First Grade Teacher Julie McClellan with her class on the first day of school in their spanking newly renovated classroom complete with HVAC. There are 36 children enrolled in the first grade. She has 22. The others are in Ms. Chalker’s Great Beginnings class which is half first-grade and half kindergarten. Ms. Chalker has 14 first-graders and 8 kindergartners.

Photo by Kim Lewicki

Highlands School feeling state’s budget cuts

Macon County Schools opened Monday, Aug. 26 for the 2013-2014 school year and though Raleigh may seem worlds away from the mountains of Western North Carolina, its reach has been detrimental to the quality of education right here in Highlands.

“Concerning the state’s restraints due to budget cuts, we are coping,” said Highlands School Principal Brian Jetter. “We have lost 1.5 teacher positions from last year. We have absorbed those positions by assigning students to other teachers. We have also been told that instructional supplies and support money is reduced this year – though we have not received those amounts yet.”

The Department of Public Instruction Division of School Business Services released the state’s budget allotments twice in a matter of 24 hours – the allotment released Aug. 7, 2013 – a day after the Aug. 6 report – was cut by $27,172. The total amount is now $23,708,946.

The cuts were made to classroom teacher allotments, central office administration and Instructional Support.

Instructional Support refers to textbooks and instructional supplies.

With county (local) dollars already stretched to the max and additional cuts from the state, the Macon County School system has had to make adjustments.

“The system is only replacing lost/damaged textbooks as needed,” said Jetter. “There are no new textbook adoptions. We’ll use the books we have had. I have seen a 9-year-old civics book we are using.”

He said the difficulty in using older textbooks is specifically felt when teachers have to teach the state-mandated curriculum.

See SCHOOL page 9


If all goes as planned, the Highlands Farmers Market will put down stakes in the Kelsey-Hutchinson Park on Pine Street from 9 a.m. to 1 p.m., Sept. 7 through October.

“This is fantastic news for the Highlands community who rallied behind us to continue the market,” said its new director, Laurie Keneipp. “This is fantastic news for the farmers, gardeners, bakers, beekeepers, soap makers, basket weavers and those who create with their hands; all who count on this market to help pay their bills.”

According to Town Manager Bob Frye, a permit is required from the Planning Department as well as registration.

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Hospitals and Mission sign MOU

Highlands-Cashiers Hospital (HCH) and Mission Health have finalized a non-binding memorandum of understanding (MOU) for HCH to become a full-member hospital of Mission Health. Mission Health is North Carolina’s sixth-largest health system and the region’s only not-for-profit, independent community hospital system governed and managed exclusively in western North Carolina.

The MOU authorizes the HCH Board of Trustees to move forward with necessary steps to complete negotiations regarding the proposed partnership. The action was unanimously recommended by the HCH Board’s affiliation negotiation committee that has been leading the affiliation negotiations since last April.

The MOU outlines the major terms of the proposed relationship between HCH and Mission Health. The final due diligence and negotiation process will be started immediately, and it is anticipated that a definitive partnership agreement will be finalized at the completion of this process. Under the terms of the...
To Fred from a reader

Dear Fredster,

Thank you for your excellent article on the dangers of driving up here in the mountains. I too am from the flat lands of Florida where driving makes more sense. I do not enjoy driving on two lane roads with constant curves and no shoulders to pull over on. If you have a flat tire or mechanical problems there is no place to go. I drive with my lights on at all times. I wish some of the "natives" were more concerned with safety or that the mountain roads were widened.

Happy safe driving.

Gene Keesler
Tampa

Farmers Market is an asset to Highlands

Dear Editor

I was pleased to read Andrea Gabbard’s recent letter complimenting those involved with, and responsible for the success of the Highland’s Farmers Market.

While not only providing locals and visitors alike with the best produce in the area, as well as fine examples of local craftsmen and artist’s, the Market served the additional benefit of adding a “local” mountain atmosphere for Highlands.

I was told that the recent closing was caused by complaints of competition from local businesses. I hope I was misinformed as the Market was a welcomed addition to the town which helped to keep our town from becoming another commercial mall.

In my opinion the Market is a great asset to the community and should remain open into the fall visitors season ... just one man’s opinion.

Jack W. Tarver, Jr.
Highlands

Unfortunately, use of chemical weapons is nothing new

Dear Editor,

I am writing in response to the very informative article written by Sandra Mackey regarding the history of the use of chemical weapons which ran in the Aug. 29 edition of this paper.

She was making the point, with which I strongly agree, that the USA must not act alone to police the world. I am aware that she was referencing times that chemical weapons were used as part of a "battlefield arsenal."

Other nefarious wartime uses of chemicals came to mind. The USA used Agent Orange in Viet Nam in the 1970s to clear the jungle foliage, but that chemical also killed hundreds of people and left many seriously impaired. And, of course, the Nazis used chemicals (gas) to eliminate Jews, gays, gypsies and the handicapped.

Though I wish it were otherwise, I suspect that there has been continuous violation of the desired restraint in the use of chemical weapons.

Carole Light
Scaly Mountain

NC government is doing the right thing

Dear Editor,

We live in the greatest country the modern world has ever known.

Our President in the process of carrying out his economic agenda has not been unable to energize our economy by passing thousands of new regulations that hinder and hamper employment rather than promote employment. The most disadvantaged groups of people in our country which includes the poor and many minority groups that elected President Obama have been hurt the most by these massive new regulations.

Many liberal newspapers have given this President a complete pass on his handling of the US economy. The entire world needs a thriving and a prosperous United States. When our economy is booming we become the world's greatest market basket for the world's goods from rich as well as from poor countries. For many years millions of people around the world have depended on the USA to buy their goods and services to bolster their economies. Under the President's leadership The United States' economy has let them down.

However, in North Carolina Gov. McCrory and the Republicans have revamped our tax rules to encourage manufacturers to return to our state. Many Carolinians have been out of work for two years or more. With these revised tax laws in North Carolina we
Wonderful one level living with total privacy at Highlands Falls Country Club

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Jane H. LeBus

Jane H. LeBus, 88, of Highlands, NC died Tuesday, August 27, 2013. Born in Maysville, KY, she was the daughter of the late Frank Leslie and Maude Berry Hendrickson. She was preceded in death by her husband, John Reynolds LeBus who died in 2001.

Mrs. LeBus is survived by two sons, Lewis Baldwin Flynn III of Ft. Myers, FL and Kyle Hendrickson Flynn and his wife Ann of Boca Grande, FL; one step-son, John Reynolds LeBus of Mesa, AZ; four grandchildren and three step-grandchildren. In addition to her parents and husband she was preceded in death by a step-son, Lewis Martin LeBus III.

The family will receive friends Monday, September 2, 2013 from 2:00 - 4:00 pm at Bryant-Grant Funeral Home in Highlands, NC. Memorial donations may be made to Highlands-Cashiers Hospital, 190 Hospital Drive, Highlands, NC 28741 or to the charity of one’s choice.

Bryant-Grant Funeral Home is in charge of arrangements. Online condolences may be made at www.bryantgrantfuneralhome.com.

Alva Jewell Bentley Woodring

Alva Jewell Bentley Woodring, 81, died Friday August 30, 2013. A native and lifelong resident of Glenville, NC. She loved living in the mountains and enjoyed vegetable and flower gardening.

She was a member of Hamburg Baptist Church and lived her mountain values.

Smith, Brad Blanton, Gary Williams, Sherman Moss, Victor Moss and David Bentley. Burial will follow in the Hamburg Baptist church cemetery. Bryant Grant Funeral Home is in charge of the arrangements.

Online condolences may be made by visiting www.bryantgrantfuneralhome.com

Jim Mueller
Glenville, NC

Just Reduced!

... LETTERS from pg 2...
... MOU continued from pg 1

proposed agreement, the HCH Board of Trustees will maintain a strong, long-term voice in the strategic direction of the hospital. In addition to allowing additional due diligence and final negotiations to begin, the MOU outlines how the proposed relationship will meet the essential criteria established by the HCH Board of Trustees at the onset of the affiliation process. These criteria include the partner’s willingness and ability to strengthen the quality of care provided at HCH, protect employees, improve the hospital’s financial viability, enhance the services it provides, and collaborate with medical staff for the benefit of the health and wellness of the community.

“As the only locally owned and governed health system in our region, Mission Health exists solely to serve the residents of western North Carolina. In affiliating with Highlands, our goal is to ensure that high quality healthcare remains available close to home in Macon and Jackson counties,” said Ronald A. Paulus, MD, President and CEO of Mission Health. “We are proud to embrace this important step toward Highlands-Cashiers Hospital being...”

See MOU page 8
Sports Page
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He leaned over to give her a little kiss on the mouth and realized she had no lips. He said, “It was like kissing the Geico lizard.” And that’s when he also noticed her breath smelled like spoiled Limburger cheese floating in a septic tank. He offered her gum but it didn’t help.

Since this all happened while sitting in a dimly lit bar, he couldn’t see she was wearing heavy makeup to hide scores of blemishes on her face. And when she excused herself and headed for the restroom, he was shocked to see her butt was two ax handles wide. This would have been a perfect time for him to escape….but he didn’t. Testosterone was roaring and the wrong end of his body was in control.

After he paid her drink bill, they headed for his car. Once she was seated and the car was moving, she said, “When we get to your place, I may have to throw up so drive slow or it’ll be all over your lap.”

When they finally got to his place, she walked in first and flipped on the overhead lights, lighting up the whole place. That’s when he finally realized what he had done. She was more than just beauty challenged. She had Obama ears and could have eaten corn on the cob through a picket fence. He quickly dimmed the lights, put on some soft mood music and suggested more gum. She refused. After throwing up twice in his kitchen sink, she suggested they go to his bedroom.

When they kissed again, he wheezed as she disrobed and suggested sex. That’s when he noticed she had little marks all over her body where guys had hit her with ten foot poles.

When he woke in the morning, she was gone. He found a note on the dresser that read, “Thanks for a great time. See you tonight….same time, same place. PS – you need to clean your sink.”

Next week: Snagging a handsome challenged man from Highlands.
Patrick Taylor for Mayor of Highlands

Why I am I running for mayor?
Public service has always been the cornerstone of my life whether as a teacher, administrator or magistrate. As mayor of Highlands I will be committed to serve its citizens and the good of the community.

I now have a flexible schedule and the time to devote to the job. I want to continue serving our community as Mayor of Highlands.

What are my professional qualifications?
I was a university department administrator for over 20 years. In addition, I was a teacher who taught students from kindergarten through the graduate level. I recently retired as a North Carolina Magistrate where I served the Highlands Plateau and Macon County for 10 years. I am a US Army Veteran and hold the Vietnam Service Ribbon and an Army Commendation Medal.

What is my community experience?
I served on the Town of Highlands Planning Board for six years and the Appearance Commission for six years. I was the Co-Chair of the Bascom Facilities Committee for four years and was the Bascom Owner's Representative during the construction of the new facility. I was the first volunteer potter-in-residence at the Bascom for two years. I am a member of the Highlands Rotary Club. I serve on the board and as a mentor for Big Brothers/Big Sisters. I served on the Board of the Highlands Greenway for seven years. I am the owner and operator of Taylor Pottery of Highlands.

What are my goals as mayor?
I want to rebuild a “grassroots” foundation where the mayor promotes accessibility and openness to local government. I want to be an advocate for the people, businesses and organizations of Highlands.

I have the time to keep regular office hours and to meet with all citizens. I was always on call as a magistrate, and now I want to be on call for Highlands.

The mayor has to work cooperatively with the Town Board and provide leadership and vision. Also, I will work closely with the town manager to ensure daily town operations meet the needs of the people.

How am I funding the campaign?
I will be the mayor to all citizens and want everyone's support. I am not running to be sent to Raleigh or Washington, therefore I am not accepting campaign contributions. My self-financed campaign will be limited in media coverage, but I will try hard to contact everyone.

Where are my signs?
My only campaign signs are on my red pick-up truck. If you see me on the road, please wave or honk.

- If you have any questions, contact me at facehome@me.com or call me at (828) 506-3138 or 526-1995.
- Learn more about my ideas on Facebook at Patrick Taylor for Mayor.

Paid for by the candidate: Pat Taylor for Mayor of Highlands
... MOU continued from page 4

coming a full member of the Mission Health family we can jointly pursue our BIG(GER) Aim: to get each patient to the desired outcome, first without harm, also without waste and with an exceptional experience for the patient and family.”

Mission Health and HCH will now enter into a more detailed, joint planning process to define and quantify the initiatives and resources that will be required to address existing and future needs of the HCH service area. The planning process will focus on capital requirements, medical service providers and new and expanded services. It will also drive the long-term investment plan for HCH facilities, providers and programs. The results of these joint planning efforts will be outlined in a definitive partnership agreement between HCH and Mission Health.

As part of a larger health system governed by and focused exclusively on western North Carolina, HCH will gain economies of scale, management expertise, physician recruiting support, and a host of other capabilities. Mission Health has the ability and expertise to support hospital management, employees and medical staff to grow existing healthcare services and expand access to specialty care.

“Both institutions share a mission to provide the best care possible to patients in the communities we serve. Aligning with Mission Health, one of our nation’s Top 15 Health Systems, will bring significant clinical and operational resources to the people of Macon and Jackson counties,” said Craig James, President and CEO of Highlands-Cashiers Hospital. “Mission Health is invested in our community, and our membership with Mission Health positions us well for the future so that we can keep physicians in our local community, ensure that our facilities in Highlands and Cashiers remain current and continue to deliver the outstanding local care our patients have come to expect from their hospital.”

Charlie Sheehan, Highlands-Cashiers Hospital Board Chairman said, “When we began this affiliation journey, our Board of Directors wanted to partner with an organization that was as committed to western North Carolina as we were. Mission Health is an outstanding partner and healthcare provider. We couldn’t be more pleased with how our relationship is developing – the results will be exceptional for our hospital, and most importantly for our community.”

As part of this affiliation, Highlands-Cashiers Hospital Foundation will not become a subsidiary of Mission Health System and will remain under local ownership and control. It will continue to have the important responsibility of raising philanthropy exclusively to support Highlands-Cashiers Hospital and its operations throughout Macon, Jackson and surrounding counties.

– Submitted

... MARKET continued from page 1

well as paperwork to use the park but he suspects it will all be in order for Saturday’s opening.

Keneipp says the change to the K-H Park will enhance the fun atmosphere the market provides to all those who look forward each week to meeting their friends and buying local goods.

“The town supports the market being at the K-H Park on Saturdays through October this year and most of the season next,” she said. “We may have to find an alternate spot two or three times next season when another event is in the park, but that is not an issue.”

There will be an average of 20 vendors each week and since a nonprofit isn’t sponsoring the market, the charge is $100 a day. According to Keneipp the vendors will gladly pay it. They were paying $10 each to participate previously, so now it’s likely that the commitment will cost them less.

According to Frye, the Farmers Market is a misnomer.

“It is more of a flea/variety market,” he said. “For it to be a Farmers Market a majority of the vendors have to sell agricultural products, which has not been the case this season.”

Initially, Commissioner Brian Stiehler, who was working behind the scenes with Mayor David Wilkes to enable the market to continue, had asked that the Farmers Market issue be placed on the September Town Board meeting agenda but he said he’s changed his mind.

“I am, however, going to mention it during Commissioner Reports at the September Town Board meeting but, after giving it thought and seeing how this played out, there aren’t any real decisions to make.”

There is still the issue of Cynthia Strain’s Village Art & Crafts Fair being required to pay a fee of some kind even though the fair is sponsored by a nonprofit – the Macon County Art Association.

Stiehler said he would like to give the entire matter more thought and possibly amend the ordinance concerning K-H Park usage to make it more flexible.

– Kim Lewicki
The state changed the curriculum to the Common Core last year. The old textbooks we are using are written to teach the prior curriculum—the NC Standard Course of Study. Testing in the spring will be on the Common Core standards. So now, teachers are having to hunt, mostly online, to find free Common Core materials so students are ready for the spring tests,” said Jetter.

What’s happening in Highlands is mirrored across the state and Public Schools First NC is urging the NC Legislature to reinstate funds for public education.

“As the General Assembly convenes for a special session, Public Schools First NC urges legislators to acknowledge the drastic budget impacts already affecting public education and to use this opportunity to restore funding” said Yvonne Brannon, chair. “The predicted consequences of these cuts—the loss of teacher and teacher assistant positions, increases to class size, inadequate instructional supplies, and the trimming of special programs—are a reality.”

At Highlands School the grades with the most students are Kindergarten with 28; first with 36 and sixth with 32.

“North Carolina refused to take any of the federal money to fund Medicaid,” said Mark Jewell, vice president, North Carolina Association of Educators. “In—

• See SCHOOL page 15
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**See EVENTS page 11**
... EVENTS continued from page 10

Kelsey-Hutchinson Park on Pine Street from 9a to 1p

• The Nantahala Hiking Club will take a 13-mile strenuous hike with an elevation change of 3,000 feet on Mt. Sterling-Little Cataloochie loop in the Smoky Mtns. National Park. Meet at the Huddle House in Dillsboro at 7:30 a.m. Drive 110 miles round trip. Call leader Don O’Neal, 586-5723, for reservations. Able visitors welcome but no pet please.

• The Friends of the Greenway - aka F.R.O.G.S. is hosting it’s yearly fund raising Frog Hop on Friday at 5:30 PM. Tickets are now on sale and can be purchased from FROG Quarters at 573 East Main Street in Franklin or by calling 828-369-8488. These funds will be used to support the Greenway’s walking trails, play grounds, covered pavilions and garden as well as educational programs held during the year. The tickets will include: dinner, live entertainment and a live auction of outstanding items. Disclaimer: No frogs will be harmed in the preparation of this dinner.

• See EVENTS page 14

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Fall Home Improvement

Does Your House Have What Homebuyers are Looking For?

(StatePoint) Whether your home is on the market, or you plan to sell one day, knowing homebuyers’ preferences can help you make smart upgrades that will increase your home’s value and offer a great return on investment.

Luckily, a 2012 survey by the National Association of Home Builders (NAHB) is giving savvy homeowners a clear look at what potential buyers are looking for. Here are a few insights:

Windows
When it comes to windows, energy efficiency is the prime consideration for consumers. ENERGY STAR rated windows, triple-pane insulating glass windows, and Low-E insulating glass windows are the three top “must haves” and “desirable” types of windows among new and potential homebuyers, according to the NAHB survey.

With that in mind, when replacing your home’s windows, you’d be wise to look for those from an ENERGY STAR partner that’s committed to meeting the strict criteria of the U.S. Environmental Protection Agency. For example, Simonton Windows has developed glass packages for each climate zone -- Northern, North Central, South Central and Southern -- which utilize insulating glass units to drastically reduce the transfer of heat and cold, as well as block ultraviolet rays.

As far as materials are concerned, opting for lower maintenance vinyl frames is a good bet, as survey results from the study also show that vinyl framed windows are the leading preference for homebuyers for their low-maintenance features, durability and great insulating factors.

More information about ENERGY STAR qualified vinyl windows can be found at www.simonton.com/energystar.

Storage
Homebuyers want great storage features, like laundry rooms, linen closets, garage storage and walk-in pantries, says the NAHB survey.

If you don’t have these features or the budget to knock down walls or build additions, you can at least make the most of the storage you do have. Get organized and use easy-to-install closet systems that fit into your existing closets. Doing so will put your home in the best light possible.

Entry Doors
Homebuyers want quality and beauty in their doors and entryways, according to the NAHB study, and fiberglass doors are gaining popularity. It’s no wonder, since the door is the first thing anyone sees when entering a home and fiberglass doors are durable as well as aesthetically pleasing.

With quality in mind, consider selecting a door with a complete system of components engineered to work together and sourced from the same manufacturer. A door system designed to work together for lasting performance, security and energy efficiency, such as Therma-Tru fiberglass doors, can withstand severe weather conditions along with everyday family activity. They also provide the home with strong protection from air and water infiltration.

Don’t forget to add some beauty and detail to your entry door. Request decorative, clear or privacy doorlites and sidelites to reflect the personality and style of your home.

More information about updating your entry doors can be found at www.ThermaTru.com.

Don’t make home upgrades blindly. By taking the pulse of homebuyers, you can ensure you get a great return on your investments.
Fall Home Improvement

3 Kitchen Upgrades for Easier Cooking

(StatePoint) Whether you’re a serious at-home chef or a casual cook, a kitchen renovation should be more than a superficial makeover. By improving the functionality of the space, you can pave the way toward better cooking and happier hosting.

How do you make your kitchen renovation not only eye-catching, but useful as well? Here are three things to consider:

Counter Space

Counter space isn’t for collecting clutter. It’s crucial for storing important utensils and tools, and for chopping, prepping, mixing and mashing. Be sure you give yourself plenty of elbow room.

If you have the space for it, consider multiplying your workspace with an island or peninsula. Be advised, you won’t do yourself any favors by including these features if your kitchen is too small. An architect or interior designer can help you determine what is feasible. If you’re tight on space, a rolling kitchen cart with a countertop may be your best bet.

You can also create more room for food preparation by purchasing a cutting board for the top of your cooking surface.

Appliances

Are your appliances as old as your family’s secret recipes? You may not realize it, but your aged appliances are probably making your job more difficult than need be. Don’t settle for uneven cooking, slow preheating, and insufficient burners. Without sacrificing beauty, craftsmanship or style, you can replace outdated appliances with high-quality ones that are designed for accuracy and precision.

Gain more control of your cooking by taking a cue from professional chefs. Opt for a range or cooktop that features high efficiency sealed gas burners designed for pinpoint accuracy, flame control and better heat distribution.

Another feature to look for is a “tri-flame” burner with control of the center, outer and inner flame, giving you greater flexibility in how much heat you’re cooking with and where it’s being applied.

For a more functional, beautiful kitchen, it’s all about finding the intersection of cutting edge technology and craftsmanship. Consider checking out a brand such as Verona, at www.VeronaAppliances.com, an Italian manufacturer of kitchen appliances that applies cooking expertise to make ranges, cooktops and ovens.

Another great way to upgrade is by outfitting your oven, cooktop and range with helpful accessories that can make cooking easier, such as a rotisserie, a griddle, a steam basin and BBQ grill top. Be sure to find a multiple-use oven that performs a scope of functions. For example ILVE offers ovens that can go from defrosting to grilling to baking a pizza with a turn of a knob. To learn more about cooking easier with upgraded appliances, visit www.ilveappliances.com.

Lighting

Too often, homeowners tolerate insufficient lighting in the room where they need it most. Ensure your space is bright enough for you to work efficiently. In addition to your ambient overhead lighting, make good use of the natural light in your kitchen by day. By evening, strategically positioned task lights over work surfaces can make cooking easier.

Kitchen renovations can be costly. Make key upgrades that are worth your time and money.
Sun., Sept. 8
• The High Mountain Squares will host its 11th Annual Greenway Dance Sunday afternoon, at the large pavilion Macon County Recreation Park, Allman Dr, Franklin NC from 2-5 PM. Jim Duncan from Otto NC will be the caller. We dance Western Style Square Dancing, Main/Stream and Plus levels. Everyone is welcome. For information call 828-371-4946, 828-342-1560, 828-332-0001 or www.highmountainsquares.org

• The Nantahala Hiking Club will take a 3-mile moderate hike with elevation change of 400 feet on Tennessee Rock Trail at Black Rock Mt. Park in GA. Meet at the Smoky Mtn. Visitor Center at 2 p.m. Drive 36 miles round trip. Call leader Joyce Jacques, 1-410-852-7510, for reservations. Visitors welcome but no pet please.

Mon. Sept. 9
• Community Christian Chorale rehearsals for the annual Christmas Program begin Monday at 5:30 p.m. at the Episcopal Church of the Incarnation. Grat L. Rosazza, artistic director and conductor, has chosen music from the early church period to familiar carols, which will include a short sing-a-long by the audience. Singers from all area churches and residents in the community are encouraged to join this venture.

Tues., Sept. 10
• Come and listen to stories on Tuesday, 7 pm, at the Ugly Dog Pub at 294 S. Fourth St. in Highlands. If you have a 3-7 minute story to tell or read, call 369-1927. Pre-registration is required.

Wed., Sept. 11
• At ...on the Verandah, noon-2p Favorite Figel Family Recipes. Andrew demonstrates how the dishes are prepared and welcomes questions. $55/$65 Limited to 40. Call 828-526-8811.

• Prentiss Church of God Blood Drive from 1-6p. Please contact Jean Crane at (828) 524-4976 for further information or to schedule your appointment.

Thurs.-Fri., Sept 12-13
• BCBS Flu Shot clinic – FREE flu shots for BCBSNC and Medicare Part B members, $30 for all others – JWC First Floor

See EVENTS page 17
Evaluating the Highlands, NC Business Opportunity

“Find a way.” ~ John Osher

Several years ago, I worked as a consultant creating content for Cisco’s Entrepreneur Institute. As part of that project, our team interviewed dozens of entrepreneurs from all walks of life. One comment from one interview struck me like a bolt of lightning and has been a part of my entrepreneurial cellular makeup ever since.

We interviewed John Osher, inventor of the SpinBrush (which he had sold to Procter & Gamble for $475M). After a lengthy chat, we asked him one final question: If you could offer any advice to entrepreneurs, what would it be? He replied simply, “Find a way.”

Yes! I knew immediately that his advice was as powerful as it was simple. Regardless of the road block, obstacle, or perceived challenge, find a way to go over, around, under, or through.

As a broker in Highlands, I handle commercial real estate transactions and am often asked for my advice on how to determine which commercial property is the best investment opportunity, as well as whether or not the entrepreneur’s business plan is a viable one.

There are several important elements to consider when evaluating one’s business plan and proposed entrepreneurial journey:

Are you a solution in search of a problem? This is a common error as many entrepreneurs become enamored with their business idea long in advance of actually testing it in the marketplace. Is there a true need for the product/service you propose, or have you developed something in a vacuum without knowing real people with real money will buy your product/service? How quickly will you be able to establish market fit?

How much runway do you have? We are all guilty of overestimating projected revenue in our pro formas. Know that going in. Establish a very comfortable “burn rate” (your monthly expenses) and conservative returns. In a seasonal market such as Highlands, I would recommend at least 9 - 12 months of burn rate cash in reserves. If you are comfortably able to establish escape velocity within your runway, your business has a rather good chance of surviving beyond the first few years.

Where is the ideal location for your proposed venture? Not everyone falls into the brick and mortar category, but if your entity requires physical space, take your time to carefully evaluate where you want to buy/rent. If you are a destination business, location is not as crucial (visibility, however, remains important). If your venture leans on foot traffic for its sustainability, however, then you will need to be surgically precise in your location selection. Seek professional input here and do your homework.

Do you possess an entrepreneurial mindset? This is a biggie, and you absolutely must be honest with yourself. Are you able to tolerate risk and uncertainty? Ride a roller coaster of seasonal business activity and vagaries of broader market and economic conditions? Are you ready to work harder than you have ever worked in your life? Are you flexible, agile, and able to respond to ever-changing market/customer demands? When the chips are down, would you be willing to roll up your sleeves and find a way?

Obviously, there are many more factors (creating a super star team, providing extraordinary customer experiences, marketing and sales acumen, etc.) that contribute to one’s business success. If, however, you are on solid ground with these 4 basic questions, you are well on your way. And remember, keep John Osher’s words close to heart and mind.

Susie de Ville, ME, ABR, SFR, is Owner/Broker-in-Charge of White Oak Realty Group. Her areas of expertise include real estate investments, niche marketing, social media, and strategic property positioning. An expert in entrepreneurship and anthropology, Susie applies her acumen in human behavior toward negotiating and advocating on behalf of her clients. White Oak Realty Group’s sales office is located at 125 South Fourth Street in the heart of the retail district in Highlands. For more information, visit WhiteOakRG.com or call (828) 526-8118.

... SCHOOL from page 9

Instead of funding teacher salaries, they chose to divert money to a voucher program for private schools. They could have committed resources. If you want good, strong quality schools, you have to invest in them. This sets the clock back 50 years.”

He said the public education critics who claim that public schools are failing and have to be fixed are ignoring the fact that graduation rates are at an all-time high, and dropout rates are at an all-time low.

“These accomplishments come despite the fact that North Carolina’s public schools have been chronically underfunded. In reality, it seems like these critics are willing public education to failure by draining funds for the educators and programs that are key to student success and ultimately to North Carolina’s prosperity,” he said.

Meanwhile, public schools in North Carolina are limping forward.

The renovation to Highlands School elementary wing are nearing completion. Loose ends will be handled after school and on the weekends.

There are three new teachers filling spots vacated by teachers who chose to stop teaching, move to other states or transferred within the system.

The new Guidance Counselor is Nicole Lui; the new Middle School Social Studies teacher is Chris Bell and the new Middle School Exceptional Children’s teacher is Jaime Dooley.

As of Tuesday, Sept. 3, there are 357 students enrolled at Highlands School.

- Kim Lewicki
**Spiritually Speaking**

**Confusion about Salvation**

Pastor Dan Robinson
Highlands Central Baptist Church

"What must I do to be saved?" asked the desperate Philippian jailer (Acts 16:30).

In our culture that question seems to have lost both its intensity and relevance. Polytheism (the belief in many gods) is not limited to the far away, dark pagan lands. It is, rather, thriving in America. We hear it in such phrases as "it doesn't matter what you believe just as long as you believe" or "all religions basically point to the same god."

Not a few are snug and smug in such heresies. Additionally, there exists, not only in our culture, but also in our churches, a similar sort of fuzzy-quasi syncretism. This mindset would attribute salvation to such things as baptism, church membership, good works, heightened social conscience and a mere professing of Jesus Christ as Lord and Savior. Of course, our Lord Himself drew the clear distinctions between professing and possessing (Matthew 7:21-23). Incredible (don't you think?) that one can be so conscientious about every kind of insurance for every kind of contingency, environmentally circumspect, socially adept and involved and bordering on fanaticism when it comes to diet, health and exercise...and yet be casual, at best, regarding a clear and unmistakable relationship with Jesus Christ.

The Bible isn't confused about salvation. Neither should we be. Set forth in simple language God says: 1) "All have sinned." (Romans 3:23). I must not be content to judge the severity of my sin based on bad things I do or don't do. Sin is not only what I do...it is who I am. ALL means ALL. 2) We need a Savior. (Acts 16:31). "Believe in the Lord Jesus Christ and you will be saved."

This is not intellectual agreement ....even the Devil has that. "Believe means repentence from and faith in. Following Jesus Christ is not first of all a religion. It is a relationship. I can come as I am. I just can't stay that way. Repentence means to stop the direction I'm going, turn around and walk a different way.

It seems that many in our churches aren't turning away from anything but rather wanting to have and or continue in every sort of lifestyle and behavior and still follow Jesus. Or to say it another way, they want Jesus and whatever else they want.

No....that isn't salvation. And those who believe such are tragically deceived. 3) No one knows me better and no one loves me more than Jesus (John 3:16). When I come to Jesus Christ (repeating from my sins and placing my faith in Him alone for my salvation), I am coming to the One who loved me enough to die for me and to pay the price for my sins.

We come to Him by an invitation of grace and mercy. Would you RSVP? Would you do it now? Salvation, after all, is not confusing. It really is that simple.
... EVENTS continued from page 14

• Books Are Fun Book Fair – Thursday 12-6pm & Friday 7am-1pm, 10% of proceeds benefit the HCH Ladies Auxiliary, JWC first floor lobby
Thurs., Sept. 12
• CLE presents middle east expert Sandra Mackey who will discuss the latest developments in Syria at 7 p.m. at The Highlands Playhouse. Free.
• The Western North Carolina Woodturners Club will meet on Thursday 6 PM at the Blue Ridge School, in Glenville, N.C. Drive to the back of the school to the woodworking shop. Visitors are always welcomed.
• The League of Women Voters of Macon County will host a program featuring new superintendent of schools for Macon County, Dr. Chris Baldwin in Tartan Hall at the First Presbyterian Church of Franklin at noon. Bring your own lunch.
Fri., Sept. 13
• Highlands Plateau Audubon will lead a walk at the Highlands Botanical Gardens on in conjunction with the Native Plant Conference. For more information call 828-743-9670.
Sat., Sept. 14
• Dazzling Dahlias, Highlands 3rd Annual Dahlia Festival is Saturday from 1-5p.m. Tickets are $5 at the door. Exhibitor fees is $10. Contact Joyce Franklin at 526-9418 or jfhranl@aol.com. Proceeds benefit the Highlands Historical Society and the Highlands Recreation Center.
• The Nantahala Hiking Club will take 6.5 mile moderate hike with elevation change of 1200 feet in Little Cataloochee in the Smoky Mtn. National Park, a rarely visited section of the Smokies with views of old home sites, churches, barns and cemeteries, and wildlife. Meet at Ingle's in Waynesville at 9 a.m. Drive 50 miles round trip. Call leader Keith Patton, 456-8895, for reservations. Hike limited to 15.
• Dedication of the Wright Memorial Garden off Helen Barn's Ave behind Wright Square at 11 a.m. followed by visiting and refreshments in Helen's Barn.
• Land of the Sky Barbershop Chorus, Asheville chapter of the International Barbershop Harmony Society, at the Performing Arts Center, at 7:30 p.m. Tickets are $15, students are free. Call 828-526-9047. Credit Cards accepted.
• At The Bascom, The Three Potters from 10a to noon and from 1-4p, three of the most successful and well-known potters in the nation – Cynthia Bringle, Michael Sherrill, and Ron Meyers, come together for simultaneous potter-making, story-telling, and audience and artists' interaction. All levels and ages welcome. Free. Call 526-4949.
Sun., Sept. 15
• HCCMF’s “Come to the Cabaret! at the Highlands Playhouse at 6 p.m. Jason and Carrie Hardy accompanied by pianist William Ransom, will sing Broadway favorites, opera and American Songbook selections. It’s an evening to benefit the Highlands-Cashiers Chamber Music Festival and the Highlands Playhouse. Tickets are $100 per person. For more information or reservations, call (828) 526-9060.
• First Presbyterian Church present Food for Fuel Luncheon 11:45a to 1:45p in Coleman Hall in the church. The luncheon is free but donations are accepted. All proceeds will go to the Highlands Emergency Council to provide heating for 64 families. Reservations are required by Wednesday, Sept. 11. Call 526-3175.
• The Nantahala Hiking Club will take a one-mile easy-to-moderate hike with elevation change of 200 feet on the Rufus Morgan Trail through woods to a beautiful falls. Bring camera, snack, & sit-upon. Meet at Westgate Plaza in Franklin at 2 p.m. Drive 24 miles round trip. Call leader Kay Correll, 369-6820, for reservations. Visitors welcome, no pets please.
Monday, Sept. 16
• Themed Dinner and Cooking Demonstration. Fundraiser for the Laurel Garden Club. “Rubs and Suds.” $140 per person, 30 guests max. Purchase tickets on line at www.LaurelGardenClubHighlands.com
Tuesday, Sept. 17
• Themed Dinner and Cooking Demonstration. Fundraiser for the Laurel Garden Club. “Garden to Table.” $140 per person, 30 guests max. Purchase tickets on line at www.LaurelGardenClubHighlands.com
Wed., Sept. 18
• At Paoletti’s, a fundraiser for MAMA (Mountain Area Medical Airlift). The event will begin with passed canapés and bubbly then a six-course dinner with appropriate wine pairings. If interested in taking part in this crucial fundraiser and for details, please RSVP by Fri., Sept. 13 at: 828-526-4906 for details.
Thurs., Sept. 19
• Taize on the Mountain. A time of music, light, peace and beauty at 6 p.m. in K-H Park on Pine Street at 6 p.m.
• Franklin Community Blood Drive at the First Baptist Church of Franklin from 12:30-5p. Please contact Joe Sustarsic at (828) 369-9559 for further information or to schedule your appointment.
Friday, Sept. 20
• Themed Dinner and Cooking Demonstration. Fundraiser for the Laurel Garden Club. “Mad Men Cocktail Party” $60 per person. 50 guests max. Purchase tickets on line at www.LaurelGardenClubHighlands.com
Saturday, Sept. 21
• Gilliam’s Promise annual 5K race at the Highlands Recreation Park. Registration begins at 8a, the race starts at 9a, and it is once again followed by our famous post race brunch. Runners and walkers are all welcome and can register at active.com, or call Gilliam’s Promise office at 526-2220 for more info.
• The Nantahala Hiking Club will take a 4-mile moderate hike from Jones Gap to Jones Knob on the Bartram Trail, then hike south to a rock face overlook. Meet in Franklin at the Bi-Lo parking lot at 10:30 a.m. Drive 28 miles round trip. Call leader Joyce Jacques, 1-410-852-7510, for reservations. Visitors welcome, but no pets please.
• Themed Dinner and Cooking Demonstration. Fundraiser for the Laurel Garden Club. Kitchen Tour. 9a-1:30p. Includes tour of six homes and chef demonstrations. If interested in taking part in this crucial fundraiser and for details, please RSVP by Wednesday, Sept. 11. Call 526-3175.
• The Nantahala Hiking Club will take a one-mile easy-to-moderate hike with elevation change of 200 feet on the Rufus Morgan Trail through woods to a beautiful falls. Bring camera, snack, & sit-upon. Meet at Westgate Plaza in Franklin at 2 p.m. Drive 24 miles round trip. Call leader Kay Correll, 369-6820, for reservations. Visitors welcome, no pets please.
Old cars deliver new money

The Sixth Annual Highlands Motoring Foundation is pleased to deliver all of the total profits of this year's 4-day Festival to our charitable partner, The Literacy Council of Highlands. This year's festival raised over $18,450, to benefit the work of The Literacy Council. The largest profits in the history of the Festival was earned, in large part to our sponsors, participants, and the general public, who graciously made donations during the Festival. Highlands Motoring Foundation president, Gus Lard, is shown delivering the check to Literacy Council executive director, Tonya Hensley. Next year's Highlands Motoring Festival is scheduled for June 5-8, 2014. More details are available at www.highlandsmotoringfestival.org.

Mountaintop Rotary Hears Wheelchair Speaker

Wheelchairs for the people of Bolivia was the topic at last week's meeting Mountaintop Rotary Club. Members heard the details of last spring's mission to provide free wheelchairs to the people of Monte-Bolivia and surrounding areas. Jim Hardy (L), ambassador for The Free Wheelchair Mission, talked about the trip and the efforts of local Rotarians and others to distribute the wheelchairs. That team included Hillrie Quin (R), Dr. John Baumrucker, Lee Bowman, Ann Greenlee and Joe Mangum from the Highlands-Cashiers area. Hardy also brought one of the chairs especially designed for use by people in third world countries. Mountaintop Rotary, Highlands Rotary Club, Cashiers Rotary and three other area clubs raised approximately $35,000 for the project. At the end of the meeting, Quin presented a check from Mountaintop's foundation for an additional $1,000 to the Free Wheelchair Mission to provide wheelchairs to others around the world. The money represented part of the proceeds from the club's 5K race held back in June.
Highlands PD log entries from Aug. 9. Only the names of persons arrested, issued a Class-3 misdemeanor, or public officials have been used.

Aug. 9
- At 6:05 p.m., officers responded to a one-vehicle accident at NC 28 and South 4th Street.

Aug. 10
- At 8:50 p.m., officers were called to a residence on Happoldt Drive about a simple physical assault where a woman was grabbed and pushed down.
- A little after midnight, officers responded to a call about no trespassing signs missing from a building on Carolina Way.

Aug. 15
- At 8:30 a.m., officers responded to a two-vehicle accident on Paul Walden Way.
- At 8:30 a.m., officers responded to a call of bicycles valued at $7,500 being stolen from El Azteca Restaurant in Highlands Plaza.

Aug. 17
- At 2:25 p.m., officers responded to a simply physical assault call at a residence on Cook Road.

Aug. 22
- At 1 p.m., officers responded to a call of vandalism to a vehicle on Church Street which was scratched with a sharp thin instrument.

The Highlands Fire & Rescue Dept. log entries from Aug. 25

Aug. 25
- 9:33 p.m., the dept. was first-responders to assist EMS with a medical call at a residence on Clubhouse Trail. EMS transported to the hospital.

Aug. 26
- At 7:14 a.m., the dept. responded to a CO₂ alarm at a residence on Happoldt Drive. It was due to a faulty device.
- At 7:38 a.m., the dept. responded to a fire alarm at the hospital. It was set off by a toaster oven.
- At 2:07 p.m., the dept. responded to a fire alarm at a residence on Johnwood Road. It was set off by workers.
- At 5:54 p.m., the dept. was called to the hospital to set up the landing zone for the MAMA helicopter. This is a new safety procedure.

Aug. 27
- A little after midnight, the dept. responded to a fire alarm at a residence on Big Bear Pen Road. It was set off by something cooking in the oven.

Rotary recently welcomed its newest member Karen Armor. Armor is a paralegal with The Neumann Law Office and is shown here with her Rotary sponsor Nick Bazan on the left and Highlands Mountaintop Rotary President Hillrie Quin on the right. The Highlands Mountaintop Rotary meets every Wednesday at 7:30 am in the dining room of the Highlands-Cashiers Hospital. Visitors are welcome.
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COMMERCIAL MAIN STREET LOCATION with plenty of parking. Great for retail or office space. For more information call 828-342-9158. (st. 7/12)

REAL ESTATE FOR SALE

PRICED BELOW ASSESSED VALUE, 3 BR/2 BA, Fireplace. Double car garage. Large deck. $285,000. 386-212-4181 (st. 8/8)

ILLNESS MUST SELL. 6 acres Whiteside Cove. Waterfall. Blackrock and Whiteside Mt views. 290k, OBO is 50% of appraised value. View youtube videos (Dr john waterfall view, 20130401_174002.mp4) mcrae426@gmail.com 828-269-6016 (9/5)

1/2 ACRE KNOLL FOR SALE A Real Diamond Property amongst very large acreage. Homestead cleared for Cabin, Driveway in, 1000 gal Septic/Drainfield in, Well permit in hand. Scaly Mountain area near Highlands. No Restrictions. $34,000 850-363-1436. (8/29)

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LONG OR SHORT-TERM RENTALS in Highlands 2BR under $900/month. Call 828-371-1155.

WILL PAY SMALL FEE FOR HELP with my new HP computer and Windows version 8. Call 828-482-0064. (st. 6/20)

HELP WANTED

AT WOLFGANG’S RESTAURANT – Bartender, waitstaff, bussers. Call Robbie at 526-3807 after 2 p.m.

SERVERS AND DISHWASHERS NEEDED FOR new Japanese Restaurant, Apply in person at 137 Main Street, Wright Square, or call 399-9132. (st. 9/5)

FULL OR PART-TIME, barndear and wait staff, busser. Apply in Person to Wild Thyme in Town Square, 343 Main Street. (8/22)

SPICE & TEA EXCHANGE Part-time. Email resume to highlands@spiceandtea.com or come by 330 Main Street and fill out an application. (st. 8/18)

THE HIGHLANDS POLICE DEPT. HAS AN OPENING FOR ONE POLICE OFFICER. The salary is $30,492.80, DOQ. The Successful candidate must be 21 years of age; BLET-certified; and submit to an extensive background investigation, drug screening, and psychological evaluation. Applicant must possess a valid North Carolina, South Carolina, or Georgia driver’s license, for the state which they reside in as a permanent resident. Applicant must successfully complete the Highlands Police Department application process. Contact the Highlands Police Department at 372 Oak Street, Highlands, NC 28741. (828) 526-9431, www.highlandscnc.org/police/index.html (st. 8/1)

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THE NEW SKY VALLEY COUNTRY CLUB IS NOW OPEN AND HIRING WAIT STAFF, BARTENDERS AND KITCHEN STAFF. Experienced staff preferred. If you enjoy serving nice people in any of these capacities we would like to meet you. Interested candidates should email resumes to dmspears@msn.com or stop by the clubhouse to fill out an application between 2-5pm Tuesday-Saturday. 706 746 5932. (st. 7/11)

SERVERS AND COOKS NEEDED Email resume to info@mainstreet-inn.com or call 828-526-2590

YARD SALE

MOVING SALE, Norton Community Building. Sat., Sept. 7. 8a to 3p. Norton Road.

FOR SALE

2 DOUBLE HUNG, double pane windows in on frame, 66w 76h- $30; Fiskar push reel mower model 6280- $115; Thermal pane glass clad door, deadbolt and key- $40; Never used Heatmaster vented gas logs, 30"- $175; New Honeywell relative humidity controller-$30. 526-513 (9/5)

2007 TOYOTA CAMRY LE with only 31,000 miles. Great running condition, but has a few minor exterior scrapes from being driven by an elderly person. Great value @ $8,900. Call Charlie @ 828-526-8645.

EZGO GOLF CART 4W Electric. Good batteries and nice charger. $1,200. 828-421-6608. (st. 8/15)

THE LATE COACH BUTCH SMARTS pine, country French style desk, glass top, $600. Call 526-