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G&S Homes Offers Experience, Personal Attention, Close Communications

For more than 30 years, people relocating to Bloomington and residents building new homes have sought Mark Sovinski and Jeff Gustaitis, co-owners of G&S Homes, to turn their ideas into reality. The business partners, who started their company in 1984, have built more than 400 homes in Monroe County, making them among the most experienced local homebuilders.

"We build many homes for people who live out of state during the planning and construction phases," says Sovinski. "We focus on responsiveness and close communications with homeowners. We really guide people through the whole process." Sovinski says he primarily works with clients during the planning and building process, and Gustaitis supervises construction on-site.

Their Bloomington roots go back to the 1970s, when they attended Indiana University. After graduation, they stayed in Bloomington, working on construction projects as carpenters before forming their own company. As community supporters, they have participated in the Habitat for Humanity of Monroe County Home Builders Blitz all seven years and sponsored youth in the Boys & Girls Clubs of Bloomington.

G&S has developed several Bloomington subdivisions and, most recently, built Artisan Row at B-Line Station and the South Dunn Street Project. "We build custom homes in a wide range of sizes and prices," says Sovinski. People can come with their own home plans, or G&S will help them design their home, whether they're looking for a mid-century modern home, a farm house, or another design. "We create a fun, easy, and hassle-free experience for homeowners," Sovinski says.



estates bought and sold

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Bailey & Weiler — Experience, Value

Building or renovating a home is a major event, but it doesn't have to be stressful or overwhelming says Don Weiler, co-founder and business manager of Bailey & Weiler Design/Build. The firm's team prides itself not only on crafting precisely the home the client envisions, but also on making the entire process — from designing to building to selecting finishing touches — a smooth and pleasant one.

"We want the whole experience to be as enjoyable as possible. We're familiar with every step, and we make it a priority to ensure it's simple and manageable for homeowners," says Weiler, who co-founded the company with Craig Bailey. One way Bailey & Weiler simplifies homebuilding and renovation is by offering a one-stop shop. "Typically, a homeowner has to hire an architect, builder, and interior designer," Weiler says. "With us, you have one building partner for the entire process."

Letting clients see the home before building begins is another key to ensuring the client's vision becomes reality. The company creates 3-D digital renderings that allow clients to test different colors, materials, and finishes. "Each homeowner has key features — something unique they want for their home," says Weiler. "Once we fully understand the style and function that works for that particular person or family, we can start to make design and finish suggestions that meet their needs. They can stay closely involved in making selections, or let us present them with ideas to approve."

Another distinguishing feature of Bailey & Weiler is the transparency of its budgeting process. The company shares with its clients not only all project costs but also the company's profit on the project. "We understand that

it's your home and your money. We take our role as stewards of your project very seriously. You have a right to know where your money is going," Weiler says. He explains the company designs according to the budget from start to finish, seeking to add function and value with minimal cost.

Bailey & Weiler's mission is to build a legacy of creative design, quality craftsmanship, and long-lasting value for homeowners. "In the end, we succeed if you love your home and you loved building it," Weiler says. "There's no reason it can't be a fun, fulfilling experience." For more information and photos, visit bailey-weiler.com.

Craig Bailey (left) and Don Weiler. Photo by Richardson Studio



Your style & your budget.

From our first conversation to the day we moved in, we have been impressed with **Bailey & Weiler's** expediency and attentiveness. Every question answered. Each concern addressed. Don and Craig guided us through the building process with patience and respect for **our style and our budget**. Taken together, it's clear their efforts reflect their commitment to excellent customer service and high-quality construction. We truly enjoyed the building process and are thrilled with our new home.

— *Dean and Lisa Lenz*

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TAMAR KANDER



Photo by Steve Raymer

"My work is neither figurative nor abstract, rather I see it as a metaphor for experience. We all have collective memory, as well as highly individual thoughts and associations. The statements embodied in my work come ultimately from a place that I believe is present in all of us - a central core or spiritual store-house unique to each of us."



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Blending Style with Function

For five years, Clutch Fabrication and Design, a small Bloomington-based studio, has been blending style with function to create high-quality, one-of-a-kind architectural elements for people building or remodeling homes and commercial buildings. Owner Josh Smith and his craftsmen work with a variety of materials, including mild steel, aluminum, stainless steel, wood, and glass. They design and construct everything from custom hand railings and fireplace surrounds to entryway gates, fencing, and structural supports.

"We build visually pleasing and architecturally unique pieces for people who want something special to stand out in their homes or businesses," says Smith, who has lived in Bloomington for 15 years. "They're going to get the same top quality no matter the cost of the element."

Smith, who employs two craftsmen, says his business has grown significantly since he opened in October 2011. In July, he moved to 2124 Industrial Drive, a 3,400-square-foot shop, three times the size of his former South Rogers Street site. He primarily works with custom home and commercial builders, but he also welcomes working directly with homeowners. Clutch Fabrication and Design offers mobile welding for on-site welding needs.

Smith has learned metal fabrication on his own, from his father, and by working with skilled craftsmen. Paramount to him is pleasing his customers and providing quality for their money. "I will do something really simple or elaborate, but I'll work within anyone's budget," he says. For more information, visit clutchfab.com or contact Smith by email at clutchfab@gmail.com.



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Clients Get High-Touch, High-Tech Services

Realtor Sandy Sabbagh has taken her job in the real estate business for the past 30 years very seriously. To her, it's a service job, as well as a sales job. Working for Berkshire Hathaway Home Services Indiana Realty, Sabbagh provides "high-touch, high-tech" services to her clients in Monroe County.

"I constantly keep up with new real estate software that makes everything easier for my clients. I'm also closely in touch with them all the way," says Sabbagh. "I like to talk to clients as often as they like, from the offer to closing. It's a credo for the way I work. Clients have my attention and I respond immediately to them."

Sabbagh, who works with teammate Lauree Wright, believes her background as a high school speech and English teacher has helped her better represent clients. "I believe my communications training and skills help me in negotiating on my clients' behalf," she says. "I enjoy solving buyers' and sellers' problems and representing their best interests."

To do that, she's diligent in collecting data on all of the properties her clients consider, because each home has unique characteristics. Real estate is second nature to her, as her father was a builder and her brother is a real estate attorney in her hometown of Cleveland, Ohio. A local resident for 30 years, Sabbagh says she adores Bloomington. "It's the perfect place to live, work, and raise a family," she says. Visit bhhsinrealty.com/sandy-sabbagh for more information.

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Smart Solar Storage

Solar energy has come a long way since David Mann founded MPI Solar in 2008. A sister company to Mann Plumbing, MPI has become a regional authority in solar-powered energy. MPI's newest product is a Home Smart Energy Management System that uses lithium battery technology to provide solar power storage. The Sonnen power storage system provides homeowner flexibility for power utilization.

"The technology will generate solar electricity for the system user and store enough site-generated electricity in the battery for daily self-consumption and backup," says Mann. "This is next-generation battery storage. It's called smart home technology because, over time, it learns user trends. Because it's online, it knows weather forecasts and gives us access to make usage adjustments." MPI recently installed the technology in a Brown County home, making it the first to have this brand of smart home technology in the state. As an added incentive, consumers who use solar battery storage systems can receive a 30-percent tax credit through 2019.

MPI also designs, builds, and maintains solar hot water systems for rural schools, including schools near the Ohio and Kentucky borders and even in Illinois. "These systems save rural schools a lot of money in hot water costs," says Mann. "The savings impact the entire community, including children, families, and staff. Some schools have also included curriculum involving alternative energy, with attention to how the solar-powered water heaters have affected energy consumption within the schools' communities."

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Education, Pruning Help Plants Thrive

Heather Jones gets great satisfaction helping people enhance the beauty and health of their trees and shrubs and, in turn, improve the environment. Her business, Small World Pruning, offers quality pruning for ornamental trees, fruit trees, shrubs, and vines, primarily in Monroe and Brown counties.

"Trees and plants really speak to me," says Jones, who started her business in March 2015. "I feel fortunate to find a job in which I can provide this service." Jones has been caring for plants professionally for 12 years, including 10 years as an estate gardener. She found her niche specializing in small trees, a service not provided by many others.

"I provide scientifically, horticulturally backed methods so people's investments last a long time," Jones says. "I want to help trees last as long as possible. If a tree doesn't grow tall or wide, it's not going to suck up carbon dioxide, and we need less carbon dioxide in the air."

Jones says proper pruning improves the look, health, and structure of plants. Clearing out the interior of small trees and shrubs, for example, helps create better air circulation and light exposure, which can reduce the risk of disease. It's important to educate clients, so Jones provides garden consultations to help clients determine plants to start with, to dispose of, and to keep. "I encourage people to learn how to take care of their own plants," Jones says. For more information, visit smallworldpruningllc.com or call 812-679-9521.

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ReStore Looking for More Donations

The Habitat ReStore is ready and willing to take more donations of furniture, appliances, building materials, and other items that will ultimately help more local people live in decent, affordable homes built by Habitat for Humanity of Monroe County.

"We would benefit from increased donations," says Marc Papier, ReStore manager. "Each one positively impacts our community."

ReStore, the fundraising arm of Habitat, moved to its new location at 850 S. Auto Mall Road, the former location of the Goodwill Store, in January. A key reason for the move from ReStore's South Henderson Street site was to be in a better location to receive donations. "We're excited to provide our donors with a more convenient location," Papier says.

Another advantage of the new location is ReStore's open floor plan that makes it easier to shop, Papier says. "Simply by shopping and donating, you're helping a local family realize the dream of homeownership," he says. "ReStore has sponsored two houses a year, and we strive to do more in the future."

ReStore accepts a variety of donations, from building materials such as windows, doors, kitchen cabinets, and bathroom vanities to gently used furniture and appliances to household items such as dishes and silverware and even books and movies. Items can be dropped off at the donation center at the back of the store from 10:30 a.m. to 5:30 p.m. Tuesday through Friday and from 9:30 a.m. to 4:30 p.m. on Saturday. Free pick-ups can be scheduled at 812-331-2660 or online at monroecountyhabitat.org.

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We offer **FREE pickup service** for donations of cabinets, appliances, furniture, and more. All proceeds from the resale of your donations further the work of Habitat for Humanity in Monroe County.

If you have some free time this summer, the ReStore is a fun place to volunteer!



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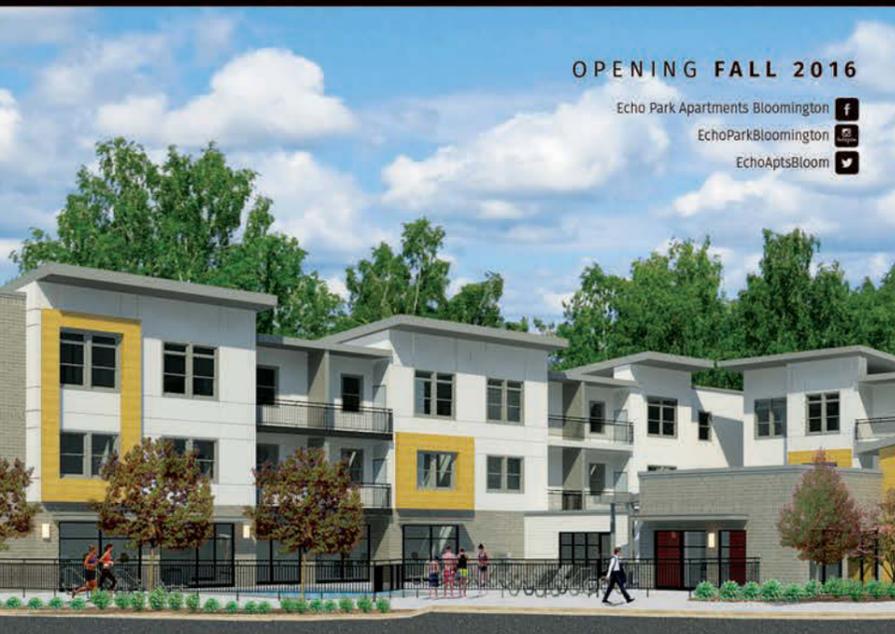
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H.M. Mac Development and Construction: Experienced Partners, High-Quality Projects

The five partners operating H.M. Mac Development and Construction, a fast-growing Bloomington company, have an impressive background of nearly 100 years' combined experience in real estate development, construction, and management. They are putting their years of experience together and creating high-quality projects in Bloomington, as well as nationwide. "We are geared toward local development and businesses and doing the right thing for our community," says Steven Hoffman, company president.

Steven, his brothers Mark Hoffman and Gary Hoffman, and Haris Mujezinovic and Dustin McClain make up the group of principals who oversee day-to-day operations. The Hoffman brothers, born and raised in Bloomington, got their feet wet in local real estate in 1993 under GMS Enterprises and began building and rehabilitating new multifamily and mixed-use properties. The other two partners had distinctly different paths before ending up in Bloomington. Mujezinovic played basketball at Indiana University before going on to a successful 14-year pro career overseas. McClain, who has had a 20-year career in the construction world, was born in Oregon and made his way to the eastern United States not long after college.

"We wanted to grow to the next level and develop large multifamily developments rather than smaller projects," says Steven about H.M. Mac's formation in 2014. "Now we do everything, from site selection and design to leasing, marketing, and long-term management of assets," he explains.

H.M. Mac's first project is the innovative Echo Park Apartments, located

at 2780 S. Walnut Street Pike. "For people looking for high-end, luxury units, this is for them," says Steven. The first of three buildings opens August 15, with studios, one-, two- and three-bedroom apartments, a resort-style swimming pool, and a clubhouse. Echo Park features the Echo Perk coffee shop, a 24-hour fitness center, walking trails, a small movie theater, and a dog park. Apartment amenities include granite countertops, stainless steel appliances, USB-charging wall outlets, oversized closets, full-size washers and dryers, and internet speeds of up to one gigabyte.

"It's the only forested community in the area," says Brittany Lutgring, Echo Park's property manager. "We think it appeals to professionals, graduate students, and retirees. It's in a good, quiet location, close to Lucky's Market and the B-Line Trail, and not far from downtown and Interstate 69 and State Road 37," she adds.

The company's second major project is Urban Station, a mixed-use development of 54 apartments and commercial space in the 400 block of South Walnut. The development, scheduled to open in August 2017, will include a new indoor/outdoor site for The Chocolate Moose and other potential businesses. Other amenities include an indoor/outdoor pool and a courtyard with a wall for showing outdoor movies. H.M. Mac has two more housing projects in the works — one in Bloomington and one in Plainfield. For more information on the company or to inquire about renting, visit hmmac.com.

(l-r) Gary Hoffman, Mark Hoffman, Dustin McClain, Haris Mujezinovic, and Steven Hoffman.



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New Location, Same Personal Service

Griffin Realty sports a vintage look at its new location just south of downtown. Owner Donald Griffin Jr. and his three-person staff of broker associates — Tim Ballard, Katie Jellison, and Mitra Kaviani — relocated in June to 735 S. College, just north of the College and Walnut intersection. The addition of the broker associate team a year ago and a new location this year are big changes for Griffin Realty, but some things remain the same. The agency still sports its familiar slogan: “When you need somebody to lean on, Lean on G.” And now buyers and sellers can lean on the entire G Team.

“We all have the same outlook and values,” says Griffin, a Realtor since 1992. The agency remains small and focused on doing what it does best. “We don’t simply sell property,” Griffin says. “We advocate for people.”

By adding more broker associates, Griffin Realty offers its clients even more personalized attention, so whether you’re looking to buy or sell, the Griffin team is ready to work with you. “When you come through that door, every team member will be able to help you,” says Griffin. His focus has always been on helping people find the best solution for the next chapter in their lives. “I want to make the buying and selling process as easy and rewarding and as stress-free as possible,” Griffin says. “The entire Griffin Realty team has that same way of thinking. We’re not all about the sale. We’re here to help people.”



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Quality American Craftsmanship in Nashville

Grant Stuart knows what he wants when he travels the country looking at furniture, pottery, and other artwork to sell in his Trilogy Gallery and Peter Grants shops: quality craftsmanship and handmade American items using natural materials.

It's a strategy the Nashville, Indiana, shop owner has successfully used since he first bought Trilogy Gallery in 1985 and then expanded next door with Peter Grants in 1996. The shops, located at 120 and 100 E. Main St., sell handmade furniture, including dining tables, coffee tables, entertainment centers, and bedroom furniture. Unique vases, stained glass lamps, and ornaments and metal art, along with handcrafted jewelry are also sold at both well-known shops.

Stuart combs artisan fairs, trade shows, and street art fairs to find pieces he thinks are best suited for his Nashville shops. He purchases furniture and art from more than 300 American craftspersons. "We try to pick out the best of the artisans we can find nationally," he says. "We've maintained the finest levels of craftsmanship using the finest methods of construction. I won't carry it if it's not the best quality."

In the Midwest, Stuart works with about 20 woodworkers who utilize his personal designs as well as their own to produce furniture for his shops. Recently, he's been buying furniture from artisans who specialize in repurposing American barn wood. Stuart says he sells about 10 tables made of the barn wood per month. "I try to change with the trends," he explains. "About every three to five years, trends and styles change. We're constantly getting new artisans."

His shops have changed significantly over the years, too. For the first 25 years, he hired people to do woodworking and furniture-making. Then, in 2010, he changed to acquiring pieces from artisans. "I'm the curator; it's all my collection," he says. "That's my part, putting together a group of artists. I've had a knack for finding what people want."

If customers see a piece of furniture they like but want a different size or type of wood, Stuart says he can get artisans to customize pieces for them. He also stresses that his shops offer items for all budgets, from handcrafted wooden tables for \$995 to small ornaments for \$15. "We have gifts and products at all price points," he says.



Customers will find handcrafted wood furniture at Trilogy Gallery and Peter Grants in Nashville.

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MainSource Bank: Competitive Products, Quick Loan Processing

MainSource Bank, an Indiana-based bank with more than 100 years of history, has been in the Bloomington market now for almost three years. MainSource takes pride in offering clients competitive products for home mortgages and construction and rehabilitation loans by providing numerous financing options, including conventional, jumbo, FHA, VA, and rural housing loans. It's also proud of turnaround approval times that allow homeowners to get into their homes and get projects started right away. "We are empowered at the local level to make quick business decisions, which allows the process to move forward quickly so we can close loans in a timely manner," says Scott Trilling, vice president of business development and treasury management. "That's a major difference between MainSource and bigger banks."

Homeowners can take advantage of their biggest asset with a home equity line of credit and use it for any purpose: home renovations, college expenses, car purchases, and debt consolidation, to name a few, says Ilene Schaeffer, vice president, market manager. The interest rate

is typically very low and clients can deduct the interest on their tax returns.

MainSource, headquartered in Greensburg, Indiana, opened on Bloomington's downtown Square in September 2013 at 116 W. Kirkwood in Fountain Square Mall. An additional full-service banking center opened at 3205 E. 3rd St. in March 2015. As the first bank in Bloomington to offer interactive teller machines, the east-side location boasts extended hours from 7 a.m. to 7 p.m. Monday-Friday and 7 a.m. to 2 p.m. Saturday.

With a hot housing market in Bloomington, MainSource's construction/rehabilitation loans enable people to build onto existing homes or buy homes that need updating or expanding, says Janet Johnson, mortgage loan officer. "It gives them a lot of flexibility," says Johnson. She says MainSource also offers lot loans, which allow people to buy land and then use the land equity as a down payment to build a home. "Not all

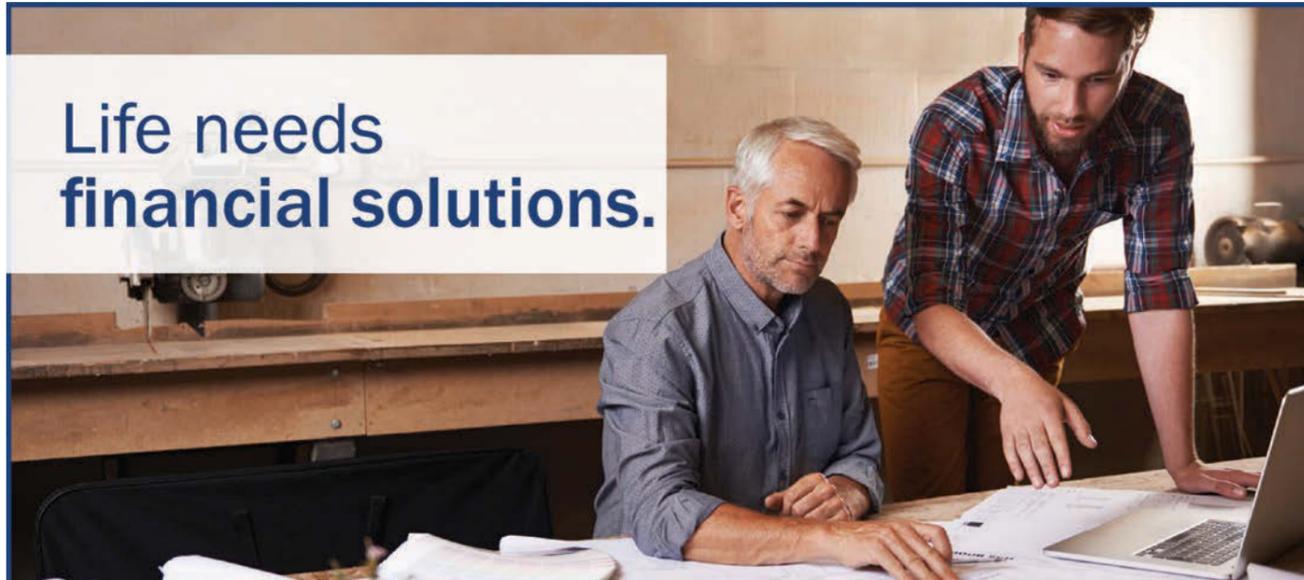
banks do this for their clients," she adds.

MainSource has grown locally and in the Midwest since the brand was introduced in 2002. The fifth-largest Indiana-headquartered bank by asset size, MainSource has \$4 billion in assets and 91 banking centers in Indiana, Illinois, Ohio, and Kentucky. "Locally, MainSource Bank has grown exponentially since 2013," says Trilling. "We've expanded our customer base across all areas of the bank."

(l-r) Greg DeHon, Scott Trilling, Janet Johnson, and Ilene Schaeffer.



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Nursery Offers Sage Advice on Shade Plants, Deer

Seth Inman is good at giving advice — and as co-owner of Bloomington Valley Nursery, he gets a lot of questions. He's owned the nursery with Shawn Eurton for 10 years, and he and the nursery staff enjoy helping customers select the best plants and trees for the right spots in their gardens and yards.

"A lot of people want to know what plants and flowers do well in the shade," says Inman. "With shade gardening, I don't focus as much on blooms, but on the color, size, and texture of the foliage," he says. In deep shade, with no direct sunshine, Inman says *Hosta* and *Astilbe* are good choices. Lenten rose, with its deep purple, pink, or white blooms, does well in total shade, too. In part shade and morning sun, *Hydrangea* and coral bells thrive, he adds. With part shade and afternoon sun, evergreens such as Hinoki cypress are smart options.

It's easy to get whites and greens in the shade, so Inman also suggests white and green variegated plants. One such plant is the variegated Solomon's seal, with white bell-shaped blossoms dangling below arching stems. He also says a few conifers do really well in the shade — Russian cypress shrubs, a spreading groundcover, and Japanese plum yew, an evergreen with dark green needles.

With Bloomington's deer population, homeowners frequently ask Inman to recommend plants that are deerproof or close to it. Among those are the Russian cypress, Japanese yew, Lenten rose, and Solomon's seal. But he cautions that herds on different sides of town will eat different plants. For example, he says deer in Hyde Park don't touch golden cypress, but those in Sterling Woods eat it down to the ground. In areas where deer are questionable, he suggests putting down a protectorate, such as blood meal,

PlantSkydd liquid repellent, or Milorganite organic fertilizer. "I always ask customers about their site conditions and the neighborhood they live in," Inman says.

While providing personalized service remains a top priority for the 51-year-old nursery, located at 5230 S. Old State Road 37, customers will notice a new look. "We gave the nursery a major facelift, moving what was in the back to the front, to make us more visible from the road and to keep it fresh," says Inman.

Seth Inman of Bloomington Valley Nursery.



Closets, Too! An Organizational Blessing

Ever spend 10 minutes looking for a favorite shirt in your closet? Could you swear a pair of brown suede shoes just walked off? And who hid your favorite sweater? Closets, Too! has the answer to those questions: top-quality, stylish, customized shelving systems that allow you to be super-organized.

"People are busy now and want to be more organized. They don't have time to be looking for things," says company founder Jim Jeffries. His son, J.P. Jeffries, and daughter-in-law, Tina Cooper, now own and operate the 29-year-old business, located at 3912 S. Walnut. "It's a 100 percent family-operated business and we have total quality control," says J.P. He designs the space-saving shelving systems, typically made of Melamine veneer, using more than 30 wood-grain and color options that vary with trends. He and his wife assemble and install them in homes within a 30-mile radius of Bloomington. Closets, Too! designs cabinet-style, furniture-grade shelving and organizational systems for the entire home, as well as newly-offered custom pet enclosures, book cases, toy chests, entertainment centers, and shower glass.

While a large part of its business comes from contractors building upscale homes, homeowners who are remodeling or upgrading shelving are encouraged to call Closets, Too! "We pride ourselves on being able to get the best use of the available space," Jim says. J.P. stresses that shelving partitions can be moved to adjust to different needs and the systems carry a lifetime guarantee. For more information, visit closetstoo.com or call 812-332-2233.

Locally owned and operated for
over 50 years!

Bloomington Valley Nursery offers landscape design and installation. Fully stocked with a variety of trees, shrubs, perennials, and annuals. Bulk mulch, soils available.

We Deliver!



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