

# INDIANA UNIVERSITY

Office of Communications and Marketing

## **FOUR INDIANA ENTREPRENEURIAL BUSINESSES RECEIVE LUGAR ACHIEVEMENT AWARDS**

INDIANAPOLIS, Ind. -- One hundred of Indiana's fastest-growing companies were recently recognized at the second annual Richard G. Lugar Achievement Awards, sponsored by the Johnson Center for Entrepreneurship and Innovation in Indiana University's Kelley School of Business.

In addition, special awards were presented to four companies from Indianapolis, Anderson, Bloomington and Evansville for outstanding achievement in community service, education, and economic growth/international commerce.

In community service, the winner was Quality Environmental Professionals Inc. of Indianapolis. Recognizing achievement in education, awards were given to two companies, Continental Design Co. of Anderson and Ohio Valley Plastics of Evansville. For accomplishment in economic growth and international commerce, Teletron Inc. of Bloomington received the award for the second year.

Lugar created these awards in 1998 to support Indiana's burgeoning entrepreneurial businesses and to reflect his own background in his family's businesses. The awards highlighted companies that had previously won the Growth 100 Award from the Johnson Center for Entrepreneurship and Innovation.

"Indiana's entrepreneurial community is a critical component of the state's economy. The fast-growing firms acknowledged by these awards are among our state's most valuable

resources," said Elizabeth J. Gatewood, center director and the Jack M. Gill Chair of Entrepreneurship. The 100 companies receiving the Growth 100 and Lugar awards had average annual sales of \$7.7 million and an average growth rate over 161 percent.

The event welcomed new members of the Growth 100 Membership Network. Richard L. Johnson of Johnson Oil Co. of Columbus, sponsor of the Johnson Center, provided introductory remarks. Johnson's speech was followed by a presentation by Morton Marcus, director of IU's Indiana Business Research Center, who spoke about entrepreneurs bringing value to society by providing goods that others want.

Sue Anne Gilroy, Indiana Secretary of State, gave the keynote speech before presenting the awards.

"It's entirely appropriate that Dick Lugar would lend his name to an important program that encourages small businesses in this state," Gilroy said. "His entrepreneurial background causes him to consider how every bill will impact small business. He understands that so much economic growth comes from

entrepreneurial business."

The four companies receiving the achievement awards each exhibit great success in their communities. Quality Environmental Professionals Inc. in Indianapolis was presented its Lugar Award for community service because of its work with the Indiana Department of Environmental Management. It provided assistance developing a risk-based environmental policy for the state, and worked with the cities of Covington and Mishawaka in brownfield redevelopment.

"We weren't anticipating being recognized for something we do on a daily basis, that is, try to help the environment," said Deb Peters, president of the environmental engineering consulting firm. "And usually, people don't want to talk about what we do, because they don't want others to know there's been a clean-up issue. So this really means a lot."

Two companies received Lugar awards for education. Continental Design Co. of Anderson earned the Lugar education award primarily for its work supporting the Anderson School System in acquiring the Technovation Learning Center. This "classroom of the 21st century" combines cutting edge technology with innovative educational practices to totally engage students in the learning process.

"We're glad to be able to support the Anderson School System in this way, and proud to be recognized by the Lugar Award for our efforts," said Judy Nagengast, president of Continental Design and member of the Technovation advisory board. "Innovation in education encourages students to think in new ways. Who knows? Maybe one of these students will invent something that revolutionizes society as a result of having new opportunities in this classroom."

Ohio Valley Plastics received a Lugar award for community service last year. This year, the Evansville manufacturer's participation with Ivy Tech and Evansville high school work-study programs earned them one of the Lugar awards for education.

"We encourage education on all levels, by all employees," said Gary Smith, the company's president and CEO and a long-term member of his local school board. "We strongly believe that a better-educated population not only provides a stronger workforce, but enhances the quality of life for everyone."

As the repeat winner of the Lugar award for economic growth and international commerce, Bloomington-based Teletron has grown from 62 employees at the beginning of 1998 to a current staff of over 200, with a goal of nearly 300 employees by the end of this year. The company recently moved into its own \$6 million, 51,000-square-foot facility, and already anticipates purchasing another facility in Bloomington of similar size.

Over the next five years, Teletron plans to expand into overseas markets and increase its employment level to 1,000. "Winning this award from Sen. Lugar for the second year in a row is incredibly gratifying," said Tim Lybrook, president of Teletron. "The recognition we've achieved through Growth 100 and the networking opportunities in the Growth 100 Network have really helped us this year."

The Growth 100 Awards annually identify and recognize 100 of Indiana's rapid- growth, high-potential companies with annual sales between \$1 million and \$10 million. Each year's winners are then eligible to receive one of the three annual Lugar awards, and also are invited to join the Growth 100 Membership Network.

For more information, contact Pam Yoho, Growth 100 Coordinator, at 812-855-4248.

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