

biznet

A Greater Bloomington Chamber of Commerce Publication

BEGIN
Your Business with Us.

Offering some of the best office and retail spaces that will help your business thrive. Let's discuss your plans today.

cfcproperties.com
812.332.0053



HT-6279346

In this issue:

Advocacy Update.....	2
Chamber Voices.....	3
hYPe News.....	4
Chamber Briefs.....	5
Franklin Initiative News.....	6
Family Matters.....	7
Icons of Local Business.....	8
Holt Promoted.....	11
2016 Indiana Legislative Priorities and Local Public Policy Agenda.....	12



Brian Drummy and Sam Ardery discuss a case at Bunger & Robertson. Photo by David Snodgrass.

Spotlight:

Bunger & Robertson law office

By Kasey Husk

Not every business would advise would-be customers that they don't need the company's services.



Photo by David Snodgrass.

But at Bloomington's Bunger & Robertson law office, its partners consider that kind of honesty a vital part of their services.

"We really focus on trying to solve people's problems without just trying to generate billable hours for the lawyers," partner Brian Drummy said. "A lot of the advice we give is—maybe they don't need a lawyer, maybe they don't need a lawsuit."

He added that the company wants to help people deal with their problems "in the most efficient way possible."

That customers-first attitude has served Bunger & Robertson well over the last 66 years, during which time the firm—with 10 partners, two associates and one of-counsel lawyer—has grown to become one of the largest law firms in

SPOTLIGHT continued on page 14

Coming in February: Mental Health Inventory

BizNet checks in with the area's mental health care providers and facilities for those with learning challenges.

REGISTER NOW FOR THESE UPCOMING EVENTS

Hosted by the Greater Bloomington Chamber of Commerce

JANUARY

- 13 hYPe Event: Dodgeball Night
- 14 January Business After Hours at Touchstone Yoga and Massage

Please call the Chamber (812-336-6381) or see the Chamber's website (www.ChamberBloomington.org) for more information.

**In Search of Our Roots:
Iconic and Family Businesses**



Begins 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.

Elect Connect

In December, The Chamber hosted its first ever City Elect Connect at the Grant Street Inn. This event brought together our members and city elected officials, and provided the opportunity to discuss issues and meet the new faces.

I-69 Summit

The November 2015 I-69 Summit was a huge success. The Summit kicked-off with an evening reception at Hoosier Energy which featured a drone flyover video of

Section 4. The next day, more than 250 attendees came together at the Blooming Convention Center and heard from speakers including Douglas George, the consul general of Canada, Tom Easterday, executive vice president of Subaru of Indiana Automotive, and others. Jeff Davis, our lunch speaker, is from the Eno Center on Transportation and discussed current highway funding and federal legislation and regulatory developments. The Summit also consisted of breakout sessions on interchange development, regional marketing strategies, future of infrastructure funding, and creating a regional competitive identity. INDOT Commissioner Brandye Hendrickson also spoke about the benefits and challenges of I-69. She discusses what her team has learned since completing Sections 1-4, and improvements they are making as they complete Section 5.

Plastic Bag Ordinance

The City Council has been approached by a local advocacy group that wants to ban “single-use” plastic bags at all retail locations in Bloomington and charge 15 cents for any bag provided to customers. The City Council and staff are researching the issue and have indicated that the issue will be addressed sometime this year.

Transit Focus Group

Members of The Chamber’s Legislative Council, along with key stakeholders in the city and county, are working with our state legislators on expanding transit options for Monroe County. During the 2015 legislative session, Senator Mark Stoops authored SB 379 to give the Monroe County Council authority to expand Bloomington Transit into Monroe



I-69 Summit reception attendees watch a video of a drone flyover of Section 4 at Hoosier Energy’s headquarters. Courtesy photo.

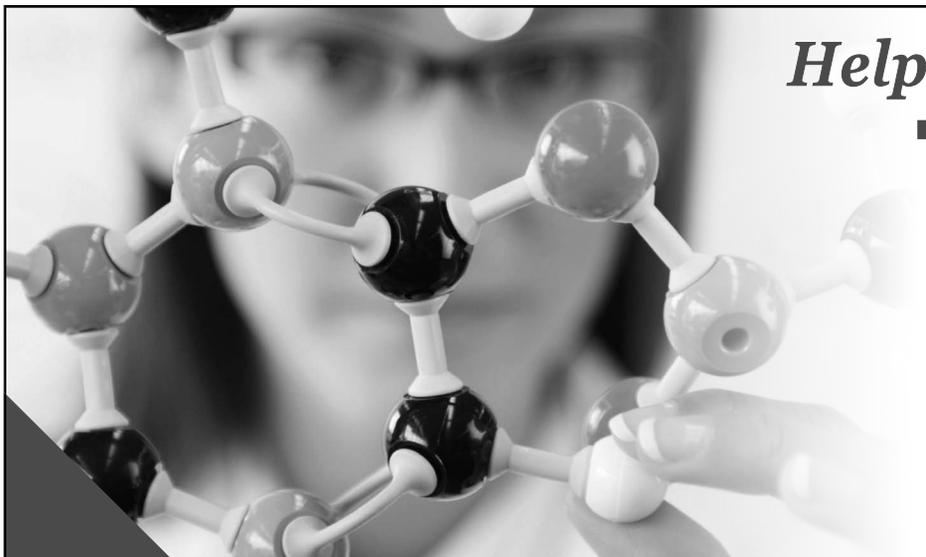
County through an increase in the County Option Income Tax. The bill passed the Senate but did not receive a hearing in the House. Senator Stoops is again introducing a revised bill this session and

we are developing a strategy for moving the legislation forward.

Urbanizing Area Plan

The Monroe County

Urbanizing Area Plan final draft is complete. The Monroe County Plan Commission and the county commissioners held a joint meeting in late August to accept public input. Minor changes were made as a result and the Plan Commission held a second public hearing in mid-October. The commission then voted unanimously to recommend approval to the county commissioners. MKSK has been funded to develop over the next year a more detailed recommendation on the distribution of the types of employment within those areas designated for employment. The Chamber has supported the Plan and has applauded Monroe County officials



Helping Indiana

THRIVE

Innovate Indiana harnesses the power of Indiana University innovation—turning discoveries into cures, new business, and a healthier economy—and fulfilling the promise of helping Indiana thrive. Discover how IU makes Indiana stronger at innovate.indiana.edu.

**INNOVATE INDIANA**

HT-6280254

ADVOCACY UPDATE
continued on page 11

Happy 2016!

By *Jeb Conrad, president and CEO*



Jeb Conrad. Courtesy photo.

The Chamber hopes all of our members, partners, and friends had a wonderful holiday season and are ready to start the new year.

The Chamber is looking forward to 2016, continuing to support our local business community and members, and leading initiatives important to Bloomington and Monroe County.

This year we expect to have many opportunities for our members to engage and be informed in strategic areas identified by our board, volunteers and staff. We will focus on issues, opportunities and engagement that will lead the collaborations and outcomes important to the future of business in our community.

This year, expect our advocacy team to lead key local, state and federal efforts to provide leadership and input on issues and opportunities impacting our members and the business community. At the federal level, we will be providing input to our elected officials that represent us, advocating for securing critical infrastructure investment, business tax reform, healthcare improvements and maintaining support for Crane.

At the state level, the Chamber will be monitoring and advocating for civil rights protections, continued improvements in education for developing our workforce, tax changes impacting local business and transportation/infrastructure funding.

Locally, we are looking forward to continuing to work with our county officials and the new city administration. The Chamber has an excellent working relationship with our local officials, serving as a convener and

a resource to provide business input on critical issues affecting our local business landscape. We will continue to collaborate on issues such as having a safe and civil city for our downtown, the impact and opportunities of I-69, key development planning and other issues that impact our members and the business community.

The Chamber will also continue to bring value and engagement to our members. Our membership team will continue to add to the value propositions of Chamber membership, enhancing our partnership marketing platform for members, providing opportunities for our members to engage in events and activities, and finding unique ways to collaborate with other members on cost savings.

The Chamber also remains committed to education, talent and workforce. In 2016 we are looking to build more relationships and collaborations that will enhance our Franklin Initiative programming, develop local talent and leadership, and build a stronger partnership for our workforce development in conjunction with our members.

Your Chamber is ready to lead in 2016 and we thank our board of directors, committees and staff for driving excellence in our strategies. Look for our advocacy agendas to be published early this year—plus a new, more effective Chamber website and key events of interest.

Our first opportunity is our Legislative Preview luncheon featuring our Monroe County Legislators Jan. 8. Your Chamber will continue to bring excellent and relevant programs to you in 2016!



CONTACT BIZNET

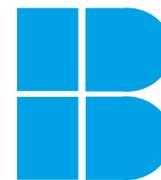
If you are a Chamber member who would like to announce promotions, expansions, community events, or other news in the "Chamber Briefs" section, please contact Carol Kelly at the Chamber: 812-336-6381 or ckelly@ChamberBloomington.org.

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*!



The Chamber

staff, partners & board members

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

Jeb Conrad, *President & CEO*
Anne Bono, *Director of Advocacy & Public Policy*
Kelley Brown, *Director of Marketing and Communications*
Katie Bruhn, *Executive Assistant*
Patty Goldman, *Graduation Coach*
Kelsie Holt, *Director of Talent, Education & Workforce*
Melanie Humbar, *Graduation Coach*
Larry Jacobs, *Government Relations - City*
Carol Kelly, *Events Coordinator*
Heather Robinson, *VP of Operations*
Jim Shelton, *Government Relations-County*

BUSINESS NETWORK

Brooke McCluskey, *Editor*
biznet@heraldt.com

OFFICERS

Tedd Green, *Cook Pharmica, Chair*
Randy Lloyd, *First Capital Investment, 1st Vice Chair*
Tony Stonger, *Edward Jones, 2nd Vice Chair*
N. Ric Olson, *Olson & Company, PC, Secretary/Treasurer*
Cullen McCarty, *Smithville Fiber, Immediate Past Chair*

DIRECTORS

Vanessa McClary, *Kiwanis Club of South Central IN*
Mark Moore, *IU Health—Bloomington*
Joshua James, *Bill C. Brown Associates*
Cindy Kinnarney, *First Financial Bank*
Amy Somers Kopp, *RE/MAX Acclaimed Properties*
Sarah Bard Rogers, *IU Credit Union*
Steve Smith, *Hoosier Energy R.E.C., Inc.*
Ron Walker, *CFC Properties*
Jennie Vaughan, *Ivy Tech Community College of Indiana - Bloomington*
Sue West, *One World Enterprises*
Jim Whitlatch, *Bunger & Robertson*



SMALL MEETINGS with BIG IMPACT

Make an impact by booking your next strategic planning session at the Convention Center. We'll provide the basics—flexible meeting spaces, free wi-fi and parking, and audio visual and catering options—so you're free to focus on a successful session agenda.



bloomington / monroe county
convention center
DOWNTOWN BLOOMINGTON

302 S. COLLEGE AVE.
BLOOMINGTON, IN 47403
812.336.3681
BloomingtonConvention.com

HT-628009

Happy New Year, hYPers!

By Kelsie Holt, director of talent, education and workforce

It's a new year and I am excited to announce that I have accepted a new role within the Chamber—I will now lead hYPe and the Franklin Initiative as the director of talent, education and workforce. With this new position, I will be responsible for continuing to build and maintain established relationships with community partners in both the business and education sectors of Monroe County.



The Chamber's strategic plan includes a section focusing on providing leadership opportunities and creating a network of young professionals through hYPe and also working within our local schools to provide workforce development programming and more to students through the Franklin Initiative. By combining these strategic areas, I am excited to see what we can do for our community!

For those of you who don't know, the Franklin Initiative connects students' learning to real world experiences as a means of motivating them to acquire the knowledge, skills and abilities necessary to achieve. We provide career learning programs such as reality stores, job shadowing, mock interviews, employment and job skills fairs as well as hosting an Educators of the Year Awards ceremony, coming up Feb. 24.

While I begin managing the Franklin Initiative, I will also continue hYPe's regular programs and start taking a closer look at what else hYPe can provide to young professionals in Bloomington. After recently attending a YPSummit in Milwaukee, Wis. I gained new perspectives from other young professionals' groups and will be eager to implement some new ideas in the coming year.

Thank you for all of your support during this transition. Please feel free to contact me with any questions or thoughts at kholt@chamberbloomington.org or 812-336-6381. I can't wait to see what great things we will accomplish together in 2016! **B**



GET UP AND GO
Start the New Year Strong

FOR YOUTH DEVELOPMENT®
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

PAY THE DAY
January 1-31

THE SOONER
YOU JOIN,
THE MORE
YOU SAVE!

January 1 Joiner Fee **\$1**
January 2 Joiner Fee **\$2**
January 3 Joiner Fee **\$3**

The Joiner Fee for all new memberships will be equal to the date you join!

Join online:
www.MonroeCountyYMCA.org



HT-6278500

Northwest YMCA
1375 North Wellness Way
Bloomington, IN 47404

Southeast YMCA
2125 South Highland Avenue
Bloomington, IN 47401

MEMBER RENEWALS

- 10 Salon and Spa
- Berkshire Hathway HomeServices Indiana Realty
- Bloomington Board of Realtors
- Brookdale Bloomington
- Bunger & Robertson
- Cassady Electrical Contractors, Inc.
- Civil & Environmental Consultants
- Comprehensive Financial Consultants
- Dermatology Center of Southern Indiana, P.C.
- E2Taxi
- Great White Smoke LLC
- Holiday World & Splashin' Safari
- IU – Bookstore
- Jamar Property Management LLC
- Judith Sharp, Civic Member
- Medbulletin, LLC
- Monroe County Airport
- Nature's Way Interior & Exterior Landscape
- O'Charley's
- Premier Healthcare, LLC
- RE/MAX Realty Professionals
- Rogers Group Investments, Inc.
- Root & Associates, LLC
- Royal on the Eastside
- Saint Mary-of-the-Woods College
- Southern Indiana Surgery Center
- The Stardance Band
- Trace Investigations
- United Country Coffey Realty & Auction
- WCLS – Classic Hits
- Westbury Antique Market
- Whitehall Crossing D, LLC **B**

NEW MEMBERS

- Mary M's Walnut House Flowers and Gifts**
406 W. 2nd Street
Bloomington, IN 47403
812-336-3222
Contact: Jamie Scisco
www.marymswalnuthouse-flowers.com
- Downtown Square I**
108 W. 6th Street
Bloomington, IN 47401
919-780-7156
Contact: Sib Sheikh
- Grand Terra**
200 E. Association St.
Ellettsville, IN 47429
812-345-7761
Contact: Justin Honeycutt
www.grandterra.net

NutritionHQ
601 N. College Ave.
Bloomington, IN 47404
812-822-2954
Contact: Zach Roth
www.nutritionhq.rocks

Safelite AutoGlass
4625 W. 86th Street
Indianapolis, IN 46268
317-614-4214
Contact: James Delgado
www.safelite.com **B**

Do you have
biznet news?

Please send press releases to:
info@ChamberBloomington.org

CHAMBER BRIEFS

New Hires & Promotions

Stewart Joines Sandi Taylor

Sandi Taylor Hometown Insurance announces the addition of property/casualty agent Stephanie Stewart to their team. Call her at 812-822-2277 or stop in and see her at 410 W Kirkwood Avenue.

Hays Appointed to New Position

Owen County State Bank has appointed Jerry Hays to the position of senior vice president and market executive for business development in Monroe and Lawrence counties. His primary responsibility will be building relationships and financial solutions for commercial customers.

World Arts Welcomes Bippus

World Arts, Inc. welcomes Paul Bippus to the company's sales representative team. Bippus will be responsible for direct customer relationships and will work closely with the internal customer service team. World Arts is an employee-owned company in its 21st year.

Jeff Quyle Chief Operating Officer

Radius Indiana today announced that Jeff Quyle has been appointed chief operating officer, a new position within Radius. The strategic addition strengthens the regional economic partnership by creating a succession plan for its top leadership, which ensures continuity for economic

and workforce development initiatives.

Awards & Designations

Meyer Najem Wins Green Award

OneZone—formerly Fishers and Carmel chambers of commerce—recognized Meyer Najem Construction with the Green Award for the Nickel Plate Building at their annual awards luncheon. The Green Award recognizes an organization, company, or association that is working to solve environmental challenges using green practices.

Bloomington Meadows Recognition

Bloomington Meadows Hospital has been recognized as a 2014 Top Performer on Key Quality Measures by The Joint Commission, the leading accreditor of health care organizations in the United States. Bloomington Meadows Hospital was recognized for attaining and sustaining excellence in accountability measure performance for hospital based inpatient psychiatry.

Schmitz Certified Financial Planner

Matt Schmitz of the financial services firm Edward Jones is now a certified financial planner professional, a designation conferred by the CFP board. D.C. Schmitz received the CFP certification after fulfilling extensive education requirements, passing the rigorous standardized national examination process, demonstrating work experience and completing the ethical requirements.

Local Investigator at International Conference

Local private investigator Don C. Johnson, owner of Trace Investigations, Inc., was a panelist at the annual conference of the International Association of Security and Investigative Regulators in New Orleans in November. Licensing regulators and industry representatives from 25 states, two Canadian provinces and Paris, France were in attendance.

New Homeless Shelter Grant

The Bloomington Urban Enterprise Association (BUEA) recently awarded grant funds of up to \$350,000 through 2016 to the Shalom Community Center, located at 620 S. Walnut St. in Bloomington, for the operation of a new homeless shelter, the Community Sheltering Project. The BUEA will match contributions up to \$200,000.

Opportunities & Events

King Commission Seeks Nominees

The City of Bloomington's Dr. Martin Luther King, Jr. Birthday Celebration Commission is soliciting nominees for the annual Dr. Martin Luther King, Jr. Legacy Award. Nominations may be made online at tinyurl.com/nbalejn. The deadline for submissions is Jan. 8, 2016. For more information contact Michael Shermis at mlk@bloomington.in.gov or 812-349-3471.

2016 Winter Part-Time Jobs Fair

Register now for the 2016 Winter Part-Time Jobs Fair, Jan. 20 from 1-4 p.m. at Alumni Hall in the

IMU. Submit your online registration under myJobs at iucd-csm.symplicity.com. Employers new to myJobs will first need to create an account. For more information contact Lindsey Hojnowski at lhojnows@indiana.edu or at 812-856-1864.

Woman of the Year Nominations

The City of Bloomington Commission on the Status of Women is seeking nominees for the Woman of the Year, Emerging Leader and Lifetime Contribution Awards. The deadline for submission of nominations is Jan. 22, 2016. Nomination forms are available online at bloomington.in.gov/csw or through Sue Owens at owenss@bloomington.in.gov.

Insider Tours Hosts Party

Bloomington Insider Tours is hosting a special interactive mystery party Feb. 27. The theme is "Oscars After Party." When participants purchase a ticket for the costumed affair they are provided with an identity. The event includes a dessert buffet and coffee. For more information call 812-320-2002.

Other

Bloomington MLS Leadership Team

The Bloomington Multiple Listing Service, Inc. announced their elected board of directors for year 2016. They include President Doris Purtlebaugh, Vice President Mike Avila, Secretary/Treasurer Alan Pemberton, Sally Baird, Michael Korus, Bill Pfrommer, Kerri Frye and ex-officio directors Mary Jane Hall and Keith Williamson.



Olympus Properties is a locally-owned property management company providing quality service since 2002. Their portfolio includes the restoration of some of Bloomington's finest historic buildings as well as new construction. Whether you are looking for a home, an office or a weekend getaway, Olympus Properties can help. Contact them at 812-334-8200 or visit olyprop.com.

AMH Repair Expands Services

AMH Repair is now servicing garage door openers and exercise equipment. They offer inspections and PMs to all brands of garage door openers along with repairing the units. They also offer PMs and repairs on all brands of exercise equipment. Call 812-287-8841 or visit them at 2217 S Yost Ave.

Dollars and Sense Program

Dollars and Sense, a new program launched by United Way of Monroe County, helps local teens develop good financial habits. The program partners with local agencies where teens congregate to present customized interactive workshops. Topics include money management, goal-setting, investing and recognizing the difference between wants and needs. More information is available at monroeunitedway.org/dollarsandsense.

BBOR Publications Leadership

BBOR Publications, Inc., the producer of the area's Homefinder.org homes

magazine, announces its leadership for year 2016. They are President Roy Campbell, Vice President Theresa Bradley, Secretary/Treasurer Trish Sterling and directors Steve Bishop, Tammy Fitzpatrick, Phyllis Coffey and ex-officios Lori Todd and Keith Williamson.

City Seeks Website Feedback

The City of Bloomington Information & Technology Services department announces the second milestone release of its alpha—or prototype—website. The alpha site is available at bloomington.in.gov/alpha. The feedback form is available at bloomington.in.gov/alpha/about-our-alpha. For more information, contact Rick Dietz at dietzr@bloomington.in.gov or 812-671-0076.

Realtors General Membership Meeting

During the December General Membership Meeting, the Bloomington Board of Realtors welcomed new members

CHAMBER BRIEFS
continued on page 13

Duke Energy Foundation Gives Grant

Duke Energy Foundation presented the Greater Bloomington Chamber of Commerce Foundation and its Franklin Initiative (FI) program with a \$6,000 grant to support Check & Connect training for 30 youth workers from various Monroe County organizations who are invested in educational success for our area's youth.

Bruce Calloway, Duke Energy government and community relations manager, presented the grant to Jeb Conrad, Chamber president & CEO, and Dr. Judith DeMuth, superintendent of the Monroe County Community School Corporation, Dec. 21.

The Franklin Initiative's highly successful Graduation Coach Program, which helps at-risk students graduate from high school, is based on the Check & Connect educational intervention model. In 2010, the two full-time graduation coaches who serve Bloomington High School North, Bloomington High School South and Edgewood High School participated in the Check & Connect program and have been successfully implementing this training in their work ever since.

In April, thanks to the Duke Foundation grant, Check & Connect representatives will provide training in their acclaimed research-based model recognized by



Bruce Calloway, at far right, of Duke Energy, presents a check to Chamber CEO Jeb Conrad and MCCSC Superintendent Judith DeMuth. Courtesy photo.



COMMERCIAL AND INVESTMENT PROPERTIES REALTY PROFESSIONALS
328 S. WALNUT STREET
 IN DOWNTOWN BLOOMINGTON
812-323-1231

<p style="text-align: center; background-color: #f0f0f0;">OFFICE SPACE NEAR HOSPITAL</p>  <p>1004 W. 1ST ST • \$12/SF NNN <ul style="list-style-type: none"> • FREE STANDING BUILDING W/1,780 SF • PLENTY OF OFF-STREET PARKING • HANDICAP ACCESSIBILITY • CALL RON PLECHER @ 812-320-2142 </p>	<p style="text-align: center; background-color: #f0f0f0;">COMMERCIAL & MULTI-FAMILY LAND</p>  <p>3590 W. ST RD 46 • \$675,000 <ul style="list-style-type: none"> • 3.4 ACRES - ZONED COMMERCIAL MULTI-FAMILY • 4 WAY LIGHTED INTERSECTION ON ST HWY 46 • LOCATED JUST MINUTES FROM DOWNTOWN OR WESTSIDE • CALL JIM REGISTER @ 812-323-1231 </p>
<p style="text-align: center; background-color: #f0f0f0;">EAST SIDE RETAIL/ OFFICE</p>  <p>2656 E. 2ND STREET <ul style="list-style-type: none"> • 1,214 - 3,225 SF WITH OFF STREET PARKING • PRICED AT \$10/PSF NNN • ACROSS FROM SIMON COLLEGE MALL • CALL JIM REGISTER @ 812-323-1231 </p>	<p style="text-align: center; background-color: #f0f0f0;">RETAIL ON SOUTH WALNUT</p>  <p>3905 S. WALNUT STREET <ul style="list-style-type: none"> • 4,000 SF WITH 160' FRONTAGE • RETAIL/OFFICE OR WAREHOUSE ON 1.1 ACRE • \$400,000 OR \$7.00 PSF NNN • CALL JIM REGISTER @ 812-323-1231 </p>
<p style="text-align: center; background-color: #f0f0f0;">AFFORDABLE COMMERCIAL/ RETAIL OFFICE</p>  <p>200 S. WESTPLEX AVE. • \$385,000 <ul style="list-style-type: none"> • 7000 SF JUST OFF OF W. 3RD ST. @ PATTERSON • OVERHEAD DOORS/1,100 SF FOR LEASE • CLOSE TO DOWNTOWN & WESTSIDE • CALL JIM REGISTER @ 812-323-1231 </p>	<p style="text-align: center; background-color: #f0f0f0;">IU HEALTH OFFICE INVESTMENT</p>  <p>1155 W. 3RD STREET • \$4,000,000 <ul style="list-style-type: none"> • 31,500 SF OF PROFESSIONAL OFFICE SPACE • FULLY LEASED FOR 7 YEARS • 3 LEVELS WITH ELEVATOR • CALL JIM REGISTER @ 812-323-1231 </p>

the U.S. Department of Education's What Works Clearinghouse for keeping kids in school. Other youth-serving organizations within Monroe County will be invited to participate in the Check & Connect program. By taking advantage of the quality trainings provided, participants will be able to successfully implement this program within their organizations and see similar results with the at-risk youth that they serve.

"Duke Energy is pleased to partner with the Greater Bloomington Chamber of Commerce and the Community Foundation of Bloomington and Monroe County to support the Check & Connect program through the Franklin Initiative. The establishment and development of these mentor/mentee relationships has a direct impact on the success of today's youth," said Calloway.

The Chamber's Franklin Initiative continues to generate impactful outcomes. Out of the 210 students assigned a graduation coach last school year, 204 either graduated or advanced to the next grade, and only six dropped out. That's a

retention/completion rate of 97 percent, which is astonishing considering that these students' average grade point average was below 1.664, and 17 percent of them were on court-ordered probation.

In all three schools, only four of the total 39 seniors on the caseload dropped out. Whereas at-risk students typically perform worse in school as they advance, 55 percent of these students actually

improved their grade point averages last year—a 5 percent increase from the year prior. Additionally, 12 students were successfully transitioned from the caseload due to increased performance, attendance, and commitment to their education.

"This grant is a great example of positive corporate citizenship that not only impacts the students of today, but our community of tomorrow. On behalf of the Community Foundation of Bloomington, our Monroe County schools and the Chamber's board of directors, we thank Duke Energy for their continued support of the Franklin Initiative and education," said Conrad.



Family *Matters*

Care and flexibility are the keys to preserving family businesses

By Holly Thrasher

The term “family-owned business” might bring to mind a small, timeworn storefront—one that offers goods or services long forgotten since the dawn of the digital age. Though they might be in the minority, family-owned businesses are certainly not a thing of the past.

In fact, Bloomington is home to a number of family-owned businesses as diverse as the people who keep them running. Each offers something different, but these family-owned businesses share similar approaches to family, business, and—of course—the family business.

Bender Lumber, a local fixture since the 1930s, currently operates seven locations in addition their Bloomington store. Scott Bender, grandson of company founder William Bender, keeps it simple. “In our family business, we help other families,” he said. Family-owned construction businesses purchase lumber and other materials from Bender, but they are not the only clientele.

“If a local family or farmer needs to mend their fence or barn, they come in to purchase lumber from us.”

And it truly is a family operation. Throughout their locations, Bender Lumber employs Scott’s father, longtime entrepreneur John Bender, plus Scott’s two brothers and numerous extended family members.

Scott Bender said that from managing the store to sweeping it, each member of the Bender Lumber family is “encouraged and empowered to do the right thing correctly.”

For Bender, this means hiring and retaining people with positive attitudes who are willing to learn. He noted that carrying the family business might not be the right fit for every generation. This means that at Bender Lumber, they strive to hire a solid work staff and move them into roles that serve both the workers and the company. In this way, they cultivate a generation of workers who can sustain both the company and the Bender name.

Founded nearly 50 years ago by Jerry Gates, Gates Insurance, Inc. is an independent insurance agency that is now operated by Gates’ son, Whitney Gates. Like Scott Bender, Whitney states things plainly.

“You preserve the business by making prudent business decisions, managing your assets and trying to grow the business.”

FAMILY MATTERS

continued on page 8



Left to right: Scott, John and Mark Bender, Bender Lumber, Co. Photo by David Snodgrass.



Whitney Gates, Gates Insurance, Inc.
Photo by Jeremy Hogan.

“You preserve the business by making prudent business decisions, managing your assets and trying to grow the business.”

**—Whitney Gates,
Gates Insurance, Inc.**

“In our family business, we help other families. If a local family or farmer needs to mend their fence or barn, they come in to purchase lumber from us.”

**—Scott Bender,
grandson of company
founder William Bender**

HOOSIER DISPOSAL

We Make Recycling Easy

...with convenient curbside home recycling
available in select areas only

**NOW OFFERING NEW CUSTOMERS
WASTE / RECYCLING SPECIAL**

Call 812-824-7998 or toll-free 1-866-760-2182 today
& help preserve our communities for future generations.





Rich Raake, Råke Cabinet and Surface Solutions. Photo by Chris Howell.

“It was an absolute pleasure and privilege to work with my parents. My parents loved and nurtured me, but also gave me some space to succeed and to fail. That relationship continued into our business together.”

**—Rich Raake,
Råke Cabinet and
Surface Solutions**

FAMILY MATTERS

Continued from page 7

Wise advice, but what does it look like when your family is involved? In Gates’ opinion, it looks the same as it would anywhere.

“Even though family is involved, it has to run as a business,” he said. He sees this distinction as one of the biggest challenges a family business will ever face.

With more than 23 years’ experience at the company, Whitney Gates is currently the only family member who works for Gates Insurance. He mentions, though, that passing the business to his children—if they are interested—won’t be a simple process.

“If my children show any interest in the business, I want to make sure that they see the business from the bottom up,” he said. “I would recommend that they work [elsewhere] in a related field for a few years, to see if they have the interest and aptitude for our business.” He notes that his years as an officer in the US Navy provided him with valuable experience that applies to his work life.

Optometrist Jarrod Long and his wife Angela—also an optometrist—established Long Family Eye Care in Bloomington in 1997. Unlike Gates, the Longs have two teenage daughters who serve as helpful couriers throughout the office when their schedules permit. Although they have not decided on a career path, if they do become interested in eye care—or in operating a business—their parents are preparing them with an introduction to these subjects.

Like Gates, Jarrod Long admits that separating business from personal life can be a challenge in a family-owned business. He says that maintaining that separation happens both at work and at home. Sorting their lives into distinct roles, though, has not diminished their gratitude.

“We are thankful for the freedom and creativity that being business owners allows,” he said. “It’s rewarding to be able to help people in the

community where I grew up and still love very much!”

Along with his parents, Rich Raake bought Laminated Tops of Central Indiana in 1997. Like Gates, Raake is currently the only family member employed by the company. Interestingly, the company does have a few employees who are themselves related—a father and son both work there, as do a husband and wife, and an uncle and nephew. Like Long, Raake has older children—three sons, ages 17, 15 and 12. But unlike Long,

them as separate as possible.

“Working with family is always risky because there may [or] will come a time when one party will leave the business. How that is handled can affect the family relationship,” he said.

But the challenge of combining business with family can also yield tremendous rewards.

“It was an absolute pleasure and privilege to work with my parents. We got along wonderfully and I couldn’t have enjoyed it more. My parents loved and nurtured me, but also gave



Drs. Jarrod and Angela Long operate Long Family Eye Care. Photo by David Snodgrass.

“We are thankful for the freedom and creativity that being business owners allows. It’s rewarding to be able to help people in the community where I grew up and still love very much!”

**—Jarrod Long, Optometrist,
Long Family Eye Care**

his children are not involved in his business.

“I believe it may look more attractive to them as they move through college and enter the working world,” he said. “I hope to continue the growth and success of the business so there are positions available to them if they are interested.”

For Raake, the biggest challenges in a family business come from balancing work life and family life, and keeping

me some space to succeed and to fail. That relationship continued into our business together,” Raake said.

These local professionals see the nature of their family-owned businesses as both demanding and rewarding. By far, balancing time between work and home seems to be their biggest challenge. Raake believes this struggle comes with the territory, though. For him, the best approach is modeling what he’d like to see in the company’s future.

“My goal is to show my boys that you can have a successful small business and a life outside of that business.”

As times change, so do businesses. These family-owned companies are no exception, but given their longevity it’s clear they have a winning formula—a nimble approach to business and a caring approach to family.



SMITH BREHOB AND ASSOCIATES INC.



Site Planning Northwest YMCA

Providing professional land planning, design, surveying and approval processing for a sustainable environment.

HT-6279348

453 S. Clarizz Boulevard | 812-336-6536 | SNAinc.com

Icons of *Local Business*

Learning from Bloomington's oldest and best-known businesses

By Lacy Nowling

Businesses come and go all the time in Bloomington, but a select few are able to weather the storm and become staples in the community.

The motivations for starting a business differ from person to person and business to business, but the underlying theme of helping community members seems to prevail no matter the company in Bloomington.

From the age of 12, Ken Nunn knew he wanted to be a lawyer. As a child who started working at a young age to help his mother pay bills, Nunn's original vision for his business was to not only be the best lawyer he could be, but to help people in need.

"To protect and look out for my clients," Nunn states as one of the original visions for his business.

Protecting and looking out for their clients is something that Ken Nunn Law Office still strives to do. Nunn cites his office's state and national rankings in the legal community, as well as his clients' multi-million dollar verdicts, as some of his biggest successes.

"Our reputation for fighting for our clients and being ranked number one in that category is a proven success," Nunn said.

When Nick's English Hut began in 1927, the original owner came to the U.S. from Greece in search of the American dream.

"We presume he wished to provide a place for people to gather, have a good time, enjoy good food and at the same time have a successful business," Susan Bright of Nick's English Hut said.

While Nick's English Hut is an iconic staple on Kirkwood Ave. and for Indiana University alumni, Bright feels the stress of spending countless hours figuring out ways to keep the business open.

One of the hardest times for Nick's English Hut was in 2011 when a fraudulent credit card transaction shut down their ability to process credit cards, which make up 90 percent of sales.

"We spent countless hours investigating with experts from around the country how something like this could happen to us," Bright said.

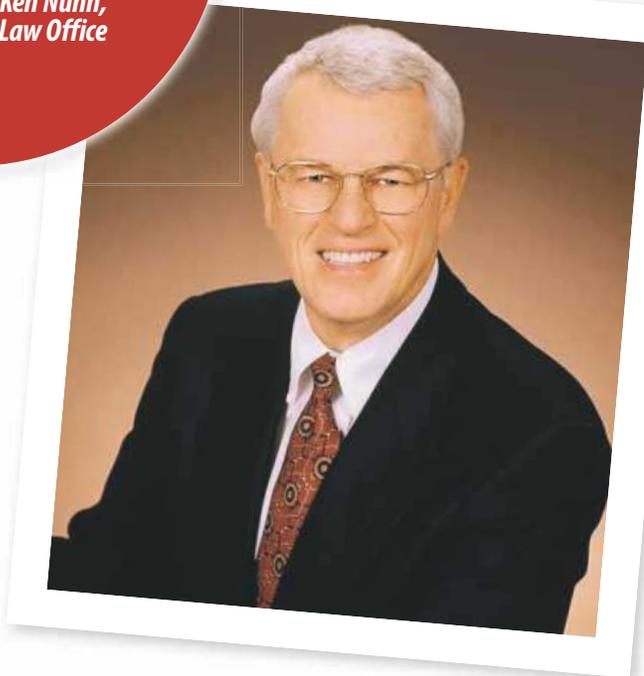
Not only did this create an economic hardship for the business, but they also had a public relations crisis on their hands—patrons were concerned about

ICONS

continued on page 10

"Our reputation for fighting for our clients and being ranked number one in that category is a proven success."

**—Ken Nunn,
Ken Nunn Law Office**



Ken Nunn, Ken Nunn Law Office. Courtesy photo.



Susan Bright and Luke Richardson make quesadillas at Nick's. Photo by David Snodgrass.

"We presume he [the original owner] wished to provide a place for people to gather, have a good time, enjoy good food and at the same time have a successful business."

**—Susan Bright,
Nick's English Hut**

JohnBethell
TITLE COMPANY, INC.

office 812.339.8434
www.JohnBTitle.com

Our promise to you! –
Our team will deliver an outstanding and worry free closing experience. If you don't agree we will make it right.
~ John Bethell

ICONS

Continued from page 9

the security of their credit card information.

“(We were) proving to our customers that we never faltered at protecting their electronic transactions and that we would continue to educate ourselves to strengthen our future electronic transactions,” Bright said.

Nick’s English Hut has since recovered from the incident and has retained its worldwide reputation as one of the places to be in Bloomington. In fact, it has repeatedly outgrown its space, requiring owners to acquire more buildings, improve delivery areas and provide outdoor seating.

Bright feels that some of Nick’s English Hut’s biggest successes have been improving the quality of

food, as well as the expansion into a second building—known to many as the Hoosier Room—in 2000.

While many people choose to start their own business, Vickie Temple Davison is up-front about her reason for buying into



Vickie Temple Davison, Bloomington Hardware. Photo by Jeremy Hogan.

owned and operated the business since 1928.

“Face it—small local businesses die every day,” Davison said. “Most communities do not have a local hardware store, shoe store, grocery store, restaurants any more ... these businesses were not supported and they closed.”

Other than the obvious goal of generating revenue,

them what they know about Nick’s and then provide them with a brief history view from our prospective,” Bright said. “Once they are hired, during their training process, we explain the history of Nick’s in a more detailed manner.”

During training, employees are guided through each area of the restaurant and shown the memorabilia that fills the walls. Bright also said that the history lessons come not only from Nick’s managers and employees, but customers too. Diehard fans of Nick’s love to share their memories of the restaurant.

At Bloomington Hardware, Davison prefers to focus on the future.

“We don’t really share the history because—though it is important—the future is where we all focus,” Davison said.

But history is not absent from the building. Bloomington Hardware has what Davison calls “bragging walls” in the hallway to the break room and bathrooms. Old pictures of the business from the early 1920s, 1930s and 1970s line the walls.

“Most businesses don’t have the pictorial history,” Davison said. “We also have the living history of long-term employees that give a depth of historical perspective.”

While Nunn, Bright and Davison own and operate very different businesses, they all share a gratitude for the town they serve and call home.

“Bloomington is the reason we are here. This is such a supportive community of local businesses,” Davison said. “It is something that we never take for granted and something for which we are always grateful.”



“Bloomington is the reason we are here. This is such a supportive community of local businesses. It is something that we never take for granted and something for which we are always grateful.”

**—Vickie Temple Davison,
Bloomington Hardware**

Bloomington Hardware—to keep a longtime family business open.

“My husband needed a business partner and in the early 1980s, investment money was tight, interest rates were in the double digits and no one wanted to invest in our business,” Davison said.

In 1991, Davison took over the operations and financial liabilities of Bloomington Hardware after her husband’s death. She was determined to keep the business open.

“I had just lost my best friend. I was not going to lose anything else. Fighting helped me mourn,” Davison said.

One of Davison’s biggest business successes has been simply keeping Bloomington Hardware open. A member of the Temple family has

an important part of keeping an iconic business’ legacy alive is by sharing its history with employees and community members. It’s something successful businesses do well.

At Ken Nunn Law Office, Nunn shares his story with potential employees before their first interview.

“When an employee applies for a position at my law firm, I send that person a prepared document with the story and history of our law office,” Nunn said. “This information is important to introduce our law firm to any new applicants.”

Nick’s English Hut also likes to share their story during the interview process and continues the learning throughout a person’s employment.

“During the prospective interview for hire, we ask

Life needs financial solutions.



Running a business is hard work.

At MainSource, we understand. That’s why we’ve designed our products and services to help your business succeed. Whatever your business needs, we can help. Contact your local MainSource Bank Business Banker for more information.

 **MainSource**

MainSourceBank.com

Member
FDIC

Holt Named Director of Talent, Education & Workforce

Kelsie J. Holt has been named director of talent, education and workforce for the Greater Bloomington Chamber of Commerce. With the Chamber since 2012, Kelsie previously served as the membership services & hYPe (helping young professionals excel) coordinator for the organization. In her new role, she will be responsible for continuing to build and maintain established relationships with community partners in both the education and business sectors of Monroe County.



Kelsie J. Holt. Courtesy photo.

Along with broadening the programs of the hYPe program, Holt will also lead The Chamber's Franklin Initiative (FI) and its related workforce development activities and programming. The overall goal is for the Chamber's hYPe Program and Franklin Initiative is to develop strong relationships with students, teachers, young professionals and employers to positively impact the emerging talent and future workforce of our community.

"As the Chamber continues to identify ways to better prepare tomorrow's workforce, the blending of these two strategic areas was a natural merger. Kelsie's proven skills and focused energy will allow her to effectively work with our community partners and stakeholders to determine creative solutions that are in line with the mission of both programs," said Jeb Conrad, president and CEO of the Greater Bloomington Chamber of Commerce.

Under Holt's leadership, the Chamber's hYPe network has grown to more than 550 young professionals who are able to attend monthly events to help deepen their professional and personal engagement in our community. Her efforts also garnered hYPe a Communications Excellence Award from the Indiana Chamber of Commerce Executives.

A graduate of Indiana University with a B.S. in tourism management from the School of Public Health, Holt is also a 2013 graduate of Leadership Bloomington-Monroe County. 

ADVOCACY UPDATE

Continued from page 2

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 to 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. MKSK was funded for phase two, which will result in zoning recommendations for the urbanizing area.

I-69 Section 5 Update

Current work on Section 5 in Bloomington includes added travel lanes reconstructing the SR 37 mainline median between That Road and SR 46 to add another travel lane in both directions along with new concrete median barrier. Completion is expected by the end of 2015. Mainline improvements and access roads are reconstructing the SR 37 mainline to interstate standards as well as constructing access roads from just south of Chambers Pike to the northern end of the project. This work is anticipated to be completed by mid-2016. At Vernal Pike, a center bridge pier is being constructed, then a new bridge over I-69 will realign a section of this road. This work is anticipated to be



Teri deMatas, vice president of marketing and community relations for IU Health Bloomington Hospital, shares a laugh with newly elected Rep. Allison Chopra and City Clerk Nicole Bolden at the Grant Street Inn. Courtesy photo.

completed by early 2016.

At Kinser Pike, there is construction of a new bridge over I-69 and realignment of a section of this road. This work is anticipated to be completed by the end of 2015. At Sample Road, a new interchange with roundabout intersections is in the works. This work is anticipated to be completed in late spring of 2016.

At Liberty Church Road, a new interchange is expected to be completed by mid-2016. More information about section 5 is available at: i69section5.org.

I-69 Section 6 Update

INDOT is currently reviewing five preliminary alternatives for the final leg of the I-69 project connecting Martinsville and

Indianapolis. Each of these preliminary alternatives will be further refined and analyzed over the next few months through traffic modeling, field work, access evaluation and other screening methods. From this process, the most reasonable alternatives will be identified and included in the Draft Environmental Impact Statement (DEIS) which is expected to begin in the first quarter of 2017.

A preferred alternative will be selected through the DEIS process, with the Final Environmental Impact Statement and Record of Decision expected in the first quarter of 2018. INDOT held public information meetings in Martinsville, Mooresville, and Perry-Meridian to seek public input and comment. More information is available at i69indyevn.org. 



Congrats to wagon wheel on their grand opening Sat. Dec. 11. Stop by to pick up something for dinner, or enjoy a sandwich and pastry from the deli. Courtesy photo.

Do you have

biznet news?

**Please send press releases to:
info@ChamberBloomington.org**

2016 Indiana Legislative Priorities and Local Public Policy Agenda



The Greater
Bloomington
Chamber of
Commerce

Better Business. • Better Community.

As an advocate for business, the Greater Bloomington Chamber of Commerce announced its list of Indiana legislative priorities along with its local public policy agenda. Both documents list the priority issues that the organization will actively update, educating and involving members in advocacy efforts. Feedback given by chamber membership in response to the annual Business Climate and Legislative Survey was considered in formulating the two documents. They were shared at the organization's annual Legislative Preview Lunch held Jan. 8 at the Bloomington Country Club.

**See Local
Public
Policy
Agenda on
page 13**

The 2016 Indiana Legislative Agenda is drafted by the Chamber's legislative council while the 2016 Local Public Policy Agenda is drafted by the organization's advocacy council. The advocacy council focuses on issues that arise at a local level, while the legislative council monitors issues within the state legislature and sometimes on a federal level. The Chamber's board of directors—also a volunteer group—review and approves the final agendas.

"As the final list of priorities at both the state and local levels is crafted, our volunteers are ever mindful of the significant role the Chamber plays in advocating for a positive business climate for all businesses. This process works thanks to the depth of diverse discussions by our advocacy volunteers and the input from our membership," said Jeb Conrad, president and CEO. "We are committed to advance legislation and discussion in these areas."

For more information about public policy & advocacy efforts, contact Anne Bono, director of advocacy and public policy, at 812-336-6381. To download a copy of this year's agenda visit ChamberBloomington.org.



Business Taxation & Regulation

Foster a pro-business climate to attract and retain businesses in Bloomington and Indiana

- Support the repeal of the medical device tax at the federal level
- Support federal comprehensive tax reform efforts that lessen tax burdens on business
- Monitor any proposed changes to methods for assessing commercial property
- Encourage regulatory reform efforts that lessen burdens on business and restore Congressional accountability in the rulemaking process
- Support extending the state's civil rights protections to include sexual orientation and gender identity

Infrastructure & Job Creation

Develop and maintain a superior state and local framework that supports the needs of business

- Prioritize ongoing construction and funding of I-69
- Support long-term, sustainable funding for transportation
- Promote and protect Crane as a primary regional job provider
- Support policies that incentivize investment in rural telecom for gigabit connectivity
- Support development and implementation of a strategic water resource plan
- Support an increase in infrastructure funding for road and bridge improvements

2016 Legislative Agenda

As the voice of business, the Greater Bloomington Chamber of Commerce has identified the legislative priorities that encourage economic development, innovation and strategic growth.

Healthcare

Promote education and awareness opportunities that help businesses manage their healthcare costs

- Educate members on developments of the Affordable Care Act (ACA) and the Federal Small Business Health Options Program (SHOP)
- Support continued enrollment in the Healthy Indiana Plan and continued waiver for and expansion of the plan in 2015

Education & Workforce Development

Create education opportunities to ensure an intelligent, high-skilled workforce

Preschool and K-12 Education

- Emphasize importance of resources for early childhood education, preschool, and kindergarten
- Improve the public school funding formula to focus on increased equitable per pupil funding and fix historical inequities
- Promote the importance of STEM related programs & career training
- Encourage development of entrepreneurship programs and vocational training for technical fields to develop a qualified workforce

Higher Education

- Support institutional innovation and flexibility to best meet student needs
- Encourage federal lawmakers to help close the innovation deficit by decreasing the gap in needed and actual federal investment in research

For more information about the advocacy and public policy work of the Greater Bloomington Chamber of Commerce, please contact:

Jeb Conrad
President & C.E.O.
jconrad@ChamberBloomington.org

Anne Bono
Director of Advocacy & Public Policy
abono@ChamberBloomington.org

812.336.6381
www.ChamberBloomington.org



**The Greater
Bloomington
Chamber of
Commerce**

Better Business. • Better Community.

2016 Local Public Policy Agenda

As the voice of business, The Greater Bloomington Chamber of Commerce has identified the following local priorities that encourage local economic development, innovation and strategic growth.

- Continue collaborative efforts among City and County officials and INDOT on Section 5 of I-69
- Work with County and City officials to promote land use and zoning policies that encourage ample opportunity for business growth and expansion on local issues:
 - East-west connectivity for thoroughfares
 - Business zoning for I-69 Corridor and state highways
 - Monroe County Urbanizing Area Plan execution
 - Annexation
 - Increase clarity, transparency, and predictability of processes
- Promote efforts to maintain a safe and civil city: improving the safety and cleanliness of downtown; preventing crimes and property damage; improving the safety and usability of the community
- Continue engagement in downtown parking: support policy changes to improve downtown parking in a way that positively impacts business commerce
- Support efforts to expand the Bloomington Monroe County Convention Center

- Remain engaged in local education initiatives, including MCCSC referendum
- Monitor and educate business on local public finance impacts

Additional areas that The Chamber will continue to monitor:

- Represent business interest in re-development planning for IU Health Hospital site and monitor progress
- Support and monitor the development of key real estate locations in Bloomington and Monroe County
- Encourage greater participation among members on local boards and commissions
- Monitor and study issues related to the management and economic potential of our area's water supply and sewage
- Monitor and study issues related to local business impacts, i.e. plastic bag ban

For more information about the Greater Bloomington Chamber of Commerce and its advocacy and public policy efforts:

Anne Bono, Director of Advocacy & Public Policy - abono@ChamberBloomington.org
812.336.6381 | www.ChamberBloomington.org

**Nominate An
Outstanding Educator:
Educators of the Year—
Read more at ChamberBloomington.org**

CHAMBER BRIEFS

Continued from page 5

Brian Lloyd, Crystal Russell, David Deputy, Debbie Burgess, Devan Syphers, Jay Kohlmeier, Kevin Powell, Lindsey Norris, Marianne Mohny and Rachel Kearney.

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.





The office of Bunger & Robertson, attorneys at law. Photo by David Snodgrass.

“We have highly skilled, well-trained lawyers who can work with you on just about any legal problem. And we’ll do it fairly, reasonably and in your best interest.”

*—Jim Whitlatch, partner,
Bunger & Robertson,
attorneys at law*

SPOTLIGHT

Continued from page 1

Bloomington. The full-service firm represents some of the biggest employers in town and its reach spans across much of central and southern Indiana.

“We have highly skilled, well-trained lawyers who can work with you on just about any legal problem,” partner Jim Whitlatch said. “And we’ll do it fairly, reasonably and in your best interest.”

The firm dates back to 1949, when founder Len Bunger and some partners launched the business in the wake of World War II. At the time, it was the first partnership of unrelated individuals in Bloomington, though father/son or brother/brother firms existed. The “Robertson” of the company’s name, Don Robertson, joined the firm as a partner in the 1960s.

Back in those early days, Whitlatch said, it wasn’t unusual for the lawyers to sometimes be paid in trade. For representing Bloomington Hospital, for example, Bunger would get free health care. As part of his compensation for representing RCA, he’d get a new color television each year.

Since the beginning, Bunger & Robertson has always prided itself on being a full-service law firm, and that has remained true even as the trend has moved toward greater specialization of firms in the last two decades. While Drummy noted the firm has traditionally been litigation-based its areas of expertise span a wide spectrum of the legal field, including business services, estate and succession planning for individuals and businesses, real estate and title work.

SPOTLIGHT

continued on page 15

J. Blue Davis, D.D.S.



THE CENTER FOR
DENTAL WELLNESS



New Patient Offer: Exam, Cleaning and necessary x-rays \$75

Provider for Delta Dental Premier, Health Resources, Inc., and accepting most other insurances





2909 East Buick Cadillac Blvd • Bloomington, IN 47401 by College Mall

(812) 339-3427

www.dentalwellness.com

HT-6279345



Back row (left to right): Brian Drummy, Maryanne Pelic, Jim Whitlatch, Kate DeWeese, Bill Beggs. **Front row:** Tom Bunger, Jennifer Upton, Jessica Merkel. Photo by David Snodgrass.

SPOTLIGHT

Continued from page 14

Outside-the-courtroom mediation is another specialty, and Bunger & Robertson attorneys are “some of the busiest mediators in the state,” Drummy said.

The company also works with tax-exempt charitable organizations these days, and in recent years has been representing individuals dealing with the expansion of I-69. Among its fastest growing specialties is representing people who have been injured in accidents, a practice that Drummy said has grown organically as

family members of clients came to them to ask for representation in such matters.

“Once we started, we realized we could help these people through what is arguably some of the hardest times of their lives and really do some good,” he he said.

The firm also represents nonprofit and governmental agencies across south-central Indiana, among them the Monroe County Community School Corp. and Monroe County Public Library, as well as other schools and libraries in the region. Healthcare law is another specialty, and the firm has had a relationship with Bloomington

Hospital—now IU Health Bloomington Hospital—since its founding.

Having such long-term partnerships is not unusual for Bunger & Robertson. “We’ve been around for almost 70 years, and a lot of our clients have been with us longer than I’ve been alive,” Drummy noted.

Whitlatch explained, “I

“It isn’t our egos that are important. If we could come back in 100 years and Bunger & Robertson is still here, carrying on those same values, we’d be happy.”

*—Jim Whitlatch, partner,
Bunger & Robertson,
attorneys at law*

think it says that our clients value our opinions and we’ve provided them the services they need and good counsel for all that time. Obviously they wouldn’t stick with us if they weren’t happy with us.”

The community has been good to Bunger & Robertson, and employees of the firm have tried to repay the favor with a strong emphasis on civic engagement. Just about every partner at the firm is involved with charitable organizations within the community, among them Monroe County United

Ministries, the Boys and Girls Club of Bloomington, the Monroe County YMCA, My Sister’s Closet and the Salvation Army. The firm also supports a variety of nonprofit organizations either financially or by providing free or discounted legal services. That work, Whitlatch said, is part of the company’s core philosophy.

“We want to give back to the community,” Whitlatch said. “We live here, we think it is the right thing to do. The selfish part is, giving make us feel good. We like to feel good about what we are doing.”

In the future, Whitlatch and Drummy expect the firm—which already represents a hospital as far south as Evansville—to continue to grow regionally. Bloomington remains its core focus, but Whitlatch

envisions expanding within the south-central Indiana area and beyond.

One thing that won’t be changing, however, is the company’s name. Partners at Bunger & Robertson made a decision 15 to 20 years ago that—rather than changing the name to reflect each partner’s name as some firms do—it would hold on to its heritage. The company appreciates the values instilled by the original Bunger and Robertson, each of whom practiced with the firm until their deaths in 1993 and 2005, respectively. They choose to carry those ideals into the future.

Besides, Whitlatch added, “it isn’t our egos that are important. If we could come back in 100 years and Bunger & Robertson is still here, carrying on those same values, we’d be happy.”



**Premier
Healthcare**
Your Care. Our Passion.

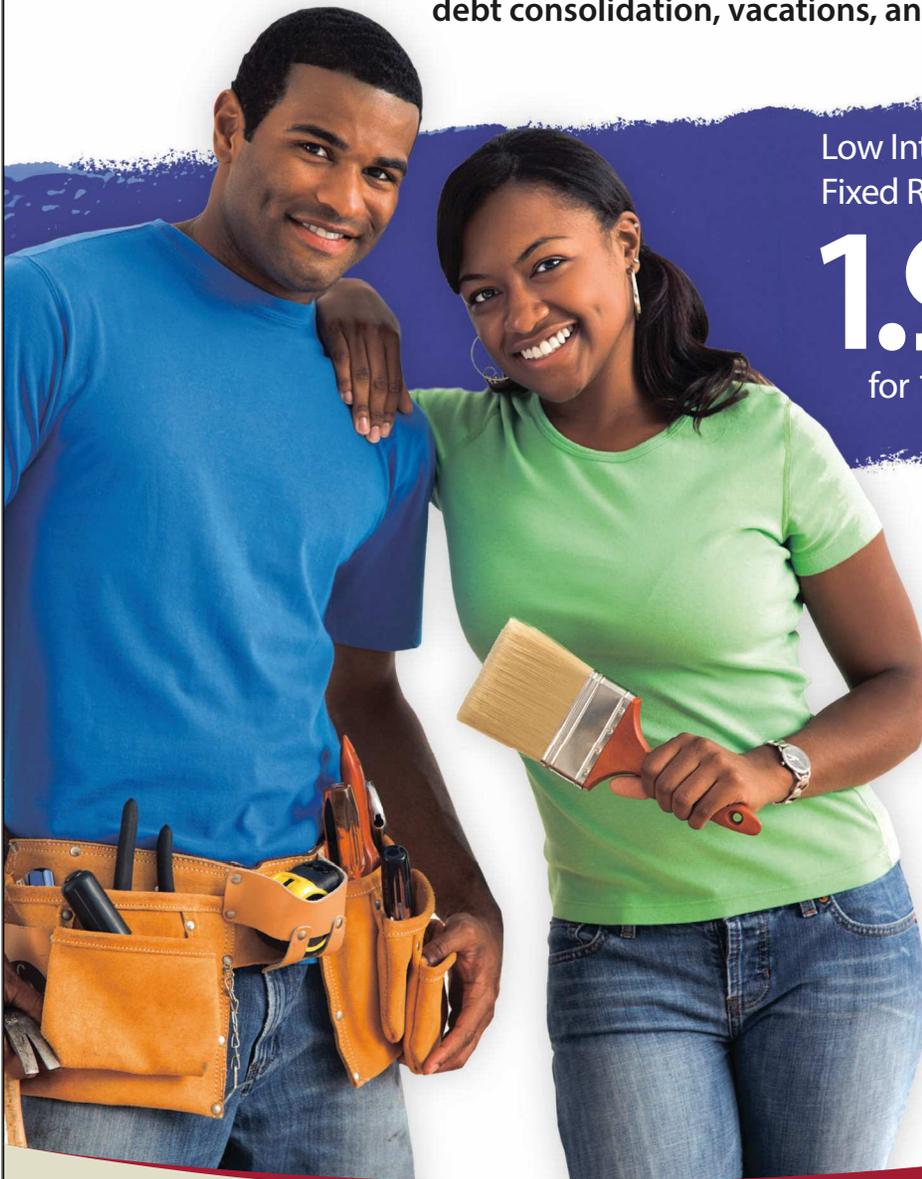
Visit us on the web or call us today
premierhealthcare.org

812.355.6900

Trust your care to the most comprehensive physician group in southern Indiana. Choose a healthcare provider that puts you first, with convenient hours and locations, cutting edge technology and a personal relationship.

Unlock the power of equity in your home!

A home equity line of credit gives you access to cash for home improvement, debt consolidation, vacations, and so much more. The power is yours!



Low Introductory
Fixed Rate:

1.99% APR*
for 12 Months

Thereafter,
rates as low as

3.50% APR*

Our Home Equity Line of Credit Features:

- Fixed 1.99% introductory rate for the first 12 months
- No annual fee for the first year
- Free check-writing access
- No prepayment penalty
- Possible tax deduction of interest[^]

Learn more and apply online at

www.iucu.org



*APR is Annual Percentage Rate. Offer applies to new home equity lines of credit only. The 1.99% introductory APR is guaranteed for one year from the date of closing. After the introductory rate, the APR will be a variable rate based on the prime rate as published in the Wall Street Journal, plus a margin. The current lowest variable APR available as of 12/29/15 is 3.50% APR, which includes a .25% discount for automatic payment from your IUCU checking account. The maximum APR that can be imposed is 18%. \$50 annual fee waived the first year. Minimum line of credit amount is \$10,000; fee of \$150 applies for approved lines of credit less than \$20,000. Closing cost may apply if title insurance is required. Some restrictions may apply. Contact the Credit Union for membership details. Property insurance is required. Investment mortgages are not eligible for this program. Rates, terms and conditions are subject to change without notice. Loans subject to credit approval. [^]Consult your tax advisor regarding the deductibility of interest.



IU Credit Union

812-855-7823 • iucu.org