

# My Turn

By Dennis Franks

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On Tuesday, the Chillicothe-Ross Chamber of Commerce named Dave Pinkerton the 2013 Entrepreneur of the Year at its annual dinner. Several members of the Pickaway-Ross team were on hand to witness Mr. Pinkerton's big night and celebrate the Chamber's 125<sup>th</sup> anniversary.



Entrepreneur of the Year - Dave Pinkerton addresses those in at the Chillicothe-Ross Chamber of Commerce Annual Dinner on Tuesday night. (Photo: Courtesy of the Chillicothe Gazette.)

Dave did not attend Pickaway-Ross, but as the owner of Advance Services Heating and Cooling in Chillicothe is a great example of the kind of success career tech students can realize if they have vision and determination.

Dave earned a Career Passport from Pike County JVS in 1989. After working 10 years for another company, he started Advance Services from a mobile home in Waverly. Since 1999, his business has grown steadily, and now has more than 7,000 customers, two dozen employees, and annual revenues of nearly \$4 million.

**“From starting this from nothing, it means the world to me,”** he told the dinner crowd. **“Without customers, I am not an entrepreneur. I’m not a business owner without customers.”**

While he was not a student here, Dave has a connection to Pickaway-Ross. It is his company that assisted us in our initial planning for the HVAC and other utility components for our project house in the Slate Creek Cove subdivision. In fact, Advance Services got the bid to supply all the necessary HVAC equipment and supplies.

Dave's win is a win for career tech education in general. It shows the world the value of what we do every day. Pickaway-Ross has its share of former-students-turned-entrepreneurs. Like Dave, they apply knowledge gained in a career tech setting to the real world.

