degrees. We saw the addition of new programs based on local requests, such as Optometric Technology and Therapeutic Massage, and our transfer opportunities have grown with the addition of multiple "Transfer as a Junior" degrees such as Psychology and Chemistry. Finally, to help defer the costs of taking classes, it is exciting to see over 37 students take advantage of the governor's NextLevel Jobs initiative to pay for their classes at no cost to them.



Adam D. Gross.  
Courtesy photo.

### Q. What do you see on the horizon for 2019, and what plans or aspirations could you share for the new year?

**A.** We are excited to see our degree opportunities grow as we add Medical Assisting in January 2019. Additionally, we are exploring new ways for students to earn industry-recognized credentials by adding a CompTIA Academy through the TechHire grant initiative. We continue to partner with the local school corporations as we grow our degree and credit pathways that students can earn while still in high school as part of our Early College program. It also looks to be an exciting year at the Waldron Arts Center with over 50 performances scheduled in the first 6 months of 2019 including a student production of Jekyll and Hyde in April.

### Q. What do you wish people knew about your business?

**A.** Some may not realize that in addition to our full academic degrees, we have the ability to customize our classes to add skills to a business by offering short trainings on site. From Microsoft Office certifications to supervisor skills training, we have a variety of programs that we can customize for businesses to help them and their employees grow. Additionally, our career development office can help employers establish partnerships with students who will earn on-the-job experience through desired internships. Lastly, if you are ready to start or grow a small business, our Cook Center for Entrepreneurship is the place to find a mentor to help you through all stages of development and growth.



May your connections with friends and family this holiday season be the best ever!

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**PREDICTIONS FOR 2019**  
continued on page 8

**E. Paige Freitag & Erin M. Martoglio, Attorneys  
Freitag & Martoglio, LLC**

**Q. What were some of your business highlights in 2018?**

**A.** In March of 2018, we at Freitag & Martoglio, LLC celebrated our first anniversary as a local law firm providing estate planning, elder law, and business services to a wide variety of clients. During 2018, we implemented a “paper-less” office policy, vastly reducing our use of paper in our client files.

**Q. What do you see on the horizon for 2019, and what plans or aspirations could you share for the new year?**

**A.** We believe that the legal profession, as a whole, must continue to embrace new technologies to adapt to the changing expectations of our clients. In 2019, we will continue to add more ways to eliminate “paper” from our office, including expanding client-friendly technology to increase options for our clients to communicate with us and to send relevant information securely and efficiently. Clients will have the option of completing forms or providing data that we need to draft documents via our website or a client portal. Maintaining good communication with clients is critical and we hope our plans for new technology will make it easier for clients to provide information when it’s most convenient for them. These efficiencies will also streamline our drafting process, which ultimately saves costs and time. Finally, we look forward to continuing to support local charities and organizations, as we have done since we opened in 2017. We focus our support on groups that seek to preserve our natural environment, promote the humane treatment of animals, improve the lives of girls and women, and promote health and fitness.

**Q. What do you wish people knew about your business?**

**A.** We take pride in having created an inviting office environment in the historic Johnson Creamery Building. We understand that meeting with attorneys can be stressful and overwhelming, so we strive to make each client’s experience comfortable and welcoming when visiting us. We encourage clients and others to stop by. You may be greeted by Erin or Paige’s dogs who visit some afternoons. They are excellent ambassadors.



E. Paige Freitag.  
Courtesy photo.



Erin M. Martoglio.  
Courtesy photo.

**Mark Franklin  
German American Bank**

**Q. What are some of your Business Highlights of 2018?**

**A.** As with many businesses in Monroe County, both large and small, German American Bank chose to reinvest a portion of federal tax savings provided by the passage of the Tax Cut and Jobs Act of 2018 into our workforce and community. This commitment provided an immediate impact to the local economy and provided additional opportunities for educational pursuits, professional development for employees, and financial support for the communities we serve.



Mark Franklin. Courtesy photo.

**Q. What do you see on the Horizon for 2019, what plans and aspirations could you share for the New Year?**

**A.** From an economic standpoint, we continue to look for a healthy local and regional economy to provide growth through robust consumer spending, strong business investment, and higher wages in 2019. The historically low national unemployment rate of 3.7 percent (in the third quarter of 2018) will continue to provide challenges for employers to find available talent. The New Year looks to bring in another year of growth for southwest central Indiana. The Indiana Uplands Region is able to look forward to building a better sense of place through engaged “regionalism” efforts through collaborative organizations such as Radius and the Regional Opportunities Initiative (ROI). These nonprofits work to better leverage our strengths and assets in ways that could maintain and improve the quality of life for those who work, live, play and invest in southwest central Indiana. A strong economy and our “Hoosier benevolence” will provide another year of regional community reinvestment.

**Q. What do you wish people knew about your business?**

**A.** Did you know that German American Bank operates the largest bank-owned insurance agency in the state of Indiana? We are a full-service insurance agency that includes renters insurance, homeowners, auto, life, employee benefits, and commercial lines.



**Alice Reynolds**  
Senior Sales Manager, Century 21 Scheetz

**Q. What are some of your Business Highlights of 2018?**

**A.** This year was one of growth and change for Century 21 Scheetz. We cut the ribbon on our new office in Bloomington, and we are continually growing our office and adding support staff and agents. We opened our office with four experienced agents and have now grown to 18 agents to serve the community with their real estate needs. Century 21 Scheetz is the largest franchised real estate brokerage in Indiana, backed by the power of Realogy and more than 350 Realtors.



Alice Reynolds. Courtesy photo.

**Q. What do you see on the Horizon for 2019, what plans and aspirations could you share for the New Year?**

**A.** Our story is just beginning in Bloomington. Interest rates are expected to rise slightly in 2019. But with continued strength expected in our local market, we want Century 21 Scheetz to become the go-to agency for all the area's real estate needs in the new year. As a company, we are committed every day to growing our agents' market share and selling homes. We are continually refining the Scheetz's business platform to defy mediocrity and deliver extraordinary experiences. We've achieved great success, but we won't rest on this as we are committed to bigger futures and a better real estate experience for our clients.

**Q. What do you wish people knew about your business?**

**A.** Century 21 Scheetz was founded in 1976. Our culture has been one of giving back to the communities in which we live. Our agents support the Century 21 Scheetz Foundation by donating a portion of their commission. In this way we can partner with nonprofits. This year in Bloomington we have enjoyed working with Habitat for Humanity Women's Build and the Hoosiers Outrun Cancer 19th Annual Marathon. What sets us apart is not what we do, but how we do it!

**Jeremy Shere**  
The Btown Lowdown

**Q. What were some of your business highlights in 2018?**

**A.** By far the biggest highlight for The Btown Lowdown podcast in 2018 was launching in mid-August! The second biggest highlight was landing our first sponsor only three months after launching. Overall, the experience of creating and launching a podcast that connects with and adds value to the community has been one big, ongoing highlight. Bloomington has so much to offer, and it's great to be able to help keep people informed about all the events happening every week and featuring interviews with locals doing amazing things. It's also been super fun meeting listeners in person at the Farmers Market every Saturday.



Jeremy Shere. Courtesy photo.

**Q. What do you see on the horizon for 2019, and what plans or aspirations could you share for the new year?**

**A.** Our main goals for 2019 are to keep growing our audience and adding news sponsors. And, of course, we're always trying to improve the quality and depth of the podcast. To that end, in 2019 we hope to involve more local contributors, including IU students and Bloomington residents. The more local voices we can feature, the better the podcast will be.

**Q. What do you wish people knew about your business?**

**A.** I want people to know that The Btown Lowdown is all about Bloomington — what's going on in town every week, the people making all the amazing events happen, and the regular folks who make Bloomington the great place it is. Our podcast is a great way to not only get the lowdown on what's happening every week but also to really get to know Bloomington in an authentic and intimate way. And local businesses should know that The Btown Lowdown provides an opportunity to speak to customers in a way that's intimate, authentic, and unique.



**C**ongratulations to Tammy May with SERVPRO of Monroe, Lawrence, Owen, Greene and Martin Counties, who was named Ambassador of the Quarter. Tammy deserves this recognition for her excellent volunteer work with our Ambassador committee. We are excited to celebrate her and we appreciate her work to support Chamber members!

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## Chamber to host Lunch-and-Learn Series on Opioids

The Greater Bloomington Chamber of Commerce is hosting a four-month series on opioid solutions for businesses. The lunch-and-learn series will be held on the second Wednesday of each month at The Pourhouse Café on Kirkwood Avenue, from 12-1:00 p.m. The series is sponsored by Bloomington Health Foundation.

The first event, held on Nov. 14, focused on Naloxone training. The Indiana Recovery Alliance made the presentation, offering hands-on interaction with attendees to learn about what to do in case of an overdose.

The second event will be held on Wednesday, Dec. 12. The topic will be Supportive Employment, with discussion for businesses and organizations on a variety of topics.

Jan. 9 will focus on Positive Screens and Employees, offering employers options when a colleague is struggling with addiction. On Feb. 13, the final lunch-and-learn will identify Treatment Options.

The series is open to anyone and registration is required. The cost to attend is \$10 and includes lunch. Visit [ChamberBloomington.org](http://ChamberBloomington.org) to register. 



Chris Abert with the Indiana Recover Alliance educates attendees on Naloxone administration at the Nov. 14 lunch. Courtesy photo.

## PREDICTIONS FOR 2019

Continued from page 9

### Laura Chaiken Bloomington Salt Cave

#### Q. What are some of your Business Highlights of 2018?

A. We enjoyed celebrating our first year in business with a ribbon cutting event sponsored by The Greater Bloomington Chamber of Commerce. We felt like the Bloomington Salt Cave was acknowledged and supported by other businesses in our great community. We joined Downtown Bloomington Inc as a Brick and Mortar business. We joined a BNI networking group. We launched several events, such as restorative yoga; guided meditations; and foot reflexology that partners with a halotherapy session, bringing multiple health and wellness modalities to our customers. We joined the Salt Therapy Association to keep our knowledge and understanding of Halotherapy up to date and help our customers achieve the most benefits from the 45-minute dry salt therapy treatment.



Owners and husband and wife Chris Martin and Laura Chaiken pose for a portrait in the lobby at the Bloomington Salt Cave. Photo by Alex McIntyre.

#### Q. What do you see on the Horizon for 2019, what plans and aspirations could you share for the New Year?

A. We will join the World Halotherapy Association, a physician-backed, independent association to ensure a global standard of excellence in the halotherapy industry. We will go through the process in order to be a certified halotherapy facility. We look forward to collaborating with health and wellness practitioners to bring interesting events and programs throughout the year.

#### Q. What do you wish people knew about your business?

A. Halotherapy is safe and effective for people of all ages. Sessions are 45 minutes long. All you do it take your shoes off and relax while breathing the salt-infused air. Benefits include relief from asthma, colds and sinus infections. Also the negative ion-rich environment can help reduce stress and fatigue. You can book a session for yourself or rent the whole cave for a group of friends, family or co-workers. We like to call rent-the-whole-cave bookings "Salt Cave Celebrations" such as for birthdays and even wedding parties. We love when families come together; it's great bonding time while you're getting your respiratory system clean! Children love to play in the 3 inches of salt pebbles on the floor. Safe for pregnant women too. All in all, it's a unique and healthful experience, in a beautiful and tranquil environment.



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**Kit Klingelhofer, president  
Monroe County Sports Hall of Fame**

**Q. What were some of your business highlights in 2018?**

**A.** Two things come to mind. At our banquet/ induction ceremony in July, we had a record 352 people in attendance to honor our ten 2018 inductees. Then in September we hosted our first Monroe County Sports Hall of Fame golf outing with 60 players — and each of the 10 teams had a current member of the Hall of Fame as a celebrity golfer.

**Q. What do you see on the horizon for 2019, and what plans or aspirations could you share for the new year?**

**A.** Even though our organization was formed in 2011 and we had our initial induction class in 2012, we find there are many in our community who are unaware of what we do. So a major focus for 2019 will be to get the word out about the display of plaques and memorabilia of our inductees at Fountain Square. We also seek to connect more people to our website (monroecountyshof.org). Next year, as we do every year, we will strive to induct the most deserving candidates for our Hall and to invest in a continued tradition of athletic excellence through scholarships recognizing the outstanding male and female scholar-athletes at North, South and Edgewood High Schools.

**Q. What do you wish people knew about your business?**

**A.** We currently have 77 inductees in our Hall. People would be amazed at the number of exceptional athletes, coaches, contributors and humanitarians who grace our Hall. Among those 77 inductees are 12 former Olympic athletes and coaches. And our inductees include those who competed in virtually every sport — including rowing, figure skating and auto racing. It's a very diverse and exceptional group —one that transcends the rich athletic history of Monroe County.



Kit Klingelhofer. Photo by Chris Howell.

**Ryan Rud-Cloud  
White Rabbit Print & Design**

**Q. What are some of your Business Highlights of 2018?**

**A.** White Rabbit had a very productive year. We upgraded equipment, started work on developing our finishing capabilities, and rebranded to White Rabbit Print & Design. Additionally, we had the opportunity to share our passion for print with more individuals, artists, organizations and businesses. We are thrilled to be able to provide them with even better color quality and more custom products.

**Q. What do you see on the Horizon for 2019, what plans and aspirations could you share for the New Year?**

**A.** We think of at least six impossible things to design and print before breakfast, so 2019 will be an interesting year. We definitely know that white ink is on our horizon. Yes, you read that right. We will be able to print with white ink on dark paper; plus, we will also be able to apply clear coating. The best part, though, is we are setting our goal towards offering a variety of colored foils to enhance business cards, postcards, letterheads, and more.

**Q. What do you wish people knew about your business?**

**A.** White Rabbit has been around since 1971, and we have done a lot over the last 45 years. However, over the course of the last several years we have kept our focus on our printing and design services. We still offer copy and fax services, including scan to email. We can take family photos and turn them into postcards, notecards, or even an artwrap. Whatever your imaging needs ... just ask, we can custom-tailor a great solution!



Ryan Rud-Cloud. Courtesy photo.



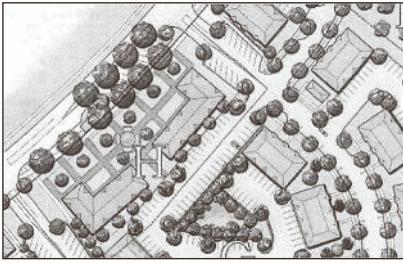
Congratulations to Bloomington Health Foundation on their ribbon cutting. They celebrated their new office location with a light spread of snacks and refreshments. Visit them at 320 W. Eighth St., Suite 116, or call 812-558-3409.



Congratulations to The Federal Savings Bank on their ribbon cutting. They celebrated their new location with an open house and provided lunch for all the attendees. Visit them at 340 S. Walnut St., Suite 1, or call 812-803-2846.



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**Josh Dodds, HFA Administrator  
Evergreen Village**

**Q. What are some of your Business Highlights of 2018?**

**A.** The highlight of 2018 came with our Grand Opening and taking our first residents on June 1, 2018. Evergreen Village completed construction in May and opened its doors to serve seniors 62 and above who need affordable assisted living services. We are excited to offer a service and price point that was not available in the community prior to this year and Evergreen Village.



Josh Dodds. Photo by Chris Howell.

**Q. What do you see on the Horizon for 2019, what plans and aspirations could you share for the New Year?**

**A.** 2019 looks to bring so many great gifts including — we hope — a full community. We look to close 2018 over 70 percent full and complete the fill-up in 2019. This will mean that over 115 seniors in our community would now be receiving care, at an affordable rate, with hopes of keeping their safety and independence for as long as possible. We have aspirations of continuing to grow our presence in the community, offering our services, expertise, and space for use by seniors in the area.

**Q. What do you wish people knew about your business?**

**A.** Our model for providing affordable care to seniors is economically friendly for all individuals. The cost for the resident is affordable, the cost from Medicaid and our federal tax dollars lasts longer with our model, and most importantly we want people to know that at Evergreen Village, income and financial situation will never get in the way of us providing great care to seniors!

**Molly Otto, General manager/partner  
Scholar's Keep**

**Q. What were some of your business highlights in 2018?**

**A.** Our biggest Highlight of 2018 was opening Scholar's Keep in May. Being the second oldest house in Bloomington, built in 1842, it was no small feat to renovate the entire house — which has its own amazing stories: the wine cellar was part of the Underground Railroad and the upstairs a brothel at one point in time!

After a quick eight-week renovation we opened the doors with a completely new look and vibe — and the best food in town! Chef Matt loves seasonal changes and evolving dishes; he updates the menu at least four times a year and puts his heart into the daily features he creates.



Matt Plaisier, executive chef/partner and Molly Otto, general manager/partner. Courtesy photo.

**Q. What do you see on the horizon for 2019, and what plans or aspirations could you share for the new year?**

**A.** In 2019 we look forward to continuing to offer amazing food, service and drinks to the Bloomington community as well as continue to be involved in community outside the physical space of our restaurant, through our staff and ourselves volunteering our time and efforts to those in the community who need it. We are most excited about being an even bigger part of the community in the new year, partnering with local charities on events and fundraisers.

**Q. What do you wish people knew about your business?**

**A.** We wish people knew we are a small locally owned business run by a husband and wife team with dedication to our staff and guests, ALSO that we are open 7 nights a week!

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2

**What's Coming Up at The Chamber?**

**W**ith the holiday season approaching, we know our Chamber members and the entire community will see their calendars quickly fill up with lots of activities. There are several things coming up early in 2019 we want to get on your calendar:

- The Greater Bloomington Chamber of Commerce will be closed the week of Dec. 24.
- Wednesday, Jan. 9 — the third lunch-and-learn event on opioid solutions will be held at The Pourhouse Café. The topic will be Positive Screens and Employees.

- The January Business After Hours will be held at One World at Woolery Mill. As of press time, the date had not been confirmed.
- Friday, Jan. 18 — The Chamber will host its Legislative Preview at the Bloomington Country Club. The lunch event will offer attendees an opportunity to hear from state senators and representatives on a variety of topics.
- hYpE — helping Young Professionals excel — will gather on Monday, Jan. 21 at the Buskirk Chumley Theater for the Martin Luther King, Jr. Birthday Celebration at 6 p.m.

- Monday, Feb. 4 — The Chamber will host its first Retail Summit at the Monroe Convention Center. The full-day event will offer attendees a wide variety of breakout sessions focused on brick-and-mortar business and online retail.
- Tuesday, March 5 — The Chamber's Franklin Initiative will host the Educator of the Year Awards dinner at the Monroe Convention Center.

For additional details about these events — plus our always-updating calendar of ribbon cuttings and other member milestone celebrations — please visit [ChamberBloomington.org](http://ChamberBloomington.org).

## CHAMBER BRIEFS

Continued from page 5

**SociallyUp** will host a ribbon cutting and open house on Wednesday, Dec. 19. The community is invited to stop by 116 E. Third Street, Suite 100 from 4:30 to 7:00 pm. The ribbon cutting will take place at 5:00 pm.

**Fountain Square Bloomington**, located on the south side of the downtown square, is hosting a variety of holiday events throughout December. Children can visit with Santa Claus and have photos taken until December 24. For details visit [www.facebook.com/FountainSquareBloomington/](http://www.facebook.com/FountainSquareBloomington/).

**College Mall** is hosting Santa Claus through Monday, December 24. Families and children can visit and have their photos taken with Santa! For details visit <https://www.simon.com/mall/college-mall>.

### Other

The **City of Bloomington** is introducing a new way to gather resident input about important local issues via an online public engagement tool by Polco. Beginning Thursday, Nov. 15, Bloomington residents are encouraged to go to [polco.us](http://polco.us) or download the Polco app, register as a user and complete the first of many locally relevant polls this site will offer over the next year. The topic for the first set of six questions is rentable electric scooter usage in Bloomington. New questions will be released approximately every two weeks and will remain up for two months. Participants can receive notifications when new survey topics are released.



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### ADVOCACY UPDATE

Continued from page 2

Hollingsworth will continue representing District 9 in the U.S. House of Representatives and the U.S. Senate will welcome Mike Braun, replacing Senator Joe Donnelly. A complete list of Monroe County Election Results can be found on the Chamber's website.

### Module 2 of the UDO Update Released

The city released module 2 of the Unified Development Ordinance in September. The UDO contains all of the land use and development regulations that apply to construction in the city. Module 2 focuses on dimensional and development standards including height, density and incentives.

A draft can be found on the city's website. The Chamber will be submitting comments on the draft. If you have any questions or comments, please reach out to the Chamber.

### I-69 Section 5 Update

Last month, Section 5 of I-69 increased to interstate speeds. The speed limit is 55 miles per hour in Bloomington proper between Rockport Road and Kinser Pike. The speed limit increases to 70 miles per hour between Kinser Pike and Indian Creek. The freeway ends just north of the Liberty Church interchange. There will continue to be intermittent lane restrictions through November for short distances while final work is being done.



### FRANKLIN INITIATIVE

Continued from page 6

"refreshing to answer their amazing questions."

While this was not a hiring fair, all of the students walked away with a better idea of where they wanted to go with their future and a deeper knowledge of the opportunities available to them in south-central Indiana.

The Franklin Initiative would like to thank our wonderful sponsors for making the Fair possible: Cook Group, Ivy Tech Community College, The Community Foundation of Bloomington and Monroe County, Regional Opportunity Initiatives, Hoosier Energy, Duke Energy, and JPMorgan Chase. We also thank Kroger and Jack's Donuts for the wonderful breakfast and lunch they generously donated, which was met with rave reviews from all!



The Chamber's  
Franklin  
Initiative



Congratulations to The Code and Key Escape Rooms on their ribbon cutting. They celebrated their one-year anniversary in Fountain Square. Contact them to book your team-building experience, family fun day out, or a friends' get together at 812-214-1497.

## SPOTLIGHT

Continued from page 1

Sovinski and Gustaitis first met in Bloomington while they attended Indiana University. The friends took carpentry jobs offered by acquaintances in the construction industry after finding out that “the job market for those two degrees wasn’t real great” and because they both knew they wanted to stay in Bloomington, Sovinski said.

“It was fun, interesting work and we found that we could learn very quickly,” remembers Sovinski.

By the mid-1980s, Sovinski and Gustaitis had so much business that they were ready to launch G&S Homes, a company built on the motto “people come first.” Since then, G&S has garnered many honors, including being chosen as Builder of the Year by the Monroe County Building Association (now known as the Building Association of South Central Indiana) three times.

“Our original background in carpentry and building gave us a huge benefit that a lot of builders today don’t have,” Sovinski said. “Having the technical background of understanding construction gives us an advantage.”

While the bulk of the company’s early projects were developing housing communities — a 103-home subdivision Willow Creek was one such project — for roughly the last decade G&S has focused on building custom homes for individuals, usually those who have already secured a plot of land. That generally means



G&S Homes. Courtesy photo.

working with the client on the design of a home, then bringing it to life.

“What I really enjoy is meeting new people who are able to do what they want to do and working on the design,” Sovinski said of helping clients make their vision a reality.

That’s not to say the company has completely left development behind; within the last few years, the company also partnered with Matt Press from Neighborhood Solutions to build the homes in the South Dunn Street Project and the B-Line Station Project.

**“Our original background in carpentry and building gave us a huge benefit that a lot of builders today don’t have. Having the technical background of understanding construction gives us an advantage.”**

—Mark Sovinski,  
G&S Homes

## SPOTLIGHT

continued on page 15

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Congratulations to Millican Realty on their ribbon cutting. They celebrated their new office location by providing refreshments and lunch to all the attendees. Visit them at 340 S. Walnut St., Suite 2, or call 812-333-0550.

## SPOTLIGHT

Continued from page 14

The construction business is a difficult one, Sovinski said, estimating that the failure rate of construction companies is akin to that of restaurants. Over the years, G&S has had its share of ups and downs, with its height coming in years when it built as many as 25 homes per year.

“It’s never not been challenging,” he said. “Our business is not for the weak of heart. It is competitive, it is uncertain and there’s one thing that you really need to have: perseverance. There will be really good times, and really bad times. The economy goes up and goes down, the market changes.”

Right now, the biggest challenge of building within Bloomington city limits is a combination of restrictions on new developments and the scarcity of new lots in town. On the B-Line Station project, 12 lots were available and every single one was pre-sold, with a waiting list of 20 to 30 others eager to buy. “Everyone wants a new house where you can walk to campus or downtown,” he said.

Although the company has historically worked almost entirely within Monroe County, these days Sovinski is getting more and more requests to build homes in neighboring counties as well, particularly along the I-69 corridor. That’s a reflection, he said, of people seeking more available land and cheaper prices.

Still, challenges or not, Sovinski said that even after 40 years in construction — and more than 30 at the helm of his own business — the process of helping clients create their dream home remains as gratifying to him as ever.

“It can be a very rewarding business,” he said. “Because it is a small town, I run into people who we’ve built for almost daily. And I count them as my friends.”

Sovinski, who jokingly refers to himself and his business partner as “part of the large refugee contingent from northern Indiana” who settled in Bloomington, said giving back to their adopted community is very important to G&S. Both Sovinski and Gustaitis have served on the boards of directors for various local organizations, including WonderLab and G&S is an annual supporter of the Boys and Girls Club. For about a decade the company has also been a participating builder for Habitat for Humanity of Monroe County’s Builder’s Blitz, helping construct five homes in just five days.

Sovinski said he “believes strongly in the mission” of Habitat, because it is “rewarding to see people who deserve (a home) but otherwise could not afford it” obtain one. “It changes their lives for the better.”

Sovinski and Gustaitis are both nearing retirement age, and once they decide to hang up their hammers the

**“It can be a very rewarding business. Because it is a small town, I run into people who we’ve built for almost daily. And I count them as my friends.”**

—Mark Sovinski,  
G&S Homes



company will be shuttered. However, Sovinski said he doesn’t believe that will happen in the near future because “we can easily handle what we are doing right now ... and are looking forward to doing that for several more years.”

“We are committed to the town and the community, and committed to providing superior service to our clients,” he said.



G&S Homes. Courtesy photos.

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\*\*\*APY or Annual Percentage Yield is available as of 12/4/18. Rates are subject to change at any time. Minimum balance for 25-Month Certificate is \$10,000.00. Dividends on all certificates are compounded daily and paid monthly. A penalty for early withdrawal will be imposed. Fees and/or penalties may reduce earnings. Terms and conditions subject to change without notice.

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