

Airport improvements

by Job Conger



PHOTO BY JOB CONGER

Abraham Lincoln Capital Airport (SPI) reports a calendar year 2014 expenditure of \$7 million, mostly from user fees and state and federally underwritten sources, for improvements to airport safety and security. Executive director Mark Hanna recently reviewed those expenditures in detail.

While having scant noticeable impact on travelers using SPI, the improvement made to Taxiway Bravo – used by most aircraft preparing to depart Springfield on Runway 31 – was mandated by the Federal Aviation Administration (FAA) and allows departing pilots to more easily see aircraft inbound on final approach to that runway. The change from the dog-leg to a 90-degree turn lessens the possibility of commencing takeoffs with other traffic approaching from the southeast. The timing of the improvement coincided with the need to replace aging

concrete in that part of the system. “It was due for rehabilitation,” Hanna said. “We also improved the lighting.”

A perimeter roadway was also repositioned to more safely accommodate airport service traffic (maintenance vehicles, fuel trucks) which transit to Charlie Ramp and fixed base operator McClelland Aviation. “This work was highly visible to the public driving north and south on J. David Jones Parkway over the summer. We had many queries from people wondering what was going on.” The change in the routing will pay dividends in terms of flight safety, reducing risk of runway incursions. Cost of the work was \$2.5 million. In addition to federal and state mandates, Hanna credits input from airport pilots and tenants, who meet twice a year to share suggestions for airport improvements.

A total of \$800,000 (90 percent state-funded, 10 percent local-funded) of improvements to the taxiways and parking at Charlie Ramp were completed. Areas which had received no major attention since the construction of the area in the 1980s had begun to significantly deteriorate. Loose pieces of asphalt and concrete, if unseen and removed during daily inspections, are sometimes picked up by prop wash, resulting in damage to aircraft.

Improvements in building and airfield access control systems, closed circuit television and fire alarm systems totaled \$1.5 million. “Most important was the updating of surveillance videos,” Hanna said. “We also introduced new access cards that require users’ pin numbers at all access

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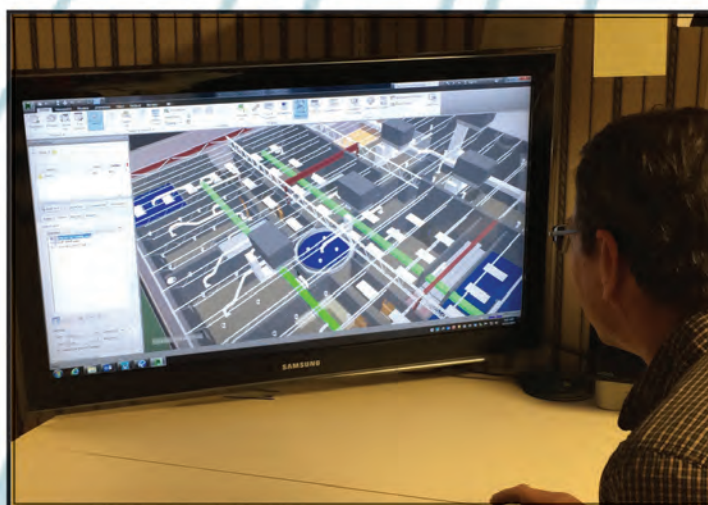
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Creating a hospitable environment

By Eric Woods



Christina Harper

Title: General Manager, Hampton Inn
Address: 3185 S. Dirksen Pkwy., Springfield
Education: B.S. in Family and Consumer Science/Hotel and Restaurant Management from Western Illinois University
Family: Husband - Nathan
Favorites -
Hobby: Crafting
Restaurant: Fritz's Restaurant
Music: Country
Tidbits -
Went to Jamaica for her honeymoon (has been married one year)
Enjoys romantic movies
Favorite subject in school was history

Christina Harper has spent her entire life in Illinois, moving to Springfield seven years ago. In her time here, she has grown to love the fact that the city is so focused on Abraham Lincoln. "It is cool that a city is so based around him," she said. "Working at a hotel, I get pumped up to tell people about it." Harper is also fond of the local businesses, and in particular the restaurants and variety of shopping outlets.

Harper has not found any issues with the city but admits she gets upset whenever she hears people say there is nothing to do in Springfield. "I have heard that where you live can be a tourist attraction, and that is correct," she said. "I went to a lot of the downtown activities over the summer and had fun."

Growing up, Harper wanted to be a teacher but never pursued that career. "I got into hotel management my second year of college," she said. While in high school, Harper joined the workforce for the first time by landing a job delivering papers. This job was not one she looks back upon with fondness. "I had to be up at 4 a.m., which was not the worst part," she said. "You would have to deliver rain or snow. Plus you had to put in four weeks' notice."

Having a father who was a farmer, Harper learned the value of hard work early in life and has modeled her own work ethic after his. "He would work 20 hour days and work until it was done," she said. "Hard work is crucial in every part of life. My dad always made me so proud, even though he thought he was not doing enough. I really looked up to him." Harper's strong work ethic has helped her career from the start, as she became a manager at the Hampton Inn at age 22 and moved into the general manager role at 26, which is where she remains today.

"I have a hand in all departments," said Harper. Guest satisfaction is the primary goal for Harper and her employees, and her job centers around ensuring that everyone works toward that goal. "I do the hiring and firing, the accounts payable and receivable, inventory, and basically everything to make this hotel run. I do not ask anything of my employees that I would not do myself."

Those wishing to have a career in the hospitality industry should find their passion in helping others. "This is not for the 9-to-5, Monday-through-Friday people. You must be in love with serving people," said Harper. "Your life will be centered on everyone but yourself."

Harper and her staff are preparing for the busy season, which normally picks up at the end of January and runs through the end of October. "November through January is generally slow for hotels," she said. One recent occurrence at the hotel was a partnership with Ronald McDonald House. "We are very excited to work with them."

Harper loves working at the Hampton and plans to remain for the foreseeable future. She enjoys working with her employees and helping them plan their careers and affairs. "I like to help people with their 401k. In fact I love budgeting. It is one of my favorite things to do," she said. "If you take care of your employees, they will take care of you."

As a recently married woman, Harper is ready to just live her life and not worry too much about the future. "I just want to go with the flow," she said. She does hope that her work will have a positive impact and be something she can be proud to look back on in the future. Harper is also excited about growing her family. "I hope the world is good in 10 years." □

Eric Woods can be reached at ericw93@aol.com.

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BEST PLACES TO WORK AWARDS EVENT



Earlier this month, *Springfield Business Journal* and United Community Bank honored this year's Best Places to Work selectees. On Jan. 14, a reception and awards ceremony were held at the United Community Bank branch on Montvale. Before the ceremony, attendees enjoyed appetizers provided by 5 Flavors Catering and had the opportunity to network with other local business owners. Students from the Sangamon CEO program were also on hand to practice their networking skills and Todd Wise, president of UCB, spoke about the importance of this program to the future of the Springfield business community.

The three companies recognized as the 2015 Best Places to Work were County Market, Green Family Stores and Springfield Pepsi Cola Bottling Co. The owners of each company, along with some of their employees, were on hand to accept awards presented by Mayor J. Michael Houston. These three companies were also profiled in the January issue of *Springfield Business Journal*. To learn more about this program or make a nomination, visit www.springfieldbusinessjournal.com.



Rich Niemann, Jr. accepts an award from Mayor Mike Houston.

PHOTO BY ALAN KOZELUH



John Faloon shares his experiences with Springfield Pepsi.

PHOTO BY KYLE JENNINGS



Todd Green is congratulated by Bob and Marsha Narmont of United Community Bank.

PHOTO BY ALAN KOZELUH



Fran Abbott and Shannon McAuley represent Chatham County Market.

PHOTO BY KYLE JENNINGS



Sangamon CEO students network at the event.

PHOTO BY ALAN KOZELUH



Attendees enjoy a reception prior to the awards program.

PHOTO BY KYLE JENNINGS



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CHAMBER NEWS



Chamber members give back to community

By Roberta Codemo

"Springfield is such a giving community," is the refrain echoed by local business owners. According to American Express, charitable giving by small businesses rose by 4.9 percent between 2012 and 2013. The Greater Springfield Chamber of Commerce recently hosted a press conference to shine the spotlight on local businesses that give back.

"It was the chamber's way to say thanks," said Chris Hembrough, president and CEO, who plans to make this an annual event. "Folks miss the good work that businesses do. A lot of times the stories go untold."

Part of what the Chamber does is economic development. Sangamon County, and Springfield in particular, are great places to live, raise a family and do business. When businesses are looking at relocating here, this is a good way to showcase the community because it highlights businesses that care.

"I hope and wish this inspires others to greater levels of generosity," said Hembrough.

When the economy took a downturn in 2008, Hanson Information Systems, Inc., decided to make a donation to the Community Foundation for the Land of Lincoln in lieu of purchasing Christmas gifts for their customers that year. "It seemed the money would be much better spent helping those within our community," said company president Karen Pletsch.

"The response from our customers was very positive," added client communications specialist Jennifer Schultz. "They were pleasantly surprised."

The company continues to support the foundation, which serves a seven-county area and understands the needs of the community and can put its resources to work where they do the most good. Hanson also supports nonprofit organizations that matter to its employees. "It's exciting to see our employees become engaged with community involvement," said Pletsch.

Hanson has been part of the Springfield community since 1997. As it has grown over the years, it has a responsibility to give back.

"At the end of the day, the community has been good to us," said Pletsch, "We have the responsibility to be good stewards.

"It's really great to see the impact of what we do," she continued. "It's heartwarming."

Giving back is part of Illinois National Bank's culture. "The executive leadership team takes charitable giving to heart," said communications director Marilyn Schaefer. "It's a great group of giving people."

Since it opened its doors in 1999, the bank has set aside monies to give back to the community. "It's very much a part of what it does," said Schaefer, who added it's about caring for the community. You can't sit on the fringe.

The bank supports causes its employees are involved with. "We want to support our employees," said Schaefer. "Our people are really good people. They will pitch in and do anything."

This past football season it sponsored Touchdown for the Tables and raised \$1,936 for Friend in Deed, St. Martin de Porres Center and Kids Café. It has also helped the park district, Brother James Court and Hope School and spearheaded the first annual Susan G. Komen Race for the Cure.

There are a lot of wonderful people in Springfield and the surrounding area. "By working with organizations and the individuals who benefit from these organizations, we have the opportunity to learn so much about the community and the people who live here," said Schaefer.

"It helps us to be a better bank," she added.

Tami Frye was raised to give back. Her parents were always helping someone in need. It was only a natural reaction to give back to the community when she opened Let's Make Dinner two years ago.

"It makes a community so much stronger," said Frye, who supports Springfield Health Check, United Cerebral Palsy and the Girl Scouts. Her business also works with stroke and head injury patients from Memorial Medical Center's Outpatient Rehabilitation Services to help them relearn basic kitchen skills.



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The Greater Springfield Chamber of Commerce celebrated businesses and organizations that gave back during the holiday season Dec. 16 at The Chamber's office. Those speaking at the press conference were, left to right, Brian Berns of 217 Problems, Tami Frye of Let's Make Dinner, Terry Farmer of Terry Farmer Photography, Brad Zara of Zara's Collision Center, Marilyn Titone Schaefer of Illinois National Bank, President and CEO of The Greater Springfield Chamber of Commerce Chris Hembrough and Jennifer Schultz of Hanson Information Systems.

PHOTO BY WAYNE UTTERBACK/THE GREATER SPRINGFIELD CHAMBER OF COMMERCE

Her goal is to help people prepare healthy meals that are table ready. "There are a lot of people out there who need home-cooked meals," said Frye. But they don't know how to cook or don't have the physical ability to prepare their own meals.

"It makes me feel good knowing I've helped someone else," said Frye. She prepares and delivers meals to a number of elderly customers "I want to ensure they have access to home-cooked meals."

When she opened her business, she was new to the business community and was pleased to be accepted. Giving back helped get her name out and make connections. "The more people you talk to, the more they know who you are," said Frye.

She encourages everybody to reach out and help others. "Reaching out strengthens a community," said Frye. "There are so many who need help."

You don't often hear about the good things that go on in a community. "It's a feel good story you don't hear often," she said.

Terry Farmer learned from an early age to participate in and to be active in the community. "My grandfather owned a bike shop," said Farmer, who opened Terry Farmer Photography 25 years ago. "He was always giving back." His grandfather would donate bikes to those in the community who needed one or would fix bikes for free. "He was my mentor."

It's been an integral part of how he runs his own business. His grandfather taught him if you live in the community and make a living from the community you need to take care of the community. "It's a win win for the business and a win win for the community," said Farmer.

Participating in the community gives you a greater presence and validates you. Any business can find a way to connect and give back. "People respect that," said Farmer. They want to do business with businesses that are passionate about helping their community.

It builds trust. "People get to know and respect you and the way you do business," he said. It should be part of every business plan for businesses just starting out.

Farmer uses his craft to help charitable organizations including the American Red Cross, Habitat for Humanity, Operation Smile, Central Illinois Foodbank and Animal Protective League. "You can't give to everybody," he said. "You have to focus on charities where the needs are greatest. There's a lot of need in Springfield."

Springfield has a big heart. "This is a great community," said Farmer, who encourages other businesses to step up

and become involved. It can be as simple as doing one thing a year. "It's just a good thing to do. If it comes from the heart, that's what's important," he continued.

"It makes a difference," said Farmer.

Brad Zara has a calling to help others. "It's always felt important to give back," he said. Six years ago he and his wife, Julie, made a conscious effort to better understand what the Bible says.

The talent and ability he has to be in a position with the resources to help others is a gift from God. "We are stewards here on Earth," said Zara, who opened Zara's Collision Center 28 years ago. "We realize how fortunate we are when we see the struggles many go through in their day-to-day life."

He and his wife have always believed but had not pursued their relationship with Christ. "Once we got serious and started learning more about what the Bible contains, it became very clear," said Zara. "With that comes responsibility."

He had a lot of really good mentors early on like Butch Elzea and Jim Braehler who served as role models. "I wanted to operate like they did," said Zara.

"As a business owner, we have an obligation to take care of the needy in the community. You see the economic need, you can't do enough," Zara continued. It's important to share the message so that others step up and become involved.

Among the organizations his business supports are Big Brothers Big Sisters, Contact Ministries, Inner City Mission, the Hope Institute and the Compass After-School Program that is run by the Family Service Center.

What Zara's is best known for is its car giveaway program, which the company has been doing for 16 years. He works with social service agencies to identify individuals who need a vehicle. "We can give back with the fruits of our labor rather than just financial support," said Zara, who has given away approximately 28 cars. "Businesses who have the resources are given them for a reason," he added.

"It's not all about making money," he continued. He quoted his favorite piece of Scripture: "To whom much is given, much will be required." □

Roberta Codemo is a full-time freelance writer and started Codemo Writing Services in 2012. She works with small business owners to help create compelling online content and build their web presence. She can be reached at rcodemo@hotmail.com.

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PHOTOGRAPHY



Gariel Pierce, Southeast High School;
Jade Sisti, Lanphier High School.



Timothy Oh, Sam Rodger, Katelyn Churchill, Danielle Schmidt,
all of Sacred Heart-Griffin High School.

A triumphant celebration for Sangamon CEO

By Colin Patrick Brady

CEO held its class of 2015 event on Jan. 10. Its theme of “Take off with CEO” was especially appropriate as the event took place at the LRS hangar at the Abraham Lincoln Capital Airport lent by LRS president Richard Levi for the evening. The main portion of the hangar served as a casual candlelit environment in which feasting, music and keynote speeches took place. The remainder of the hangar was given over to a lovingly presented display of Levi’s sizable collection of motorcycles and cars he has acquired over the years.

Sangamon CEO (Creating Entrepreneurial Opportunities) arose as a collaborative effort between Sangamon County school districts and various businesses. High

school students involved with the CEO program receive class credit for their efforts over the period of a year. Twenty-five high school students with aspirations to enter the business world comprise this year’s CEO class. Essential to its mission, CEO provides young persons the tools and skills they will require to give back to their communities, start businesses and aid in the creation of jobs. Brant Mackey serves as the instructor for the Sangamon CEO program. Mackey once served as the publisher, editor and owner of the *Springfield Business Journal* but has since forsaken the trappings of the entrepreneur and businessperson in order to provide

mentorship to young persons wishing to enter the business world themselves. Mackey’s passion for education and teaching, along with his entrepreneurial experience, serves his mentees well. His pedigree from long and varied real-world business experience allows him to impart know-how and zeal for entrepreneurship to his young charges.

From the outset, students selected for the Sangamon CEO program find themselves immersed in real-world learning opportunities. Eschewing traditional, textbook-based learning for hands-on entrepreneurial opportunities in their community, each CEO student receives

mentorship and observation from a local business leader or community volunteer. Students selected for the CEO program undergo rigorous routines in order to prepare them for moving to the business world from a scholastic environment. Additionally, each student spends 90 minutes per day during their CEO semester engaged in such activities as presenting business plans, meeting with local business leaders, and conferring with their assigned mentors.

Bentoh’s and Springfield Pepsi provided the food and drink for the evening. A diverse spread of hors d’oeuvres was available for consumption, and a brass ensemble provided musical entertainment



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Sangamon CEO Class of 2015.



Nick Smith is a 2014 graduate of the Sangamon CEO program and founder of Framework Photography in Springfield. Nick and his business partner, Andrew Gochenour, started Framework in 2013. Together, they specialize in photographing families, couples and high-school seniors.

for the evening.

After attendees had their fill of the buffet-style food, it was time to hear from the evening's special guest speaker, NASA scientist and cofounder of Endius Inc., Tim Taylor. Endius Inc., a Boston-based development company, manufactures surgical implements as well as orthopedic devices. Taylor himself has contributed to an orthopedic experiment on a 1990 mission aboard the Space Shuttle Columbia. Taylor also authored the 2003 book *Launch Fever*, a nonfiction account that serves as a portrait of the entrepreneurial spirit against the backdrop of the successes and failures of the space program from the Apollo days to the Space Shuttle program.

Time spent in the CEO program edified Katelyn Churchill, 18, a senior at Sacred Heart-Griffin High School. "We talked to many people, learned from a diverse group of people and made many more community connections," she said. When asked if there is anything about CEO she might change, Churchill replied that the CEO group might have worked together as a closer, cohesive unit from the outset, getting to know one another at a more interpersonal level.

When asked for a takeaway message that CEO provided him, Samuel Rogers, 17, and a Sacred Heart-Griffin Senior, stated "Don't be afraid of failure. In the end it can make you a better businessperson." Asked

what he found most difficult or challenging about the CEO program, Rogers responded, "Going out of your comfort zone – the best CEOs take risks."

Frank Coffey, a 17-year-old Sacred Heart-Griffin senior, offered advice to future CEO classes. With 25 students chosen from seven local high schools, getting to know your CEO-mates is not always easy. Coffey recommends scheduling more meetings among CEO members in order to promote fellowship within the group.

A silent auction took place after the evening's guest speaker left the stage. Items up for bid included women's basket items, custom artwork, hair products by Salon

Trace, an Italian feast basket provided by Saputo's, a Starbucks gift basket, tickets to a Cardinals game, and several other items.

Every eight-setting dining table was occupied as well as several surrounding, votive-lit standing tables. Aside from the keynote speaker suffering from the tail-end of a head cold and some occasional difficulty with the PA system, the fruit borne from the efforts of these young persons and future business leaders was evident to all in attendance. □

Colin Patrick Brady is a freelance writer residing in Decatur. He can be reached at colinpatrickbrady@hotmail.com.

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HSHS Medical Group buys Physicians Group

By Gabe House

Photos courtesy of HSHS Medical Group

The Hospital Sisters Health System (HSHS) Medical Group continued its central Illinois expansion on Dec. 8, 2014, finalizing the acquisition of the Physicians Group Associates located at 2901 Old Jacksonville Road.

Now known as the HSHS Medical Group-Multispecialty Care, the contingent of 14 providers will continue to serve its patients in the same building and can be reached at the same phone number.

"What is great about (them) is the fact that they are a multispecialty group ... and that made them a unique, valuable asset," said HSHS Medical Group's chief executive officer, Melinda Clarke. "With the neurology, pediatrics and GI ... those are the types of specialties we need.



Melinda Clarke

"For us, with the Springfield market, we're really putting our footprint here with our primary care and specialty-based combination of providers. When we look at the market, we look at Litchfield and Decatur as part of that, and we're positioning our providers to provide care to (entire) populations of clients."

And with a patient count reaching nearly 25,000 clients, according to Clarke, the Physicians Group Associates (PGA) is already fulfilling that goal of serving a population. Coincidentally, the large client-base was a driving force for the former PGA to seek assistance.



Dr. James LaFata

"Collectively, the group felt like we needed to integrate with someone because of the difficulties of modern medicine," said Dr. James LaFata, the former president of the PGA and a general internist. "The need to have electronic records, the high cost of that and increasing regulations as well as practicing medicine as we've always done ... it's become increasingly difficult to do that, and we thought the best fit would be with HSHS Medical Group."

Along with the 14 doctors, 57 other employees of the former PGA are now under the umbrella of HSHS. A new electronic record system has been implemented, and "subtle cosmetic upgrades" have already been ordered, Clarke said. And although the facility was built extremely well, she said, there are further plans to upgrade.

"We're going to - over the next 18 months - do a significant transformation to that building, so we can make it better for the patients and providers," Clarke said. "(But) they did a great job for having built it a long time ago. We believe it will

hold what we're projecting over the next three years or so."

As for medical philosophy - HSHS adheres to a Catholic doctrine of care - Clarke said that was the first matter discussed between the two groups.

"I think we're on the same page, and we really want to make sure our physician partners are aware of our ethical and religious directives and that we do respect the patient/provider relationship," Clarke said. "We talked about that before we even began the acquisition process."

The PGA's long history in Springfield - it originated in 1961 - also helped solidify how the group would fit into the HSHS affiliates. LaFata's father started the original clinic near St. John's Hospital, which is also a HSHS medical care facility, and LaFata himself joined its ranks in 1982 after his residency. He left in 1989 to practice privately but then returned 15 years later, and he's been with the group since then.

"We've had some sort of association with labs and x-rays with both institutions (St. John's and Memorial Hospital)," LaFata said. "But we thought this would be a better fit for a variety of reasons."

Clarke said it's a boon to easily see the heritage and culture of an already existing group of providers in the community. Of course, she further explained, that doesn't mean HSHS is hesitant to bring in outside providers to expand upon their primary and specialty care needs.

"When you have an established group, it helps new providers coming into the market to acclimate even better," Clarke said.

In the immediate future, there will be a community open house and blessing within the next few months, something that is standard practice for new HSHS locations. The minor improvements already made to the building will be showcased during the open house, Clarke said, and the blessing helps new colleagues come together and recognize that they are part of a larger organization.

In the meantime, patients are continuing to see their health care providers as they always have. The new records system and, thus far, minor improvements to the facility seem to have had little impact on day-to-day operations.

"We've even received compliments from the patients saying it's gone very well, Clarke said.

LaFata agreed, saying any transition can be tedious, given the changes necessary, but things have gone rather smoothly.

"I think the patients have accepted it very well," LaFata said. "I think their main concern is that they are getting the same care from their primary caregiver at the same institution." □

Gabe House works in the lending department at United Community Bank. He can be reached at ghouse@ucbbank.com.

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Sponsorship opportunities available for Memorial's Hospice Gala



Sponsorship opportunities are available for Memorial Medical Center's Hospice Gala, which will take place Saturday, April 11, at the Crowne Plaza, 3000 S. Dirksen Parkway, Springfield.

Sponsorship levels range from \$100 to \$5,000. Sponsor benefits may include complimentary tickets to the event, signage at the event and listings in the program and on the Hospice Gala website.

The Hospice Gala raises money for the Sharing Wishes Fund, which provides financial assistance to make the wishes of hospice patients in central Illinois become a reality. The three-year-old fund has helped fulfill the wishes of more than 120 hospice patients.

Individuals and businesses can go online to print the sponsorship form. The deadline to secure a sponsorship is Feb. 15. Sponsorships and donations are tax deductible.

Tickets for the Hospice Gala are \$85. Ticket sales begin March 2. The program will include a meal followed by a keynote address

by Rebecca Lobo, an Olympic gold medalist, NCAA national champion, television analyst and former WNBA player. Lobo will share her personal experience with hospice.

For more information, visit MemorialHospiceGala.com.

Dr. Adam Reid joins Memorial Bariatric Services

Dr. Adam Reid, a surgeon with SIU HealthCare, has joined the bariatric surgical team with Memorial Bariatric Services.

Reid, who is also an assistant professor of surgery with Southern Illinois University School of Medicine, joins Dr. Max Hammer, Dr. Orlando Icaza Jr. and Dr. Elizabeth Warner, all with Springfield Clinic. Hammer is the medical director of Memorial Bariatric Services.

Reid has specialized training in minimally invasive surgery and bariatric surgery. He is also a member of the Southern Illinois Trauma Center, which is based at Memorial Medical Center.

He earned his medical degree from the Southern Illinois University School of Medicine in Springfield.

He completed fellowships in minimally invasive and bariatric surgery at Wake Forest University Baptist Medical Center in Winston-Salem, North Carolina, and in surgical critical care at Yale-New Haven Hospital in New Haven, Connecticut.



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HSHS St. John's Regional Trauma Center offers an experienced team on-site 24/7.

At HSHS St. John's, it's our mission to provide everyone in our community access to extraordinary care delivered with true compassion. That's why we created HSHS St. John's Regional Trauma Center. To offer our community experienced surgeons 24/7, an advanced surgery center with the latest technology and care backed by a nationally recognized patient safety rating. It's a level of care our community needs. And a level of care we are committed to delivering—and elevating every day.



Aviation services provided by Air Methods Corporation.

Illinois is Back Business Expo premieres Uber in Springfield, plus much more

By Ginny Lee

Some 50 businesses showcased their products and services during inauguration activities in Springfield Jan. 10-12 at the Illinois is Back Business Expo held on E. Washington St. outside the Prairie Capital Convention Center.

The Uber ride-sharing company began service in Springfield just a few days earlier in January. Ward 6 Alderman Cory Jobe had advocated for the company and was its first passenger on Jan. 9. Springfield is the first Illinois city outside of Chicago to have an Uber option.

Individuals looking to make money by sharing their car for rides can sign up with the company through its regional office in Chicago. Drivers get online training and are vetted by Uber via a background check and driving history. Clients find rides online and can see a photo of the driver and vehicle, including license plate, so they can identify their driver.

Uber has an app for smartphones, and all transactions are carried out online with a receipt sent via email. Clients rate drivers

after a ride, and drivers rate clients as well.

Jaime Moore of Uber's Chicago office said that their drivers make 80 percent of the fare price, and a customer's first ride is free. Uber hired a local veteran to drive during the recent Expo. "We hope to hire 50,000 Service members eventually," she said. "Our phone app makes it such a win for drivers and an economic boost for every city we're in."

Resource One Office Furnishings & Design brought two very interesting office

items to the Expo – the Nemo Bar and a privacy booth. Known for contemporary lines of office furniture such as Knoll, Resource One showcased the table by Izzy and the seating by Jasper Group Brand at this event.

The Nemo Bar is a tall meeting table that allows users to charge their cell phones and use their laptops while having a meeting, according to Chris Davis of Resource One. It is 12 feet long and is bar height so people usually stand to use it. It also comes with hooks for hanging a coat or laptop bag. It is designed to create a spontaneous setting for work and enhance the creative process, according to Izzy's literature.

With so many offices designed with open workspaces, privacy can be hard to find. JSI's privacy booth, or "huddle space," can solve that problem. It is a tall upholstered seating arrangement that offers privacy for a phone call or conversation with client or colleague.

Josh Bell of Springfield's Bunn Corporation also brought new products to share with Expo visitors. Bell was showing

off Bunn's Speed Brew coffee brewer and drip-free coffee carafe, both new items for 2015. Bell, who is Bunn's global sales project manager, offered freshly brewed coffee made with the Speed Brew from locally roasted beans.

"The Expo was great for networking with other businesses," Bell said. "At the Job Expo on Sunday we got a lot of resumes, and the majority of job seekers were veterans."

One of Springfield's oldest and largest companies, Bunn manufactures home and commercial coffee brewers, cold drink dispensers, and water quality systems, among other products. The company prides itself on superior equipment and customer satisfaction, according to the company website.

Bunn has offices in Canada, Mexico, Brazil, Germany, China, the United Arab Emirates and the United Kingdom. Global headquarters remain here in Springfield. □

Ginny Lee is a regular contributor to the Springfield Business Journal as a writer and photographer.

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Kristen Lasser, Jaime Moore, and Derron Fox from Chicago's Uber operation explained to Business Expo visitors how the independent transportation company will work in Springfield. Uber began operating here on Jan. 8. PHOTOS BY GINNY LEE



Cindy Davis and crew brought a privacy booth from Resource One office furnishings to the Business Expo. It provides a quiet, private area to talk on the phone or meet with a colleague or client.



Josh Bell, Bunn's global sales project manager, was showcasing the new Speed Brew coffee brewer and drip-free carafe at the Illinois is Back Business Expo.

Professional Women's Calendar of Events

You play a key role and we thank you for your contributions to our community.

Illinois Women in Leadership (IWIL)

IWIL will hold its monthly luncheon from 11:30 to 1:00 p.m. on Thursday, February 19 at the Sangamo Club. Sarah Phalen, President and CEO of Illinois National Bank will discuss "My Path to the World of Executive Leadership." The cost for members (early registration) is \$18. Non-members and walk-ins are \$23. Reservation forms are available at www.iwil.biz.

Nominations are open for the 2015 ATHENA Leadership Award® and may be submitted at www.iwil.biz through February 28. The ATHENA Award honors an exemplary leader who has achieved excellence in a business or profession, served the community in a meaningful way and, most importantly, actively assisted women to achieve their full leadership potential. Nominations are sought throughout the community, and the recipient will be selected based on the criteria above. The ATHENA Award will be presented on July 15 at the Abraham Lincoln Presidential Museum. ATHENA International is an organization that supports, develops and honors women leaders.

Association for Women in Communications

AWC will hold a lunch meeting on Wednesday, Feb. 11 from 11:30-1 p.m. at the Sangamo Club. There will be a panel discussion with representatives from Horace Mann and the Press Association sharing their experiences. Members are \$17, guests are \$22, students \$11. RSVP to programs@awcspringfield.org.



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Realtors honored for excellence

By Mary Beth Stephens

The Capital Area Realtors (CAR) received an award for Association Commercial Excellence (ACE) at the November annual meeting of the National Association of Realtors. The Commercial ACE award is a new recognition program, which recognizes local and state realtor associations for engaging commercial realtors in their area and association. While the award program is new, the Honorable Mention in the Technology/Data category is for a program that has been used by the Commercial Real Estate Network (CREN) in the Capital Area for numerous years.

"Sam Nichols, Ed Mahoney and many other commercial realtors in CAR worked very hard to develop the Commercial Information Exchange (CIE) that received the ACE Award," Sam Perks, a realtor with Prairie Property Solutions and chair of the CREN said. It works well because of the cooperation of all the members of CREN and CAR. The CREN has about 40 members, or about seven percent of the total of CAR's members.

Before the Commercial Information Exchange was developed, commercial realtors had listings in the MLS, which is primarily made up of residential listings.

"But the complexities of commercial property sales and development are such that the MLS just didn't work for commercial properties," Mike Buscher, president of CAR and a realtor with the Real Estate Group said.

Creation of the CIE resulted in a quadrupling of the commercial listing inventory in the area, while building a stronger "sense of community in the commercial real estate sector," Buscher said in CAR's press release.

Commercial real estate transactions can be very complicated and since there are not a lot of commercial properties in comparison to residential, it is difficult to gain substantial experience. "There is no standard commercial contract for realtors to use in commercial sales transactions," Buscher said. "There may be environmental issues that need to be addressed, zoning changes and build-outs that make commercial real estate more difficult and time consuming."

"The CIE has streamlined the process for commercial realtors by having this online database, showing all the commercial properties available," Buscher explained. Perks said, "For me, as a commercial realtor,

it's made me look good, and the area look good, better than many larger metropolitan areas. For example, I received a phone call from an out-of-town realtor who said a client was in Springfield and needed to look at several properties *that day*. I was able to call him back in a half hour with six showings for the day." Buscher said almost the same thing: "I don't have to make six or seven calls to different realtors I know with particular listings for one client. I can go online to the CIE and it's all there. It makes the process efficient and powerful."

"In addition," Buscher said, "a business can go online and look at www.seebuildings.com, [the publicly accessible part of the CIE] for listings meeting their particular criteria without tipping their hand." They could then call a local realtor for site visits.

As with residential real estate, the economy plays a significant role. The "great recession" has had a notable effect in central Illinois. "Retail development, except for small strip malls, is at a virtual standstill, partly due to the economy, partly due to the expansion of online shopping," Bob Barker, a real estate developer in Springfield commented. "With



Carol Horne (2014 RPAC Fundraising Trustees Chair) presented the award to Steve Myers, immediate past-president, who accepted on behalf of the association. PHOTO COURTESY OF CAPITAL AREA ASSOCIATION OF REALTORS

lower gas prices, and the economy picking up speed, things may start to pick back up, but it may still be a few more years before we are back to where we were before," he continued.

With the exposure provided by the CIE and a stronger relationship between the CREN and the CAR, membership in both organizations is growing, which can only help Springfield and the surrounding area as businesses expand or relocate. □

Mary Beth Stephens is a freelance writer in Springfield as well as the Springfield High School boys swim coach. She can be reached at hmandmb02@gmail.com



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Sources: As listed on the Capital Area Association of Realtors website:
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(Members Listed Alphabetically)

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AIRPORT IMPROVEMENTS



PHOTOS BY JOB CONGER



Though the newest Oshkosh 22-foot-wide blade snow plow does the heavy moving, also essential are lighter vehicles shown here which can turn on a dime in parking lots often congested with vehicles parked in tight quarters.

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New surveillance cameras are part of the airport upgrades.



An American Eagle Embraer ERJ-145 departs a recently cleared Runway 31 to deplane and board passengers at the terminal.

gates including Charlie Ramp." A lot of the hard wire work has been replaced by fiber optics. The whole system has been a patchwork of improvements since the mid to late 1990s. The airport now has a state of the art integrated system which is expected to serve for the next 10 to 15 years.

The result is not a "big brother" environment where movements of everyone entering and leaving the terminal are recorded along with identities based on facial scans. "From time to time the cameras are monitored on a random basis, but we have hired no additional personnel for that purpose," Hanna said. "We review short

spans of recorded tape to be sure the system is functioning."

Equipment improvements for snow removal and ice control are part of the FAA certification process. "With their support we were able to update our fleet last year, purchasing seven new vehicles for \$800,000. It is all American made," Hanna explained. An Oshkosh snowplow with a 22-foot blade had a \$400,000 price tag and was the major item purchased. "That truck will probably give us 20 to 25 years of service, in part because we don't use salt on the runways. It won't corrode and wear out as fast. We also picked up a back-up plow with a smaller

blade, ice dry chemical spreader, a 4 x 4 plow truck for more aggressive removal on taxiways and smaller areas, a detachable plow blade and two smaller vehicles."

Locally funded replacement of the HVAC system at the Flight Standards District Office (FSDO) and resurfacing and expansion of the parking lot at the University of Illinois Extension building were also completed in 2014.

The \$7 million cost expended in 2014 is expected to be duplicated in 2015. Funding is now in place for improvements to the drainage of airport land. Hangar three renovation will be completed. A second

jet bridge will be added at the terminal, allowing passengers sheltered boarding and deplaning from two airliners simultaneously in inclement weather reducing passenger congestion and delays. The terminal building will be widened at the front which faces the parking lot to lessen congestion at the airline ticket counters. Improvements to access roads within the airport perimeter are also planned. "We hope to receive funding for aircraft rescue and firefighting equipment," Hanna said. □

Job Conger can be reached at 544-6122 or writer@eosinc.com

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Sources: The builders.
(Ranked by Number of Full-Time Employees)

	BUSINESS NAME STREET ADDRESS CITY/ST/ ZIP	PHONE (-) FAX (=) WEBSITE (www.) E-MAIL	NUMBER OF FULL-TIME EMPLOYEES	PARTNERS / PRINCIPALS	AREAS OF SPECIALTY % SUB-CONTRACTED	RECENT NOTABLE PROJECTS	YEAR EST'D
1	United Contractors Midwest, Inc. 3151 Robbins Road Springfield IL 62704	217-546-6192 217-546=1904 ucm.biz contact@ucm.biz	160	James P. Bruner, Pres; Mike Cullinan, Chairman	Asphalt Paving, Concrete Paving, Bridge Building, Earthwork	15 Wabash Ave new construction adding lanes, asphalt paving, and earthwork. 1-55 resurfacing north of the Lake Spring- field Bridge to Southwind Road in Springfield. Dirksen parkway-Construction includes earthwork, storm sewers, curb and gutter, sidewalk, intersections, asphalt paving and widening, from Linden Avenue to Ridge Ave. in Springfield.	2001
2	Harold O'Shea Builders 3401 Constitution Drive Springfield IL 62711	217-522-2826 217-522=6586 osheabuilders.com mikeoshea@osheabuilders.com	150	Michael E. O'Shea, Pres; David L. "Bud" O'Shea, CEO	Design-Build, Construction Management, General Contracting, Pre-Construction Services, Remodels, Additions and Maintenance	70 Illinois: Memorial Medical Center Expansion Project, Springfield Clinic 1st North, Brandt Consolidated Building Addition, Passavant Area Hospital, Abraham Lincoln Memorial Hospital, Taylorville Memorial Medical Center, Kerasotes Branch of the Springfield YMCA/Sportscore, Matheny-Withrow Elementary School, Springfield Pepsi Bottling Co., Central Illinois Foodbank, Cathedral of the Immaculate Conception Restoration Project, Orthopedic Center of Illinois.	1902
3	Halverson Construction Co., Inc. 620 N. 19th St. Springfield IL 62702	217-753-0027 217-753=1904 halversonconstruction.com stevenh@halversonconstruc- tion.com	80	Steven Halverson, Pres; Mary Halverson, VP; Larry Antonacci, VP; Kyle Zellers, VP; Wendiline Schluter, CFO	Gen. Contracting, Bridges, Commercial/Industrial Construction, Const Mgt, Steel Erection, Pre-Cast	30 Illinois: A. Lincoln Presidential Library Parking Garage, Union Station Restoration, MacArthur Blvd Highway Bridges/ Interchange/Extension, St. Joseph Home Dementia Wing Addn., Erin's Pavilion, Motomart Convenience Store Gas Station, SMTD - Springfield Mass Transit District, Camp Lincoln, Renovate Jacksonville High School, IHoP, CEFCU, County Market (2nd & Carpenter), PCCC phase 2&3.	1978
4	Jones-Blythe Construction Company 1030 W. Reynolds St. Springfield IL 62702	217-787-1640 217-787=1666 jones-blythe.com jblythe@jones-blythe.com	60	John F. Blythe	Design-Build, Gen Contractor, Construction Management, Industrial Construction	60 Spfld, Ill.: St. John's Hospital, Memorial Hospital, Hoogland Center for the Arts, 183rd Air Guard Composite Support Facility, Grant Middle School, Trans-Canada Pipeline.	1930
5	Sangamo Construction 2100 E. Moffat Springfield IL 62702	217-544-9871 217-544=9873 office@sangamo.net	50	Allan Reyhan, Jr.; Matthew P. Reyhan	Bridge/ Highway Construction	20 Illinois: Chatham Road bridge rehabilitation, I-55 / Lincoln - 12 bridge rehabs, IL 127 / Clinton County bridge rehab, US 51 / Assumption - 5 new structures.	1990
6	R. D. Lawrence Construction Co. Ltd. 603 N. Amos Ave. Springfield IL 62702	217-787-1384 217-787=3856 rdlawrence.com info@rdlawrence.com	45	John Goetz	General, Contracting, Design-Build	60 Illinois: St. Johns Hospital Patient Tower and Main Surgery structural steel package, site demo and mass exc.; J.P. Mor- gan Chase HVAC upgrades; Taylorville Schools; Island Bay Yacht Club; Lincoln's Tomb Renovation; Salem Lutheran Church	1984
7	Newman-Alton Inc. 719 Estill Drive Springfield IL 62707	217-753-1986 217-753=1988 salton@newman-alton.com	24	Patrick Newman; Steve Alton	General Contractors, Non-Union Construction Management, Design-Build	40 Spfld., Ill.: Illini Country Club, Prairie State Bank, Smoky Jennings Chevrolet, Cummins Dental, Boy Scouts of America, Jacksonville, IL: Prairie State Bank, Lincoln, Ill.: Lincoln-Chrysler, Hanger Inc., Petco.	1992
8	Evans Construction 1900 E. Washington St. Springfield IL 62703	217-525-1456 217-525=2886 evansconst.com don@evansconst.com	20	Donald Evans, Pres	General Contracting, Construction Manage- ment, Design / Build, Commercial / Industrial Construction	60 Spfld., Ill.: Memorial Medical Center Renovations, SIU School of Medicine Library, St. Joseph's Remodel, Mother House Demo and Remodel	1913
8	Siciliano Inc. 3601 Winchester Road Springfield IL 62707	217-585-1200 217-585=1211 sicilianoinc.com buildit@sicilianoinc.com	20	Richard E. Lawrence, Pres; Aubrie Megginson, CFO; Kim Lawrence, Sec	General Contractor, Historical Restoration, Design-Build, Commercial/Industrial Construction, Site Work	18 Spfld, Ill.: Abraham Lincoln Presidential Library, Abraham Lincoln Presidential Museum, Crowne Plaza hotel, Dana Thomas House restoration; Vachel Lindsay Residence Restoration	1968







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Building a career in construction

By Eric Woods



Growing up, Tyler Cormeny wanted to be a farmer. After all, he grew up on a farm, and his first job was walking beans and detasseling corn. His initial career path, however, hit a stumbling block. “My mom would not let me be a farmer,” said Cormeny. Enter a career in the construction industry, and that is where he remains today.

Cormeny grew up in the central Illinois area, attending Jacksonville High School and Bradley University in Peoria. He enjoys Springfield, as the city is near his family and where he grew up. “I enjoy the Midwestern values, pace of life, and focus on family,” he said. Cormeny wishes there were more outdoor features, such as mountains, beaches and rivers. “I lived in Peoria for 15 years and loved the river that goes through. It was always something to go to.” The future of the area, Cormeny believes, lies with the new governor of Illinois and whether he can right the ship in state government.

With farming not an option, Cormeny needed a career path. He tried out the restaurant industry for a short time, but cooking and busing tables turned out not to be good options. He decided to get into the construction field in college, and spent 12 years as a project manager for River

City Construction in Peoria before moving to O'Shea Builders in 2007. The extensive experience in project management made him an ideal candidate for the Springfield company. Currently Cormeny oversees the process and production of the operations at O'Shea. His top client is Memorial Medical Center, and he has direct daily project management responsibilities with the hospital. “Memorial is my account,” he said. “I have general oversight over the project. If there are any issues, they contact me directly.” Some of Cormeny’s past projects have included the Orthopedic Center of Illinois, Frauenshuh Healthcare Real Estate Solutions, Passavant Area Hospital and Springfield Clinic. He is a Certified Healthcare Constructor through the American Hospital Association, holds a healthcare construction certificate through the American Society for Healthcare Engineering (ASHE), and is a Green Associate through Leadership in Energy and Environmental Design (LEED).

O'Shea is continuing to grow as a company, and Cormeny is very proud to be so heavily involved with Memorial. “It is great that they have confidence in us to hire a local contractor and partner. It has been a successful journey and fun to be involved,”

he said. The company recently opened a new office in Peoria, and Cormeny sees a number of exciting opportunities to work with new clients throughout central Illinois.

The construction industry is extensive, and according to Cormeny, a formal education is a necessity to get into the field, but that is not all it takes. “Education has to be partnered with real experience, internships, and job shadowing,” he said. “You need the experience with the education to understand construction.” Cormeny also believes that honesty and character are mandatory qualities to develop and are difficult to get back if lost.

As the song goes, the children are the future, and Cormeny is anxious to know what the future will look like for his children. “I want to train them to be successful for the future,” he said. “What improvements do we need to make now to prepare them for what is ahead?” Cormeny knows that in 10 years his children will be in college, so he will be enjoying more time with his wife. In 20 years he hopes to be retired and finding that next stage of his life. □

Eric Woods can be reached at ericw93@aol.com.

Tyler Cormeny

Title: Vice President of Operations, O'Shea Builders

Education: B.S. in construction management from Bradley University

Family: Wife – Susan; Children – Jillian and Anna

Favorites –

Movie: *Tombstone*

Restaurant: Mariah's

Sports team: Chicago Bears

Tidbits –

Would love to travel to Egypt and see the pyramids

Favorite subject in school was math

Loves skiing in Crested Butte, Colorado



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Sources: The Electrical Contractors.
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1	Anderson Electric, Inc. 3501 Sixth St. Hwy. W., Suite # 1 Springfield IL 62703	(217) 529-5471 (217) 529=0412 anderson-electric.com wesa@anderson-electric.com	240	Employee Owned	Yes	SIU Simmon's Cancer Center, Porta High School - Wind Turbine Project, Illinois Primary Healthcare, Concordia Village various projects, White Oaks Mall rehab, First United Methodist Church, SMTD, St. John's Hospital reroute systems and demo, Spring Creek Water Treatment Plant, CWLP contract 3 pump stations, Passavant Hospital medical office building, Meijer renovation, Ball Elementary addition - Chatham, Memorial Medical Center surgery expansion & patient care tower.	1918
2	B & B Electric, Inc. 3000 Reilly Drive Springfield IL 62703	(217) 528-9666 (217) 528=5481 bnbelectric.net todd@bnbelectric.net	88	Todd M. Brinkman	Yes	Springfield: State Capitol / Supreme Court / PCCC renovations, Central Ill. Food Bank, Kindred Healthcare, Memorial Medical Center, Springfield Clinic First - North, St. John's Sixth St. - Lincolnshire, New Orthopedic Center, LLCC - Workforce Center, West Side Christian Church, Prairie Diagnostic Center, Capitol Community Health Care, New Vision Care, Sacred Heart-Griffin addition, YMCA, Glenwood Elementary School; Lincoln: A. Lincoln Memorial Hospital and Office Building; Jacksonville: Passavant Hospital; Taylorville: Taylorville Memorial Hospital and Medical Office Building.	1962
3	Egizii Electric 700 N. MacArthur Blvd. Springfield IL 62702	(217) 528-4001 (217) 528=1677 eeiholding.com dorse@eeiholding.com	46	Robert W. Egizii	Yes	Dallman Generating Station (CWLP), President Abraham Lincoln Museum, Industrial Nuclear Power, Kennedy Space Center, Boeing Aircraft, Wilkes Barre, PA, Mitsubishi Motors Manufacturing, various lock and dam projects, Mars Pet Care, Memorial Stadium (U of I), Ft. Lauderdale Airport, Martin Marietta, Mox-Oxide Nuclear Facility (SC).	1948
4	Ryan Electrical Solutions 1305 W. Enos Ave. Springfield IL 62702	(217) 698-4877 (217) 698=8481 ryanelectricalsolutions.com dennis@ryanelectricalsolutions.com	30	Dennis Ryan	No	Various Commercial, Residential and Audio Visual Projects.	1995
5	Ruby Electric 341 S. Meadowbrook Road Springfield IL 62711	(217) 787-4949 (217) 787=2043 rubyelectric.com johnruby@rubyelectric.com	20	John Ruby	No	Various Commercial and Residential Projects, Standby Generator Systems Commercial and Residential.	1978
6	Lindsey Electric 3260 Terminal Ave. Springfield IL 62707	(217) 544-6789 (217) 544=9591 lindsey-electric.com lori@lindsey-electric.com	12	Catherine A. Lindsey - President, J. Michael Lindsey - V.P., Lori A. Lindsey Von Behren - Corp. Sec.	Yes	Various Commercial & Residential Projects.	1972
7	Mansfield Electric Co. 4425 N. Peoria Road Springfield IL 62702	(217) 523-0811 (217) 528=3111 ed@mansfield-electric.com	10	H. Edward Midden, III	Yes	Sangamon County Complex, Abraham Lincoln Presidential Library, UIS - University Hall, The Bridge Short Stay Nursing Home, Enos Elementary School, Hy-Vee.	1949
7	Harney Electric 1499 W. State Route 29 Athens IL 62613	217-636-9000 217-636=8927 jerry.judd@scgglobal.net	10	Jerry Judd	Yes	Virginia School District, Springfield Pepsi, LRS, SIU School of Medicine, Brown County Schools, Illinois Veteran's Home, Springfield Metro Sanitary District, IDOT Warehouse Buildings	
8	Carmean Electric Inc. 2863 Singer Ave. Springfield IL 62703	(217) 789-1155 (217) 789=9578 carmeanelectric@gmail.com carmeanelectricofspringfield.com	8	Wayne Shephard	Yes	Various Residential and Commercial Projects; electrical service, generators.	1970



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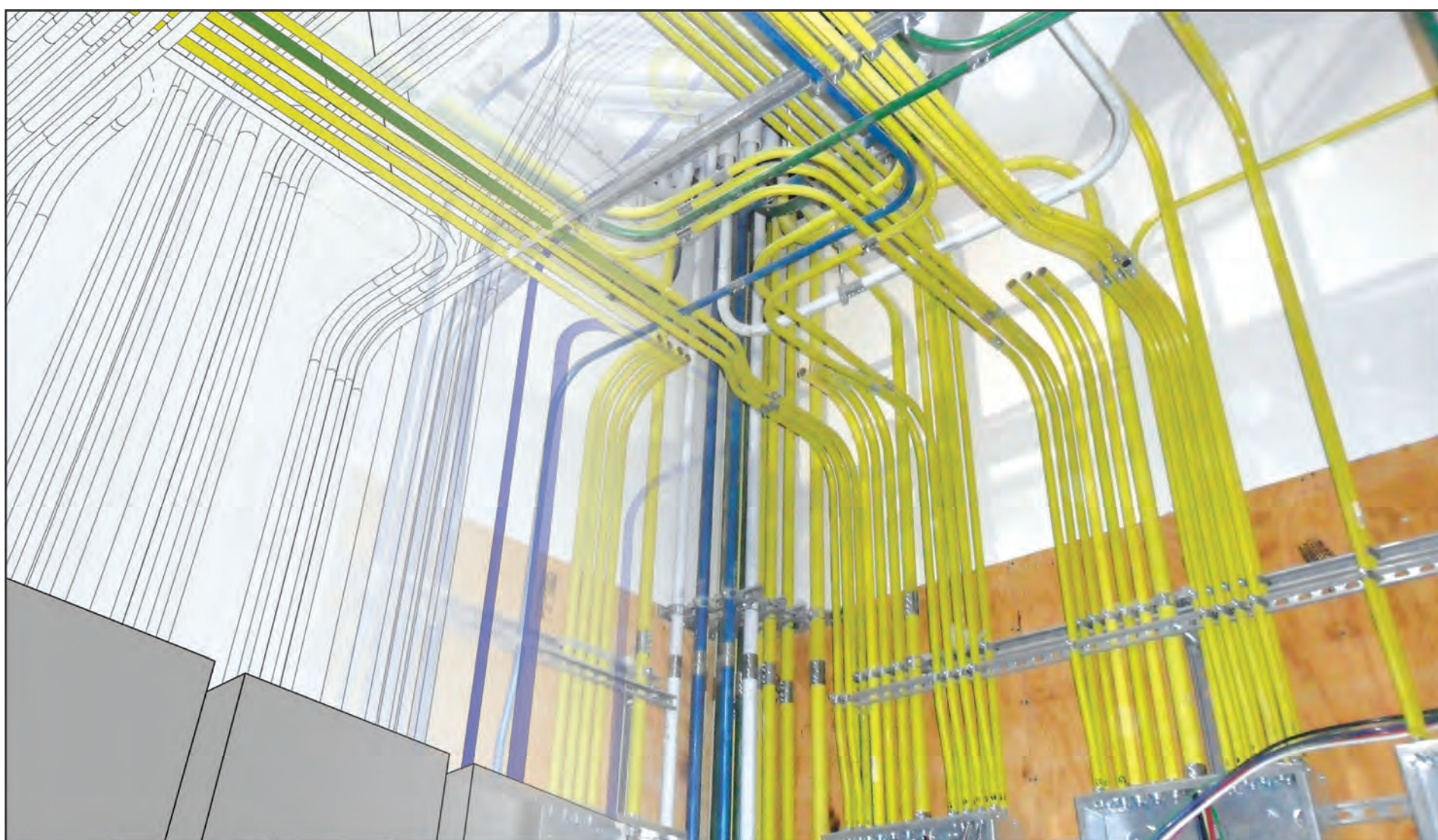
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Ingram Electrical Services, INC.
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Congress almost canceled the Super Bowl: terrorism risk insurance crisis averted

David A. Kelm

At the close of the 112th Congress this past December, the Leaders of the Free World, bedraggled by endless hours of debate and countless holiday parties, let slip perhaps the single most important piece of legislation to come before that august body. To the concern of businesses, developers, real estate and insurance companies and thousands of employees, Congress failed to reauthorize the Terrorism Risk Insurance Act (TRIA) before it automatically expired at the end of the year. To the horror of fantasy football fans everywhere, the abject failure of Congress to renew TRIA put at risk Super Bowl XLIX (that's Super Bowl 49 for our Roman numeral-challenged readers).

After the terrorist attacks of Sept. 11, 2001, Congress implemented TRIA in an effort to encourage development and commerce. The law works to mitigate losses from acts of terrorism by having the government share in such losses. When losses reach \$100 million, TRIA triggers federal assistance that is capped at \$100 billion. While \$100 billion is a tremendous amount of money, losses from the 9/11

attacks are estimated by the Insurance Information Institute to be \$42.9 billion in today's dollars.

While the National Football League was quick to defend its crown jewel and assure the couch-potato public that the Super Bowl would go on even without TRIA, the lack of action by Congress caused some very real damage. Most large-scale commercial developments are required by lenders to secure terrorism coverage, and for more than a decade TRIA has provided economic security to the insurance industry. When Congress left town for the holidays without renewing the act, nearly one million terrorism policies were canceled, putting in jeopardy thousands of development projects and tens of thousands of construction jobs.

"The federal backstop provided by TRIA is a critical component of the public-private partnership created to provide stability for a viable private market," said Neil Malone, Local Government Affairs Director for the Illinois Association of Realtors. "Available and affordable terrorism insurance is of monumental importance to American

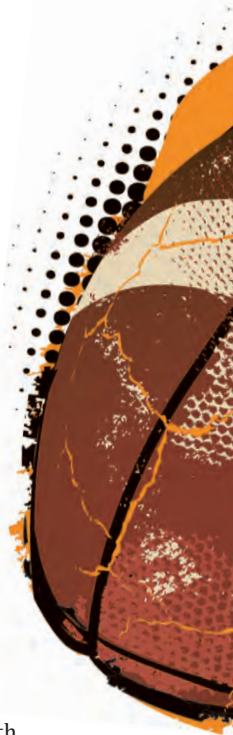
businesses and, therefore, to commercial real estate." As amazing as it seems, prior to 9/11, terrorism insurance was essentially provided free to commercial insurance customers because terrorism was seen as such a remote possibility.

According to the Insurance Information Institute, a viable TRIA program further provides industry stability and consistency for U.S. businesses. In a traditional insurance transaction, insurers are able to determine risk based on readily available accurate data. For instance, car crashes per 100,000 miles driven in a particular geographic area provides the data needed to predict risk and provide appropriately priced coverage. Acts of terrorism are intentional and a worst case scenario is difficult to predict. Terrorism is likely to occur in high density areas that would capture the world's attention – New York City, for example. The third most expensive loss due to terrorism on U.S. soil was the Oklahoma City bombing of 1995.

The difficulty in reauthorizing such an important piece of legislation prior to the Dec. 31, 2014 deadline fell, as it

so often does, to the politics and personalities of Congress. The U.S. House passed the reauthorization bill 417-7, sending it over to the Washington, D.C., chapter of Skull and Bones Society, a/k/a the U.S. Senate. Once at the Senate, the aging brotherhood could not come to an agreement to reauthorize TRIA prior to the New Year's Eve deadline even in the face of intense lobbying by construction, insurance and real estate interests.

Immediately after the 113th Congress was sworn in last month, Congress passed reauthorization of TRIA and President Obama signed the bill on Jan. 12, 2015. The new, "improved" legislation extends the program for another six years and also doubles the amount of losses required before government intervention takes place to \$200 million. The escalation takes place in \$20 million dollar hikes until 2020. Obviously, this change shifts a much large allocation of risk to the private



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nature of the federal statute, it is important for businesses to ensure that "any pre-repeal terrorism coverage has been restored prospectively."

Thankfully, new projects, current developments and jobs will be protected, to some extent, by the renewal of the Terrorism Risk Insurance Act. While the law was changed to shift more risk to the private market, Malone is proud that this legislative victory was accomplished "at little to no cost to taxpayers." Most importantly, football fans and those anticipating Katy Perry's halftime show (oddly, my cousin Henry is in both groups) can all breathe a sigh of relief that Congress has come to the rescue and saved the Super Bowl. □

Dave Kelm is a Springfield-area attorney who can be reached at DavidAKelm@gmail.com.

sector than under the previous iteration of TRIA. Additionally, Thomas Alleman of the law firm Cox Smith points out that the gap in coverage could prove problematic for some insureds. When TRIA died at the turn of the New Year there was a 12-day gap before it was put back in place. Alleman writes that given the vague

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Sources: Mechanical Contractors Association of Central Illinois, The Building and Zoning Department - City of Springfield, The contractors.
(Listed By Total Number of Employees - Peak Season)

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1	E. L. Pruitt 3090 Colt Road Springfield IL 62707	217-789-0966 217-789=2694 elpruitt.com	309	John Pruitt	HVAC, Plumbing, Fire Protection, Architectural Sheet Metal	Springfield: Memorial Medical Center, St. John's Hospital, Springfield Clinic, Westminster, Concordia Village, District 186 - various locations, Hy-Vee, Central Illinois Blood Bank, Air National Guard, Lincoln Land Community College; Decatur: Millikin University, Akorn, ADM; Champaign: Hyatt Place Hotel, Carle Clinic, University of Illinois, Kenwood Elementary; Chatham School District-Various locations; Taylorville School District-Various locations; Hillsboro School District; Pana Towers, Pana; Nestle, Jacksonville; Illini Hospital; Virginia High School; Macomb Water Treatment Plant; Abraham Lincoln Memorial Hospital, Lincoln.	1971
2	Henson Robinson Company / Petersburg Plumbing and Excavating 3550 Great Northern Ave. Springfield IL 62711	217-544-8451 217-544=0829 henson-robinson.com hrc@henson-robinson.com	231	Dan Hoselton	Commercial HVAC, Roofing, Plumbing, Piping, Refrigeration, Architectural Sheet Metal, HVAC/Plumbing Service, Sewer and Water Mains, Excavation, Residential Heating and Cooling Installation and Service	Education: U of I Champaign, UIS, Blackburn College, Lincoln College, St. John's College of Nursing, Springfield College, Springfield Public Schools, Ball/Chatham, Rochester, Decatur Public Schools, Sacred Heart-Griffin, Carlinville, Morrisonville, Athens/Cantrall, Murrayville, Ill. School for the Deaf; Medical: Memorial Medical Center, St. John's Hospital, Springfield Clinic, St. Francis Hospital, Bloomington Orthopedic, Hospital Sisters; Government: Capitol Complex, CWLP, IDoT, Ill. State Fairgrounds, Ill. Air Guard, Ill. Supreme Court, various Prison Facilities; Private Business: Hyvee, LA Fitness, Dick Van Dyke, Illinois Plumbing, Caterpillar, Carlisle, Brandt Consolidated, Ergadoo, White Oaks Plaza, 5 Guys, Heritage Manor, Marine Bank, State Bank of Lincoln, INB, Simon Properties, ADM.	1861
3	F. J. Murphy & Son, Inc. 1800 Factory Ave. Springfield IL 62702	217-528-4081 217-528=4147 fjmurphy.com cfricke@fjmurphy.com	75	Chad Fricke	Plumbing, Heating, Cooling, Fire Sprinklers, Refrigeration, Restaurant Equipment, Ice Machines, residential, commercial, institutional, installation and repair	Illinois School for the Deaf, Jacksonville Development Center, Regency Nursing Home, Dept. of Agriculture, SEIU Offices, White House/Black Market, H.H. Gregg, White Oaks Mall, The Icing, Hot Topic, U of I Champaign, UIS, Western IL University, Eastern IL University, IL State University, Memorial Hospital, SIU Edwardsville, SIU Carbondale, Caterpillar Peoria, Preckwinkle Home upgrade, hundreds of small repair and remodel projects - residential and commercial.	1947
4	Prairie State Plumbing & Heating 1499 W. State Route 29 Athens IL 62613	217-636-9000 217-636=8927 jerry.judd@sbcglobal.net	65	Jerry Judd	Plumbing, heating, cooling, electrical, mechanical, sitework, ventilation	Rochester Intermediate School, Rochester Athletic Complex, Mason District Hospital, Blessed Sacrament School, AT&T, Christian Homes, Springfield Metro Sanitary District, Palmyra Northwestern School, Springfield Pepsi, Brandt Consolidated, Prairie Capital Convention Center remodel.	
5	Mike Williams Plumbing and Heating 2403 South Grand Ave. East Springfield IL 62703	217-753-4545 217-753=4548 mikewilliams.net csr1@mikewilliams.net	40	Lewis Williams	HVAC, Heating, Air Conditioning and Plumbing	Residential Service & Repair & Pre-Season Maintenance Tune-up.	1976
6	Doyle Plumbing & Heating Company 225 N. West St. Jacksonville IL 62650	217-243-1013 217-243=9400 loriw@doyleph.com	30	Tom Doyle	Commercial and Industrial Plumbing, HVAC, Mechanical Piping, Specialty Boiler Work	Lincoln Land Community College, Secretary of State, Capital Development Board, Springfield Area Business District.	1921
7	Allied Plumbing & Heating, Inc. 1315 Wabash Ave. Springfield IL 62704	217-698-5500 217-698=5505 alliedpnh.com mark@alliedpnh.com	26	Mark Miller	Residential and Light Commercial Service, Replacement and Construction, Plumbing, Heating, Cooling, Ventilation, Sewer and Drain	Primarily Residential Projects and Light Commercial Projects	1977
8	Johnson Controls, Inc. 4231 Westgate Drive Springfield IL 62711	217-793-8858 217-793=8759 johnsoncontrols.com	25	Corporate Owned	Commercial HVAC, Fire Security, Light Residential	University of Illinois - Champaign Post Genomic Institute, SIU School of Medicine Labs.	1885
9	Airmasters - Commercial Mechanical Contractor 1330 North Grand Ave. West Springfield IL 62702	217-522-9793 217-522=7293 theairmasters.com rmathews@theairmasters.com	17	Robert Mathews	Commercial Mechanical Contractor, HVAC/R, Sheet Metal	DDC Building Automation Controls upgrade at Park Place, Entire Refrigeration Installation at CVA-Taylorville, Sheet Metal Fabrication for St. John's Hospital.	1993
9	Aire Serv / HRI 560 North St. Springfield IL 62704	217-523-8594 217-243=7002 aireserv.com/cil aireserv@as-hri.com	17	Chris Williams, Jennifer Williams	Sales, Service, Installation & Commercial	Cargill, Jacksonville High School, Casey's General Stors, various Residential Projects.	1985
10	Tom's Heating, Air Conditioning & Plumbing, Inc. 2809 N. Dirksen Parkway Springfield IL 62702	217-525-8667 217-525=5926 tomsheatingandair.com tomshtg@sbcglobal.net	13	Tom Garmers	Installation, sales & service - HVAC & Plumbing	Petersburg Veterinary clinic - plumbing, new residential construction, residential HVAC change outs and plumbing remodels, service / retail sales / geothermal systems, Family Dollar (S. Grand), Habitat for Humanity homes.	1982
11	Brennan Heating & Air Conditioning 619 E. Morton St. Jacksonville IL 62650	217-245-7181 217-245=0352 brennansheetmetal.com tinman95@mchsi.com	11	Chris Cisne	Residential and Commercial HVAC Installations, replacement and service, Industrial Fabrication	Nestle, Reynolds Consumer Products.	1942
12	Central Illinois York, Inc. 1210 E. Laurel Springfield IL 62703	217-522-3371 217-522=1341 centralilyork.com york321@aol.com	10	Frank Cole	Commercial, Industrial, Residential, Heating, AC, Ventilation, Sheet Metal	Midwest Technical Institute, Andrews Engineering, Kerasotes Theaters - Parkway Pointe; Midwest Technical Institute Peoria; Eagles Club, Riverton; Holiday Inn, Baton Rouge, Maryville Manor; City of Salem, Ill.; Staab Funeral Home; Kohls Department Stores.	1940

The realtor's best friend

By Eric Woods

Ann Londrigan is a big fan of Springfield but knows the city is not perfect. "It is easy to get around Springfield. The weather is fairly mild compared to Minnesota," she said. "It is very family friendly and a great place to raise children." Londrigan would like to see more public transportation options, including more bike trails and possibly even pedestrian overpasses on the busier streets.

Keeping the youth in the Springfield business community is another area Londrigan hopes to see strengthened. "We need more opportunities to get them to stay here or come back after graduation," she said. "Any economic engine that could keep children here would be wonderful."

Londrigan grew up wanting to be a writer or cartoonist. As a teenager, her working life began with a job waiting tables. She also had a machinery job making coins, although that job was not one of her favorites. "It was monotonous and did not involve other people," she said. Having garnered a degree in English, Londrigan has been able to utilize her schooling in her job at Illinois Association of Realtors (IAR). She began in 2003 as a senior editor in communication and has spent the past three years as director of member and association engagement.

Londrigan wears a number of hats

at IAR. She is responsible for increasing member engagement in and awareness of the governmental affairs and advocacy work the association does, as well as increasing participation in the Realtors Political Action Committee (RPAC). "The role of a realtor is to be an advocate for homeownership," said Londrigan. "We bring to light the advocacy work of the realtors." Londrigan also acts as editor of managing broker communications and is the association's Facebook and LinkedIn team leader. She serves as the marketing strategist for association programs and events, manages the welcome center, and serves as staff liaison to the University of Illinois Regional Economics Applications Laboratory (REAL) and 10K Research for the Illinois housing market forecast and reports.

History is very prominent with IAR. In 2016, the association will be 100 years old. Londrigan currently serves as the staff liaison for the historic task force. "We want to celebrate the rich history of the association," she said. The group moved to their current location on S. Fifth Street in 2007, having revitalized the space they occupy. "We are in a historic district now."

Association work is very fulfilling, according to Londrigan. "If you want to get

into this field, find a mentor," she said. "See who is doing well in their field and learn from them." The best advice Londrigan received was to get management experience, and she has been able to accomplish this goal through her association work.

Maintaining a strong economy is one matter that Londrigan would like to see in the future. "I want to know that the American dream is still alive and well," she said. "It has been rough for realtors and homeowners. We are building it back up and are hopeful." Londrigan is admittedly very idealistic and wants her children to be able to enjoy that American dream. She is proud of what they have already accomplished in their lives and would like to help them take the next step.

In 10 years Londrigan plans to still be working and putting her writing skills to good use. "I will either be here or wherever my children land. I hope to continue in the association world," she said. "There are a lot of opportunities here, in Chicago, and in all the nation's capitals. It will be nice to continue writing and telling stories. I feel like I am hitting my stride." □

Eric Woods is a freelance writer from Springfield. He can be reached at ericw93@aol.com.



Ann Londrigan

Title: Director of Member & Association Engagement, Illinois Association of Realtors

Address: 522 S. 5th St., Springfield, Ill.

Education: B.A. in English from University of St. Thomas

Family: Children - Dylan and Victoria

Favorites -

Hobby: Gardening

Movie: Princess Bride

Restaurant: Maldaner's

Tidbits -

Collects old magazines

Son was a part of back-to-back football state championships at Sacred-Heart Griffin

Hopes to travel to Rome someday

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TRADE UNIONS

Sources: Central Illinois Building and Construction Trades Council; The Unions.
(Ranked by Number of Local Members)

	UNION NAME	ADDRESS	PHONE (-) FAX (=) WEBSITE (www.) EMPLOYEES	2014 LOCAL MEMBERSHIP	CONTACT(S)	NUMBER OF IL COUNTIES REPRESENTED	YEAR EST'D
1	Teamsters Local 916	3361 Teamster Way Springfield IL 62707	217-522-7932 217-522=9492 teamsters916.org lisa@teamsters916.org	4,412	Tony Barr, President	10	1943
2	International Union of Operating Engineers, Local 965	3520 E. Cook St. Springfield IL 62703	217-528-9659 217-528=9060 iuoe965.org operators@comcast.net	1,550	Michael D. Zahn, Business Manager	15	1931
3	United Brotherhood of Carpenters and Joiners of America, Local No. 270	211 W. Lawrence Ave. Springfield IL 62704	217-528-7571 217-528=9364	1,400	Jeff Burnett, President	19	1887
4	Local 477 LIUNA Laborers	1615 N. Dirksen Parkway Springfield IL 62702	217-522-0014 217-522=0090 local477.com	1,380	Brad Schaive, Business Manager; Kirk Kellus, Secretary Treasurer	7	1903
5	Plumbers & Steamfitters, Local 137	2880 E. Cook St. Springfield IL 62703	217-544-2724 217-744=6855 ualocal137.org	950	John Haines, Business Manager	18	1895
6	International Brotherhood of Electrical Workers, Local No. 193	3150 Wide Track Drive Springfield IL 62703	217-544-3479 217-544=0193 ibew193.com ibew193@comcast.net	940	Glenn Baugh, Business Manager	9	1901
7	Plasterers and Cement Masons, Local 18	40 Adloff Lane, Suite 6A Springfield IL 62703	217-585-4221 217-585=4222 lpcmia18.org sclementlocal18@yahoo.com OR mwinkletlocal18@yahoo.com	750	Steve Clement, Business Manager; Mark Winkler, Business Agent	32	1864
7	Sheet Metal Workers, Local 218	2855 Via Verde Springfield IL 62703	217-529-0161 217-529=6005	750	Ed Robison, Business Manager	21	1969
8	Iron Workers, Local 46	2888 E. Cook St. Springfield IL 62703	217-528-4041 217-528=9046 ironworkers46.org iwaustin@sbcglobal.net	500	Shane Austin, Business Manager	20	1908
9	Millwrights, Local 1051	602 Keokuk St. Lincoln IL 62656	217-735-1051 217-732=1051 millwrightlocal1051.com millwright@local1051.com	296	Jeff Bort, Business Representative; Nate Hodgson, Business Representative	41	1987
10	International Union of Painters and Allied Trades, District Council 58, Local 90	3100 S. 11th St. Springfield IL 62703	217-529-6976 217-529=6658 dc58iupat.net mbristow@dc58.net	273	Mike Bristow, Business Representative	9	1899
11	United Union of Roofers, Waterproofers and Allied Workers, Local 112	301 East Spruce Springfield IL 62704	217-210-2044 217-210=2041 rooferslocal112.com office@rooferslocal112.com	86	Ray Wake, Business Manager	14	1930

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Building the temple

By Zach Baliva

One of Springfield's biggest and most visible construction projects in 2015 is already underway. Calvary Temple Christian Center owns about 196 acres of land on the city's south side and has started construction on what church leaders are calling Phase I of a long-term project to relocate all facilities from the current space at 1730 W. Jefferson St.

In fact, the foundation is already poured at the new site along Interstate 72, and the property on Jefferson was put on the market last year. Chris Tarpley, Calvary's business administrator, says the current facility's age and condition made the decision an easy one. Almost 45 of the church's 48 years have unfolded at the Jefferson location, and wear and tear finally caught up with the place after a series of bolt-on additions designed to accommodate growth over time. "The facility just isn't attractive or modern anymore and there's deferred maintenance," says Tarpley.

The real driver for the move, though, has been Calvary's commitment to its children. "It wasn't so much for the sanctuary, but for everything that happens outside the sanctuary," Tarpley explains. In Phase I, a Design / Build firm out of Frankfort, Illinois, known as Aspen Group (which advertises as "The Midwest's Premier Church Construction Company") will build a 30,000-foot sanctuary to accommodate at least 900 people, space for Calvary's children's program, classrooms and a cafe.

Later phases may include a separate building for high school students, offices,

and athletic fields. Springfieldians, of course, have long expected to see baseball and other sports facilities on the site, which has been home to two such projects that eventually fizzled out. First there was the Xanadu sports complex, which was followed by the Legacy Sports Complex. Initial plans had a Pawnee company building and operating a year-round complex and several outdoor fields on ground owned by Calvary. Plans were so far along that Calvary originally planned to build its new church east of Hazel Dell, but when the Legacy deal fell through, Tarpley and his colleagues decided to move the project across the street.

Tarpley says visibility was a factor – the church will be accessible from Hazel Dell Road or Second Street. In fact, you'll be able to see the campus from miles away. That's because Calvary is about to erect a 100-foot cross near the freeway. The structure will be lit at night and sit adjacent to gardens and a walking path.

As for the space on Jefferson St., everything – including the school property – is for sale. For now, though, Tarpley says Calvary Temple Christian Center is focused on the church building and completing the project's first phase. The school (Pre-K through 12th grade) and on-site day care will remain at Jefferson until Calvary either builds a new school with its own funds or sells enough property to finance the job. Additionally, the church will continue to use the Jefferson Street lot for



its administrative offices. Since Calvary's education department is separated from the church, Tarpley does not expect any sale or construction project to cause significant impact or interruption to classroom activities.

Once construction is complete, Calvary will encourage its members and staff to welcome the community into the new space. "We want this to be a seven-day-a-week destination for families," says Tarpley. "We're getting away from the idea of a church just being used for one or two days a week and then sitting dark." He says indoor play areas, an operational café and other spaces will be open to the public.

The \$7-8 million project will be funded from various sources including tithes and

offerings, NOW campaign commitments, property sales, farming proceeds and possibly debt. Land sales alone could bring in up to \$3 million. Although Calvary has plans for much of its land on the south side, the church owns more than it plans to use. Of 196 acres (the building site, the old Egizii farm east of Second and north of I-72, and a portion of the Bouas farm west of Second), Calvary will likely keep just 80. Tarpley expects to sell up to 15 acres of land to Springfield's long-awaited high-speed rail project in the next three years. That land is valued at \$300,000, while the land on Second Street has an approximate value of \$2 million. □

Zach Baliva is a media producer and journalist living in Springfield.

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Pamela Pilcher
PHOTOS BY MARK THOMA

Pjay's Custom Auto Detailing
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A perfectionist who never lets her own car get (or at least stay) dirty, Pamela Pilcher says she is the only woman in the Springfield area who makes a living detailing other people's cars. Pilcher is opening Pjay's Custom Auto Detailing at 2675 E. Andrews Rd. in Sherman and says women, and men, will appreciate the "perfectionist attitude" she brings to the job. Pilcher says she fell in love with detailing cars when she was just a kid, working to clean car interiors while her brothers twisted wrenches under the hood. Since then she's been professionally detailing cars for at least 20 years, and jumped at the chance when the owners of 1 Stop Auto Shop invited her to open a shop at their location. A full detailing job will take four hours, although a simple wash and wax (by hand only) will take considerably less. Business is by appointment only and Pilcher expects to have plenty of business as word of a detailer with an attitude (towards perfection) is sure to spread quickly.

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303-3341
Owner: Shari Pierce

DreamTurf
2201 Warwick Drive
381-9375
Owner: Ben R. Romanotto

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2815 N. Dirksen Pkwy
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Baptist Commercial Cleaning
4645 Barrington Dr.
217-836-0993
Owners: David A. Baptist, Maria N. Kotner

Aaron Graves Midwest Property Management
524 S. Park
971-9110
Owner: Aaron M. Graves



Janice Kerwin

The Perfect Fit by JK
917 Clocktower Drive, Springfield
217-303-2452

She loves to make brides look their best and now Janice Kerwin has taken that passion to the next level by opening The Perfect Fit by JK, a shop specializing in bridal wear and formal wear alterations. No stranger to a sewing machine, Janice has actually been doing alterations out of her home for a select list of clients for the past 15 years, and costuming actors for various Springfield-area theater groups for just as long. Recently retired as a registered nurse, Kerwin says she'll consider her shop at 917 Clocktower Dr. a success if she can book between 60 and 80 clients in the coming year, and she's already well on her way with 15 bridal gown alterations scheduled through July. Janice says those appointments came just from handing out business cards at a recent bridal show and she expects a lot more clients as word of her business spreads. She says the secret to her success is just being ready for whatever request comes through the door. Her website is www.theperfectfitbyjk.com

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J.B.'S Janitorial Service

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Owner: James Burnett

Senior Benefit Services

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Gateway Pro Productions

110 West Allen

685-4092

Owner: Joseph Murray

Freedom Vapes

2833 S. Veterans Pkwy

618-795-2144

Owner: Charles M. James

KR Travel Strategies

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Owner: Sheila Eggleston, Amanda High

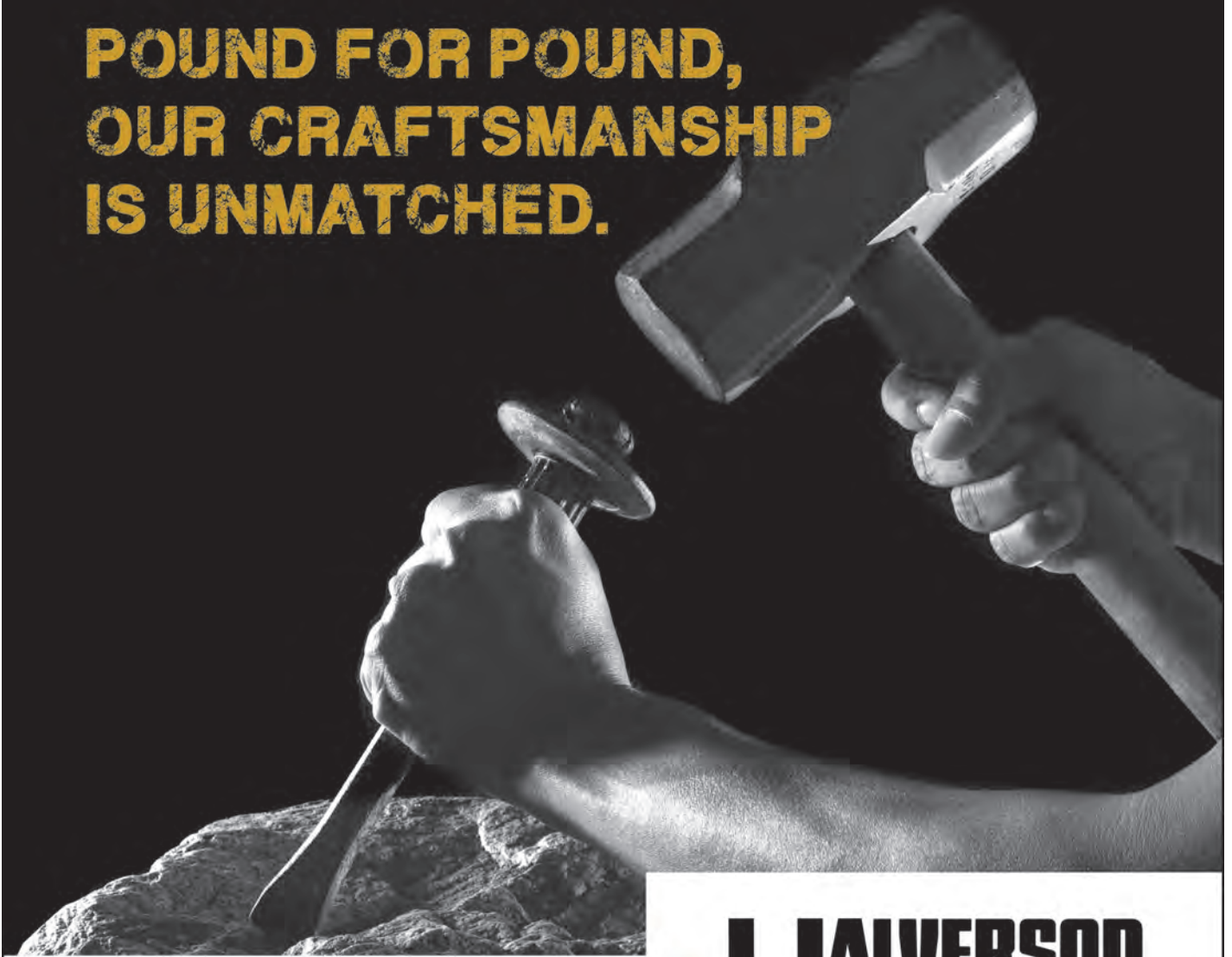
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Stange Law Firm hires attorney for new Springfield office

Stange Law Firm has hired attorney Betsy Wirth as senior associate attorney. Ms. Wirth was born and raised in Springfield, Illinois, received her BS in philosophy from Indiana State University and her JD from Northern Illinois University College of Law where she graduated on the dean's list. During law school, Ms. Wirth was a part of the Women's Law Caucus and the Delta Theta Phi Law Fraternity. Betsy will represent clients in the Springfield area in a wide variety of family law matters including divorce, legal separation, child custody, child support, prenuptial agreements and domestic relation matters.

Forrest Hoffman elected to board of directors of FWAI



Forrest Hoffman has been elected to the board of directors at FWAI Architects. His responsibilities will include management of construction documents and construction administration. Forrest graduated from Lincoln Technical Institute, Indianapolis, Indiana, and has been with FWAI since 2005.

January Abe's Accolades winner

Doug Sommer, a server at Bennigan's, was presented with the January Abe's Accolades award from Mayor J. Michael Houston. Doug was nominated because he provides restaurant guests with outstanding service, creates a pleasant experience and has many return customers. In fact, he was originally recognized by the Springfield Convention and Visitors Bureau's advertising agency as

exemplifying the new "Always Legendary" brand when they ate at the restaurant this past fall.

Student scholarships available

City Water, Light and Power (CWLP), in partnership with the Illinois Municipal Utilities Association (IMUA), is offering a scholarship competition program to eligible high school seniors for four \$500 awards. Eligible students are asked to submit an application and an essay of 500 words or less addressing their choice of one of



five utility-related questions.

Applicants must be high school seniors whose parents or legal guardians are residential customers of CWLP or another IMUA-member utility. This will be the 15th year IMUA has offered the program in cooperation with its member utilities. The purpose of the program is to promote and recognize scholastic achievement, as well as to create greater awareness among young adults of the many issues facing consumers and public power municipalities today.

The deadline for submitting applications and essays is Friday, March 6. A committee of municipal utility officials will select a total of four finalists, each of whom will receive a certificate and a \$500 scholarship award. Winners will be announced in April. Application packets are available on the CWLP website, www.cwlp.com/online/onlineforms/IMUAScholarship2015.pdf. Applicants may contact IMUA for more information on this scholarship opportunity at 789-4632.



Past Director of Agriculture, Robert Flider presented the "Friend of Illinois County Fairs" awards to Jerry Jacobs, Kathy and Terry Swyear and Robert "Bob" Scherer. On the far right, Paul Johnson is representing the sponsor of the award, the North American Midway Entertainment Company.

PHOTO COURTESY OF ILLINOIS ASSOCIATION OF AGRICULTURAL FAIRS

Four honored with 2015 Friend of Illinois County Fair

The Illinois Association of Agricultural Fairs (IAAF) presented their coveted "Friend of Illinois County Fair" award to Ray and Janice Swyear of Swyear Amusements of New Athens; Robert "Bob" Scherer of Boone County Fair; Jerry Jacobs of Carroll County Fair. Each year the IAAF recognizes individuals who are outstanding Illinois county fair supporters, volunteer workers or innovators in the industry that are

respected by their colleagues and peers at their 104th annual convention in Springfield. Winners were Ray and Janice Swyear of Swyear Amusements, New Athens, Illinois; Robert "Bob" Scherer of the Boone County Fair Board and Jerry Jacobs of the Carroll County Fair Association in Milledgeville. For further information visit www.illinoiscountyfairs.org.

HPR Marketing & Consulting Group names new partner and CMO

HPR Marketing & Consulting Group has named Kari Downey as partner and chief marketing officer, according to an announcement from CEO Wally Hamlin. Downey has served as vice president of operations since joining the company in 2006. She will now oversee the growth of HPR, both from an internal perspective, as well as bringing new clients

on board. In addition, HPR has hired Mike Turley as director of operations. Turley will work with the staff to ensure the continued high standard of brand-driven content for HPR's clients. Turley spent more than 25 years in the journalism profession as an editor and managing editor. He also served as a management and content consultant, working with more than 70 newsrooms throughout the country. □



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Commercial lender is banking on lucky 13

By Eric Woods



Mark Donovan has lived in Springfield for 13 years, arriving when he began his new job at Illinois National Bank. He enjoys the mixture of city resources and access to culture and recreation in Springfield, blended with the feel of a small town. As for Illinois, Donovan feels much is needed to fix the financial situation. "A large portion of the economy is dependent on state government, and that is an issue," he said. "We also need to diversify our image as something other than an Abe Lincoln museum."

Growing up on a farm, Donovan's first job was detasseling corn as a young teenager. It was not one of his favorite jobs. "It was dark and wet when we started. By mid-day it was 100 degrees," he said. "My face and hands would get cut by the corn stalks."

Donovan wanted to be a doctor as a child, but his career path ultimately led him to banking. He was a member of the National Honor Society in high school and went on to earn an undergraduate degree in finance from Southern Illinois University Carbondale with a minor in economics. He began at Illinois National Bank in 2002 as a management trainee.

Over the years he worked as a credit analyst, teller, personal banker and in loan operations and collections. For the past 10 years, he has been with the commercial lending department. "I am a community banker and deploy capital into the community," said Donovan. "We help build structure and create jobs to help stabilize cash flow in businesses."

The commercial field is improving, according to Donovan. "The industry is now seeing a growing gray market of finance," he said. "We are a heavily regulated industry. There are more financial solutions coming to the market from individuals to businesses that did not fall under the umbrella of traditional banking."

Donovan learned early in life that hard work and luck seem to go hand in hand. His father and grandfather often told him that if something were easy, then everyone would be doing it. "That saying speaks to the fact that anything worthwhile is not going to be easy," he said. For those hoping to enter the commercial lending field, Donovan notes that it is not a simple process, and having an interdisciplinary background would be

advantageous. "Finance and accounting is a given prerequisite, but we deal with every type of business and have to be able to relate to everyone."

Looking ahead, Donovan is interested in seeing what the new tenant in the neighborhood will be like. "Will having the governor's mansion filled have an impact on the local economy? Will jobs return to Springfield to fill the office space?" Donovan is also interested in how the city will develop the new block of downtown it recently purchased from the state.

Donovan will be celebrating his five-year wedding anniversary in the fall and hopes to be able to celebrate in style. "We are going somewhere with white sands and blue water," he said. Traveling is something Donovan would like to do more of in the future, and feels that once he eventually retires he will get to visit some places to which he has never been. "I have been to Europe twice but never to New York, and I have never seen the Grand Canyon." □

Eric Woods can be reached at ericw93@aol.com.

Mark Donovan

- Title: Senior Vice President, Commercial Lending, Illinois National Bank
- Education: M.B.A. from University of Illinois Springfield
- Family: Wife - Lara; Children - Maggie and Calvin
- Favorites -**
- Hobby: Basketball and golf
- Movie: *The Great Debaters*
- Sports team: St. Louis Cardinals
- Tidbits -**
- Plays piano
- Wants to invent something
- Belongs to Girl Scouts of Central Illinois and the Vachel Lindsay Association



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New year – new laws

By Thomas C. Pavlik, Jr.

For all the talk of last minute executive orders and appointments out of the governor's mansion, our Illinois legislature actually passed and enacted some significant new legislation that became effective on Jan. 1, 2015. Some of these laws haven't really been publicized, yet they may well impact your life. Here's a quick summary of some of the most important of the more than 200 new laws for 2015.

BOATING Lake Springfield and other Central Illinois lakes are at the heart of many social plans. Ignorance of a few new laws, however, may ruin those weekend outings.

First, any boat that tows a person must display a bright orange flag continuously from the time that person gets into the water until she gets out. It must be visible from all directions and needs to be displayed at the highest part of the boat in the area surrounding the helm.

Second, starting in 2016, anyone born after Jan. 1, 1998, must successfully take an Illinois Department of Natural Resources approved certification course before operating a boat with an engine larger than ten horsepower. State Sen. Julie Morrison, who sponsored the law, stated that "We require people who drive cars to get licenses; it only makes sense to ask people who operate powerful boats to have some safety training."

Finally, a new law brings boating DUI penalties more in line with those for the terrestrial world. Get convicted of more than three boating DUIs or operate one with a

revoked license and you can have your boat seized and taken away. Be smart – don't drink and boat.

DRIVING You will all be happy to know that law enforcement agencies can no longer require ticket quotas of their officers. And Illinois has now joined most of the rest of the 50 states in no longer allowing officers to hold driver's licenses hostage pending resolution of minor traffic offenses. Given increasing identity requirements, this is a particularly welcome change.

EMPLOYMENT One of the more significant new laws is known as "Ban the Box." It states that, for private companies that employ more than 15 employees, it's now illegal for an employment application to inquire into one's criminal records. This is usually seen with an application that contains a "check the box" if you've been convicted of a crime. Such inquiries may now only be made during the interview or, if there is no interview, after a conditional offer of employment has been made. The theory is that applicants should have a chance to explain in person why they have a criminal background.

Also, all employers must now provide "reasonable accommodations" for all working pregnant employees unless doing so would cause "undue hardship."

REAL ESTATE If you sell or buy residential real estate without a licensed broker, be aware that the property disclosure statute has changed. For the first time in



many, many years there are new conditions that must be disclosed – defective doors and windows, problems with asbestos or lead paint and whether the house has ever been used as a meth lab. If you're one of those who's been using the same form year after year, wise up and get with the times.

TECHNOLOGY / SCHOOLS A new law charges public schools with addressing "cyber-bullying" even when it occurs off of school property and uses private equipment. The law only applies when the bullying causes a substantial disruption at school. Opponents of the law claim that it is unconstitutional and places an unrealistic burden on schools. I wouldn't be surprised to see litigation regarding this new law. Also, newly constructed schools must now contain storm shelters.

CONSUMERS E-cigarettes must now be sold from behind a counter, in an age-restricted area or in a sealed display case. And sellers of goods to so-called "resale dealers" (such as swap-shops, cash-for-gold operators, and jewelers) must now provide adequate identification information so that the items being sold can be traced.

Interestingly, the law does not apply to pawnshops or coin dealers.

TAXES In response to a recent Supreme Court case throwing out the so-called "Amazon" tax, the legislature rewrote the definition of out-of-state sellers who must now collect sales tax.

CRIME In a significant win for crime victims, they must now be notified of an offender's parole release. And, another new law prohibits the release of a victim's identification other than to law enforcement officials or others authorized to receive such information.

If your minor children have had some brushes with the law, there's also good news. All arrest records for minors (whether felony or misdemeanor) where the arrest does not result in charges being filed will automatically be expunged when the minor turns 18 (with some exceptions). The theory is that this should eliminate barriers to education, employment, housing or the military.

Similarly, adults convicted of violating municipal ordinances (other than speeding or minor traffic offenses) constituting Class C misdemeanors can petition a court to expunge those records two years after completion of sentence. □

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Gateway to India

By Thomas C. Pavlik, Jr.

I love food, especially ethnic food. But, with few exceptions, I've never really embraced Indian food – fear of curry or something like that. So it was with some trepidation that I found myself in the parking lot of Gateway to India waiting for a friend nuanced in the cuisine of the Subcontinent. Thanks to Gateway, I'm poised for some future in-depth analysis.

Gateway is located in a former Chinese restaurant. In fact, given that there's still what appears to be a drive-up podium from a former life, one would be forgiven for thinking that Gateway is closed. The packed lunchtime parking lot told me otherwise.

My guest and I arrived around 11:45 a.m. to find Gateway about a quarter filled. By the time we left, it was almost full up. Our fellow diners represented a wide swath of Springfield – from a large group of co-workers to some hipster wannabes.

The vibe was a combination of Eastern Asian (think red and gold) peppered with hints of Indian décor and the best of Bollywood's pop tunes.

But we didn't come to Gateway for ambiance, we came for food. Gateway started us off well in this regard when a basket of piping hot and fresh naan bread appeared. For the uninitiated, naan is an oven-baked flat bread. It's perfect for wrapping around, or dipping in, all sorts of

good stuff.

Although Gateway has a menu, all of our fellow diners were partaking in Gateway's comprehensive buffet, priced at \$9.99 per person. We decided to follow suit.

Since most of Gateway's buffet offerings were foreign to me, I particularly appreciated the labels for each of the dishes. Although most of the savory dishes were grouped together, there appeared to be little rhyme or reason as to why the sweet dishes were found at the beginning and end of the line.

Apparently I appeared somewhat hesitant while surveying all of Gateway's offerings, as one of the staff kindly asked if it was my first time there. She offered some helpful hints and politely answered a few of my questions.

Armed with that inside knowledge, I grabbed a side of hot sauce and raita. Raita is a yogurt-based sauce and/or condiment that's seasoned with a variety of spices. My guest found it to be too heavy on the yogurt and too light on the spices. I agreed. The hot sauce, however, was nuanced and offered a depth of flavor as opposed to just heat.

We also grabbed some cream of tomato soup (reported as tasting as if out of the can) and dal (yellow lentil soup). The dal was earthy and aromatic. Had there not been a few yards of food remaining, I would have had seconds.

As entrees we tried the tandoori chicken (roasted chicken marinated in yogurt, ginger, garlic and lemon), vegetable korma (mixed vegetables simmered in a mild creamy sauce with raisins, cashews, tomatoes and onions), keema mattar (minced lamb and green peas cooked with ginger, garlic, green chili and cilantro), and paneer saag (fresh Indian cheese simmered in a creamy spinach sauce).

The tandoori chicken was a bit dry, but I imagine it's hard to keep chicken thighs and legs moist on a buffet. The spices, however, were very pleasing. The paneer saag, however, was much less appealing. While we both agreed the fresh cheese was delicious, we found the flavor and texture of the spinach sauce to be the weak point of the meal.

The highlights of the meal were the vegetable korma and keema mattar. I'm usually not one for mixing sweet with savory, but the korma could change my mind. The raisins played well against the tang of the vegetables. Thankfully, although I could detect hints of curry, it was subtle and never overwhelmed the other ingredients. This was a very good dish.



PHOTOS BY MARANDA POTTER

The keema mattar had an intense earthiness thanks to its combination of spices and aromatics. My guest dithered that the lamb appeared ground instead of minced, but that lapse aside, this is a dish to cozy up to on a cold winter day.

A variety of desserts are available, but we sampled only the mango ice cream, which was a refreshing end to a satisfying introduction to Indian food. □

Thomas C. Pavlik, Jr. is an attorney with Delano Law Offices, LLC, in Springfield.

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BOOK REVIEW



Author and photographer, Sarah Petty (left) and co-author, Erin Verbeck.



PHOTOS COURTESY OF THEJOYOFMARKETING.COM

Local photographer shares branding secrets

By Bridget Ingebrigtsen

When I saw that Springfield-based photographer Sarah Petty co-authored a *New York Times* bestseller, I thought, "Wow, I know a celebrity!"

Now here's the thing: I've never met Sarah Petty! But, I could spot a "Sarah Petty" anywhere. Her photos have a distinctive look to them, and I know that people pay top dollar for a "Sarah Petty" to grace their living rooms.

In other words, I know her brand. And she's got a good one.

In the book, *Worth Every Penny: Build a Business that Thrills Your Customers and Still Charge What You're Worth*, Petty and fellow marketing professional Erin Verbeck share their secrets for building a brand. As they point out time and time again in the book, a strong brand equals a strong business ... and a strong business makes money.

First of all, a brand, as defined in the book, is "a smudgy term that changes depending on whom you ask for a definition." So true, so true! In simple terms, it's how you are perceived and the ways in which you shine. They wrote, "It's like a dog whistle; it signals to your ideal client that you are just right for them."

While the book is written for owners of boutique-type businesses – businesses that compete on service, quality product and sensory experience rather than price – I'd argue that the principles outlined in this book would apply to all types of businesses. I'm sure the book is of great value to boutique business owners, though, who often know their trade or craft, but don't know the ins and outs of running a business.

The book warns against the dangers of discounting as a marketing tactic. It doesn't work, as the authors illustrate. One example

was about a Pilates instructor named Tanya who had a solid Pilates business with a steady stream of customers who valued her attention to detail and personalized service and, as a result, she made a good profit. When a health and fitness studio moved in down the street that offered lower prices, Tanya decided to lower her prices to stay competitive. In the end Tanya had to work twice as hard to make less money. The value she once provided to her customers was lost as she focused on money instead of her brand. Had she focused instead on strengthening her brand – the personalized service and attention to detail – she would have survived against the new competition, which was clearly centered on price.

Petty and Verbeck advise that instead of finding ways to slash costs, business owners should look at ways to thrill their customers. For instance:

- A barber shop that serves beer
- A tattoo artist who provides a mock rendering of a tattoo and then Photoshops it on a photo of the client to determine the best location
- A dry cleaner that offers a more environmentally friendly cleaning process, and a pick-up and drop-off service at no additional charge

I thought that *Worth Every Penny* was well worth every penny of the \$24.95 price for the 200-page book. Apparently so did Michael Gerber, author of *The E-Myth*, who wrote the foreword of the book, as well as some other well-known business experts such as John Jantsch and Anita Campbell, who wrote reviews for the back cover. □

Bridget Ingebrigtsen is director of marketing for O'Shea Builders.

Worth Every Penny:
Build a Business that Thrills Your Customers and Still Charge What You're Worth
by Sarah Petty and Erin Verbeck,
Hardcover, \$24.95,
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In praise of the smaller pond

By Scott Faingold, associate editor

Not long ago, I was at one of those semi-impromptu gatherings that only happen around the holidays – the kind distinguished by the spontaneous appearance of friends, only back in Springfield for a few days to see family, temporarily seeking decompression at a local tavern.

Two of those present were raised in Springfield but had since moved on to respective careers and lives in St. Louis and Boston. As is often the case, those of us currently living in Springfield were treating the expats with a certain implicit deference bordering on envy. Our Boston friend wasn't having it, however. The bloom was apparently off the rose in Beantown – there were complaints of frustrating commutes and a generalized feeling of alienation combined with an exhausting vibe of competitiveness. Our St. Louis friend nodded along with this litany of woes. After long discussion, the somewhat depressing, beer-drenched consensus was that it is perhaps equally easy to have an unfulfilling life in a major metropolitan area as in a mid-sized city like Springfield.

Of course the less dire corollary to that

conclusion is that it is also perhaps just as easy to have a *fulfilling* life in a town like Springfield as in a big city.

In his 2013 book *David and Goliath*, author Malcolm Gladwell makes the argument that quite often the very qualities people generally think of as advantages turn out to be just the opposite. The titular biblical giant's size may have made him an intimidating foe but he was no match for a well-slung rock. Gladwell points out numerous examples of this kind of disparity between perception and reality, including surprising conclusions about school class size (turns out smaller isn't necessarily better) and college education (turns out attending an Ivy League school can sometimes be a detriment to bright students who might excel in a less high-pressure environment).

Over and over in his book, Gladwell makes a compelling argument for the wisdom of choosing to be a big fish in a smaller pond as opposed to a small fish in a larger one. Which inevitably draws my thoughts back to Springfield.

I was raised here but spent the years between 1991 and 2010 mainly living in Chicago, with brief sojourns in Houston,

Texas, and Madison, Wisconsin. I got a lot out of my years away but by the end of that period, I was exhausted and my life felt, in many ways, stuck in a kind of holding pattern. I had never pictured myself moving back to my hometown and when I decided to finish a long-neglected master's degree from UIS, I was still far from sold on the idea of a settled life here. Five years on, however, I am thriving in a way that was frankly not even imaginable to me back in Chicago.

These days, when I hear the standard local lament about the inability of Springfield to motivate young people to choose to stay here, I can't help but think of exciting recent developments in town such as the Sangamon CEO program (p. 8-9) and the cluster of exciting, youth-oriented businesses currently active in the Southtown neighborhood (see our February 2014 issue).

Despite what can feel like a prevailing local inferiority complex and general wisdom about the opportunities of the undifferentiated "big city," it seems to me that, in many important ways, Springfield is the perfect place to be. Sometimes a smaller pond can be just the right environment. □



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