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At Cardinal Spirits, concoctions sit on a divided display shelf, ready for customers. Photo by David Snodgrass.



Coming in June:

Summer giving

Learn how you can help a local nonprofit this summer.

The Business of Brew

Bloomington's homegrown beer, wine, spirits and more

By Kasey Husk

Native Hoosier-turned-New Yorker Adam Quirk was always interested in the idea of opening a craft spirits distillery. He and his wife also longed to leave behind the big city and settle down near family.

In Bloomington, Quirk — now the co-owner of 2-year-old Cardinal Spirits — found a place where he could do both.

Like other local business owners, Quirk found in Bloomington a city where an industry is thriving, pushed

by a diverse populace open to new experiences and eager to embrace “drink local” ideals. And while this brings more competition, many local brewers welcome the growth as a positive sign for the industry at large.

“Bloomington is definitely at the forefront of craft beer trends in Indiana and the Midwest,” said Joe Miller, equity manager for Bloomington beer distributor Best Beers.

“Over the past five to 10 years we’ve consistently had new

BUSINESS OF BREW
continued on page 7

MARK YOUR CALENDAR

MAY

- 11 hYPe - Bring Your Boss luncheon
- 18 Business After Hours
- 24 Women Excel Bloomington Awards Luncheon



Spotlight:
**Technology
Service
Corporation**

See story
on page 14

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.

Annexation

The City's proposal to annex almost 10,000 acres of unincorporated land in Monroe County was killed late last month. The Indiana Legislature amended the biennial budget to include language that voids the annexation and does not allow the city to introduce annexation ordinances until after June 30, 2022. Governor Eric Holcomb signed the budget bill on April 27.

Downtown Safety, Civility and Justice

The Safety, Civility and Justice task force recently



Chamber members and staff meet with Governor Eric Holcomb in his office April 11 at the 2017 Legislative Drive-In. Courtesy photo.

presented several recommendations to Mayor John Hamilton to respond to concerns about safety and civility in the downtown area. The recommendations include four priority areas and one additional recommendation:

1. Jobs program

Develop a jobs program with Parks and Recreation to hire clients of local nonprofit agencies to help

clean parks and public areas, weed planters, etc. Successful programs in other communities will serve as examples and can be studied for best practices.

2. Parks activities

Increase programming and activities in People's Park, including waiving fees for park usage by nonprofits and student groups who desire to hold events

in the park and for food cart vendors during events.

3. Increase official presence along Kirkwood and in the downtown area.

a. Increase visible official presence from trained Bloomington Police Department (BPD), downtown resource officers and parking enforcement during the day.

b. Hire and train Indiana University part-

time officers by BPD for added presence at times designated by BPD.

c. Consider implementing an ambassador program that would contribute to safety, cleaning, hospitality and outreach services in designated areas. Investigate the cost benefit of developing a homegrown ambassador program versus working with an established program.

4. Enforcement

a. Encourage BPD and the Indiana Excise Police to continue to work together monitoring bars and other establishments that serve and sell alcohol for over-pouring, selling to minors and selling to those already intoxicated.

b. Continue direct communication between the city — the mayor and/or his representatives — and owners of establishments that serve and sell alcohol to communicate expectations regarding public safety and civility.

5. Other

The mayor is encouraged to convene meetings with representatives from the Department of Corrections, mayors from surrounding counties and perhaps others to discuss the impact their practices are having on Bloomington.

2017 General Assembly

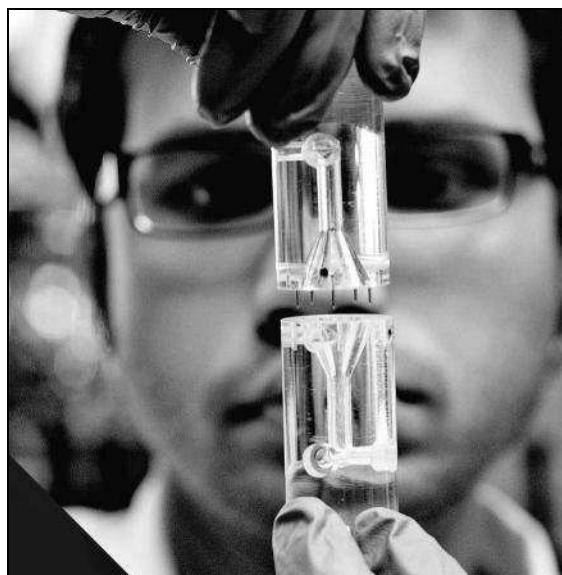
The Indiana General Assembly ended its 2017 session last month. Below are a few bills the Chamber followed. A full list of bills can be found at chamber-bloomington.org.

HB 1001: State biennial budget

This bill appropriates money for capital expenditures, the operations of the state, delivery of Medicaid and other series, and K-12 and higher education.

ADVOCACY UPDATE

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Have questions about Chamber advocacy?

Contact Anne Bono
812-336-6381
abono@ChamberBloomington.org

The Springtime Buzz



Jeb Conrad. Courtesy photo.

This time of the calendar year always creates a buzz in our community and region. All levels of students prepare for the academic year to be complete, an expanded group of visitors come to our community and patronize our businesses, the legislative session is over and construction season ramps up.

It is also an extremely busy time for your Chamber. The Chamber offers many ways for the business community to connect and engage through our upcoming program and event schedule. Keep an eye out for these excellent ways to promote your business!

As the voice of business, there are many key issues we are tracking and engaging in during this season. As you are no doubt aware, the Indiana General Assembly passed many pieces of legislation impacting greater Bloomington and our business community.

One addition was a change to the annexation law inserted into the state budget bill which banned any local annexations by cities that were underway this year. This includes the proposed annexation areas for Bloomington and Monroe County. This was a heavily-discussed and emotional issue locally which, after it is signed by the governor, will not allow annexation to be considered for five years. The Chamber followed this proposal closely and will continue to research impacts to the business community and on local government.

Our Chamber also supported

expanding pre-K funding to serve a larger share of our Indiana residents. We support education-based programs that continue to build better future employees and this measure will help to expand the pilot program.

The Chamber board and advocacy committee are engaged in the important City Comprehensive Master Plan. This guiding document will be critical to the development of the Unified Development Ordinance that will direct the future of local growth, development and strategy. For more, see the Advocacy Update that starts on page two of this issue of BizNet.

We also applaud our Monroe County commissioners for issuing a request for qualifications to consider expanding our convention center. As a great visitor destination community, having access to expanded facilities will enhance the opportunities to bring business to our community.

We are excited about our Women Excel Bloomington Awards luncheon this month, recognizing the contributions and impact our local women leaders have on our community. We invite you to join us on May 24 for the WEB Awards Luncheon featuring IU Women's Basketball Coach Teri Moran as our speaker.

Another Chamber event that offers the perfect way to network and interact with our partners is our annual Golf Outing. This year's event will be held at the

"As the voice of business, there are many key issues we are tracking and engaging in during this season."

CHAMBER VOICES

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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*!



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

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Bring Your Boss

Join us at our Bring Your Boss luncheon Thursday, May 11, from 11:30 a.m. to 1 p.m. at the DeVault Alumni Center. Invite your boss to lunch — on us — and join us for a panel discussion on talent attraction and retention for Bloomington.

Our panel will feature Pete Yonkman, president of Cook

Group and Cook Medical, Natalia Rayzor, employee development officer at IU Credit Union and Dana Palazzo, vice president at the Bloomington Economic Development Corporation.

At this event, we wanted to give young professionals the opportunity to take their bosses to lunch and create a space for networking



with high-level executives in Bloomington, with a focus on mentoring and learning. We hope you'll be able to join us for this exciting discussion!

Register now for this free event online at chamberbloomington.org. When you register, please be sure to make your lunch selection, provided by Comfort Catering. Choices include chicken salad wrap or sandwich, turkey wrap or sandwich, ham wrap or sandwich or a veggie wrap.

All lunches come with fruit, chips, brownie and a drink.

Later this month, nominations for the 7th annual 10 Under 40 Awards will be available online. The 10 Under 40 Awards honor ten young professionals under the age of 40 for their outstanding leadership in the workplace and community involvement. We'll have more details soon. To learn more about hYPE and sign up for our email list, please visit chamberbloomington.org/hype. 

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- Bloomington Valley Nursery
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- BuffaLouie's
- Building Association of South Central Indiana
- Cardinal Spirits, LLC
- Chances and Services for Youth
- Classic Catering & Rentals, Inc.
- Coghlan Orthodontics, PC
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- Crisis Cleaning, Inc.
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- Doering Consulting
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- General Interiors Inc.
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- Heflin Industries, Inc.
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- Ivy Tech Community College - Bloomington
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- Living Well Home Care
- Local Council of Women
- Long Family Eye Care, PC
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- Massage Envy Spa
- Meineke Car Care Center
- MidAmerica Technology
- Midwest Trail Rides
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- Monroe County Public Library
- Motor Service, Inc.
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- Parker Real Estate Management Inc.
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- Precision Eye Group, PC
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- Råke Cabinet & Surface Solutions
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- Smithville
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- Southern Indiana Hearing Solutions
- Southern Indiana Radiological Associates, Inc
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- YP Marketing Solutions**
Contact: Troy Brown
812-212-6921 

New Hires and Promotions

New Director of Planning and Transportation

Theresa (Terri) Porter will serve the City of Bloomington as its director of planning and transportation. Porter was the original executive director of the Bloomington Enterprise Association. Most recently, Porter served as a senior advisor in HUD's Indianapolis field office.

City Parks Community Events Manager

The City of Bloomington Parks and Recreation Department announced last week that long-time staff member Leslie Brinson has been promoted to fill the community events manager position. Brinson has served as the program/facility coordinator at the Banneker Community Center since 2002.

Awards and Designations

Businesses Honored for Contributions

Governor Eric Holcomb is honoring Indiana companies with the Governor's Century and Half-Century Business Award. The half-century business awards honor Hoosier businesses that have remained in operation for a minimum of 50 consecutive years. The companies are: Cassady Electric, Cook Medical and Indiana Limestone Company.

Berkshire Hathaway Award Winners

Congratulations to the following 2016 Berkshire Hathaway HomeServices National Award Winners. John Vitello, Sherry Bumgarner and Margie Eberle-Polley received Leading Edge Society Awards. Honor Society Awards were presented to Narges Noori and Lauree Wright. The Top Agent in Units Sold was John Vitello, the agent that was Top in Sales Volume was Sherry Bumgarner and the Top GCI was Margie Eberle-Polley.

Bloomington Meadows Certified Navigator

Bloomington Meadows Hospital would like to recognize Shannen Deckard, as she has recently become a Certified Indiana Navigator. Deckard's new certification will greatly enhance the experience for patients in regards to insurance and help them determine their options when they receive treatment at Bloomington Meadows Hospital.



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The Franklin Initiative Update

School Year Wrap-Up

The Franklin Initiative is wrapping up another school year.

This semester, we hosted our annual Employment and Job Skills Fair for high school juniors and seniors on April 18 at Hoosier Energy. Nearly 100 students attended to speak with a wide variety of local organizations about careers in their businesses. Through this experience, students made connections for potential summer jobs, internships and volunteering opportunities and gathered helpful information from HR professionals on interviewing, resume writing and the impact of social media on the hiring process.

Thank you to our sponsors for making this event possible: Regional Opportunity Initiatives, Inc., the Community Foundation of Bloomington and Monroe County, Ivy Tech Community College Bloomington, JP Morgan Chase Bank, Hoosier Energy, Bloomington Ford, John Bethell Title Company, Rogers Group, TASUS and Building Associates.

We also held our mock interviews and a day of

job shadowing for the freshman students participating in the Preparing for College and Careers class at the Academy of Science and Entrepreneurship. Thank you to our volunteers for your time and for helping students become prepared for the future workforce.

Coming up on Saturday, May 20, The Franklin Initiative is excited to support Lemonade Day Monroe County. Lemonade Day is a free youth program that teaches kids how to start, own and operate their own business using the time-tested model of a lemonade stand.

Participants are taught how to create a budget, set profit-making goals, serve customers, repay investors and give back to the community. They keep the money they make, and are encouraged to spend some, save some and share some of their profits. Businesses and organizations throughout Monroe County will be hosting stands and donning shades of yellow to show their support. Sign up for Lemonade Day and learn more at lemonadeday.org/



Adam Wason conducts a mock interview with a high school freshman at the Academy for Science and Entrepreneurship. Courtesy photo.

monroe-county.

Finally, a special thank you to our Franklin Initiative program associate, Jacob Summer, for all of his hard work with our programs over the last two years. Jacob is graduating this spring from Indiana University's School of Public and Environmental Affairs with a master's degree in non-profit management. He has accepted a job as a camp director at Camp El Tesoro, just outside of Fort Worth, Texas. We'll miss Jacob and wish him the best of luck!



CHAMBER VOICES

Continued from page 3

Bloomington Country Club on June 8, so get that on your calendar!

We want to thank our partners at Downtown Bloomington Inc. for recognizing our hYPE program (Helping Young Professionals Excel) with a promotion award this year.

We support our tagline, "Better business. Better community." We look forward to working with our community leaders, our board, volunteers and members on our continued success in making greater Bloomington an even greater place to live, work, play and do business.



Lemonade Day

Lemonade Day is a free youth program that teaches kids how to start, own and operate their own businesses using the time-tested model of a lemonade stand. Sign up for Lemonade Day and learn more at LemonadeDay.org/Monroe-County.



Kendle Richards and her brother Adison ran a lemonade stand outside BPD headquarters at last year's Lemonade Day. The siblings were among about 700 children who took part in the event. This year's Lemonade Day is May 20. Photo by Lauren Slavin.



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BUSINESS OF BREW

Continued from page 1

breweries start and growing in our community,” he said. “Bloomington is definitely the most beer-savvy town in Indiana. Customers and beer-buyers at our bars and restaurants are very knowledgeable of all types of beer.”

Drinking Diversity



Adam Quirk. Photo by David Snodgrass.

Quirk was drawn to Bloomington for its diversity and its “incredible cultural and culinary activity similar to where we were in Brooklyn, if not better.”

Those attributes, he believes, are a major reason for the surprising richness of what the Bloomington craft booze scene has to offer.

“There is a huge mix of cultures that happens in Bloomington that doesn’t usually happen in Indiana,” Quirk said. “And with that (comes) a wide range of cuisines that, I think, broaden people’s palates so maybe that leads people to being more open to trying crazy new foods and booze.”

Bloomington’s relative youth also likely plays a role, Quirk said, noting that the median age in Bloomington is about 26. While people of all ages enjoy craft spirits and beer, he’s noticed that younger generations are often a little more eager to try exotic new options.

Likewise, Quaff On! co-owner Jeff McCabe points to the attitudes of the people living in Bloomington as a reason for the success of those selling craft beer and craft spirits in the community.

“You’ve got students and professors and all the people who support the school, and you get people who seem to be very open to new experiences,” he said. “And in a lot of ways, that’s what craft beer is all about. There are all these great new options with different flavor profiles. To have a successful kind of craft beer community, you have to have a willing and open customer base, a fan base, who are willing to try new things and then vote with their wallet for which way they want it to go.”

McCabe and two — later three — partners opened Big Woods Brewing in their native Brown County in 2009, ultimately moving into the restaurant business as well as craft brewing. Later, the business expanded to Bloomington with the opening of the brewpub Quaff On! These days, all of their beer distribution is done under the name Quaff On Brewing Co., while Big Woods remains the restaurant brand.

In the past two years, McCabe and his partners have also started distilling craft liquors under their Hard Truth Distilling Co. label. Like Quirk, McCabe

“Bloomington is definitely the most beer-savvy town in Indiana.”

—Joe Miller,
equity manager
at Best Beers

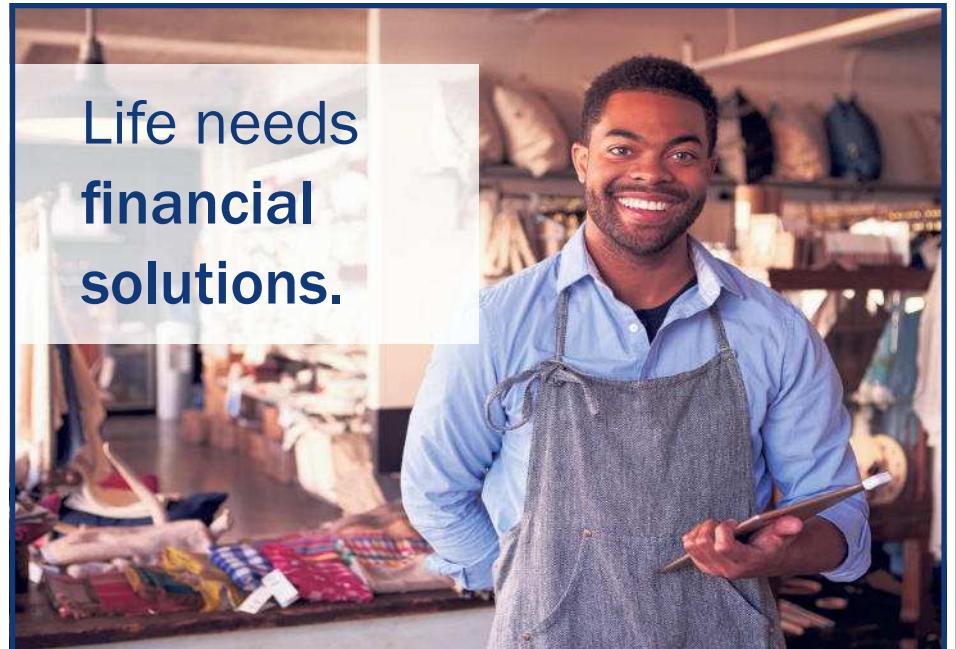
“There is a huge mix of cultures that happens in Bloomington that doesn’t usually happen in Indiana.”

—Adam Quirk, co-owner of
Cardinal Spirits



Cardinal Spirits and Oliver Winery work together to create specialty brews using wine barrels. Photo by David Snodgrass.

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Member
F D I C

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BUSINESS OF BREW

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believes that craft distilling is following on the heels of craft beer as the next big trend.

“People are enjoying trying new things,” McCabe said of craft liquors. “It is a long-term trend. This isn’t a short-term trend. Artisan distilling will build up over a couple of decades, just like craft beer did.”

Local experts note that part of the growth in craft brewing, distilling and wine-making in Bloomington is linked to a larger trend.

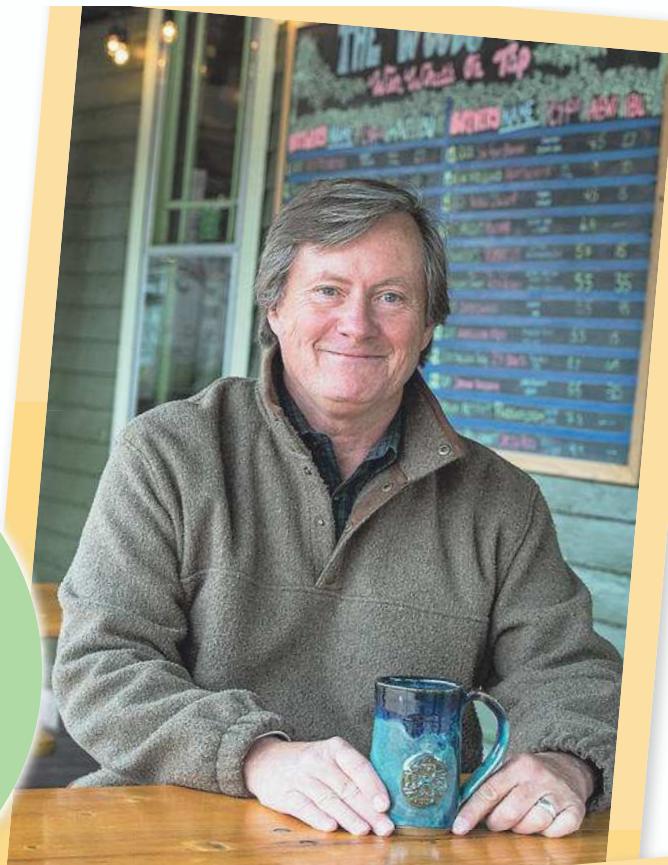
Bloomington Brewing Company, founded in 1994, is the oldest microbrewery in Bloomington and the fourth oldest in the state, according to general manager Mark Cady. While he said craft brewing saw some surges in growth in the late 1990s, he sees its most recent boom as beginning from about 2008 onward and speeding up after 2010.

Miller said Best Beers has been seeing an increase in sales of craft beers consistently over the last five to seven years, especially as it spread from being more of a millennial trend to the mainstream. While some may have in their mind’s eye a caricature of what a craft beer lover looks like — “a 25-year-old with facial hair who lives in a city and rides bikes,” Cady jokes — people of all ages, sexes and backgrounds are interested in craft beers these days.

“I think people make assumptions of what a craft beer drinker is, but you’d be surprised at the adventure level of people you’d think wouldn’t be trying craft beer, but are,” he said.

“You’ve got students and professors and all the people who support the school, and you get people who seem to be very open to new experiences.”

—Jeff McCabe,
co-owner of Quaff On!



Jeff McCabe
co-owns Quaff
On! Photo by Chris
Howell.

Making a Mark

The United States has more breweries than ever before, with an average of two more opening each day, according to Cady, who recently attended a national craft brewers’ conference in Washington D.C.

With so much competition, it is important for breweries — as well as distilleries and wineries — to find ways of setting themselves apart.

That’s something that Bloomington craft brewers and distillers have accomplished quite well. In smaller markets especially, Quirk said, new breweries

Grapes at the
Creekbend
Vineyard are
harvested to make
wine at Oliver
Winery. Photo by
Jeremy Hogan.



BUSINESS OF BREW

continued on page 10



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Congratulations to **Needmore Coffee Roasters**, which kicked off their grand opening weekend with a ribbon cutting. Their celebration continued the next day with live music, tamales, and, of course, excellent fair trade coffee.



Crew Carwash celebrated their new Bloomington location with a ribbon cutting followed by a two-day-long fundraiser by offering all customers a free Ultimate Wash in support of the Monroe County Humane Association. Come check out the fun crew at 3430 W. 3rd Street, open Monday to Saturday 7 a.m. to 9 p.m. and Sun 8 a.m. to 8 p.m.

ALSO BREWING: COFFEE

By Kasey Husk

Bloomington's enthusiasm for locally-brewed beverages isn't limited to drinks of the alcoholic variety.

For those looking for a different kind of buzz, locally-roasted coffee is increasingly popular in Bloomington, with several new coffee shops featuring beans roasted either in house or nearby opening in the last few years.

One of these is Katie Mysliwicz's Needmore Coffee Roasters, a small-batch roastery and coffee bar that just moved into its new location at 104 N. Pete Ellis Drive in April. Most of the roastery's business for the past three years has been at farmers' markets and by wholesale.

While the concept of local roasting has been around longer than people realize, Mysliwicz said, the trend has gained steam recently.

"One of the things about having a locally-roasted coffee is that the freshness will be there," she said of the attraction for coffee-lovers, noting that as coffee ages it becomes stale and loses some flavor.

Most of the coffee beans used at Needmore are from a single origin, rather than being blended, meaning "depending on where it was grown, and the altitude and the soil and the type of tree and the processing they are using, the taste of the coffee can

be substantially different. We are going after that fresh roast so we can go after all those wonderful flavors."

Bloomington has a reputation for supporting local businesses preferring to eat and drink local products. Mysliwicz's decision to serve only fair trade-certified, organic and ethically-sourced coffee beans also appeals to Bloomington sensibilities, she said.

Annie Strongwater, a front-of-the-house employee at Black Canyon Bakehouse — and an Indiana University student currently taking a course on coffee — agrees with this assessment. Strongwater said coffee drinkers certainly appreciate the fresher flavors of locally-roasted coffee. She noted that Black Canyon serves Hubbard & Cravens coffee roasted in nearby Indianapolis and explained that traceability of the beans is increasingly important to people.

While large chain coffee shops might say they are "fair trade," Strongwater said, it is hard to know for sure. At local shops, buyers can speak directly to owners and feel more confident that their favorite brew is coming from ethically-acquired beans.

"You feel like you are doing something for the (coffee) farmers and for the community," she said.



Katie Mysliwicz roasts coffee beans at Needmore Roasters. Photos by Jeremy Hogan.



Congratulations **B-Town Botanicals Grow Store** on your ribbon cutting and grand opening on the south side of Bloomington at 339 E. Winslow Road. B-Town Botanicals is your source for indoor gardening supplies, education and ideas.

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**SUNDAY
BOTTLE SALES**

BUSINESS OF BREW

Continued from page 8

often choose to focus on different styles or targets.

“Every little brewery has a niche and with all the styles out there and all the creativity going on, I think there’s room for more here,” he said.

Businesses’ differing interests and capabilities can help set them apart, said Jarrod May, head brewer at almost two-year-old The Tap Brewery. It sells only at its Bloomington and Indianapolis locations. As such, it goes through the beer more slowly than others, giving the organization the luxury of time needed to create more of the time-consuming brews, May said. Lagers, for instance, take weeks longer than ales to create — and thus are less popular with many breweries. For that reason, The Tap Brewery tends to keep three or four on tap at all times.

The available time also gives May and his associates the opportunity to experiment with some more unusual types of beer.

“We’ve been experimenting with different styles and conditioning processes,” May said. “We are starting to move toward some of the older styles that are maybe making a bit of a comeback in the (brewing) community, but are maybe a little more obscure in Bloomington right now.”

Bloomington breweries and distilleries also do a great job at creating an individual feel at each place, McCabe said, noting that at Quaff On! there is now an outdoor beer garden with communal picnic tables for socializing and meeting new people.

“It is a small community, but there is definitely room for growth.”

**—Jarrod May,
head brewer at The Tap**



Jarrod May is the head brewer at The Tap. Photo by Chris Howell.

“I think part of what is developing, and what is really distinctive about Bloomington, is that the craft breweries don’t just make great beer. They are creating a great experience with great food and atmosphere too,” he said.

For those sellers looking to sell outside of their own pubs, marketing and relationships are vitally important to develop name recognition for their brands. At Cardinal, Quirk uses social media

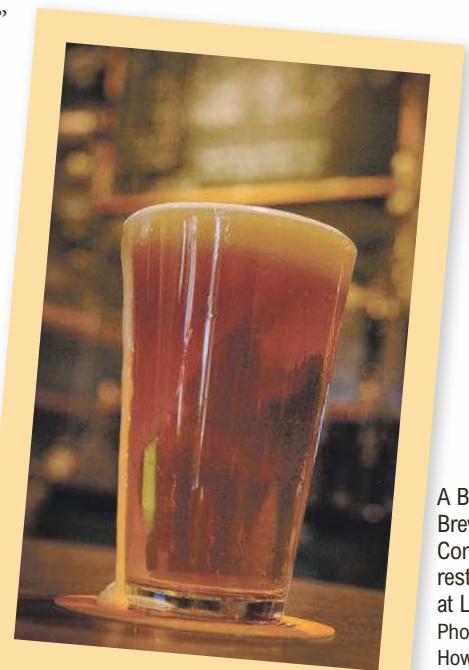
heavily to spread the name and the image to people in the tri-state area. In particular, he tends to target the bartenders who will be selling his products.

For Bloomington Brewing Company, spreading the word about the company’s products around the state means travel, and lots of it, for Cady. Getting a keg of your brewery’s beer on a pub’s tap or your cans on a store’s shelf requires building and maintaining relationships, he said, especially because customers are consistently looking to try new things.

“To be able to try and maneuver that kind of landscape can be difficult and time consuming,” he said. “That is really where relationships are key, so it is incumbent upon us as a brewery to create and sustain those relationships with the owner, with the bartender and with the customers to help our business.”

Above all, the most important ingredient for being to sell a product is to make sure the quality is top-notch, Cady noted.

“You need to be brewing a beer that is clean, that is made with quality ingredients and with quality brewing practices,” Cady said. “There are still some breweries making quality beer that may not make it,” he added. “It can be a tricky market. But if you don’t have a quality beer, it isn’t going to make a difference.”



A Bloomington Brewing Company beer rests on a table at Lennie’s. Photo by Chris Howell.

BUSINESS OF BREW

continued on page 11

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More Pours

How much more room for growth is there in the craft beverage market? That's a topic of national debate, but in Bloomington local brewers and distillers seem to agree that there is still room for new businesses.

Craft beer sales account for only about 6 percent of total beer sales in Indiana, Cady said, but the national average is double that.

"There's a lot of room to raise awareness and get people to drink craft beer — to have that bigger tent and allow people to come in and enjoy craft beer," he said.

Having more brewers and distillers can help raise the profile of craft drinks in general in the area, which helps everyone.

"It is a small community, but there is definitely room for growth," May said. "While the business owner may see it as competition, we brewers see it as someone else coming into the family."

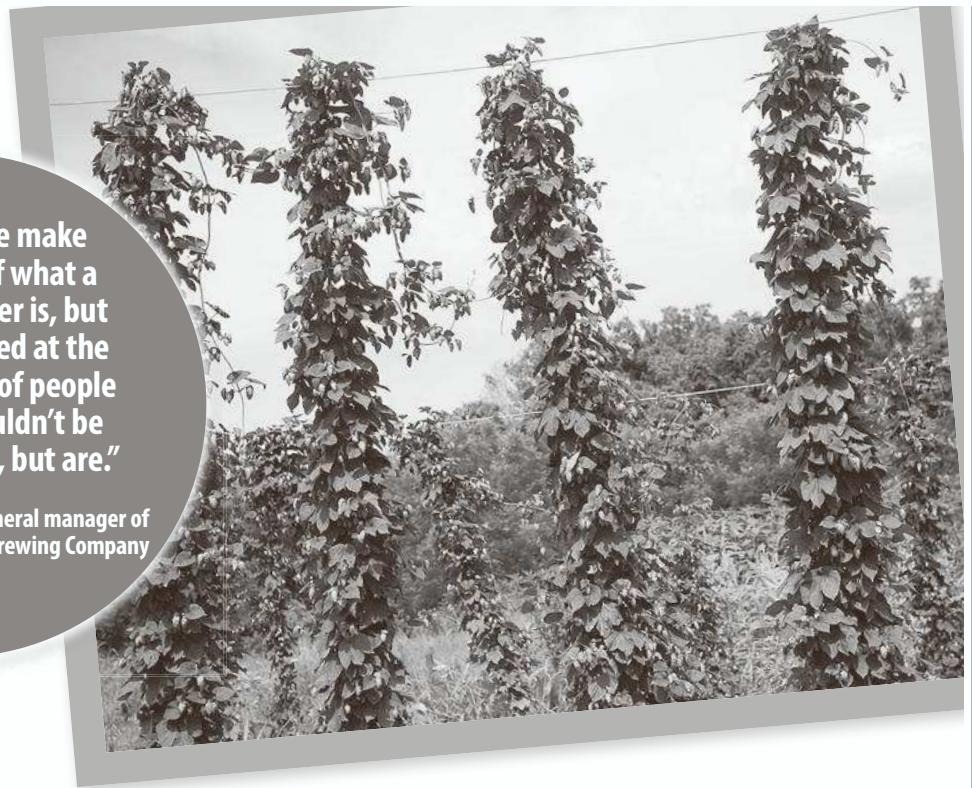
More breweries may even help make the town more of a tourist draw, McCabe suggested.

"Bloomington is a great town for craft beer now, and it has been and it has the potential to do a lot more," he said. "We think Bloomington can be one of those great towns where people make long trips because there's great beer there."



"I think people make assumptions of what a craft beer drinker is, but you'd be surprised at the adventure level of people you'd think wouldn't be trying craft beer, but are."

—Mark Cady, general manager of Bloomington Brewing Company



Hops hang from a vine on a tall trellis west of Bloomington. They were used in a special brew by Bloomington Brewing Company. Photo by Chris Howell.

ADVOCACY UPDATE

Continued from page 2

A few highlights of the \$32.14 billion budget package include:

- A 1.7 percent increase annually in K-12 education funding
- \$4 billion to higher education
- \$5 million to the governor's office for substance abuse prevention, treatment and enforcement
- \$500,000 for homeless veterans
- \$15 million for creation of a business promotion and innovation fund

HB 1002: Transportation infrastructure funding

This bill addresses the need for a long-term and sustainable road-funding plan in the state. By 2024, Indiana will generate \$1.2 billion annually for infrastructure. The legislation shifts all sales tax on gas to a highway fund over a five-year period beginning in 2020. The bill increases the fuel tax by 10 cents, adds a \$15 registration fee for all vehicles, a \$150 annual fee for electric vehicles, and a \$50 annual fee for hybrid vehicles. The bill requires a tolling study and any proposed tolling must be approved by the state budget committee.

HB 1004: Expansion of state-funded pre-K pilot program

Up to 15 additional counties will now be able to take advantage of the successful pre-K program in which five counties in the state have been participating. The budget allocated \$22 million annually for this effort. The program provides funding for children from low-income families to be placed in high-quality pre-K programs.

SB 558: Leasing and sales of real property

This bill will prohibit local governments from adopting inclusionary zoning, which is an ordinance requiring a portion of new construction to be affordable or to pay fees in-lieu of developing the affordable units. The bill has passed both chambers and is on the governor's desk for a signature. Mayor John Hamilton has asked the governor to veto the legislation.

I-69 Section 5

INDOT officials have pushed back the completion date for Section 5 to May 31, 2018. According to the Indiana Finance Authority, the new agreement with the developer includes the following:

-Two northbound and two southbound lanes will be continuously open through the greater Bloomington area beginning August 15, 2017.

-Four lanes will be open from Sample Road to Martinsville for IU events, including home football and basketball games, beginning August 15, 2017.

-Four lanes will be continuously open from Sample Road to Martinsville on or after March 31, 2018.

The Chamber continues to host monthly I-69 Local Collaboration Group meetings with elected officials, city and county planning and transportation staff, INDOT, I-69 Development Partners, business leaders, and members of the MPO. For more information on Section 5 and traffic updates, visit i69section5.org.

I-69 Section 6

INDOT released the Tier 2 draft Environmental Impact Statement (DEIS) for Section 6 of the I-69 Evansville to Indianapolis project. The DEIS recommends a preferred route and footprint and includes the 10 locations and types of exits, 16 overpasses or underpasses, and new local access roads. The DEIS can be reviewed online at in.gov/indot/projects/i69/2515.htm. The public may submit comments using the online comment form located at in.gov/indot/projects/i69/2463.htm. Section 6 is estimated to cost \$1.5 billion and construction is scheduled from 2020 to 2026. I-69 Section 6 will upgrade the majority of existing State Route (SR) 37 to interstate standards between SR 39 in Martinsville and I-465 in Indianapolis, a distance of approximately 26 miles.



Primetime — BBQ, Business and Fun!

By Jim Inman,
director of marketing and communications

The Greater Bloomington Chamber of Commerce hosted the annual Primetime Business in a Briefcase and BBQ Cook-off Wednesday, April 19 — and what a turnout! More than 90 Chamber member businesses, eateries and BBQ teams came out to the Monroe County Fairgrounds for the community event.

Exhibitors entered one of the community buildings at the fairgrounds and immediately enjoyed the aromas of several local eateries. Offerings included pizza, nachos, frozen yogurt, desserts, salads — so many great things for attendees to enjoy. The food and beverage vendors were scattered among the many businesses, service organizations and other Chamber members sharing about their professional capabilities. Displays ranged from brochures and pamphlets to putt-putt golf, computer monitors, vibrant signage and even a foam machine!

In the community building six local BBQ teams — Wink's, Limestone, Great White Smoke, Kroger East, Smokin' Jack's Rib Shack and BBQ Train East — put their efforts into a fun competition. Judges enjoyed pulled pork, beef brisket, ribs and chicken — and once the judging was complete, samples of BBQ were made available to the Primetime attendees. Kids enjoyed inflatable bounce houses provided by Master Rental Center, and WBWB B97 offered tickets to a variety of concerts this summer.



The BBQ awards were presented during the last 30 minutes of Primetime, and everyone came away with honors.

Chicken: Third Place – Wink's; Second Place – Kroger East; First Place – Smokin' Jack's

Pulled Pork: Third Place – Limestone BBQ; Second Place – BBQ Train; First Place – Wink's

Ribs: Third Place – Kroger; Second Place – Great White Smoke; First Place – Smokin' Jack's

Brisket: Third Place – Limestone BBQ; Second Place – BBQ Train; First Place – Great White Smoke

People's Choice Award: Great White Smoke

Grand Champion: Great White Smoke

Special thanks go to the following local companies for their help with Primetime:

JB's Disposal for helping with recycling and trash

The Monroe County Fairgrounds for hosting the event

Contributing Sponsors: Building Associates, Fourwinds, Markey's Rental & Staging, ProBleu and WalMart

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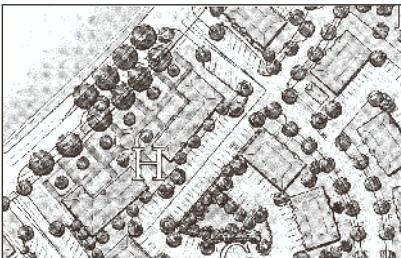
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These organizations, in addition to our exhibitors, BBQ teams, food vendors and supporters helped make Primetime 2017 one for the history books! 



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CHAMBER BRIEFS

Continued from page 5

Cockerham Honored by Magazine

Bloomington's Chris Cockerham, with F.C. Tucker Bloomington, was recently honored by Midwest Real Estate News magazine. Cockerham was inducted into their 2016 Commercial Real Estate Hall of Fame class. He also serves as president elect for the Indiana Commercial Board of Realtors.

Jean Scallon Receives Journey Fellowship

Jean Scallon is one of 28 executives from youth serving organizations across Indiana to be selected to The 2017 Executive Journey Fellowship. The Journey Fellowship was created in 2002 and funded by the Lilly Endowment Inc.

Opportunities and Events

Register for Lemonade Day

Lemonade Day is a free, nationwide program that teaches kids to own and operate their own business using a lemonade stand. This year's Lemonade Day will be held May 20. For more information, visit lemonadeday.org or email Amy Swain at lemonadeday@bgcbloomington.org.

Geriatric Care Conference

Indiana University Health Bloomington will host its second annual Geriatric Care Conference May 24 from 8:30 a.m. to 5 p.m. at Ivy Tech Community College's Shreve Hall. To register, call 812-353-5252 or visit iuhealth.org/bloomington. For more information, contact Barbara Haley at 812-353-5117 or bhaley1@iuhealth.org.

SCI REMC Hosts Explorer Day Camp

South Central Indiana Rural Electric Membership Corporation's (SCI REMC) is offering a free one-day camp for students entering grades four to six. The SCI Energy Explorer Day Camp is Friday, June 23, at the SCI REMC headquarters in Martinsville from 8:30 a.m. to 3:30 p.m. Learn more at sciremc.com/content/hosting-free-energy-explorer-day-camp-june-23.

Other

City Condemns Backward Steps

The city of Bloomington has joined 74 cities and 41 million Americans across the country in condemning the Trump administration's rollback of environmental policies. The full letter is located at medium.com/@ClimateMayors/.

Draft Comprehensive Master Plan

The Bloomington Plan Commission will be holding a series of hearings to discuss and eventually adopt a new Comprehensive Master Plan for the city of Bloomington. The draft plan will be available at the Planning and Transportation Department office, the Monroe County Public Library and online at bloomington.in.gov/cmp.



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Downtown Bloomington Award Winners

Downtown Bloomington Inc. celebrates downtown revitalization with a presentation of annual awards for projects that help move downtown forward. The 2017 winners are: Promotion Award – hYPe (Helping Young People Excel); Design Award – Old National Bank; Economic Vitality Award – Monroe County Employee Parking Garage; Organization Award – Cardinal Stage Company.

Congrats to Be More Award Honorees

The Bloomington Volunteer Network salutes all of the Be More Award recipients: Reova Meredith, Fred Parker, Lindsay Schroeder, Interfaith Community of Environmentalist Youth, Volunteers in Medicine volunteers, Vanessa Elias and Stephanie Huezo, Mary Goetze, Dave Wright, Bloomington Community Orchard volunteers and Marge Penrod.

College Mall More Than Pink Drive

College Mall has announced its spring 2017 More Than Pink movement in support of Susan G. Komen and the fight against breast cancer. More than 180 participating Simon Malls, The Mills and Premium Outlets nationwide will be participating in activities during the months of April and May.

Holiday World Discounts for Chamber Members

Holiday World is offering discounts for Chamber members. You are able to receive the most discounted general admission tickets and season passes by using the following link: holidayworld.com/fun-club. The login is Holiday113 and the password is World113. Discounts vary through the week.



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Spotlight: Technology Service Corporation

By Kasey Husk

At Bloomington's Technology Service Corporation, employees do more than weather the tough assignments.

They thrive on them.

"TSC provides high quality technology solutions for difficult problems," said operations manager Mike Kramme, reciting a company mission statement. "And we do that by challenging our employees to deliver technical excellence and results for our customers."

Technology Service Corp. is an employee-owned technology company that provides engineering consulting services and specialized technology products to the U.S. government, as well as commercial and academic clients. The company's Bloomington office, one of 13 across the United

States, works closely with Naval Surface Warfare Center Crane and has developed its own niche: automated testing control systems.

Bloomington's Polyphase Microwave Inc., a company that products components and instrumentation for RF/microwave transmitters and receivers used in wireless communications systems and more, is a wholly-owned subsidiary of TSC.

Testing, Testing

Founded in 1966 by famous radar theorist Peter Swirling, today TSC is still recognized primarily as a radar engineering firm even as its capabilities have expanded to include sensors, weapons systems development



Mike Kramme is the Indiana operations manager of Technology Service Corporation. Photo by Chris Howell.

SPOTLIGHT
continued on page 15

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SPOTLIGHT

Continued from page 14

and hardware and software systems. In Bloomington, however, automated testing controls have emerged as the office's "unique competency," Kramme said. Among its recent major achievements in this area was helping to develop a comprehensive testing system for Crane's battery test and evaluation branch.

At the Navy base, testing batteries of all sizes — including the valve-regulated lead acid batteries used on submarines — is a necessity. However, the base's test and evaluation facility was limited in the number of tests that could be performed at one time and by an older system that made it difficult to keep track of results efficiently. TSC worked with Crane to develop a system in which tests could be performed on many different batteries, including lithium ion, of different sizes, in different configurations all at the same time while overseen by a single operator, said Eric Adams, company engineering manager.

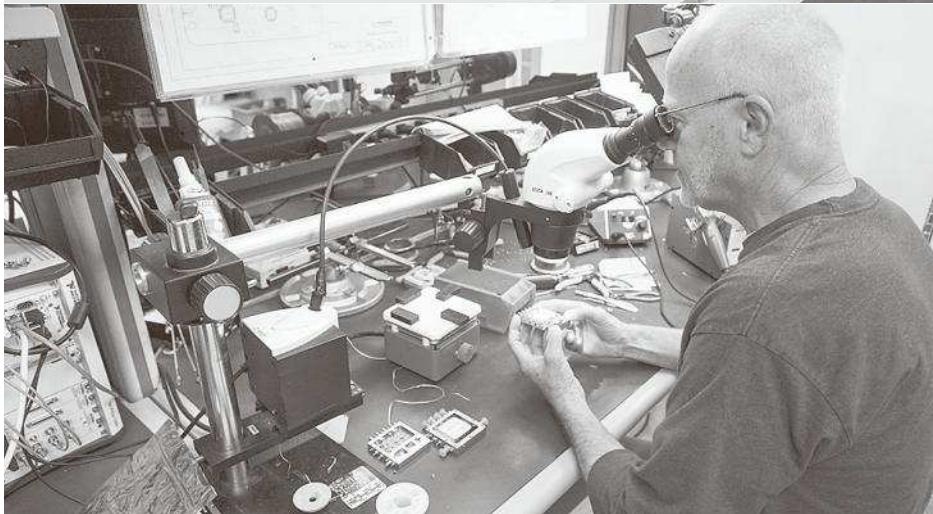
Most importantly, he noted, these tests could be performed safely. Reports of lithium batteries in cell phones exploding have been in the headlines, highlighting the potential dangers that come from such batteries — especially when working with those many times the size of a tiny mobile phone battery.

The project also included the development of user-friendly software that allows workers to quickly and easily navigate the data, something that has become somewhat of a specialty for TSC. The company — whose 23 employees are mostly made up of engineers and computer scientists, half of whom have advanced degrees — excels in producing appealing and user-friendly interface systems that allow users to more easily work with the results they are receiving, Kramme said.

For instance, a user might be able to touch one segment of the screen and drill down to see a real-time look at exactly what is going on with that particular test.

"It is pretty important when you are designing architecture for, say, a large test bench where you have dozens or more instruments that need to work together," he said, explaining that "whether you are doing a pass/fail test or particular test sequence routines that are going to provide certain data, you need to have that instrumentation work together and collect that information. Same thing goes if you are in a production line and are taking data directly off

A goal of TSC's research is to both solve a governmental problem and find a commercial application for that solution. TSC has an impressive commercialization rate of 80 percent.



TSC's 23 employees are mostly engineers and computer scientists, half of whom have advanced degrees.

Above: Engineer Chris Good works on a control box. **Left:** William Wagner, senior engineer technician, examines the board on an up converter modulator. Photos by Chris Howell.

operating systems; you want to know when something is getting ready to fail."

Many of the TSC's other projects are confidential, either because of the nature of the work being done for the U.S. government or because of nondisclosure statements required by clients. However, Kramme said, speaking in broad strokes the work "usually comes down to some combination of challenges in integration of systems or operational specifications requirements that they are trying to achieve."

"It is on the edge of technology," Kramme said.

Toughest Challenges

The company also participates in government-funded research projects, primarily through a program called Small Business Innovative Research. Through that program, the government "puts out their hard problems to solve and companies like ours write proposals on that challenge and if we are awarded it we work through a design concept to take on that challenge,"

Kramme said.

A goal of the research is to both solve a governmental problem and find a commercial application for that solution. TSC, Kramme said, boasts an impressive commercialization rate of 80 percent.

Having the right staff is a vital part of this success. The company offices are set up specifically to foster collaboration because employees not directly involved in a project can hear what is going on, and can chime in with their own thoughts.

"The result has been that just about every project we have, we have multiple people participate in various phases of the project's life cycle," Kramme said, noting that this allows employees to keep fresh job skills that they might not otherwise be using in their official position within the company.

"When you are a small business, sometimes you have to rely on multiple skills from employees, he added. "When we hire folks, we are looking for someone who is smart, willing to work hard, willing to work unsupervised and be willing to pitch in as a team member — which may mean

working long hours on a project."

Yet recruitment can also be among the most challenging parts of the business because so many of the types of professionals TSC wants to attract tend to be drawn to big cities and technology hotspots like California. To cope with this, TSC seeks to hire its employees from among people who attended some of Indiana's top engineering schools, such as Rose-Hulman and Purdue University. It also offers assistance to its employees to seek advanced degrees and certifications.

Another incentive is a perk that few other companies offer: an ownership piece of the company. Since 1993, TSC's Employee Stock Ownership Plan has provided its roughly 350-person workforce with an ownership interest in the company without requiring further investment. This program provides the employee-owners with "economic security and an independent income," Kramme said.

"The bottom line . . . is we are making sure we have the right people, and continue to develop those people," he said. "We use the right technology and deliver results."

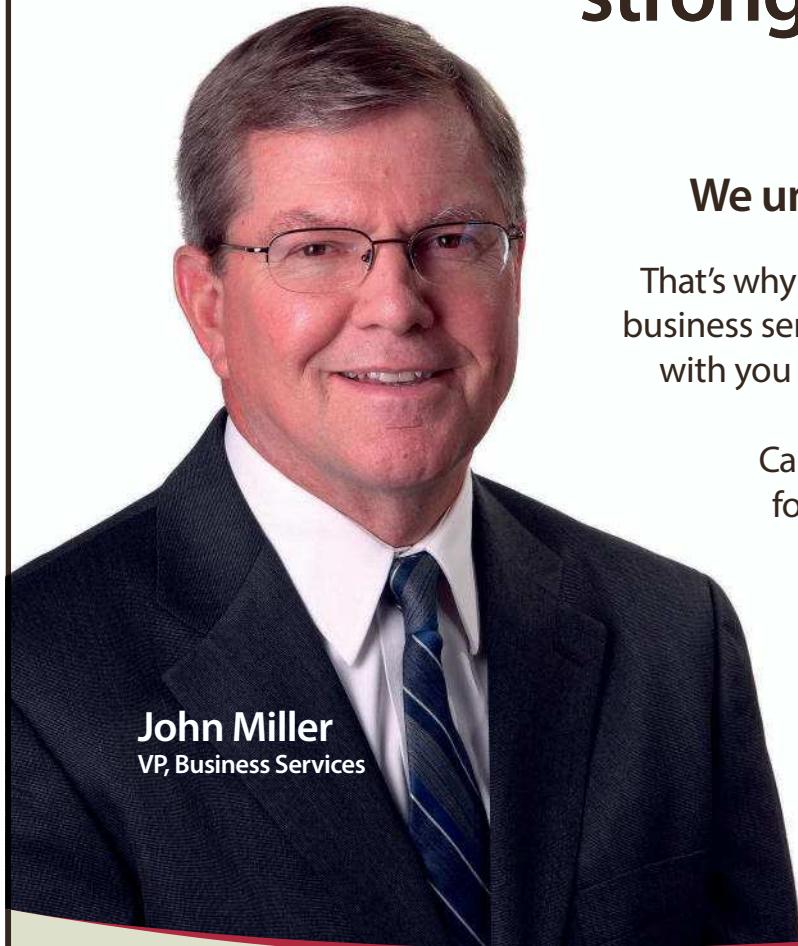


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