



# Springfield business journal

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Springfield's original young professionals club; we are pleased to announce the recipients of the 17th annual 2013 Forty Under 40.

P. 19-32

## Springfield ranks, Illinois doesn't

Springfield gains in economic rankings

By Roberta Codemo, Correspondent

Favorable economic indicators are being reflected in Springfield's ranking compared to other metropolitan statistical areas (MSAs) in the nation.

Recent rankings show Springfield is moving out of the 2008 Great Recession and the area is

moving in a positive economic direction. Overall, the numbers show Springfield is a pretty good place to live.

Area Development, a site selection and facility planning publication, named Springfield a Leading Location for 2013. Springfield ranked 40 overall out of 380 MSAs, based on 21 economic and work force indicators. This is the second year the publication has compiled its rankings.

Justin Shea, Area Development's digital media manager, said the publication took its cue from similar reports published by Market Watch and the Milken Institute. The Milken study ranked Springfield 102 out of 179 MSAs under Best-Performing Small Cities in its Best-Performing Cities 2012 report, which focused on employment growth in the high-tech and manufacturing industries.

The selected indicators came

from seven data sets originating from the Bureau of Labor Statistics, Bureau of Economic Analysis, U.S. Census American Community Survey and IHS. Shea said this year's indicators were chosen to measure job growth, productivity growth and work-force growth over time.

Each MSA is statistically ranked within each indicator.

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### LET'S GET READY TO RUMBLE

Wrestling entertainment and mixed martial arts call Springfield home.

P. 5

### FARMING FINE WINE

Susan Danenberger and her husband turned the family farm into a vineyard.

P. 6

### WAKE UP CALL

New general manager of the President Abraham Lincoln Hotel and Conference Center, Jeff McLinden talks about becoming a Doubletree and more.

P. 8

## Blood Center breaks new ground



Rendering for new Central Illinois Community Blood Center in Springfield's Park South development provided by FWAI Architects Inc.

Park South development adds another

By Job Conger, Correspondent

When the Central Illinois Community Blood Center (CICBC) broke ground June 11 for a new operations headquarters, reference laboratory and distribution hub at the corner of 10th Street and Linton Avenue in Springfield's Park South development, it was the culmination of a goal conceived almost

10 years ago.

David Parsons, president, Southern Division of Mississippi Valley Regional Blood Center, based in Davenport, Iowa has been CEO of CICBC, 1134 S. 7th St., since 1996. "In 2004 and 2005, it became evident when we expanded our outreach to Southern Illinois that we would need more space," Parsons said.

CICBC's 2010 merger with Mississippi Valley marked the addition of the new home office's concurrence with the need

for expansion. The allocation of tax increment finance (TIF) funds was the final element that put shovels to dirt.

"In the merger we specified that our net assets were to be used in the new building," Parsons said. "We will receive home office funds as well." Mississippi Valley Regional Blood Center (MVRBC) operates in Illinois, Iowa, Missouri and Wisconsin.

The final element coordinated by Springfield Economic Director Mike Farmer sealed

the deal. The TIF window expired Nov. 7, 2012, but prior to that, the Springfield City Council approved the allocation of \$1,960,000 for TIF-eligible expenses. The funds were spent on environmental testing and remediation, site preparation and acquisition, he said. Information provided by Farmer said the final Park South TIF project will anchor the north quadrant and

Continued on Page 12, Blood Center

### SIMULCASTING DEVELOPMENT

Simulcasted business seminars allow businesses to participate in professional development programs that feature nationally known presenters.

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### BUSINESS LUNCH

Xochimilco has been a part of Springfield's Mexican culinary scene for quite some time.

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### FULL OF FEATURES

The 2013 Honda Odyssey comes with "cool box" storage, CD music memory and more.

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### PRINTING IS FAMILY BUSINESS

Three local printers reproduce well through generations by keeping it in the family.

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### RAISING THE BAR

Theatre veteran, Alexa Giacomini, discusses marketing the Illinois Bar Association.

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### QUOTE OF THE MONTH - P. 49



"We need a thoughtful and streamlined process to legal employment which will ensure that we do not continue to address the same challenges in the future."

Douglas L. Whitley, president and CEO of Illinois Chamber

### COMING NEXT MONTH...



### HEALTH CARE AND EMPLOYEE BENEFITS

The August issue will feature a special section with local news and information related to Health Care and Employee Benefits. The Lists will include:

- Fitness Centers
- Hospitals
- Physician Groups

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## • the rookery

### Halverson awarded Hy-Vee bid

Halverson Construction Co. Inc. has been awarded three bid packages to begin work on the new Hy-Vee grocery store set to open on MacArthur Boulevard.

The construction company will demolish the existing bowling alley, Title Max building and Shell gas station. It will also remove the old parking lot and replace it with a new lot.

Halverson was also awarded bids for interior demolition, interior concrete removal and replacement, new building addition, roofing and structural and miscellaneous steel work. They will do all glass, glazing and aluminum storefront work.

Construction on Hy-Vee is anticipated to be completed in seven months.

### ASAP accepting applications

ASAP, the accelerated associate degree program at Lincoln Land Community College, will begin a new session on Tuesday, July 9. Applications are still being accepted by appointment.

ASAP, designed to cater to the needs of the adult learner, allows students to begin or complete a degree. Classes are scheduled for students to balance work, family and education. Classes meet on Tuesday evenings, from 5:30 to 9:30 p.m. on the LLCC campus. Most classes are completed in five or eight weeks. Classes are face-to-face and online instruction.

Start dates for the program are in the summer, fall and spring. If a student needs to stop for a period of time, they may resume classes at a later date.

Financial aid is available for those who qualify, along with a payment plan. More information is available by visiting [www.llcc.edu/asap](http://www.llcc.edu/asap), by calling (217) 786-4684 or emailing [doris.williams@llcc.edu](mailto:doris.williams@llcc.edu).

### Sangamon Auditorium announces season and app

The University of Illinois Springfield announced their 2013-2014 Performing Arts Season at Sangamon Auditorium. The season features six Broadway, 10 Visiting Artists, six Kitchen Sink and three Family Series events.

Seven performances of Broadway's "Jersey Boys" will begin on March 4, 2014. There will also be a two-day engagement of Broadway's Blue Man Group on Sept. 30 and Oct. 1, 2013.

The line-up includes performances by rock band Foreigner (Nov. 15, 2013), NPR program hosts Judy Carmichael (Dec. 6, 2013) and Christopher O'Riley (Jan. 31, 2014).

Other acts include singer-songwriter Iris DeMent (Oct. 18, 2013), Manheim Steamroller Christmas by Chip Davis (Dec. 16, 2013), "Hello, Dolly!" starring Sally Struthers (Jan. 22, 2014) and "The Addams Family" (May 7, 2014).

Series subscriptions are on sale now. Create Your Own Series packages go on sale Aug. 5. Visit <http://www.SangamonAuditorium.org> for more information.

Sangamon Auditorium, UIS has also released a mobile app for iPhone and Android. The app allows users to browse performances and get up-to-the-minute information, buy tickets, watch videos and listen to podcasts from artists.

### Music in the Park

The Springfield Park District, in conjunction with Capitol Radio Group, announces Music in the Park concerts.

On July 28, Iles Park will host bluegrass band The Blue G's and R&B act Debbie Ross Band. Washington Park will host a Celtic Celebration on Sept. 15. The Celtic Celebration will feature Emerald Underground,

Elks Pipes and Skibereen. Both concerts are from 4-7 p.m.

Music in the Park is a free family-oriented series of musical events held at Springfield parks. The park district books local bands to perform live on stage. A food vendor serves food and non-alcoholic beverages. Visitors are encouraged to bring a lawn chair or blanket.

### Taste of Downtown

The 14th Annual Taste of Downtown, a Downtown Springfield, Inc. event, will be Friday, July 12, 5:00 p.m. to midnight and Saturday, July 13, noon to midnight, on 5th St. between Jefferson and Adams and on Washington, between 4th and 6th streets. Admission is \$5 for adults and free for children 12 and under.

Advance admission and food and beverage ticket packages are available online at [www.downtownspringfield.org](http://www.downtownspringfield.org).

Twelve area restaurants present menu choices including classic, ethnic and eclectic cuisine including root beer floats, smoked chicken tacos, gyros, gourmet popcorn, crab cake sandwiches, deep fried brownies and pot roast horseshoes.

Participating restaurants include; American Harvest Eatery, Augie's Front Burner, Café Brio, Coliseum Corner, Del's Popcorn Shop, Donnie's Homespun, Head West Sub Stop, Holy Land Diner, Lake Pointe Grill, Maldaner's Restaurant, Sebastian's Hideout, and Z Bistro. Beverages include Coors, Miller Lite, Mikes, Smirnoff, craft beers and soft drinks. Food and beverage tickets are \$1.00 each.

This year's musical lineup features ZZ Tripp, Hipbone Sam, Josh Catalano & Dirty Thoughts, The Heard, Old Shoe, Lowder, Emerald Underground, Harmony Deep, Debbie Ross Band, Hurricane Ruth and Paul Thorn Band. Detailed band information is available online.

The DSI Image and Design Council also introduces ARTIFICIATION: The Downtown Public Art Project, featuring a 2,200-square foot Lincoln mural created by local artist Michael Mayosky, located on the north exterior wall of the Alamo, 115 N. 5th St. The Lincoln mural is scheduled to be completed during the Taste of Downtown event, weather permitting.

### Be Aware Women's Fair seeks nominations

Memorial Medical Center's Be Aware Women's Fair is accepting nominations for breast cancer survivors.

Send nominations to Super Survivor, c/o Memorial Medical Center Foundation, 701 N. 1st St., Springfield, IL 62781, or by email to [beaware@mhsil.com](mailto:beaware@mhsil.com).

Three nominees will be selected in a drawing on July 22. Each will receive a visit to BJ Grand Salon the day before and on the morning of the fair, free admission to the women's fair, a new outfit to unveil on the day of the event and other gifts.

Nominations must include the following information: nominator's name and phone number; nominee's name, age and phone number; and an explanation of how the nominee's cancer journey has been inspirational to those around her. Nominees will be notified by phone on July 25.

Memorial's fourth annual Be Aware Women's Fair will run from 9 a.m. until 2 p.m. on Saturday, Oct. 19, at the Orr Building on the Illinois State Fairgrounds.

Booths featuring local exhibitors will include clothing, finance, fitness, health, beauty, fashion, home decoration, education and nutrition. The event will also have health screenings, including blood pressure, cholesterol, body fat and bone density.

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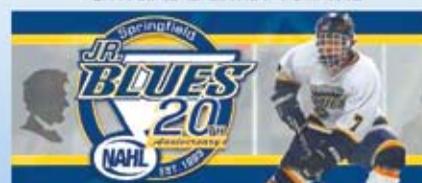
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As we celebrate this Independence Day, the staff of Springfield Business Journal would like to wish everyone a safe and happy holiday.

We are grateful to the brave men and women who continue to maintain the freedom we enjoy.

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# COMMUNITY BUSINESS REPORT

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July 2013

## Let's get ready to rumble

Wrestling entertainment and mixed martial arts call Springfield home

By Gabe House,  
Correspondent

Springfield is no stranger to the worlds of wrestling entertainment and mixed martial arts fighting. The city plays host to the Pinfall Wrestling Association, Renegade Wrestling Organization and also the Kennel Fight Club on the mixed martial arts (MMA) side of things.

Of course, there are vast differences between the two disciplines. Despite the belief in the veracity of wrestling's storylines and characters, it is a scripted – albeit physical – form of entertainment.

MMA, meanwhile, features combatants who pull no punches as they attempt to strike and grapple their way to victory. Wrestling showcases heroes and villains who play up their personas to appeal to a crowd. MMA focuses almost purely on the fighting.

But in spite of these differences, it seemed there was one thing that was universally agreed upon: people don't venture into these professions strictly for money.

“It's their life, and they're not in it for money. If you're in it for money, you shouldn't be in wrestling, because you don't have the heart and determination.”

Joseph Burge,  
owner of Renegade Wrestling

“We're not going to make big bucks, but we're going to make money to sustain and supply our gym,” said Bobby Brents, co-owner of The Kennel Fight Club. “We're not looking to make big profits in the gym. It's more geared toward a place for the professionals and people to train at.”

Brian Ealey, an owner with Pinfall, said much the same regarding the wrestling entertainment industry. It's a hard business, he said, and they do it because they love it, particularly when the fans are screaming for



The Kennel Fight Club

more.

“It's their life, and they're not in it for money,” said Joseph Burge, owner of Renegade Wrestling. “If you're in it for money, you shouldn't be in wrestling, because you don't have the heart and determination.”

Brents said the Kennel, open since October of 2012, has a stable of around 20 fighters, the majority of which are professional. The fighters, he said, make their money from the bouts they participate in.

And while they may train in Springfield, they travel throughout the country and even the globe for their fights. That, of course, increases the exposure the Kennel Fight Club receives.

“With social media everyone knows everyone and you can get ahold of anyone directly nowadays,” said Brents, who is also a fighter himself. “It's probably one of the biggest things in this game. I've gotten so many fights just off Facebook. It's almost crazy.”

Social media also plays a vital role in the wrestling business for Ealey. Pinfall builds up the backstory of its characters with video vignettes filmed on location at its sponsors' places of business and then posts them on its Facebook page to drum up more interest in upcoming events.

“We might not have the names they have on TV, but we're going to try to give you that quality, and that's been the plan from the start,” Ealey said.

The videos are a recent development, said Ealey, who has been an owner of Pinfall since 2011, the year it began. Business has been up and down in the past two years, he said, and he attributes much of that to the fact that Pinfall is still fairly new. But he does see new faces in growing crowds.

Burge said he has also seen increasing numbers of fans at Renegade Wrestling's events since it began putting on shows in early 2011. Both Pinfall and Renegade

at the large venues in Springfield to the smaller, hometown events he – and Burge – are producing.

To that end, both men focus on family-friendly entertainment. Neither Ealey nor Burge espouse the “hardcore” wrestling elements that often involve bloodshed and bludgeoning with chairs. And blue language is a no-no.

“There's no foul language in my shows,” Burge said. “If there is, they're automatically out of my company.”

Ticket prices do not exceed \$10, and children can receive discounted or free tickets depending upon age. As Ealey pointed out, a person can't visit

“With social media everyone knows everyone and you can get ahold of anyone directly nowadays. It's probably one of the biggest things in this game. I've gotten so many fights just off Facebook. It's almost crazy.”

Bobby Brents,  
co-owner of The Kennel Fight Club

focus primarily on hosting shows in Springfield, although Burge has ventured to Taylorville and Litchfield as well.

Wrestling has its diehard fans, Ealey said, and the trick is figuring out how to sway some of the thousands that attend World Wrestling Entertainment events

a movie theater for that amount of money anymore.

The appeal to families is an effort to fill those seats, which is sorely needed as Ealey said the cost to run an event can quickly

Continued on Page 7,  
Second Front

## new businesses

- A Beautiful Change Salon, 600 S. 11th St., Springfield, 62703, Darius McGee, Lasand Ross, (217) 638-7131.

- Behavioral Fitness, 135 Jennifer Court, Chatham, 62629, Therese C. Bogdanovich, (312) 953-9905.

- Bigfoots Property Clean Out and Hauling, 1901 E. Watch, Springfield, 62702, Ashley N. Bean, (217) 753-2943.

- Capital City Line Stripping & Power Washing, 3709 Bransdonshire, Springfield, 62704, Andrew R. Jennings, (217) 741-5888.

- Carol's Stitch-N-Gifts, 217 N. Grand Ave. W., Springfield, 62702, Carol L. Leigh, (217) 415-0235.

- City Nail Salon, 1935 W. Iles Ave., Springfield, 62704, Trang Thi Nguyen, (217) 698-1154.

- Curran Auto & Truck Sales, 6360 Berry St., Curran, 62670, Larry E. Sherwin, Stephen K. Akers, (217) 371-0775.

- Custom Bridals, 1344 N. Walnut, Springfield, 62702, Jody Womack, (217) 685-5959.

- Dream Lawns, 2253 E. Stuart, Springfield, 62703, Porscha T. Bill, (217) 552-3463.

- Fat Boyz Customs Repair, 2150 E. Clearlake Ave., Springfield, 62703, Timothy E. Dunn, (217) 544-3111.

- Fitness Unchained, 411 W. Greenwood Ave., Jacksonville, 62650, Gabriel E. Stinson, (217) 204-1978.

- Five Star Engines, 803 Seventh St., Pawnee, 62558, Nina Rossini, (217) 306-3373.

- Hard Clay Art, 1236 N. Oak-

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New Businesses

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## regular meetings •

### Monday

- Springfield Luncheon Optimist Club, 11:45 a.m., (2nd & 4th weeks) MCL Cafeteria, 2151 Wabash Ave.
- Sertoma Club of Springfield, Noon, (1st & 3rd weeks) Hilton Springfield
- Noontime Toastmasters, Noon, Laurel United Methodist Church, Walnut & S. Grand Ave. West
- Rotary Club of Springfield, 6 p.m., Maldaner's Restaurant (upstairs), 222 S. 6th St.

### Tuesday

- Jacksonville Sunrise Rotary Club, 7 a.m., Comfort Inn, 200 Comfort Dr., South Jacksonville
- Capital City Business Builders BNI, 7:30 a.m., Hickory Glen, 1700 West Washington St.
- Tuesday BNI, 11 a.m., Remax Building, 2475 West Monroe St.
- The Network Group, 11:45 a.m., The Sangamo Club, 227 E. Adams St.
- Rotary Club of Springfield-Mid-town, Noon, Inn at 835, 835 S. 2nd St.
- Kiwanis Club of Lincoln, Noon, Al's Main Event, 1230 Fifth St., Lincoln
- Springfield Noon Lions Club, Noon, Golden Corral, 1038 Le June Dr.
- Springfield Parkway Pointe Toastmasters, 12:05 p.m., AIG Building, 3501 Hollis Dr.
- Altrusa International of Springfield, 7 p.m., (1st & 3rd weeks) Laurel United Methodist Church, Walnut St. & S. Grand Ave. West

### Wednesday

- Rotary Club of Springfield - Sunrise, 7 a.m., Hoogland Center for the Arts
- Central Illinois Referral Network, 7:45 a.m., The Real Estate Group, 3701 W. Wabash Ave.
- Westside BNI, 11:30 a.m. Mariah's, 3317 Robbins Rd.
- Prospectors Referral Group, 11:30 a.m., (1st & 3rd weeks) American Harvest, 3241 W. Iles Ave.
- Rotary Club of Springfield-Westside, Noon, Brickhouse Grill & Pub, 3136 Iles Ave.
- Jacksonville American Business Club, Noon, Ponderosa Restaurant, Morton Ave., Jacksonville
- Kiwanis Club of Springfield-Downtown, Noon, Hilton Springfield, Manhattan Grille Room
- Capital City Toastmasters, Noon, IDOT Building, 2300 Dirksen Pkwy. Room 214 A & B
- Springfield Jaycees, 7 p.m., Jaycees Activity Center, 2525 S. 12th St.

### Thursday

- Thursday Morning Business Builder BNI, 7:30 a.m., Coldwell Banker, 3201 Old Jacksonville Rd.
- Springfield Thursday Lunch BNI Chapter, 11:30 a.m., Lake Pointe Grill, 1386 Toronto Rd.
- Rotary Club of Springfield South - Noon, Centrum Coffee Cafe, 1370 Toronto Rd.
- Springfield American Business Club, Noon, Hilton Springfield, 29th Floor
- Kiwanis Club - Jacksonville, Noon, Hamilton's Catering, 110 N. East St., Jacksonville
- Lincoln Douglas Toastmasters, 6 p.m., Our Saviors Lutheran Church, 2645 Old Jacksonville Rd.
- Kiwanis Club of Chatham, 6:15 p.m., Chatham Library, 600 E. Spruce, Chatham

### Friday

- Springfield Breakfast Optimist Club, 7 a.m., Atonement Lutheran Church, 2800 W. Jefferson St.
- Frontier International, Noon, Hilton Springfield, Manhattan Grille Room
- Jacksonville Noon Rotary Club, Noon, Hamilton's Downtown, 110 N. East St., Jacksonville

Do you have a regular business meeting to include?  
Send your regular meeting to [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)

## 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)

Illinois Women in Leadership presents: EMPOWERMENT - A Professional and Personal Development Conference for Women - Women's Symposium, September 24th, from 7:30 am - 5:30 pm at the Northfield Inn, Suites and Conference Center, 3280 Northfield Drive, Springfield, IL 62702.

Sponsorships, exhibitor space and program ads available. For fees and event information please contact: Stephanie Emerson-McDannald at [emersonpress@comcast.net](mailto:emersonpress@comcast.net) or see <http://www.iwil.biz>.

### Junior League of Springfield (JLS)

JLS is recruiting new members! This summer there will be three socials where those who are interested in joining can learn about what JLS has to offer and meet current members. On July 18th, we are having happy hour at Brickhouse West from 6:00 pm - 8:00 pm.

There are no fees associated with the event. It is open to anyone interested in joining Junior League or discussing what we have to offer. Appetizers will be provided. For more information, please contact 217-544-5557 or e-mail [jlsinfo@jlsil.org](mailto:jlsinfo@jlsil.org).

### Women for Women

Designed to promote philanthropic giving from women in our community and to create a permanent resource for grant making to local issues which affect women, Women for Women is an exciting initiative of the Community Foundation for the Land of Lincoln. This is a unique opportunity to bring women together to truly make a difference in the local community, as well as to learn and have fun.

Women for Women's basic goals: To promote philanthropic giving from women in our community, to create a permanent resource for grant making to local issues that affect women & families, to create camaraderie among women and to learn and have fun. For more information, e-mail us at [reed@cfl.org](mailto:reed@cfl.org) or call us at 217-789-4431.



To have your event added to the Women's Calendar of Events, Please fax your information to (217) 726-8300 or e-mail to [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)



## after hours •

# Farming a fine wine

## Susan Danenberger

**Profession:**  
IT Specialists,  
Life Safety Resources

**Passion:**  
Winery

By Eric Woods,  
Correspondent



Passing along a family legacy is significant to many people, especially if that legacy spans nearly 200 years. Susan Danenberger and her husband Doug purchased a family house farm when Danenberger's aunt put it up for sale a number of years ago. The farm had been in the family since the mid-1800s when her great-great grandfather James Sullivan and his son Jeremiah came to the country from Ireland. "My dad talked us into buying it," she said. "He did not want it out of the family, so he talked this newly married couple into buying the house." Although this farmland was ripe for corn and bean farming, about five years ago Danenberger came up with a different idea for part of the area: grapevines.

"My dad thought I was nuts. But, he supported me and helped out along the way," said Danenberger when she first told him she wanted to grow grapes. Today, Danenberger Family Vineyards is close to being a reality. Danenberger's father passed away before he could see his daughter's vision come to fruition. However, the vineyard pays tribute to him on every bottle with a pixelated background picture of him. "He is on all my labels."

Danenberger and her husband not only work out in the fields, but they also work together at Doug's company, Life Safety Resources, where Danenberger handles all IT functions. "They are a fire protection, engineering, and consulting firm," she said. The business has been around for 10 years. It is much different from working in the fields growing grapes and creating wines, but Danenberger does not mind.

Quite a bit of work goes into growing grapevines. The planting phase is complex, as Danenberger must deal with fungus, flower clusters, storms, and winter frost each year. "When we think we are done in the winter, then it starts pruning," she said. "It is a lot more work than people might think. It never stops." She hopes to eventually get into a routine, but opening the winery as well as going back to school has been challenging. She currently attends the University of California Davis where she is learning viticulture and enology. Danenberger will be getting her winemaking certification and hopes to eventually get her degree.

As she continues to learn about the process of growing the grapes and making the wines, Danenberger has also garnered the attention of the farming community. "Farmers do not know what to think about me," she said. Those involved with the fields are also experiencing some new learning as well, though. One farming fact discovered is that the chemical 2,4-D is toxic on grapes. "They take me seriously now."

Four years ago Danenberger started with 40 grapevines. There are over 700 plants now, all of which are either two, three, or four years old. She has not been advertising; however, word of mouth has begun to spread. "There is a lot of interest out there," she said. "People are hearing from their friends who want to come out when it opens."

The creative aspect of establishing these wines is one of her favorite parts, but she also sees this as a scientific process. She has to taste the grapes in the field and then figure out how to get her vision of what she wants into reality. "There is nothing more passionate than wine," said Danenberger. "There is emotion, memories, art, and spirituality."

Danenberger currently has both a dry blend and a sweet wine selection. The dry wines are known as Desagace, which comes from the names of Danenberger, her husband Doug, and her two children Gannon and Clayton. The sweet wine is named Aura Aria. "The chardonnay had a rough beginning," she said. "The first year it smelled awful. But a year and a half later, I pulled it out, and it was really good."

The wines have already won awards at Illinois State Fair Wine Competitions over the past two years. "We have three bronzes and one silver so far," she said. At this year's competition, Danenberger will be serving as a judge as well as being the host to the dinner afterward. "I was honored to be chosen to host this year."

There is a misunderstanding in the community about Illinois wines, according to Danenberger. "There are some amazing Illinois wines, but they are hard to find," she said. "They are not readily available in the grocery store. It is more work to search them out." Danenberger said that Illinois has a challenging environment that is sometimes good and sometimes bad. The Illinois Grape Growers Association has been very helpful along the way, and American Harvest has taken Danenberger Family Vineyards under its wing. They would like Danenberger's wines as soon as they are available.

Working with the city government to open the vineyard has been an arduous pro-

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Continued from Previous Page

cess. Once the vineyard is finally open, though, Danenberger plans to hold workshops, weddings, and many other events. "I want to share knowledge, ideas, and moments with others," she said. She looks to stay small and cater to people who want to enjoy wine. The venue includes a gathering room, gazebo, bocce ball court, and an outdoor terrace. The gathering room includes a Forno Bravo pizza oven and Argentina grill as well as a custom poured concrete bar.

The winemaking community is very tight knit and is void of competition. "Everyone wants to help. Some have come out here to help with pruning," she said. Danenberger feels this is all a part of the farming culture where everyone helps each other. "I have established so many relationships, met some amazing people, and learned so much from others. When you are not learning, you are not growing."

**Eric Woods is a freelance writer from Springfield. He can be reached at [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)**

**Second Front, Continued from Page 5**

add up. Wrestlers can make up to \$60 a night, it costs upwards of \$15 to hire a referee and in Ealey's case a ring rental is \$100 per event. Burge is able to sidestep that cost, though, as he owns his own six-sided ring.

"It's about \$1300 just to do a show," Ealey said. "And sometimes - I'm not going to lie - we've had to eat it."

Bills have to get paid, though. Ealey, Burge and Brents all have insurance for their buildings and businesses, of course, but the wrestlers and fighters are responsible for themselves.

"Everyone who steps into my ring

signs a waiver saying if they get hurt, they can't sue me, my family or my business," Burge said. "If they break their ankle, they have to pay for it. Not me."

As for the MMA fighters? "Everyone signs their own waiver as far as insurance," Brents said. "As a fighter, you're your own business."

**Gabe House is a freelance writer from Auburn. He can be reached at [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)**

**Building and Zoning Department - City of Springfield Building Permit Report**

	May		January - May	
	2013	2012	2013	2012
<b>New Single Family Residence</b>				
Permit	5	6	25	41
Valuation	1,186,000	1,625,500	7,047,000	10,764,100
Revenue	1,451.24	1,806.97	7,502.13	12,360.17
Dwelling Units	5	6	25	41
<b>New Two Family Residence</b>				
Permit	1	3	10	12
Valuation	300,000	606,000	3,012,000	3,332,000
Revenue	413.76	993.60	4,030.54	4,773.86
Dwelling Units	2	6	20	24
<b>New Multi-Family Residence</b>				
Permit	0	0	0	0
Valuation	0	0	0	0
Revenue	0	0	0	0
Dwelling Units	0	0	0	0
<b>New Commercial</b>				
Permit	2	0	21	11
Valuation	800,000	0	51,710,000	19,243,446
Revenue	2,917.40	0	153,318.80	65,298.44
<b>Total (New, Remodel, Addition &amp; Misc.)</b>				
Permit	302	406	1,142	1,456
Valuation	17,259,705	8,418,840	107,604,246	58,509,000
Revenue	53,926.77	29,074.21	331,542.90	180,685.90
Dwelling Units	7	12	45	65

**Abraham Lincoln Capital Airport - Springfield, Ill. Total Monthly Enplanements and Deplanements**

	May			Year-To-Date			
	2013	2012	Change	2013	2012	Change	
<b>Airline Passengers Enplaning</b>							
American Connection	1,690	1,764	-4.20%	8,085	8,130	-0.55%	
United Express	3,116	3,548	-12.18%	13,470	15,484	-13.01%	
Direct Air	0	0	0	0	5,294	0	
Vision	0	39	0	0	917	0	
Allegiant Air	1,229	0	0	6,043	0	0	
Sun Country / Honor Flight	160	161	-0.62%	475	317	49.84%	
Sun Country / Riverside	77	0	0	454	0	0	
McClelland Aviation	3	4	-25.00%	6	12	-50.00%	
Charter - Other	0	0	0	0	194	0	
<b>Sub-Total</b>	<b>6,275</b>	<b>5,516</b>	<b>13.76%</b>	<b>28,533</b>	<b>30,348</b>	<b>-5.98%</b>	
<b>Airline Passengers Deplaning</b>							
American Connection	1,449	1,851	-21.72%	7,729	8,484	-8.90%	
United Express	3,043	3,212	-5.26%	13,518	15,042	-10.13%	
Direct Air	0	0	0	0	4,990	0	
Vision	0	16	0	0	993	0	
Allegiant Air	1,232	0	0	6,239	0	0	
Sun Country / Honor Flight	160	161	-0.62%	475	317	49.84%	
Sun Country / Riverside	77	0	0	454	0	0	
McClelland Aviation	3	4	-25.00%	6	12	-50.00%	
Charter / Other	0	0	0	0	98	0	
<b>Sub-Total</b>	<b>5,964</b>	<b>5,244</b>	<b>13.73%</b>	<b>28,421</b>	<b>29,936</b>	<b>-5.06%</b>	
<b>*information provided by the Springfield Airport Authority</b>	<b>TOTAL</b>	<b>12,239</b>	<b>10,760</b>	<b>13.75%</b>	<b>56,954</b>	<b>60,284</b>	<b>-5.52%</b>

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## personality profile •

## New manager providing wake up call

By Eric Woods, Correspondent

**Springfield –**

**What is your favorite part about living in Springfield?** “I cannot believe how generally nice people are,” said McLinden. “There is a wealth of resources. It is a very involved community.”

**What is the worst part about living in Springfield?** McLinden recently moved to Springfield and has yet to find anything that is negative.

**The biggest issue Springfield currently faces is...?** From a hotel perspective, McLinden feels there is an issue with cooperation between hotels. He would like to see businesses in the city who can use the Prairie Capital Convention Center and get groups who can fill out multiple hotels.

**Employment –**

**When I was 10, I wanted to be...** a fireman or a football coach.

**First job?** McLinden began his work-life baling hay and de-tasseling corn.

**Worst job?** McLinden once worked as an executive housekeeper in downtown Chicago, and that position does not bring fond memories.

**Current job and responsibilities?** McLinden has been with the hotel for just under two months and will oversee the transition over to a Double Tree by Hilton. One of the first things he noticed was that some standard operating procedures had fallen by the wayside. “My first goal was to establish a matrix in each department for standard operating procedures. This is what the Hilton would want us to do,” he said. McLinden has focused on getting a sense of direction and structure to the employees. Another goal is the culture and how to leverage what the hotel already has to a caring, hospitality-based company. McLinden works

out of the office about 60% of the time, as he prefers to be visible and keep a high profile. “I am very passionate about our employees. Happy associates mean happy

guests which mean a happy owner.”

**Philosophical –**  
**What do you want to know about the future?** McLinden is already anxious to know where the hotel will be in the next five years, hoping it will be a leader in the community.

**How do you envision your life in 10 years?** “I will be looking toward retirement and grandkids,” said McLinden.

**Something you learned early in life and still use?** “It is what it is,” said McLinden. “Look at the facts and how to fix it so you can move forward.”

**Advice –**  
**Advice for someone seeking a career in your field?** “Have patience and pay your dues,” said McLinden. It is also a guarantee that hotel managers will work weekends, holidays, and birthdays. “We are always open.”

**Who was your biggest influence?** Two of McLinden’s influences were his father and Paul Krecji, whom he worked at the Hyatt in Milwaukee. Krecji taught him about the financial side of the hotel business. “I learned a lot from him,” he said.

**Achievements –**  
**As a kid?** McLinden met a number of people as a child and is proud that some of his closest friends from his school days



are still his friends today.

**As an adult?** “I am the co-creator of Max and Mike,” said McLinden.

**Future –**  
**Upcoming job news?** The President Abraham Lincoln Hotel and Conference Center will transition soon to a Double Tree by Hilton; however they will be keeping their Lincoln memorabilia. “There is a tremendous amount of learning to do,” said McLinden. “We are an operating hotel that will have to learn to be a Hilton as well.”

**Any vacation plans?** On the horizon is a trip to Nags Head, N.C. for a large family reunion. “They come from all over the country,” he said.

**I want to retire when I’m ... (age)?** McLinden would like to retire at age 65 with a house in Springfield and a condo in St. Petersburg Beach, Fla.

Eric Woods is a freelance writer from Springfield. He can be reached at [eric@springfieldbusinessjournal.com](mailto:eric@springfieldbusinessjournal.com)

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# LLCC summer workforce courses, dental assistant training in fall

## Surgical technology program earns accreditation, award

Lincoln Land Community College's Workforce Development division has created hands-on workshops for the general public. The short-term workshops are designed to teach skills that can be used to enhance working credentials or to teach skills that could be beneficial in the working environment. The skills training may also be utilized by individuals for personal interest or improvement.

The workshops meet from one day to several weeks and topics are concentrated in four major areas including construction, sustainability, facilities management and sustainable foods/agriculture. Registrations are being accepted for the following courses being offered in the Workforce Careers Center:

**Blast Chilling** – Monday, July 8 and 15 or Aug. 5 and 12; 2 to 6 p.m. In this hands-on class, use a commercial blast chiller to freeze food in half the time of a traditional freezer and to preserve food in a manner that is almost identical to the fresh product.

**Advanced Welding Principles**—Tuesdays and Thursdays, July 9, 11, 16, 18, 23 and 25; 6 to 10 p.m. In this course, specific welding techniques, amperage, voltage and proper application based on materials and repair are covered.

**Introduction to Biodiesel Production** – Monday, Tuesday and Wednesday, July 15, 16, 17, 22 and 23; 5 to 8 p.m. This hands-on course covers what biodiesel is and its energy applications, in addition to the advantages and disadvantages of biofuels compared to petroleum. Students will convert used vegetable oil into biodiesel, learning the process from filtration and titration to production and consumption.

**OSHA 10 Certification** – Wednesday and Thursday, July 17 and 18; 8:30 a.m. to 2:30 p.m. This two-day, 10-hour course is designed for anyone involved in the construction industry and places special emphasis on hazard identification, avoidance, control and prevention. Cost is \$150.

**Blast Chilling and Dehydrating** – Saturday, July 20 or Aug. 10; 9:30 a.m. to 1:30 p.m. In this hands-on workshop, participants will use a commercial blast chiller to freeze food and a commercial dehydrator to preserve larger quantities of food. Cost is \$50.

**OSHA 30 Certification** – Monday through Thursday, Aug. 5-8; 8:30 a.m. to 5 p.m. This four-day, 30-hour program includes Occupational Safety and Health Administration policies, procedures and standards as well as construction safety and health principles, with emphasis on those areas that are hazardous.

**Forklift Safety Certification** – Wednesday, Aug. 14; 8:30 a.m. to 4:30 p.m. This course includes classroom instruction, driver observations and testing that will enhance your operator performance to reduce accidents. Cost is \$175.

To register or for more information, call LLCC's Workforce Development division at (217) 786-2407 or visit [www.llcc.edu/workforce](http://www.llcc.edu/workforce).

Lincoln Land Community College is offering a dental assistant training program for fall 2013.

The program provides an introduction to general dental settings and office procedures and covers the principles of microbiology, disease prevention and infection control procedures. Students will gain knowledge of the anatomy and physiology of the mouth as it relates to dental function, plus learn the use of dental instruments and equipment. Students also

will learn legal and ethical responsibilities of the dental health care worker, how to record patient assessment data, and about pharmacology and anesthesia as it relates to dentistry.

The course, held from Aug. 27, 2013 through Jan. 16, 2014, includes classroom lecture and supervised practice in a clinical setting. The classroom portion of the program meets Tuesdays from 6 to 9 p.m. and Saturdays from 9 a.m. to noon at LLCC-Capital City Training Center. Clinical hours are contingent on location.

Students must be at least 18 years of age and have a high school diploma or GED.

The surgical technology program at Lincoln Land Community College has been awarded initial accreditation by the Commission on Accreditation of Allied

Health Education Programs.

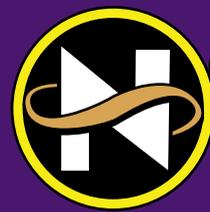
A peer review conducted by the Accreditation Review Council on Education in Surgical Technology and Surgical Assisting and CAAHEP's board of directors recognized the program's compliance with established accreditation standards. The initial accreditation is for five years, at which time LLCC will seek continuing accreditation status.

Accreditors conducted a site visit on the LLCC campus, when the program first became eligible to seek accreditation. A site visit can be scheduled after a program's first class of students is two-thirds completed with the program. LLCC's first surgical technology class graduated in December 2012, with all graduates currently employed in local hospitals. The second class will gradu-

ate in December 2013; the third class began on June 4 with an orientation session.

In addition, the LLCC surgical technology program was recently honored with a Galaxy Award from the Association of Surgical Technologists for "promoting the profession of surgical technology and encouraging students to participate in the profession."

Surgical technologists assist with surgical procedures and work in hospital operating rooms, delivery rooms, ambulatory care centers, physician offices and central sterilizing departments. Students interested in the profession are invited to an information session Tuesday, July 9, at 5:30 p.m. in Montgomery Hall on the LLCC campus.



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**Rankings,**  
*Continued from Page One*

The overall ranking is a composite number derived from adding the total rankings across all indicators and dividing it by the total number of indicators. If a MSA was missing one or more of the 21 indicators, it was not included in the overall ranking.

Rankings are also calculated across four sub-categories: Prime Work Force, Economic Strength, Recession-Busting Cities and Year-Over-Year Growth. To calculate the overall ranking within each sub-category, an average ranking was compiled across specific sub-category indicators. If a MSA was missing one or more data sets, it was not included in the overall sub-category ranking.

Shea said Springfield performed well across all sub-categories. It ranked 56 out of 393 MSAs for prime work force indicators, 105 out of 380 for economic strength indicators, 11 out of 380 for recession-busting cities indicators and 64 out of 380 for year-over-year growth indicators.

The numbers provide context to what is happening on the ground, which is a positive economic picture emerging for the local area.

Steward Sandstrom, president and CEO of the Greater Springfield Chamber of Commerce, said he was surprised at the Area Development rankings.

"Illinois is not represented as a good place to do business," Sandstrom said.

The numbers affirm that private sector job growth is beginning to move past pre-recession levels. "If you don't have confidence in the market, you're not likely to expand," said Sandstrom. "Local expansion drives job growth."

Sandstrom said the rankings serve as a passive attraction and the Chamber is working to upgrade its website to ensure the information is relevant and up-to-date to visitors. It also gives the Chamber the opportunity to reach out to site selectors and develop relationships. "It puts us in a good spot," he said.

A statistical snapshot of employment shows Springfield ranks 69 out of 404 MSAs for the three-year change rank indicator under the Local Area Unemployment Rate individual indicator.

Twice a year the Chamber surveys business owners. Respondents stated they were pessimistic about the economy but optimistic about the state of their own businesses. "It's important to reaffirm a positive economic outlook," said Sandstrom.

The three-year change rank indicator under the Total Inward Migration Bachelors Degree or Higher and Percentage of Total Workforce individual indicator, has Springfield ranked 28 out of 400 MSAs. Sandstrom said this data point is critically important. "An educated workforce is essential to the success of the economy," the Chamber president said.

Sandstrom pointed to the \$3 million medical district and the Brandt Corporation expansion. "We can't take our eye off the ball."

**Kiplinger: Springfield among least expensive**

Kiplinger ranked Springfield as one of the 10 least expensive places to live in the

United States, for the second time. Senior editor Mike DeSenne said it used cost-of-living data published by The Council for Community and Economic Research (C2ER) to compile its ranking.

"The data is very specific," said DeSenne. "You don't get that level of specificity with government data at the city level. It's a good comparison between urban areas."

Springfield ranked 8 with a cost-of-living index score 12.3 percent below the national average. Kiplinger looks at cities with populations of 50,000 or higher.

According to Dean Frutiger, project manager of C2ER, the organization has published the cost-of-living index longer than anyone. It has produced quarterly reports every year since 1968. "We have a

degree of legitimacy that others don't," Frutiger said.

The cost-of-living index measures regional differences in the cost of consumer goods and services, excluding taxes and non-consumer expenditures, for professional managerial households in the top income quintile. It is based on more than 90,000 prices covering 60 items.

The categories include groceries, health care, housing, miscellaneous goods and services, transportation and utilities. The data is collected from 307 urban areas with populations of 35,000 or higher and counties with populations of 55,000 or higher.

The cost-of-living index is not a value system. It is dependent on the data collectors submit. Each item is weighted based

**“If you don't have confidence in the market, you're not likely to expand. Local expansion drives job growth.”**

**Steward Sandstrom,**  
*president and CEO of the Greater Springfield Chamber of Commerce*

**“This is good publicity for Springfield. It puts us on a highly competitive level with other cities our size.”**

**Michael Farmer,**  
*director of the Office of Planning and Economic Development for the City of Springfield*

**Illinois Economic Report Card**

The 2013 Manufacturing and Logistics Report Card, an in-depth analysis from Ball State's Center for Business and Economic Research (CBER), grades all 50 states on a variety of factors.

Illinois received the following grades:

Manufacturing: C	Logistics: A	Human Capital: C
Worker Benefit Costs: F	Tax Climate: F	Expected Liability Gap: F
Sector Diversification: C	Global Reach: B	Productivity & Innovation: B+

"Illinois received an "F" grade in benefits costs, tax climate and also in expected liability gap category, with no change from last year's grades," says CBER director Michael Hicks. "Let's face it, the horrible fiscal climate in Illinois ensures a very tough period for manufacturing throughout the foreseeable future."

Hicks continued: "Wisconsin, Illinois, Michigan, Indiana and Ohio continue to form the backbone of America's manufacturing heartland. Here, Indiana is clearly outperforming the other states, with Michigan's resurgence in this year's scorecard offering a remarkable story. Ohio has emerged strongly from the Great Recession, but Illinois and Wisconsin still struggle with tax climates that disincentive investment. The most difficult challenge to the Midwest remains the deep, and seemingly intractable problems with Illinois' unfunded liabilities, which offer a deep threat to the region as a whole."

The continued expansion of the nation's manufacturing sector continues to be one of the bright spots for the recovery. Unfortunately, it hasn't been enough to drag the entire economy into a full blown recovery, Hicks said.

CBER prepared the report at the request of Conexus Indiana, the state's advanced manufacturing initiative. It is available at <http://cms.bsu.edu/academics/centersandinstitutes/bbr/currentstudiesandpublications>

For more information, contact Hicks at [mhicks@bsu.edu](mailto:mhicks@bsu.edu) or 765-716-3625.

on information provided by the Bureau of Labor Statistics. The weights represent expenditure patterns for a professional managerial household in the top income quintile. Each category has a weight and the category weights equal the national average of 100 percent.

Frutiger said Springfield is an interesting story. "State capitols and college towns are usually a bit more expensive," Frutiger said.

One reason for the ranking is the area's low housing prices. Housing accounts for 27 percent of the composite index number and is based on average rent for a two bedroom apartment, the purchase price of a new home and the mortgage rate. The average home price must be \$165,000 or higher.

Michael Farmer, director of the Office of Planning and Economic Development for the City of Springfield, said Springfield typically ranks well.

"This is good publicity for Springfield," Farmer said. "It puts us on a highly competitive level with other cities our size."

The rankings reinforce that Springfield is a great community. Farmer said the three key ingredients are affordable housing, a strong arts community and infrastructure.

"Springfield is well-positioned for growth," said Farmer. It has invested in large-scale electrical, water and sewer infrastructure projects.

Farmer credits City Water Light and Power for Springfield's affordability. "The cost of electric and water is reasonable," Farmer said. "Individuals have more discretionary income."

Public administration and health care are the City's two largest employers. Springfield attracts people from all over the world. "The city has a cosmopolitan flair," said Farmer.

The city's profile is changing from a manufacturing based economy to a service and professional based economy. "The loss of manufacturing is an irreversible trend," said Farmer.

There is still room for improvement in terms of unemployment and hiring. "There's been a few bumps," said Farmer. "We are recovering."

**Roberta Codemo is a freelance writer from Springfield. She can be reached at [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)**

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**Blood Center,  
Continued from Page One**

encourage growth on Stanford Avenue. The one-floor facility will utilize 28,570 square feet plus more than 7,000 square feet of covered loading area for blood draw busses, supply delivery trucks and blood courier vans. Landscaping will include native plant varieties. Construction cost will total \$7 million. Excavation began the third week of June. Completion is slated for is June 2014.

The design team was FWAI Architects, architects; Allen Henderson Architects, structural engineers; Vasconcelles Engineering, civil engineers; GHR Engineers & Associates, mechanical, electrical, plumbing and fire protection. General Contractor is Halverson Construction Company, Inc. Sub-contractors include Prairie State Plumbing and Heating, HVAC; Henson

Robinson, plumbing; B&B Electric, electrical; E.L. Pruitt, fire protection; and Neiss Masonry.

Other subcontractors include W&W Trucking and Excavating, earthwork; Hardsurfacing, Inc., concrete; Fastrac Erectors, steel erection; Mid Illinois, interiors; Carpet Weavers, flooring; Morrissey Painting, painting; and Henson Robinson, walk-in coolers and freezers.

Paul Wheeler is a principal at FWAI Architects, Inc., designers of the new facility. "There was a call for qualifications, and they interviewed three firms," Wheeler said. Project kick off was October 2012. Final design was approved in mid-November. Finalizing the details has been a continuing process requiring close, regular liaison between architect, CICBC and the home office in Davenport.

"We had to approach the project on a large scale regarding circulation: vehicular



**Crowd gathers for ground breaking ceremony**

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and the people in the building," Wheeler said, "They will have vans going into the community, semi-trucks bringing materials into the building and couriers running blood between this community to Iowa and the hospitals.

"You have people who come to work every day. Then we had to arrange clear movement of people, blood and materials within the building. We had to get the outside circulation and inside circulation to make sense. After that it was relatively easy," he said.

Wheeler recalled that "on the mechanical side there was nothing over the top. Materials in the lab and distribution areas required a high level of cleanliness including a vinyl floor. All the joints are welded and it's turned up at the base. The lab furniture is high-end for cleanliness. It wasn't (surgical)-room type of cleanliness. They're not processing blood here, but there is some testing."

Wheeler said that FWAI has previous design experience with Memorial Medical Center and Springfield Clinic.

"Those facilities have blood drawing, so we're used to the environment," Wheeler said. "We consulted with Karen Mortland of Mortland Designs who works with blood labs all over the country. She understands the blood business and was instrumental in the success of that part of the project."

The inner acreage of Park South is not intended for the high traffic volume obvious around its perimeter. The central lobby will face 10th Street.

"That's why we're not moving the donor center," Parsons said. "It would involve another 18,000 visits from the public a year and would require a separate entrance way and more parking. We can maximize the facility for our vehicular traffic."

After the operations facility under construction is completed, the donor facility will be expanded as well.

"The blood business has grown more 'technical' in the past 25 years," Parsons said. "The CICBC is a reference repository of (thousands of) blood samples, an increasingly important resource." Though hospitals perform cross matches to safely transfuse blood, they often turn to repositories to more closely match what patients need. This evolution is especially important to patients who have under-

gone many blood transfusions.

"Every time a patient is transfused it's like getting a transplant, a foreign substance into the body," Parsons said. "The body generates antibodies in reaction to the transfused blood. The more antibodies in the blood, the stronger the antibodies get and more destructive they become, making the closest cross match so important. We're working on the DNA level now which was not done 20 years ago."

Cross matching is still one of the kinds of lab tasks that must be done by individuals, not by machines, Parsons said.

"The trend is to congregate the technology and the technologists at blood centers to help many hospitals with cross matches," Parsons said. "We are saving Memorial and St. John's money by having this capacity so close. We are now one of only 40-something accredited immuno-hematologic reference laboratories operated by independent community blood centers."

“

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*David Parsons, president,  
Southern Division of Mississippi Valley  
Regional Blood Center*

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The blood center currently employs about 108 people. Following completion of the new facility, and the transfer of operations and lab staff to the new site, Parsons expects to add five to 10 employees at Park South. It depends on possible expansion of blood bank services once they have the additional space.

"We'll know more when we explore the market potential," Parsons said.

The changes in medical services engineered by the Obama Administration and Congress did not affect the planning for the new facility.

"They're talking about Accountable Care Organizations (ACOs) which will group hospitals, physicians, administrations and laboratories together to send one bill to Medicare," Parsons said. "It is fraught with problems. We don't know if blood centers will become partners in ACOs. We are cautious. Will blood centers become a part of it? We don't know. It hasn't happened yet. We expect to feel the change in five years, but it won't be finished in five. It may be 10 years or more before we arrive at best practice."

**Job Conger is a freelance writer from Springfield. He can be reached at info@springfieldbusinessjournal.com**

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# Simulcasting changing professional development

Attendance a benefit for clients

By Roberta Codemo,  
Correspondent

Simulcasted business seminars allow local businesses to participate in professional development programs that feature nationally known speakers and presenters.

Businesses participating in simulcasting are given opportunities to build connections and give back to their clients and the community.

Tom Fitch, director of business development for Harold O'Shea Builders, said this is the second year the company has

the largest events of its kind. Speakers included Jack Welch, former chairman and CEO of General Electric; Mike Krzyzewski, the head men's basketball coach for Duke University and Team USA; and Condoleezza Rice, former Secretary of State.

Fitch said Hope Church is the perfect venue for an event such as this. It has the auditorium space and necessary audiovisual equipment.

"The folks at Hope are amazing hosts," Fitch said. "Not many would be willing to do what they do."

Fitch said Harold O'Shea Builders is following lessons taught by Bud O'Shea, who always said that with success comes

Leadership training teaches business owners to develop their people and to engage their people in running the business. People who are engaged in their work are more satisfied and productive employees.

This year, in conjunction with the simulcast, the company offered two local leadership presentations. "We wanted to supplement the national event," said Fitch.

The program included Lisa Kates, founder of the Pink Steel Project, who shared her breast cancer survivor story. Kates said when she was admitted to the hospital she could see the pink steel from her window. She spoke about what it symbolically meant to her and about connecting people with the mission of the client and the good things that come out of it.

Bruce Sommer and Jim Sullivan also spoke about the Sangamon CEO project. Local community leaders are stepping up to help future leaders of our community.

Fitch said the company doesn't see this as a financial investment. "It's an investment in the community," he said.

"We were pleased to see so many people willing to give up an entire day to invest in becoming a better leader to help their organization," said Fitch. "It says a lot about Springfield."

Express Employment Professionals has two core beliefs: surround yourself with the right people and do the right thing with people. It's important to develop leadership traits.

The company has hosted a half-day Refresh Leadership Live simulcast for the past four years. The event focuses on developing the skills necessary to be a great leader. This year it was held at Hope Church.

Kayla Edwards, director of client services, said Express saw a need to develop leadership skills. Edwards said this simulcast helps refresh ones leadership perspective. It's easy to get burned out and run down, causing doubt when it comes time to make decisions.

"Express recognized a need to invest in the community," said Edwards. The better companies are with people, the easier it is to place someone. If Express sends a great person to an organization without good leadership, the chances are it won't work out. The more Express educates clients and helps them develop strong leadership and morale, the easier it is for the people Express sends.

The simulcast was broadcast from Pensacola, Fla. across the country to 7,000 participants at 166 different Express office locations. This year 150 people attended the Springfield event, up from 110 last year. Local sponsors included Bank of Springfield, Career Builder and the Sam Madonia Show.

The speakers included Guy Kawasaki, author of "Enchantment: The Art of Changing Hearts, Minds and Actions"; Amanda Gore, author and workplace communication specialist; and pro football player Terry Bradshaw.

Edwards said participants report returning to work with a brand new perspective on their role in the workplace. "People walk out with hope," said Edwards. "Hope is a powerful emotion."

"It comes down to valuing people," said Edwards. The more engaged your workforce, the better your employees perform. The more valued your people feel, the more successful your business is.

The return on investment Express receives is invaluable. "It differentiates Express in the market," said Edwards. "It opens doors to new relationships with people who didn't know about Express."

Ten years ago people thought Express was only a temporary agency. Over the past 10 years, the perception has changed about the company and the value it brings to businesses.

"The relationships we have nurtured over the past 25 years have been tremendous," said Edwards. "It builds a deeper, stronger relationship between Express and our clients."

"We had no idea we would be involved with leadership development," said Edwards. "The best measure of success is the face of the attendees."

**"It's like exercise. You can't be a leader without exercising leadership skills. It helps me be a more effective leader."**  
Mark Vance, senior vice president, commercial banking at Carrollton Bank



Harold O'Shea Builders hosts the Chick-fil-A Leadercast (picture provided by O'Shea)

hosted the Chick-fil-A Leadercast. Prior to this, the event was hosted by Memorial Health Systems.

"We always got a lot out of it," Fitch said. "We wanted to return the favor."

The event originates out of Atlanta and businesses pay a fee to serve as a satellite site and broadcast the event locally. The one-day leadership event is one of

a duty to support the community that supports you. "We go to great lengths to support what is worthy in Springfield," said Fitch.

O'Shea invited more than 400 guests to the simulcast. "We've seen the benefits it provided us," said Fitch. "It's in our nature to share that with others. We want to see others be successful."



Express Employment Professionals host Refresh Leadership Live (picture provided by Express)

**\*\* Do you have medical clients? Accountant, Insurance, Answering Service, Attorney, Billing, etc.**

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*We had been avoiding this. Thank you for making it understandable and for all the great info we can use to get our compliance on track. -Carrie S.*

Continued on Next Page

Continued from Previous Page

"We spend most of our life at work," Vance said. He went out and bought a huge pair of glasses and a magic wand. "People don't expect bankers to do this," he said. "It makes people lighten up."

Vance said as leaders it's easy to get stuck in the same routine but sometimes in life you need to get unstuck. You just need a jolt to get you to the next level and give you a new perspective.

The bank invited John Stoltzfus, managing director and chief market strategist for Oppenheimer, to speak on the current state of the economy and where things are headed. His talk, "Economic and Market Outlook – Evidence for a Sustainable Recovery?," focused on the global economic landscape, the effects of monetary policies stateside and the state of the world's markets.

The one and a half hour event is offered over the lunch hour and includes

### Leadership trainers help businesses

Joe and Lori Radloff recently started Dimensional Growth, LLC, a Springfield-based business consulting, coaching and leadership training company that combines human capital development with productivity and performance improvement programs that help businesses become more profitable and efficient.

"It's a natural transition for us," said Joe Radloff. He and Lori have more than 50 years of experience working for Fortune 500 companies, small businesses and health-care organizations.

Joe Radloff said he and Lori have a passion for helping people. In August, they will be hosting a High Performance Leadership event. "We want to share what we have learned with others to help them build successful businesses," he said.

The two combine their business experience with a proven training system and assessment tools.

"We both have management experience that has taught us how to lead and develop people," said Radloff.

They plan on offering monthly seminars, with a cap of 12 to 15 people per seminar. "We want people to walk away with the tools they can put into place to improve their relationships with employees and improve their productivity," Radloff said.

Adults learn best through interactions. Dimensional Growth wants to help business owners identify how they can become better leaders and help their employees become more engaged. The seminars offer attendees the opportunity to break out into small groups and put the information they learn into play.

The business eventually wants to expand into the community. "There is such a need for this," Radloff said. "We learn from them as well."

They want to help business owners identify how they can become a better leader and help their employees become better engaged.

Bob Barber, owner of Barber & Associates, Inc., offers sales and management training to clients. Seminars are a small part of the services he offers to clients.

Barber began offering seminars in 2000 to help organizations who were looking for a speaker. His seminars give participants an affordable bite-sized taste of the services he has to offer with a minimal commitment.

What he offers, he cannot do in a seminar. "I would rather have 10 to 20 people who are interested in having a dialogue," said Barber. Participants receive information that they can take away with them. As a business owner, if you can grow yourself you become a better leader.

"Most business owners are dealing with similar issues such as how to manage people or reduce costs," said Barber. They become frustrated and want to know what they can do differently. He works with business owners who aren't content with the status quo and who are ready to change.

"We go through life on automatic pilot," said Barber. "Humans are creatures of habit."

Barber works with business owners to create awareness about the habits that hold them back and gives them the tools to become successful and increase revenues. Change starts with awareness. Barber works with clients to instill incremental growth that is sustainable over time.

While he cannot promise results, Barber said his results speak for themselves.

"I've never attended a seminar where I didn't get something out of it," said Vance. He approaches seminars with the mindset that he is going to take something of value away from it. The other benefit is surrounding yourself with forward-thinking people you may end up doing business with. "It's an ancillary benefit that shouldn't be undervalued," he said.

### Executive Speaker Series

Illinois National Bank recently held its third Executive Speakers Series event. John Maxfield, vice president of commercial lending, said the bank tries to offer one in the spring and one in the fall. The bank has speakers come and speak on a topic of interest to professional business people.

"Business owners are interested in the economy," said Maxfield. "They want to know where things are going and what things look like." One seminar addresses a financial topic and the second an economic topic.

“Business owners are interested in the economy. They want to know where things are going and what things look like. Our customers really enjoy them. They get a lot out of them.”

*John Maxfield, vice president of commercial lending at Illinois National Bank*

lunch. Maxfield said attendance has been pretty good. Around 80 people attended the last event. "Our customers really enjoy them," said Maxfield. "They get a lot out of them."

Maxfield said the bank wants to provide existing and prospective clients with good information that will benefit them. "This event is beneficial from the standpoint that we get to interact with our customers and our customers get to interact with each other," Maxfield said.

While Maxfield cannot say how much business these events create, he said it's about getting to know people.

"It gives the bank a presence in the community," he said. "People know we put these on. It's an opportunity to meet people we haven't met before."

**Roberta Codemo is a freelance writer from Springfield. She can be reached at info@springfieldbusinessjournal.com**

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## business lunch • Small things make a difference

By Tom Collins

Xochimilco has been a part of Springfield's Mexican culinary scene for quite some time, ultimately expanding to three locations (2941 West Iles, 6901 Preston Drive and 3210 Northfield Drive.) For this review, we opted to try Xochimilco's Northside location in the Northfield Center.

Xochimilco is actually a part of the Northfield Center. From the outside, other than an attractive and colorful surround around the entrance door, it doesn't have the appearance of a Mexican restaurant. Nor does one get much of a hint as to just how large the place is.

Diners enter through a small foyer. I arrived with one of my guests and we

and a smaller lunch menu comprised of 19 different options ranging in price from \$6.49 to \$9.99. The lunch menu is available Monday through Saturday from 11 am to 3:30 pm. Navigating the lunch menu gets a bit tricky as at least a half-dozen of the options are simply titled "Special." Notable offerings include the Huevos Rancheros (two ranch style eggs, topped with sauce and cheese and served with rice, beans and tortillas - \$6.49), the Chile Relleno ("Special" Number 1 - \$6.49), and the Fried Chicken Burrito ("Special" Number 15 - \$6.49). The two most expensive items were the Shrimp Delight (fried shrimp served with pico de gallo, sour cream and rice - \$9.99) and the lunch fajitas (\$9.49, chicken or steak,

### Xochimilco

Overall Rating: ★★★★★

- Atmosphere: ★★★
- Service: ★★★★★
- Food: ★★★★★
- Price: ★★★★★
- Suitability for Business Lunch: ★★★

**Address:** 3210 Northfield Dr.,  
Springfield, Ill. 62702  
**Phone:** (217) 544-9206  
**Hours:** Mon.-Thurs. 11am to 9:30pm  
Fri. 11am to 10:30pm  
Sat. 11:30am to 10:30pm  
Sun. 11:30am to 9:00pm

**Credit Cards:** Yes  
**Wheelchair access:** Yes  
\*Menu listings and prices subject to change



**WHAT THE STARS MEAN:**  
(None) Poor to satisfactory  
★ Average  
★★ Good  
★★★ Very Good  
★★★★ Excellent  
★★★★★ Extraordinary

were immediately and pleasantly greeted and shown to our table. There are about an equal number of booths and tables. Xochimilco's expansive interior sports an attractive tile floor and its walls are festooned with murals of what appeared to be a typical rural Mexican village. There's also a rather large bar area.

Once seated, chips and salsa appeared at our table in the blink of an eye and a server appeared to take our drink orders. Since our other diner was late, we had a chance to chat about the interior. We both concluded that Xochimilco could use more natural light - which is at a premium due to the small windows. Nonetheless, there was enough light to see that Xochimilco was kept very clean.

While we waited 20 minutes for our wayward guest to appear, we both appreciated that our server kept refilling our drinks as well as the salsa and chips. When our guest finally arrived, it was obvious that he was a regular - he greeted, or was greeted by, pretty much everyone who worked there. What particularly impressed me about Xochimilco, however, was that the level of service never varied as a result of his "regular status" - in other words, we were treated just the same as regulars. Nicely done, Xochimilco. We also appreciated that extra napkins were delivered without request - chips and salsa can be a messy business.

Our fellow diners were composed of a decent cross-section of Springfield - a few tables of contractors/construction crews, some out for a social meal and a handful of the suit and tie crowd. The restaurant was just over half-filled during our entire visit, and we appreciated that everyone wasn't seated on top of each other. It made it easier to have a confidential lunch conversation.

Xochimilco's menu is typical of what you might expect at any of Springfield's Mexican restaurants. There's a full dinner menu with all of the usual suspects

\$9.99 Fiesta/Texas style).

To me, the quality of salsa and chips can make or break my opinion of a Mexican restaurant. Xochimilco's tasted like it was made on premises and it hit all of the correct flavor notes. However, there was nothing there to elevate it over Xochimilco's peers. Likewise, each basket of chips delivered to our table tasted fresh but didn't have that something extra to outshine its peers.

When our remaining guest finally appeared, we started with the luncheon chicken quesadilla (\$6.49, available with beef as well), the Taquitos Mexicanos (two corn tortillas stuffed with choice of chicken or beef, deep fried, with tomatoes, sour cream, guacamole, rice and beans - \$6.49) and a bowl of the chicken and rice soup from the dinner menu (\$5.99).

Our food appeared very soon after ordering and was served piping hot. Portion sizes were generous for the price. The quesadilla came with a perfectly grilled tortilla and a large helping of shredded chicken. Although I would have appreciated a bit more flavor to the chicken, that was quickly remedied thanks to the bottles of hot sauce on the table. I also ordered a side of fresh jalapenos and was presented with the most generously sized side I've ever received. Rice and beans were exactly what you find at Xochimilco's peers. The Taquitos were reported to be perfectly fried and flavorful. The soup, served with wedges of lime for a bit of acid to cut through the tasty goodness, was proclaimed delicious to the last drop.

With the many similarities between Springfield's Mexican restaurants, it's the small things that make the difference. Xochimilco did a nice job on many of the small things, enough so that we plan to go back.

Tom Collins is a freelance writer from Springfield

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UNDER NEW MANAGEMENT

## 2013 Honda Odyssey EX-L; full of features

By Jane Driver

I realized the other day that I have not ever driven a minivan for a test drive, and it's been a while since I've been to Honda of Illinois, so I met up with Mason Brunsman early one morning to test drive a 2013 Honda Odyssey. I had to schedule this appointment since they were so busy when I previously showed up unannounced (my usual M.O.) that no salesmen were available. Brunsman volunteered to meet with me the next morning. Throughout my test drive, it was obvious Brunsman likes Hondas.

I, personally, drove a minivan before owning my SUVs and frankly, I didn't like it. I never felt that the vehicle responded well to the way I drive (a bit aggressively) and that I had to change my driving habits to conform to how the vehicle handled. While the Odyssey is still a minivan and as such cannot lose certain features (center of gravity, length, height, etc.)

the Odyssey handled the road far better than the minivan I previously owned.

Priced at \$36,055, the White Taffeta with Truffle leather interior EX-L I drove comes with a list of standard features for safety, drive train, engine, and comfort and convenience. I was there to find out how the Odyssey drives and feels on the

If you insert a CD, the media system will record songs off it to the system's hard drive, allowing you to add to your music collection. You can also wirelessly stream music from your phone using Bluetooth.

Once on the drive, I tested the minivan and it handled well. This is not a road-hugging machine, but it did well and I did not feel I was compromising my driving habits to conform to the vehicle's limitations. I was surprised by the amount of road noise, but I barely felt the bumps. It handled swerving well; I could almost feel the vehicle trying to settle down before I quit. Turning into parking spaces was fine.

The V-6 engine is not a gas-guzzler since it has something called Variable Cylinder Management. When at cruising speed, the V-6 becomes a V-4 in operation to reduce fuel consumption, giving the Odyssey its 18 miles per gallon city and 27 highway abilities. The V-6 was fairly powerful as I accelerated up the incline over the overpass for I-72. Brakes were soft, but adequate.

I didn't notice any blind spots, and my front window view was fine, if not overly expansive while the rear view was adequate. The EX-L comes with a rear view camera.

Once we were back at the dealership, Brunsman showed me more of the features – the EX-L comes with a center seat in the second row, which can be removed. It's narrower than the captain's chairs on either side. While it can be removed, I would find it awkward to complete that task regularly since you must lean over an outside chair or kneel inside the vehicle to rotate the seat off its bar. I

would probably take it out and leave it out. The center console in the front also can be removed. However, you lose some cup holders in each scenario.

Moving seats to access the back row (we called it the 'far back') was a cinch and the back and 'far back' row seats were comfortable. The Odyssey does not come with a sunroof so it felt a bit cave-like. But at least minivan manufacturers finally realized that back seat passengers like to put the windows down.

I believe men feel less masculine in a minivan, and the manufacturers over the years have tried to alleviate this emasculation. The Odyssey's attempt is 'stadium seating.' The far back row seats rotate backward, spanning the storage area, creating a backward facing three-seat row.

### 2013 Honda Odyssey EX-L

Driven at:

Honda of Illinois  
2500 Prairie Crossing Dr.  
Springfield, Ill. 62711  
1-877-568-0106  
hondaofillinois.net



**Sticker price as driven: \$36,055**

**MPG: 18 city; 27 highway**

**Notables:**

Comfortable front seats; Easy to operate system; Stadium seats; Road noise; Cheap looking flooring



2013 Honda Odyssey EX-L

road and what it's like to own one.

These are the most comfortable seats I have ever sat on. They fit my short legs really well and the lumbar support was firm and well placed on my back.

Controls on the dashboard are huge, but it does make them easier to read and I liked the horizontal orientation and uncluttered look. Honda does not use touch screen technology, which is good since the screen was set well back under an overhang and out of my reach. It has redundancy on the steering wheel for media control and the phone.

Brunsmann pointed out some of the features even before we started driving, including a "cool box" storage at the bottom of the dashboard, which utilizes the air conditioning to operate.

You and your family could use this at the drive in theater, or you and your buddies could use this at your next tailgating.

Minivans have come a long way over the years – more car-like (meaning more sedan-like), better handling, and less feminine, without alienating the primary user – women. Even the front grill, while turned up in a smile, has headlights wrapping around the front corners creating a sleeker, racier impression.

Honda of Illinois' showroom is simple, but well laid out, with seating for customers and popcorn and soda for refreshment. I do wish customer parking

were labeled as such.

Honda of Illinois service hours are Monday through Friday from 7:00 a.m. to 5:30 p.m. and Saturday 8:00 a.m. – 4:00 p.m.

Jane Driver is a freelance writer from Springfield. She can be reached at [jane@springfieldbusinessjournal.com](mailto:jane@springfieldbusinessjournal.com)

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Robert A. Stuart, Jr.	Brown Hay & Stephens LLP	217.544.8491	Association & Non-Profit; Closely/Private Held Business; Trust/Will/Estate;
Bruce S. Bonczyk	Bruce S Bonczyk Ltd	217.525.0700	Construction
J. Randall Cox	Feldman Wasser Draper & Cox	217.544.3403	Comm Lit; Crim Defense: DUI; Crim Defense: Felonies/Misd
Carl R. Draper	Feldman Wasser Draper & Cox	217.544.3403	Civil Rights/Constitutional; Employment: Employee; False Claims Act/Whistle Blower
Howard W. Feldman	Feldman Wasser Draper & Cox	217.544.3403	Construction; Family; ADR: Family
Kelli Ellen Gordon	Feldman Wasser Draper & Cox	217.544.3403	Family
Stanley N. Wasser	Feldman Wasser Draper & Cox	217.544.3403	Construction
John E. Stevens	Freeborn & Peters LLP	217.535.1060	Gov't/Municipal/Lobby/Admin
Gordon W. Gates	Gates Wise & Schlosser PC	217.522.9010	Bankrupt/Workout: Comm; Closely/Private Held Business; Comm Lit; Land Use/Zoning/Condemn; Real Estate: Comm
Todd M. Goebel	Gates Wise & Schlosser PC	217.522.9010	Crim Defense: DUI; Crim Defense: Felonies/Misd
Frederick J. Schlosser	Gates Wise & Schlosser PC	217.522.9010	Crim Defense: DUI; Crim Defense: Felonies/Misd
Bradley B. Wilson	Gates Wise & Schlosser PC	217.522.9010	Civil Rights/Constitutional; Crim Defense: DUI; Crim Defense: Felonies/Misd; Employment: Employee
D. Peter Wise	Gates Wise & Schlosser PC	217.522.9010	Crim Defense: DUI; Crim Defense: Felonies/Misd; Crim Defense: White Collar
Herman G. Bodewes	Giffin Winning Cohen & Bodewes PC	217.525.1571	Association & Non-Profit; Gov't/Municipal/Lobby/Admin
David A. Herman	Giffin Winning Cohen & Bodewes PC	217.525.1571	Comm Lit
R. Mark Mifflin	Giffin Winning Cohen & Bodewes PC	217.525.1571	Comm Lit; Gov't/Municipal/Lobby/Admin
John L. Swartz	Giffin Winning Cohen & Bodewes PC	217.525.1571	Bankrupt/Workout: Comm; Comm Lit; Creditor Rights/Comm Collections; Real Estate: Comm
Thomas G. Hamill	Harrison & Held LLP	217.546.7777	Trust/Will/Estate
Stephen R. Kaufmann	HeplerBroom LLC	217.528.3674	Class Action/Mass Tort Def; Ins/Ins Cov/Reinsurance; PI Def: General; Products Liability Def; Tox Tort Def
Thomas H. Wilson	HeplerBroom LLC	217.528.3674	Civil Appellate; Comm Lit
Nicholas J. Bertschy	Heyl Royster Voelker & Allen PC	217.522.8822	Med-Mal Defense; PI Defense: General; Products Liability Def
Gary L. Borah	Heyl Royster Voelker & Allen PC	217.522.8822	Employment: Mgmt; Work Comp Defense
Adrian E. Harless	Heyl Royster Voelker & Allen PC	217.522.8822	Med-Mal Defense
Michael T. Kokal	Heyl Royster Voelker & Allen PC	217.522.8822	Products Liability Def; Toxic Torts Defense
Gary S. Schwab	Heyl Royster Voelker & Allen PC	217.522.8822	PI Defense: General; Prof'l Mal Defense: Legal/Tech/Financial
Edward M. Wagner	Heyl Royster Voelker & Allen PC	217.522.8822	Employment: Mgmt; Med-Mal Defense; PI Defense: General; Prof'l Mal Defense: Legal/Tech/Financial
Edward R. Gower	Hinshaw & Culbertson LLP	217.528.7375	Comm Lit; Construction; Gov't/Municipal/Lobby/Admin
Raylene DeWitte Grischow	Hinshaw & Culbertson LLP	217.528.7375	PI Defense: General; Work Comp Defense
William P. Hardy	Hinshaw & Culbertson LLP	217.528.7375	Civil Appellate
Rodger A. Heaton	Hinshaw & Culbertson LLP	217.467.4941	Comm Lit; Crim Defense: White Collar
James M. Lestikow	Hinshaw & Culbertson LLP	217.528.7375	Closely/Private Held Business; Trust/Will/Estate
Michael D. Morehead	Hinshaw & Culbertson LLP	217.528.7375	Banking
Andrew M. Ramage	Hinshaw & Culbertson LLP	217.528.7375	Comm Lit; Employment: Mgmt; Gov't/Municipal/Lobby/Admin
Russell L. Reed	Hinshaw & Culbertson LLP	217.528.7375	PI Defense: General; Prof'l Mal Defense: Legal/Tech/Financial
J. William Roberts	Hinshaw & Culbertson LLP	217.528.7375	Comm Lit; Crim Defense: White Collar; Gaming & Casino; Gov't/Municipal/Lobby/Admin
Charles R. Schmadeke	Hinshaw & Culbertson LLP	217.528.7375	Civil Rights/Constitutional; Employment: Mgmt; Gov't/Municipal/Lobby/Admin; School
Robert E. Wagner	Hinshaw & Culbertson LLP	217.528.7375	Gov't/Municipal/Lobby/Admin; Ins/Ins Coverage/Reinsurance
N. LaDonna Driver	Hodge Dwyer & Driver	217.523.4900	Environmental
Edward W. Dwyer	Hodge Dwyer & Driver	217.523.4900	Environmental
Katherine D. Hodge	Hodge Dwyer & Driver	217.523.4900	Environmental
A. Michael Kopec	Kopec White & Spooner	217.726.7540	Civil Appellate; Comm Lit; Franchise & Dealership
Diana N. Cherry	Metnick Cherry Frazier & Sabin LLP	217.753.4242	Family Appellate; Family
Richard D. Frazier	Metnick Cherry Frazier & Sabin LLP	217.753.4242	Criminal Appellate; Crim Defense: DUI; Crim Defense: White Collar; Employment: Mgmt
Michael B. Metnick	Metnick Cherry Frazier & Sabin LLP	217.753.4242	Crim Defense: Felonies/Misd; Crim Defense: White Collar; Family
Scott A. Sabin	Metnick Cherry Frazier & Sabin LLP	217.753.4242	Crim Defense: DUI; Crim Defense: Felonies/Misd
Paul E. Adami	Mohan Alewelt Prillaman & Adami	217.528.2517	Construction
Joel A. Benoit	Mohan Alewelt Prillaman & Adami	217.528.2517	Construction; Environmental
Cheryl S. Neal	Mohan Alewelt Prillaman & Adami	217.528.2517	Trust/Will/Estate
Frederick C. Prillaman	Mohan Alewelt Prillaman & Adami	217.528.2517	Construction; Environmental
Stephen Scott Morrill	Morrill and Associates PC	217.789.5411	Gov't/Municipal/Lobby/Admin
James E. Neville	Neville Richards & Wuller LLC	618.277.0900	Med-Mal Defense; PI Defense: General; Products Liab Defense; Transportation Defense; Tox Tort Defense
Timothy S. Richards	Neville Richards & Wuller LLC	618.277.0900	Med-Mal Defense; PI Defense: General; Products Liability Def; Toxic Torts Defense
Robert G. Wuller, Jr.	Neville Richards & Wuller LLC	618.277.0900	PI Defense: General; Real Estate: Tax
Matthew J. Maddox	Quinn Johnston Henderson, et al.	217.753.1133	Med-Mal Defense; PI Defense: General
Forrest G. Keaton	Rammelkamp Bradney PC	217.245.6177	Comm Lit; Ins/Ins Coverage/Reinsurance; PI Defense: General; Public Utilities: Gas/Water/Electric
Larry D. Kuster	Rammelkamp Bradney PC	217.245.6177	Comm Lit; PI Defense: General; School; Work Comp Defense
David R. Reid	Reid Law Office LLC	217.546.1001	Closely/Private Held Business; Tax: Business; Tax: Individual; Trust/Will/Estate
Michael M. Durr	Sgro Hanrahan Durr & Rabin LLP	217.789.1200	Real Estate: Associations/Condo; Real Estate: Comm; Real Estate: Residential
Donald J. Hanrahan	Sgro Hanrahan Durr & Rabin LLP	217.789.1200	Social Security Disability
Gregory P. Sgro	Sgro Hanrahan Durr & Rabin LLP	217.789.1200	Real Estate: Comm; Work Comp
R. Lee Allen	Sorling Northrup	217.544.1144	Closely/Private Held Business; Real Estate: Comm; Tax: Business; Tax: Individual; Trust/Will/Estate
Stephen J. Bochenek	Sorling Northrup	217.544.1144	Assoc/Non-Profit; Close/Private Held Business; Labor: Mgmt; Real Estate: Comm; Real Estate: Residential
James D. Broadway	Sorling Northrup	217.544.1144	Closely/Private Held Business; Comm Lit; Health; Real Estate: Comm
Gary A. Brown	Sorling Northrup	217.544.1144	Land Use/Zoning/Condemn; Public Utilities: Gas/Water/Electric; Work Comp Defense
Michael C. Connelly	Sorling Northrup	217.544.1144	Closely/Private Held Business; Real Estate: Comm; Real Estate: Tax; Tax: Business; Trust/Will/Estate
William R. Enlow	Sorling Northrup	217.544.1144	Association & Non-Profit; Banking; Gov't/Municipal/Lobby/Admin
James G. Fahey	Sorling Northrup	217.544.1144	Civil Appellate; Employment: Mgmt; PI Defense: General
Mark H. Ferguson	Sorling Northrup	217.544.1144	Banking; Closely/Private Held Business; Mergers & Acquisitions
C. Clark Germann	Sorling Northrup	217.544.1144	Closely/Private Held Business; Mineral & Natural Resource; Real Estate: Comm
Lisa Harms Hartzler	Sorling Northrup	217.544.1144	Health
Frederick B. Hoffmann	Sorling Northrup	217.544.1144	Agriculture; Real Estate: Comm; Real Estate: Residential; Trust/Will/Estate
John A. Kauerauf	Sorling Northrup	217.544.1144	Closely/Private Held Business; Employment: Mgmt
James M. Morpew	Sorling Northrup	217.544.1144	Election, Political & Campaign; Gov't/Municipal/Lobby/Admin
David A. Rolf	Sorling Northrup	217.544.1144	Agriculture; Comm Lit
Peggy J. Ryan	Sorling Northrup	217.544.1144	Family
Stephen A. Tagge	Sorling Northrup	217.544.1144	Banking; Closely/Private Held Business; ADR: Comm Lit; Real Estate: Comm; Tax: Business
Todd M. Turner	Sorling Northrup	217.544.1144	Banking; Closely/Private Held Business; Real Estate: Comm
Bruce A. Beeman	Wolter Beeman & Lynch	217.753.4220	Personal Injury: General; PI: Prof'l Malpractice
Francis J. Lynch	Wolter Beeman & Lynch	217.753.4220	Personal Injury: General; PI: Prof'l Malpractice; Work Comp
Randall A. Wolter	Wolter Beeman & Lynch	217.753.4220	Personal Injury: General; PI: Prof'l Malpractice; Work Comp
Zack Stamp	Zack Stamp Ltd	217.525.0700	Gov't/Municipal/Lobby/Admin

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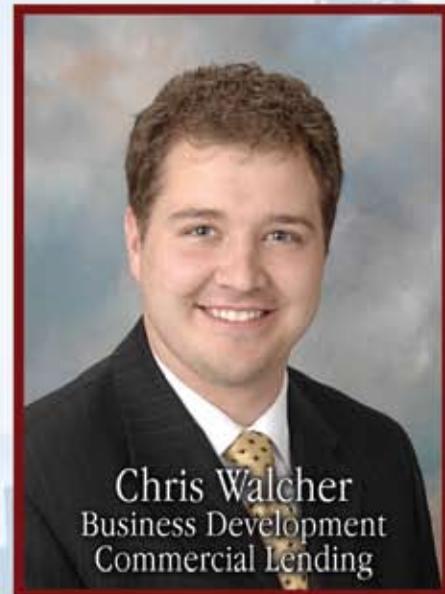
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## Forty Under 40 • 2013

Brant Mackey,  
Publisher,  
Springfield Business  
Journal



This is our 17th year of featuring 40 leaders who are under the age of 40, in the Springfield and surrounding business communities.

Each of these individuals received one or more nominations from our readers. This year's selectees were chosen from more than 200 nominations. These individuals were selected based on their contributions to our local business community and the community in which they have chosen to reside. They represent, in part, the future of business in our community and in central Illinois. They have the ability and dedication to change and to preserve the face of our community landscape.

The selectees' career paths, educational background and community affiliations are varied. They represent the best and brightest from a wide range of occupations. You can expect to hear more from and about these leaders in the years ahead. Congratulations to the 2013 selectees.

The program was established and is able to continue due to the commitment of local businesses that realize the importance of acknowledging these 40 individuals and supporting community business programs.

A special "thank you" to our sponsors: Security Bank and The University of Illinois Springfield MBA Program as sponsors of this program and for their commitment to the local business community.

In addition, we are honored to welcome Mayor J. Michael Houston as our keynote speaker.

We appreciate your nominations as readers, and your individual daily contribution to recognizing and maintaining excellence in the business community.

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J. Michael Houston,  
Mayor,  
Springfield, IL



J. Michael Houston became the 23rd Mayor of the City of Springfield on April 29, 2011. He has previously held the positions of Chairman, President, and CEO of the Town & Country Bank of Springfield. In February 2009 he retired from the bank and was named Chairman Emeritus.

Prior to that Mr. Houston served for approximately 16 years at Bank One, Illinois NA as a Senior Vice-President and was responsible for the Investment Management Group in central Illinois. He served as the Mayor of Springfield from 1979 to 1987.

Mr. Houston is presently the chairman of the Western Illinois University Board of Trustees, having been appointed to the board in May 1997.

A Springfield native, Mayor Houston is the Chairman of the Board of St. John's Hospital and a former Chairman of the Board of the Greater Springfield Chamber of Commerce. He serves on the Board of Directors of Downtown Springfield, Inc., the Quantum Growth Partnership, the Heritage Foundation, and the Abraham Lincoln Council of the Boy Scouts of America.

Mr. Houston received his bachelor's degree from Illinois State University and his MBA from the University of Illinois at Urbana.

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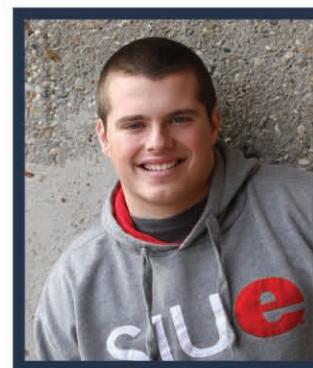
# BUILDING OUR FUTURE

Congratulations to the recipients of the 2013 Bud and Helene O'Shea Construction Scholarship



**Aaron Greifzu – Auburn High School**

Aaron plans to study Civil Engineering at Bradley University.



**Alexander Raycraft – Williamsville High School**

Alexander plans to study Engineering at Southern Illinois University Edwardsville.



O'Shea Builders established the Bud and Helene O'Shea Foundation through the Community Foundation for the Land of Lincoln to help provide educational opportunities for area residents interested in the construction industry and related careers. The Bud and Helene O'Shea Foundation has awarded renewable scholarships to eight local students since its inception in 2010.

## Forty Under 40 • 2013

- **position:** Area Manager, Express Employment Professionals
- **age:** 38
- **email:** josh.britton@expresspros.com
- **social networking:** Facebook, LinkedIn
- **education:** Bachelor's degree in Business Administration, Oral Roberts University
- **family:** Wife, Lara; Kids – Julia (12), Noah (10), Isaac (5)
- **affiliations:** Springfield Rotary Westside, Crime Stoppers, Calvary Temple, Leadership Springfield



Josh  
Britton

- **Best subject in school?** History
- **Biggest guilty pleasure?** Video Games
- **Person you would most like to meet?** Michael Jordan
- **Best 'perk' of your current job?** The people I work with/helping people.
- **How should Springfield retain young professionals like you?** Continue to expand educational and cultural opportunities.

## Forty Under 40 • 2013

- **position:** Associate Vice President, Enrollment and Student Life, Benedictine University at Springfield
- **age:** 35
- **email:** kbroeckling@ben.edu
- **social networking:** Facebook, LinkedIn
- **education:** Bachelor's degree in History, Quincy University; Master's degree in History, University of Illinois Springfield
- **family:** Wife, Monica; Son, Issac
- **affiliations:** Blood and Platelet Donor: CICBC, Board Member: Springfield Community Federation – Immediate Past Chair, Advisory Board Member: Catholic Charities – Vice President, Capital Area Band, Capital Area Jazz Band



Kevin  
Broeckling

- **Best subject in school?** U.S. History
- **Biggest guilty pleasure?** Survivor
- **Person you would most like to meet?** I've always been a fan of Abraham Lincoln.
- **Best 'perk' of your current job?** To be able to help students attain their educational goals while watching them develop into the women and men they will become all while working with passionate and dedicated employees at a Values based institution – it's pretty awesome.
- **How should Springfield retain young professionals like you?** I believe Springfield and the surrounding area have a lot to offer families. From the parks and children's festivals to the farmers' markets and local art venues, there are many attractions. We can continue to work to make the downtown area and neighborhoods pedestrian/bike-friendly and to develop more weekend life in the downtown area. Our city can depend less on state government and should interact more with the rest of the world. Greater diversity in services offered will attract a greater diversity of individuals and families; I believe that's important in planning for growth and strength in our community.

## Forty Under 40 • 2013

- **position:** Director of Communications, United Way of Central Illinois
- **age:** 36
- **email:** jbrown@uwcil.org
- **social networking:** LinkedIn, Twitter
- **education:** Southern Illinois University - Carbondale
- **family:** Wife, Mindy and children, Hannah & Connor
- **affiliations:** American Marketing Association, SIU Alumni Association, Blessed Sacrament Parish



Jarid  
Brown

- **Best subject in school?** American History
- **Biggest guilty pleasure?** Little Debbie Nutty Bars...I buy them for the kids and end up eating most of the box.
- **Person you would most like to meet?** As someone with a passion for history, most of the individuals who I would most like to meet are no longer alive... FDR and Reagan. If I had to choose one person to have lunch with, it would be the president... regardless of party affiliation and politics, any American should feel privileged to have such an honor.
- **Best 'perk' of your current job?** Besides being close enough to home to see my children at lunch everyday, mission-driven colleagues. Working in an environment driven by a clear mission of helping others creates a sense of teamwork and mutual respect that is often lacking in today's world. But regardless of environment, it could still never trump getting an extra 45 minutes with one's family each day.
- **How should Springfield retain young professionals like you?** Simply put...Education and Safety. As young professionals move into our community, many have families or

## Forty Under 40 • 2013

- **position:** Principal/CEO, AdGators
- **age:** 38
- **email:** jbudd@adgators.com
- **social networking:** Facebook, LinkedIn
- **education:** Bachelor's degree in Business Management, Benedictine University
- **family:** Wife - PJ Budd and great nieces and nephews
- **affiliations:** Ansar Shriners



Josh  
Budd

- **Best subject in school?** Probably Architecture Class because I thought I wanted to be an Architect.
- **Biggest guilty pleasure?** Cookie dough ice cream
- **Person you would most like to meet?** Boone Pickens.
- **Best 'perk' of your current job?** Meeting so many other great business owners and ambitious people.
- **How should Springfield retain young professionals like you?** Create an Incubator Program that allows Start-Up companies to collaborate or a Pitch Program to meet potential local investors on a monthly or quarterly basis.

## Forty Under 40 • 2013

- **position:** COO, Microchip Computer Solutions
- **age:** 29
- **email:** ryanc@thinkmcs.com
- **social networking:** LinkedIn
- **education:** Robert Morris University
- **family:** Single
- **affiliations:** Young Springfield Professionals Network; Special Olympics, volunteer



Ryan  
Coultas

- **Best subject in school?** Independent study program
- **Biggest guilty pleasure?** Late night Taco Bell
- **Person you would most like to meet?** Alan Turing
- **Best 'perk' of your current job?** No boss.
- **How should Springfield retain young professionals like you?** We already have a low cost of living, but we also need incentives for companies to build facilities that employ professionals. We could give tax incentives to new employers that meet a quota of a large employee count and a high median salary. This investment could yield a high return for local government in the form of more property/sales tax revenue per capita.

## Forty Under 40 • 2013

- **position:** News Director/Brand Manager, Newsradio 1240 and 107.5 FM WTAX, Saga Communications
- **age:** 26
- **email:** adegman@wtax.com
- **social networking:** Facebook, LinkedIn, Twitter
- **education:** Bachelor's degree in Broadcasting, Bachelor's degree in Journalism, Western Illinois University; Master's degree in Public Affairs Reporting, UIS
- **family:** Single
- **affiliations:** Illinois News Broadcasters Association, Illinois Broadcasters Association



Alex  
Degman

- **Best subject in school?** I liked social studies/history, english, business in K-12. In college, broadcasting/journalism classes were my favorites.
- **Biggest guilty pleasure?** Top 40 songs on the radio that I'm not supposed to like. Ke\$ha, Rihanna, Will.I.Am, etc. I grew up listening to underground punk/pop punk music. 15 year old me would be disgusted.
- **Person you would most like to meet?** It would probably be Edward R. Murrow. There would be no radio news as we know it today without him.
- **Best 'perk' of your current job?** I get paid to talk on the radio and do things that people only hear about. I'm always a part of the action. It also forces me to meet people and get involved. I'm an integral part in informing my community and trying to make it a better place on a daily basis.
- **How should Springfield retain young professionals like you?** I think there's quite a bit to do here. The problem is, it's not things people my age WANT to do/can afford. Springfield does a GREAT job attracting what it can, but attract more shows, beef up existing young professional groups and make them more visible and keep up the festival atmosphere downtown during the summer. Live music, theater, art, festivals... we have it all, so enjoy it.

## Forty Under 40 • 2013

- **position:** Supervisory Contract Specialist, Contracting Officer - United States Property and Fiscal Office, Purchasing and Contracting Division
- **age:** 37
- **email:** maureen.a.didonato.mil@mail.mil
- **social networking:** N/A
- **education:** Bachelor of Business Administration with a minor in Management Information Systems, UIS; Master of Public Administration, UIS; Commissioned Officer USAF, Academy of Military Science
- **family:** Husband, Guido Di Donato and son, Geno. Daughter to Richard and Mary Mulcahy (Springfield, Ill.), Sister to Michelle Smith (Springfield, Ill.), Joe Mulcahy (Naperville, Ill.), Kevin Mulcahy (Springfield, Ill.), Mark Mulcahy (Houston, Texas) and Colleen Henderson (Morton, Ill.).
- **affiliations:** Secretary for the National Guard Association, 183 Post Military Explorers Youth volunteer, National Guard Association of the United States (NGAUS) Lifetime member



Maureen  
Di Donato

- **Best subject in school?** Mathematics
- **Biggest guilty pleasure?** Reese's Peanut Butter Cups
- **Person you would most like to meet?** George W. Bush
- **Best 'perk' of your current job?** Being able to support the men and women of the Illinois National Guard and never having to worry about what I am going to wear to work each day.
- **How should Springfield retain young professionals like you?** Give the opportunity for a young individual to be in command or in a leadership position early in their career in Springfield area businesses or public service agencies. Once they are hired, give them guidance, but let them seek their own means of leading an office. Then, challenge them, hold them accountable and demand excellence from them

## Forty Under 40 • 2013

- **position:** Deputy Legislative Director, Illinois Department of Transportation
- **age:** 31
- **email:** sheledadoss@gmail.com
- **social networking:** Facebook, LinkedIn
- **education:** Master of Public Policy, University of Chicago Harris School of Public Policy; Bachelor of Science in Political Science, Tennessee State University
- **family:** Husband, Jerry Dion Doss; Dog, Levi
- **affiliations:** Alpha Kappa Alpha, Nu Omicron Omega chapter; Central Illinois Food Bank, board member; NAACP Springfield chapter, Precinct Committee Woman; University of Illinois Springfield, Adjunct Professor; Member of Abundant Faith Christian Church



Sheleda  
Doss

- **Best subject in school?** Political science. I have always enjoyed learning about government and the political process.
- **Biggest guilty pleasure?** Watching the television series "Scandal" - Politics meets drama.
- **Person you would most like to meet?** Nelson Mandela
- **Best 'perk' of your current job?** The best perk of working in government and IDOT is being able to play a part in building and improving our community through infrastructure and safety improvements which positively affect us all.
- **How should Springfield retain young professionals like you?** It is critical for Springfield to create an environment in which job creation can take place. These jobs and employment opportunities must be fulfilling and foster a sense of purpose

## Forty Under 40 • 2013

- **position:** Senior Partner/Vice-President of Operations, HPR Marketing & Consulting Group
- **age:** 29
- **email:** kdowney@hprmarketing.com
- **social networking:** Facebook, LinkedIn
- **education:** Bachelor of Arts degree, Cornell College (majoring in Consumer Psychology and Marketing Research)
- **family:** Married to Josh Downey and together we have a 2-year-old daughter named Addison and two dogs (Max and Bridget).
- **affiliations:** Member of Society of Consumer Psychologists, Active member of St. John's Lutheran Church – I have taught Sunday School for five years.



**Kari  
Downey**

- **Best subject in school?** Psychology – I enjoy studying human behavior, specifically how consumers interpret advertising and make purchasing decisions.
- **Biggest guilty pleasure?** Shopping – it's my therapy!
- **Person you would most like to meet?** I would have liked the opportunity to meet Steve Jobs. He is, in my opinion, one of the most impressive entrepreneurs and a true visionary with a proven track-record of success!
- **Best 'perk' of your current job?** As part of my position, I get to meet with a wide variety of clients. I enjoy learning about new industries, meeting people, and helping businesses grow. It's rewarding to work with a client and see their growth and success and to know that I was a part of that.
- **How should Springfield retain young professionals like you?** As a mother of a young child and the hopes for more children in the future, a stronger public educational system is needed. Not only does this motivate young professionals to plant their familial roots in Springfield, but it also lends itself to further advancing the educational strength of the future workforce in our community.

## Forty Under 40 • 2013

- **position:** Vice President, eGrain, Inc.
- **age:** 30
- **email:** drew@egrain.com
- **social networking:** Facebook, LinkedIn, Twitter
- **education:** Tri-City High School; Bachelor's degree in Animal Sciences, University of Illinois, Urbana-Champaign
- **family:** Wife, Ashley
- **affiliations:** The Kidzeum of Health and Science, board member; Association of Grain Regulatory Officials, board member; Illinois Agriculture Leadership Program, Class of 2012



**Andrew S.  
Earles**

- **Best subject in school?** Geography
- **Biggest guilty pleasure?** Snickers
- **Person you would most like to meet?** George Washington
- **Best 'perk' of your current job?** Interacting with clients throughout the U.S. and traveling.
- **How should Springfield retain young professionals like you?** Support and promote the business community so there are plenty of opportunities for growth and development along with making Springfield a desirable location for young professionals and their families.

## Forty Under 40 • 2013

- **position:** REALTOR®, Real Estate Broker, The Real Estate Group
- **age:** 36
- **email:** stepheniferguson@yahoo.com
- **social networking:** Facebook, Twitter
- **education:** Associate degree in Applied Sciences, Paralegal, Robert Morris College
- **family:** I have been married to my husband, John, for four years and we have two sons, Austyn (14) and Jackson (6).
- **affiliations:** I am a member of the National Association of REALTORS®, Illinois Association of REALTORS®, Capital Area Association of REALTORS® (CAAR), and Graduate REALTOR® Institute. I have served on the Leadership Development Workgroup and I am the current chairperson of the Social Committee at CAAR.



**Stepheni  
Ferguson**

- **Best subject in school?** English
- **Biggest guilty pleasure?** Sleeping in.
- **Person you would most like to meet?** Dr. John DiPersio from the Siteman Cancer Center at Barnes-Jewish Hospital. He treated my father in 2012, who is now in remission.
- **Best 'perk' of your current job?** Helping people through the process of buying and selling their homes. I usually end up with great friends at the end of the transaction!
- **How should Springfield retain young professionals like you?** Ensure that there is plenty of professional growth opportunity and encourage organizations to be open and welcoming to the young professionals coming in. Provide good schools and

## Forty Under 40 • 2013

- **position:** Owner/Hairstylist, A New You Salon & Spa
- **age:** 36
- **email:** anewyousalon@att.net
- **social networking:** Facebook
- **education:** Undergraduate School of Cosmetology; Summit Salon Business Center, Minneapolis, Min.; Matrix Summit Salon Business Center, Chicago, Ill.; Summit Salon Business Center, Tampa, Fla.
- **family:** Three Children - Kaitlyn (17), Austin (15), Landon (9)
- **affiliations:** Cut it Out (Salons Against Domestic Abuse), Cut A Thon @ A new You Salon & Spa benefiting Women's Sojourn Shelter (Fund raising for Women's Sojourn Shelter), Inner City Mission, March of Dimes – March for Babies Walk Committee and Cuts for Kids, Style of Hope Runway Show benefiting Hope School



**Amy  
Finley**

- **Best subject in school?** World history
- **Biggest guilty pleasure?** "The Real House Wives of Orange County"
- **Person you would most like to meet?** Oprah Winfrey
- **Best 'perk' of your current job?** I truly enjoy pampering my clients and working with my stylists.
- **How should Springfield retain young professionals like you?** Continued support from local business owners to develop and maintain relationships with entrepreneurial youth.

## Forty Under 40 • 2013

- **position:** Agent/Owner, State Farm Insurance
- **age:** 32
- **email:** sara@myagentsara.com
- **social networking:** Facebook
- **education:** Bachelor's degree in Finance, Illinois State University; FLMI (Financial Life Management Institute) Designation
- **family:** Husband, Aaron; two Boys - Riley (7) and Cooper (3)
- **affiliations:** Illinois Women in Leadership, National Association of Insurance and Financial Advisors (NAIFA), Greater Springfield Chamber of Commerce, Compass Program Volunteer, Springfield Urban League Volunteer



Sara  
Freitag

- **Best subject in school?** Math
- **Biggest guilty pleasure?** Coffee
- **Person you would most like to meet?** Darren Hardy
- **Best 'perk' of your current job?** The amazing people I get to work with every day. We work hard every day and celebrate whenever possible.
- **How should Springfield retain young professionals like you?** By supporting groups that allow these young professionals to grow and share ideas together. To continue to involve the young professionals in the growth and development of Springfield as they are the future leaders.

## Forty Under 40 • 2013

- **position:** Marketing Specialist, Springfield Clinic
- **age:** 33
- **email:** kristin.fyans@gmail.com
- **social networking:** Facebook, LinkedIn, Pinterest
- **education:** Bachelor's degree in Marketing, Millikin University
- **family:** Husband, J.P.; Sons, Jackson (5) & Charles (9 months)
- **affiliations:** Women in Communications, Springfield, Ill. chapter, Board Member & Co-VP of Communications; Grace Lutheran Church-Springfield, Member; St. Agnes School – Room Mother & Parents Club Co-Social Chair; Freelance work (invitations, websites, social media, analytics, etc)



Kristin  
Fyans

- **Best subject in school?** Art, Business Management, Market Research
- **Biggest guilty pleasure?** Sweets!
- **Person you would most like to meet?** Hillary Clinton
- **Best 'perk' of your current job?** Flexibility; my team/department at Springfield Clinic is very unique; most of us with children and busy family lives. We work hard to be able to have the flexibility to be where we need to be when something comes up unexpectedly.
- **How should Springfield retain young professionals like you?** More events during the summer, concerts, public markets (we love the Milwaukee downtown Public Market)

## Forty Under 40 • 2013

- **position:** Web Development Supervisor, LRS Web Solutions
- **age:** 33
- **email:** bill.goldsberry@lrs.com
- **social networking:** Facebook, LinkedIn
- **education:** Bachelor's degree in Computer Science, University of Illinois Springfield
- **family:** I have a wonderful wife, Sheila. We've been married almost eight years. We have three boys that keep us very busy. Jacob (5), Owen (18 months), Tyler (4 months).
- **affiliations:** Habitat for Humanity Volunteer, Relay for Life, Participant in the Cancer Prevention Study-3 (CPS-3), Central Ill. blood bank donor



Bill  
Goldsberry

- **Best subject in school?** It would have to be a toss-up between math and science.
- **Biggest guilty pleasure?** Chicago-Style Deep-Dish Pizza
- **Person you would most like to meet?** My grandfather who I never got a chance to meet.
- **Best 'perk' of your current job?** I get to work with some of the most creative, innovative and talented people I've ever met. This makes my job easy and fun. In addition to this I really enjoy our annual trip to the Cardinals game and the other family outings that LRS provides for us.
- **How should Springfield retain young professionals like you?** Springfield should attract business that need high quality professional talent, as well as foster and retain the businesses that are already here.

## Forty Under 40 • 2013

- **position:** Senior Vice President and Chief Medical Officer, Memorial Health System
- **age:** 38
- **email:** govindaiah.rajesh@mhsil.com
- **social networking:** LinkedIn
- **education:** Bachelor's degree in Finance, University of Illinois-Urbana; M.D., University of Michigan Medical School
- **family:** Renu Govindaiah, M.D. Allergist at Springfield Clinic; Daughters, Sarina (10) and Aleena (6)
- **affiliations:** F.B.I. Citizens Academy, Hindu Temple of Greater Springfield, board member



Rajesh  
Govindaiah, M.D.

- **Best subject in school?** History
- **Biggest guilty pleasure?** I love to travel.
- **Person you would most like to meet?** Jony Ive
- **Best 'perk' of your current job?** The ability to set my own priorities and to make mistakes.
- **How should Springfield retain young professionals like you?** Continue to offer dynamic professional opportunities while maintaining a high quality family setting (schools, parks, bike paths, etc.)

## Forty Under 40 • 2013

- **position:** Vice President - Commercial Lending, U.S. Bank
- **age:** 35
- **email:** aaron.johnston1@usbank.com
- **social networking:** LinkedIn
- **education:** Bachelor's degree in Finance, Bradley University
- **family:** Wife, Christy; Daughters: Madeline (3) Kate (1), and baby on the way!
- **affiliations:** American Business Club, Christ The King, Panther Creek Country Club - Finance, Membership, & Golf Committees



### Aaron Johnston

- **Best subject in school?** Math
- **Biggest guilty pleasure?** Wild Cherry Pepsi
- **Person you would most like to meet?** Abraham Lincoln, a man way ahead of his time.
- **Best 'perk' of your current job?** Helping business owners achieve their financial dreams. I also enjoy networking within the community and being able to meet new people all the time.
- **How should Springfield retain young professionals like you?** Continue to develop and offer new and exciting activities for both young families and young people.

## Forty Under 40 • 2013

- **position:** Director, Survey Research, UIS Center for State Policy & Leadership
- **age:** 31
- **email:** akirz2@uis.edu
- **social networking:** Facebook, LinkedIn, Twitter
- **education:** Bachelor's degree, Denison University; Master's degree in Political Communication, Wake Forest University; Ph.D. in Media & Public Affairs, L.S.U.
- **family:** Dog, Lilliputian
- **affiliations:** ASPA - Central Illinois Chapter, board member; Girls on the Run, volunteer



### Ashley Kirzinger

- **Best subject in school?** Statistics
- **Biggest guilty pleasure?** Singing along to Kelly Clarkson.
- **Person you would most like to meet?** Hillary Clinton, or Amy Poehler as Hillary, either one works.
- **Best 'perk' of your current job?** Introducing students to the importance of conducting rigorous objective research and how a well-designed study can have direct policy implications.
- **How should Springfield retain young professionals like you?** I just moved to Springfield a year ago and have been pleasantly surprised on the cultural events & music opportunities. I would love to see this continue as well as continued investment in downtown. Sometimes on the weekends, it feels like a ghost town.

## Forty Under 40 • 2013

- **position:** Education and Development Officer and Adjunct Instructor, Heartland Credit Union and ITT Technical Institute
- **age:** 30
- **email:** bkramp@hcu.org
- **social networking:** Facebook, LinkedIn
- **education:** Associate of Arts in Liberal Arts, Lincoln Land Community College; Bachelor of Arts in Business Management and Economics, Benedictine University; Professional in Human Resources (PHR) certification, HRCI
- **family:** Husband, Matt; Son, Cole; Parents, Kim and Bruce Bradbury; Grandmother, Elaine Korach; Dog, Gidget
- **affiliations:** Chair, Young Springfield Professionals Network Jobs Board (YSPN); Member, Society for Human Resource Management (SHRM); Member, Central Illinois Chapter of SHRM; Member, Daughters of the American Revolution (DAR); Volunteer, The Shoe Program for local children; Volunteer, Festival of Trees.



### Bailey Kramp

- **Best subject in school?** Math
- **Biggest guilty pleasure?** Cookie dough!
- **Person you would most like to meet?** Pauline Phillips and Eppie Lederer - Twin sisters that wrote competing advice columns.
- **Best 'perk' of your current job?** I enjoy being able to come up with creative ways to help people learn in my classes. It's rewarding to see how that translates to the development and professional growth of students and trainees.
- **How should Springfield retain young professionals like you?** I hear a lot of people say "There's nothing to do in Springfield". Springfield really does offer a variety of great events to young people. Fostering involvement in those events may help create a sense of pride and commitment to our city.

## Forty Under 40 • 2013

- **position:** Executive Director, Helping Hands of Springfield Inc.
- **age:** 38
- **email:** rodlanejr@gmail.com
- **social networking:** Facebook, LinkedIn
- **education:** Bachelor of Arts, Family Life Studies, Lincoln Christian University; Family & Community Development, University of Iowa School of Social Work
- **family:** I play the husband to Kelly Fifield Lane and the Daddy to Isaiah (13), Landon (10) and Mairin (7)
- **affiliations:** Young Philanthropists, Springfield District 186 Real Men Read, Leadership Springfield Graduate 2011, The Rotary Club of Springfield II-Paul Harris Fellow 2013, Greater Springfield Chamber of Commerce, SIU Internal Medicine Community Advisory Board



### Rod A. Lane

- **Best subject in school?** Speech and/or literature
- **Biggest guilty pleasure?** I'm a huge fan of crab legs, lobster, and fillet mignon. Yes, I'd eat all three in the same meal.
- **Person you would most like to meet?** Fred Rogers from "Mister Rogers' Neighborhood," though deceased, is someone that has made a measurable impact on children across the world and I would have loved to spend a few hours with him over coffee. He remains one of my heroes as he showed worth to me at a very young age.
- **Best 'perk' of your current job?** I get to see many people saved from a life ensnared by addictions, illness, and crime. It is an honor to be involved in an agency that plays a roll in our community in stabilizing the lives of those many tend to overlook.
- **How should Springfield retain young professionals like you?** Springfield has the unique role of being a historic landmark, a capital city, and a city that is growing in some serious markets like healthcare. It is a city of opportunity and as long as this city is abundant in opportunity, it will attract professionals that choose to live, play, and work here.

## Forty Under 40 • 2013

- **position:** Deputy Executive Director, Hoogland Center for the Arts
- **age:** 26
- **email:** llebeck@hcfta.org
- **social networking:** Facebook, LinkedIn, Twitter
- **education:** Bachelor's in Communication, University of Illinois at Springfield
- **family:** Husband, Jake and two cats, Saskia and Maxwell
- **affiliations:** I enjoy volunteering at the APL but most of my free time is spent working on events for the Hoogland Center.



Lara  
Lebeck-Gephart

- **Best subject in school?** Music and Social Psychology/Interpersonal Communication
- **Biggest guilty pleasure?** Pinterest
- **Person you would most like to meet?** Alive - tie between Amy Poehler and Ben Folds; Dead – John Lennon
- **Best 'perk' of your current job?** Seeing all the amazing performances and artwork in our building (for free!). There is so much talent in this city!
- **How should Springfield retain young professionals like you?** As a young professional, I look for events that express creativity and bring culture to Springfield. Downtown festivals, art exhibits, theatrical performances and concerts are places where I can meet new people who share a common interest and create lasting connections and friendships. In order to keep people in our city, we must make sure they are invested in what our city has to offer.

## Forty Under 40 • 2013

- **position:** Retail Operations Supervisor, Carrollton Bank
- **age:** 29
- **email:** kevinmargeson@carrolltonbanking.com
- **social networking:** Facebook, LinkedIn
- **education:** Master's degree in Accountancy, UIS; Bachelor's degree in Business Management, Blackburn College
- **family:** Wife, Leigh Ann Vanausdoll
- **affiliations:** UIS Alumni Association



Kevin R.  
Margeson

- **Best subject in school?** Math
- **Biggest guilty pleasure?** Ice cream
- **Person you would most like to meet?** Tony La Russa
- **Best 'perk' of your current job?** Working for a community bank allows me to get to know our customers on a personal basis. I am very proud to be a part of a family-owned bank that always puts the customer first.
- **How should Springfield retain young professionals like you?** By continuing to foster economic growth in the medical, technological and banking fields. These fields have created a large number of opportunities for young professionals.

## Forty Under 40 • 2013

- **position:** Financial Aid Advisor, Lincoln Land Community College
- **age:** 26
- **email:** craig.mcfarland@llcc.edu
- **social networking:** Facebook, LinkedIn, Twitter
- **education:** Associate degree, Black Hawk College; Bachelor's degree, University of Illinois Springfield; Master's degree in Political Science, University of Illinois Springfield
- **family:** Wife, Anna
- **affiliations:** Springfield Area Arts Council, President; Hoogland Center for the Arts, Trustee; First Night Springfield 2013, Chair; LLCC Veterans Club, Advisor; Brian McMillen Memorial Run/Walk; The Muni; Springfield Theatre Centre; Springfield Youth Performance Group; Young Springfield Professional Network



Craig  
McFarland

- **Best subject in school?** American Government
- **Biggest guilty pleasure?** Spending every Thursday night watching "Project Runway" with my wife and our cat.
- **Person you would most like to meet?** Bobby Kennedy
- **Best 'perk' of your current job?** Being able to interact and help (in some small way) veterans attending Lincoln Land; also being able to give back, in part, what the Illinois community college system has given to me.
- **How should Springfield retain young professionals like you?** Continue to promote and grow the arts community in Springfield. Venues like the Hoogland Center for the Arts and the Muni are vital assets for our community to draw and retain young professionals and their families.

## Forty Under 40 • 2013

- **position:** Board Member / Director, District 186 School Board / Serve Illinois Commission on Volunteerism and Community Service
- **age:** 29
- **email:** ssmcfarland@gmail.com
- **social networking:** Facebook, Twitter
- **education:** Bachelor's degree in History, Western Illinois University; Master of Public Administration, University of Illinois Springfield; Doctorate of Public Administration, University of Illinois Springfield, in progress
- **family:** Wife, Amber; Daughter, Anastasia
- **affiliations:** District 186 School Board, Boy Scouts, Habitat for Humanity, Serve Illinois Foundation, Illinois History Expo



Scott  
McFarland

- **Best subject in school?** Anything history, specifically American history.
- **Biggest guilty pleasure?** Marathon watching episodes of "The West Wing," "Deep Space Nine," "Babylon 5" or "Doctor Who."
- **Person you would most like to meet?** It is a bit of a cheat, but I would love to meet President Lincoln. His life story has always fascinated me and I have tried to use him as a role model.
- **Best 'perk' of your current job?** As a member of the School Board, I enjoy working with teachers, parents, students and community members to improve our schools. If I can help one person, it is all worth it.
- **How should Springfield retain young professionals like you?** We need to pool our resources to support our schools. The city, county, local businesses and organizations and school district need to work together. We need to realize that we only succeed if we all succeed. Strong schools will draw people to, and keep them in, Springfield.

## Forty Under 40 • 2013

- **position:** Government Relations, Illinois Trial Lawyers Association
- **age:** 38
- **email:** timmclean75@yahoo.com
- **social networking:** Facebook
- **education:** Master's degree in Public Administration, UIS; Master's Certificate, Public Sector Labor Relations, UIS; Bachelor's degree in Political Studies, UIS
- **family:** Wife, Alison; three children: Tanner, Cooper, and Carly
- **affiliations:** I enjoy coaching youth soccer and flag football in Spring and Fall. I'm also an Alderman in the City of Girard. As time allows, I also do volunteer work on political campaigns at state and local levels.



**Tim  
McLean**

- **Best subject in school?** History was the subject for which I had the greatest interest, and excelled. I had good teachers who brought history to life, and made it relevant.
- **Biggest guilty pleasure?** Red wine. I have childhood memories of my mother having a glass of red wine while she prepared dinner, and occasionally offering me a sip.
- **Person you would most like to meet?** My wife's grandfather Byron; unfortunately his death preceded our marriage. Having heard stories in the way he regarded and provided for his family, and the fact that he was its "anchor." By all accounts, he was a humble man that was as courteous as he was tenacious.
- **Best 'perk' of your current job?** Access to many people of diverse backgrounds, and their ideals. Working with the General Assembly I am able to witness the political effects of the 'melting pot' that is Illinois.
- **How should Springfield retain young professionals like you?** Springfield is on the right path in arts and music with events such as the downtown music festival and the Old Capitol Art Fair. The Hoogland Center for the Arts attracts quality performances and promotes the arts community. Springfield is recognizing that the arts, parks, and access to quality recreation go with job creation and economic development in order for the City to thrive.

## Forty Under 40 • 2013

- **position:** Vice President, Harold O'Shea Builders
- **age:** 38
- **email:** tmassel@osheabuilders.com
- **social networking:** LinkedIn, Twitter
- **education:** Master's degree in Civil Engineering, Southern Illinois University – Edwardsville; Bachelor's degree in Civil Engineering, University of Illinois at Urbana-Champaign
- **family:** Wife - Genevieve (15 Years); Daughters - Hannah (11) and Kathryn (8)
- **affiliations:** Hope Church - Harvestland Greet Team; Ironworkers Local 46 Apprenticeship Committee; IL Capital Area Chapter - American Red Cross; Adjunct Faculty Lincoln Land Community College



**Todd  
Missel**

- **Best subject in school?** History
- **Biggest guilty pleasure?** Chick-Fil-A: #1, no pickle with sweet tea
- **Person you would most like to meet?** Gen. Colin Powell
- **Best 'perk' of your current job?** Working for a company that gives employees ownership through our ESOP program.
- **How should Springfield retain young professionals like you?** I think Springfield can retain young families by continuing to invest in our parks system, public school facilities and education resources.

## Forty Under 40 • 2013

- **position:** Assistant State's Attorney, Sangamon County State's Attorney's Office; Vice President, Springfield Park District
- **age:** 35
- **email:** gray@graynoll.com
- **social networking:** Facebook, Twitter
- **education:** Christian Elementary School, Springfield High School, Illinois College, Southern Illinois University School of Law
- **family:** Parents, Conrad and Judy Noll III; Siblings: Gail Noll (Married to John Milhiser, Daughters: Abby and Katie Mae), Mae Noll (Married to Tulio Llosa, Daughter: Sophia; Stepson: Diego), Conrad Noll IV (Married to Lauren Frank, Daughters: Megan, Emma, Maddy), Bobby Noll (Married to Meghan Cadagin)
- **affiliations:** South Side Christian Church, Young Philanthropist Division of the Sangamon County Community Foundation, Vice-President of the Springfield Park Board, former board member of the Springfield Ball Charter School, member of the Illinois College Alumni Association, member of the Sangamon County Bar Association and the Government Bar Association, and a proud Chicago Bears Season Ticket Holder!



**Gray  
Herndon Noll**

- **Best subject in school?** Bible at Christian Elementary School, History at Springfield High School and Illinois College, Criminal Law at Southern Illinois University School of Law
- **Biggest guilty pleasure?** Re-runs of "Little House on the Prairie."
- **Person you would most like to meet?** Melissa Gilbert. Growing up, I always had a crush on Half-Pint.
- **Best 'perk' of your current job?** Everyday I get to come to work and help somebody. That is the best perk ever. I also am very fortunate to work with some of the best, most hardworking people in Sangamon County.
- **How should Springfield retain young professionals like you?** Give them all local nieces that are super fun. Seriously though, Springfield offers everything a young professional could want, it's fun, affordable, it has the best people and the best park system!

## Forty Under 40 • 2013

- **position:** Assistant Vice President, Financial Advisor, Bank of Springfield
- **age:** 33
- **email:** nicole.nunn@investwithbos.com
- **social networking:** Facebook
- **education:** Bachelor's degree in Finance, Western Illinois University
- **family:** Dog, Ellie, Parents-Rick and Bev Nunn of Mason City, Brother Cheston Agles and family of Milford, Ohio and Sister, Jennifer Arnold and family of Holmen, Wis.
- **affiliations:** Illinois Women in Leadership member, Young Springfield Professional Network member, Board Member for Springfield Ballet Company, Co-chair of Springfield Carve for the Carillon and Jack-O-Lantern Spectacular, Brookhills Ladies Golf League and volunteer in various community events.



**Nicole K.  
Nunn**

- **Best subject in school?** Math
- **Biggest guilty pleasure?** Shoe shopping
- **Person you would most like to meet?** Oprah Winfrey
- **Best 'perk' of your current job?** On a daily basis I get to help people plan and reach for their long term goals while developing many meaningful relationships.
- **How should Springfield retain young professionals like you?** Recognize the abilities of the young professionals and encourage them to grow professionally and within the community.

## Forty Under 40 • 2013

- **position:** Artist/Owner, Urban Sassafras
- **age:** 32
- **email:** cassandra\_pence@yahoo.com
- **social networking:** Blogspot, Facebook, Google+, Pinterest
- **education:** Master of Science in Computer Animation
- **family:** Husband, Carl; Sons - Elijah (7), August (3)
- **affiliations:** Old Capital Art Fair, board; Downtown Springfield Incorporated, member; Local 1st, member



Cassandra  
Pence  
Ostermeier

- **Best subject in school?** Math, believe it or not.
- **Biggest guilty pleasure?** It's a tie between shoes and earrings. I collect both to sinful proportions.
- **Person you would most like to meet?** Dead: M. C. Escher. Living: Irene Suchocki (Photographer)
- **Best 'perk' of your current job?** Reaching people on a cultural, artistic and emotional level. Also, offering inspiration to the kiddos.
- **How should Springfield retain young professionals like you?** Build up downtown in convenience, retail, entertainment, employment and residential locations.

## Forty Under 40 • 2013

- **position:** Executive Director, Family Service Center
- **age:** 35
- **email:** epredmore@service2families.org
- **social networking:** Facebook, LinkedIn
- **education:** Bachelor's degree in Religious Studies, University of Virginia; Master's degree in Community Counseling, University of Georgia
- **family:** Husband, Andrew; three children - Amelia, Walt and Miles
- **affiliations:** Member of Illinois Women in Leadership; president of the Capital Area Association of Fundraising Professionals; president of the Executive Directors Council of the United Way of Central Illinois; Voices for Illinois Children volunteer; co-chair, Springfield chapter for Illinois Partners in Human Service



Erin James  
Predmore

- **Best subject in school?** Calculus
- **Biggest guilty pleasure?** Sleeping in late
- **Person you would most like to meet?** Amelia Earhart
- **Best 'perk' of your current job?** The flexible schedule.
- **How should Springfield retain young professionals like you?** By investing in District #186. Having great public schools for the entire community sends a powerful message about how much we value the next generation, three of whom live at my house.

## Forty Under 40 • 2013

- **position:** Vice President for Programs, Community Foundation for the Land of Lincoln
- **age:** 36
- **email:** reed@cfl.org
- **social networking:** Facebook, LinkedIn, Twitter
- **education:** Master's degree in Organizational Communication, DePaul University; Bachelor's degree in Journalism and Mass Communication, University of Iowa
- **family:** Husband, Scott Reed. Two daughters, ages 5 and 1.
- **affiliations:** Young Philanthropists, Illinois Women in Leadership, Leadership Springfield, The Children's MOSAIC Project, Continuum of Learning, Springfield Public Schools summer reading program



Stacy  
Reed

- **Best subject in school?** English literature.
- **Biggest guilty pleasure?** "The Real Housewives" franchise.
- **Person you would most like to meet?** Travel guru Rick Steves.
- **Best 'perk' of your current job?** Awesome and talented staff and board of directors.
- **How should Springfield retain young professionals like you?** I'm really excited about the potential impact that the new Sangamon CEO program can have on our community in terms of introducing high school students to local businesses and leaders.

## Forty Under 40 • 2013

- **position:** Press Secretary, Illinois State Treasurer Dan Rutherford's Office
- **age:** 31
- **email:** catieshe3@yahoo.com
- **social networking:** Facebook, LinkedIn, Twitter
- **education:** Bachelor of Journalism, University of Missouri, Cum Laude
- **family:** Husband, Josh Gibson; Parents, Pat & Carla Sheehan; Siblings - Willie, Patrick, Mary & Peter
- **affiliations:** Sangamon County Board, District 28 representative; St. Patrick Catholic School Board and Development Committee



Catie  
Sheehan  
Gibson

- **Best subject in school?** Journalism
- **Biggest guilty pleasure?** Bargain shopping.
- **Person you would most like to meet?** My late grandfather, Bill Sheehan and, of course, Abe Lincoln!
- **Best 'perk' of your current job?** Working for a person who wants to make this state truly better.
- **How should Springfield retain young professionals like you?** By retaining and attracting strong businesses / employers with a growing workforce.

## Forty Under 40 • 2013

- **position:** Interim Executive Director, Prairie Art Alliance
- **age:** 29
- **email:** jsnopko@prairieart.org
- **social networking:** Facebook, Pinterest, Twitter
- **education:** Bachelor of Arts in Communication, Saint Louis University
- **family:** Mike H. and Cathy Snopko, parents, from Springfield, Ill., Mike A. Snopko, brother, from Kiel, Germany
- **affiliations:** Executive Board of Downtown Springfield Inc., The Chamber, Young Springfield Professionals Network, Hoogland Center for the Arts



### Jennifer Snopko

- **Best subject in school?** Art/design
- **Biggest guilty pleasure?** All you can eat sushi!
- **Person you would most like to meet?** Art Dealer Mary Boone
- **Best 'perk' of your current job?** Every day I get to work in and for the arts. I am lucky.
- **How should Springfield retain young professionals like you?** Springfield can retain young professionals by promoting residential usage downtown, strengthening the core of our city into not only a historical and tourist attraction but a beautified cultural hub that attracts and encourages bikers, pedestrians, progressives and artists from all industries. The city and its residents should encourage and support public art, affordable work/live/shared space for talent in the arts, and support residency programs. I am encouraged by and proud to be a part of Springfield's recent artistic renaissance and believe its continuance can only bode well on the city retaining its talented youth. Taking the time to create a culturally competitive population that challenges our ideas of taste and design can have the power to attract young professionals and businesses from all industries and from outside the city.

## Forty Under 40 • 2013

- **position:** Administration, Staff Carpet
- **age:** 24
- **email:** lindsey@staffcarpet.com
- **social networking:** Facebook, LinkedIn
- **education:** Bachelor of Arts in Communication with an emphasis in Interpersonal/Organizational Behavior, University of Illinois at Springfield
- **family:** Father, John Staff; Mother, Deborah Staff; Sister, Kim Staff
- **affiliations:** Springfield Area Home Builders Association, UIS Family Business Forum, Habitat for Humanity



### Lindsey N. Staff

- **Best subject in school?** Interpersonal communication
- **Biggest guilty pleasure?** Chocolate
- **Person you would most like to meet?** Warren Buffett
- **Best 'perk' of your current job?** Working with my family.
- **How should Springfield retain young professionals like you?** Springfield is the perfect type of city. It is not too big nor too small. Everywhere you go there are people that you know and people that you can meet. We have our fair share of small businesses as well as our "big box" stores. So, anywhere that one may go in this city, there are opportunities. It is this aspect of Springfield that I feel can appeal to those young professionals this town would like to see here.

## Forty Under 40 • 2013

- **position:** Associate Professor of Management, University of Illinois Springfield
- **age:** 38
- **email:** nstee2@uis.edu
- **social networking:** Facebook, LinkedIn
- **education:** Ph.D. in Social Psychology from Indiana University with a minor in Quantitative Analysis, Postdoctorate in Organizational Behavior at University of Utah, David Eccles School of Business, Bachelor's degree in Fine Arts from Murray State University with a minor in Psychology.
- **family:** Allison Lacher (wife), Carroll Steele (father), Lorraine Steele (mother), Lisa Steelsmith (sister)
- **affiliations:** Beta Gamma Sigma International Honors Society for Business, Psi Chi International Honors Society of Psychology, Academy of Management, International Academy of Business and Public Affairs Disciplines, Springfield Art Association



### Nathan L. Steele, Ph.D.

- **Best subject in school?** Statistics
- **Biggest guilty pleasure?** Sleeping late on weekends.
- **Person you would most like to meet?** John Steinbeck
- **Best 'perk' of your current job?** Being surrounded by a variety of subject matter experts and young minds that are excited about learning.
- **How should Springfield retain young professionals like you?** Engage your University wherever you can: come to a sporting event or performance, develop an internship at the undergraduate or graduate level, give toward a scholarship, or form a consulting relationship with a faculty member. We have an embarrassment of riches and a land-grant institution's mission of regional engagement, but we always need engaged partners. A "Whole Foods" on the west side would go a long way, too.

## Forty Under 40 • 2013

- **position:** Obstetrician/Gynecologist, Springfield Clinic
- **age:** 37
- **email:** estone@springfieldclinic.com
- **social networking:** N/A
- **education:** Bachelor's degree in Biology, Northwestern University; M.D., Southern Illinois University School of Medicine; OB-GYN Residency, SIU School of Medicine
- **family:** Married to Chris Stone. He is a lobbyist. We have six children - Caitlin (17), Meghan (12), Ava (10), Gabby (8), Mac (6) and Shea (2).
- **affiliations:** Board certified by the American College of Obstetricians and Gynecologists, member of the American Medical Association and the Sangamon County Medical Society. Community activities include volunteering at Blessed Sacrament School and Sacred Heart-Griffin High School.



### Erin M. Stone, M.D.

- **Best subject in school?** I loved science and history classes.
- **Biggest guilty pleasure?** Lazy days with my kids, reading, spa days.
- **Person you would most like to meet?** Bono. I love his music and admire his philanthropic work.
- **Best 'perk' of your current job?** Delivering babies! I love being with families for such an exciting day, helping them welcome their sons and daughters into the world.
- **How should Springfield retain young professionals like you?** Continue to improve the school district, parks, recreational facilities so that we can enjoy raising our families here.

## Forty Under 40 • 2013

- **position:** Real Estate Broker, RE/MAX Professionals
- **age:** 32
- **email:** joe@talktojoe.com
- **social networking:** Facebook, LinkedIn
- **education:** Managing Real Estate Broker License, Associate degree, Lewis & Clark Community College; Graduate REALTOR® Institute, Certified Distressed Property Expert
- **family:** Amazing wife - Anne, who is a medical auditing consultant, two wonderful children Ean (5) and Anna Sophia (4) and loving and supportive parents, Ron & Judy Tetzlaff
- **affiliations:** National Association of REALTORS®, Illinois Association of REALTORS®, Capital Area Association of REALTORS®, National REO Brokers Association, West Side Christian Church, CAAR Governmental Affairs Committee, & CAAR Forms Committee, IAR Lifetime Ruby Award Recipient, & inductee into the RE/MAX Hall of Fame



Joe  
Tetzlaff

- **Best subject in school?** I always loved any class having to do with business. Since I am an entrepreneur at heart classes like economics, accounting, and labor relationships were always very interesting to me.
- **Biggest guilty pleasure?** Cheese Curls - need I say more?
- **Person you would most like to meet?** I would love to meet Moses. He's got to have some awesome details to all the stories.
- **Best 'perk' of your current job?** There are a lot of 'perks' to my job but one of the best is getting to be involved in the excitement my clients have when they walk through a home and envision themselves living there, growing there, & raising their family there.
- **How should Springfield retain young professionals like you?** For Springfield to retain and even attract young professionals, it must offer adequate job opportunities for those professionals. Initiatives like Q5 and a strong & active Chamber of Commerce are cornerstones to attracting employers and thus creating these job opportunities.

## Forty Under 40 • 2013

- **position:** Co-Owner / Personal Trainer, Professional Fitness Coaching, Inc.
- **age:** 33
- **email:** pfc.springfield@gmail.com
- **social networking:** Facebook
- **education:** Bachelor of Science in Biology, Quincy University; Bachelor of Science in Athletic Training, Quincy University; Associate in Science in Physical Education, Lincoln Land Community College
- **family:** Wife, Tricia; Children - Callie (4) & Ian (6 mo.)
- **affiliations:** Member of Christ the King Church, Co-Ed Softball Team, various volunteer activities



Chip  
Wagner

- **Best subject in school?** Anything science related, but specifically anatomy / physiology of the human body.
- **Biggest guilty pleasure?** I am a fish lover - own two saltwater aquariums at home - really enjoy fish and am a fan of "The Voice" on TV.
- **Person you would most like to meet?** Brad Flessner. He was my wife's brother who passed away before I got the pleasure of meeting him and having him as a brother-in-law.
- **Best 'perk' of your current job?** Actually enjoying work everyday because it is never the same thing twice.
- **How should Springfield retain young professionals like you?** Have confidence in the young professionals in the Springfield area and local businesses that will always come through with helping the customer or client in whatever way possible.

## Forty Under 40 • 2013

- **position:** Owner/ Investment Advisor Representative, Wallner & Associates Investment Management, LLC
- **age:** 37
- **email:** twallner@cambridgeresource.com
- **social networking:** Facebook, LinkedIn
- **education:** Bachelor's degree in Business Administration
- **family:** Wife, Amy; Children - Logan, Lucy, Elle
- **affiliations:** The Rotary Club of Springfield, Masonic Lodge #4, Illinois Symphony Orchestra - Community Council Member



Trevor  
Wallner

- **Best subject in school?** Always enjoyed learning about Business.
- **Biggest guilty pleasure?** A Blizzard from Dairy Queen with the kids.
- **Person you would most like to meet?** Jesus Christ - If millions are still following your teaching 2,000 years after your death, that's pretty influential.
- **Best 'perk' of your current job?** I am proud to say that I like all of my clients and I am committed to making sure that never changes. Having the ability to work with people whom I truly enjoy makes my job that much more pleasurable.
- **How should Springfield retain young professionals like you?** Springfield is a great place to start a career and a family. Having more family friendly events in addition to what we currently have would certainly benefit Springfield.

## Forty Under 40 • 2013

- **position:** Press Secretary, Illinois House Republicans
- **age:** 33
- **email:** sarawo98@yahoo.com
- **social networking:** Facebook, LinkedIn, Pinterest, Twitter
- **education:** Bachelor's degree from SIUE, Master's degree from UIS
- **family:** Jose Carlos Jimenez, Sons: Augie and Charlie Jimenez
- **affiliations:** Springfield Park Board Trustee



Sara  
Wojcicki  
Jimenez

- **Best subject in school?** Math
- **Biggest guilty pleasure?** I am a new mom of twins, so sleep is a good one here!
- **Person you would most like to meet?** The Pope
- **Best 'perk' of your current job?** Working with very smart and talented people.
- **How should Springfield retain young professionals like you?** I grew up in Springfield and I think it is already a great place to live, work, and raise a family. My advice: Keep up the good work!



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• family owned business

## Printing businesses reproduce well through generations

Local printing businesses keep it in the family

By Bridget Ingebrigtsen,  
Senior Correspondent

Frank Koch, who started Star Printing in Springfield in 1930, would probably be shocked to walk into Star Graphics & Media today. Where's the Linotype unit that makes type for the letterpress? Why doesn't anyone have ink on their hands? What are those machines (computers) on everyone's desks?

But once he would see his great-grandson, Bob Koch, behind the counter, Frank would be satisfied that while the business he started more than 80 years ago has obviously changed, it is in good hands – his

nesses.

In growing up in the family business, Koch "inherited" his dad's attention to detail, which he no doubt inherited from his father and grandfather. "My dad taught me that there's only one way to do things, and that's the right way," Koch said. "We never went for 'good enough' – things had to be perfect."

The need for perfectionism was more than a business thing – it was and still is about family pride, he said.

Pride also drives the Bruso family at A & B Printing Services. Joe and Randy Bruso, who own A & B Printing Services, Inc., 2122 Republic St., are the second generation of the Bruso family to work at A & B. Their parents Elmer and Charlotte Bruso



Bob Koch with Star Graphics & Media

family's hands.

In an industry where details and service are key differentiators, local printers say that family-owned printing businesses tend to be well positioned to deliver because of their personal family pride and tradition.

Bob Koch is the fourth generation

started the business in 1993 in the family garage.

"Our family believes that we should treat every customer like they are the only customer," Joe said.

He explained that the business started modestly. "Dad's garage was the first home for our two-color AB Dick Press as



(l to r) Charlotte, Randy and Joe Bruso with A & B Printing

to work in the family printing business, which started as a newspaper printing business and has since evolved into a graphics and media company. Bob's father, Ron, and grandfather, Bud, also ran the business at one time.

Star Graphics & Media, now located at 621 E. Monroe St., is one of more than a dozen area family-owned printing busi-

nesses, well as the platemaker and other equipment," Joe said. "The sales office was a 200 square-foot room converted to an office with a phone, fax machine, calculator and a typewriter."

It didn't take long for the business

Continued on Page 35,  
Family Printers



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## marketing •

# Media matters, so make it work for you

## 12 steps to better media relations

Telling your business's or organization's story is a must, and one means of doing so is through the media. The way you interact with the media – regardless of whether it is print, radio, television or anything else – will impact the quantity and quality of coverage you and your company will receive.

Here's a 12-step program on how to improve your company's relationship with the media:

**1. Meet your media people.** If you haven't scheduled an appointment with an editor, reporter or news person to introduce yourself then do it. It does not need to be a lunch, as a matter of fact don't try to buy them lunch. It does not even necessarily need to be a face-to-face either. A phone call is good – better than an email – take a few minutes to introduce yourself.

**2. Send press releases.** These are regular communication of what is going on with you and your company and more importantly, news people do read them. If you have something in particular that you would like to bring to their attention then try to personalize it with a greeting and explanation or summary when sending it to the media outlet.

**3. Show respect.** Good communications people read publications, listen to local radio talk shows, watch local television news, follow local blogs and other social networks. They subscribe or pick up everything in town. They can speak knowledgeably to news reporter about what is going on in the community and what the media is covering.

**4. Share information freely.** The media is in the news business. If you share general or specific information with them they will value the relationship.

**5. Empower your people.** News reporters don't always want to speak with the communications person at your company. There is a concern that the communications contact just wants to put a positive spin on everything, which is, in fact, their job. Media wants access to people within the organization. You need to determine who is capable and willing to speak with the media and trust and empower them to do it. Don't try to control the media – they don't like it.

**6. Always return contact.** If you receive a phone call from the media make your response a top priority. It will help make them feel important. Plus, most media are on a deadline and need to speak with sources right away. First come, first serve. But even if you can not comment at least return the call so that they know that.

**7. Take advantage of whatever opportunities you are offered.** Occasionally the media will reach out to you, whether it be as a source for a story or to pen a column or opinion piece. Do your best to respond. They may not be sourcing a story you particularly wanted them to cover or they may be giving you a short turnaround time on the column. Don't use these as

## Media

Eric Stratton

excuses not to respond. An opportunity is an opportunity; period. Take full advantage. In addition, the media remembers who is likely to be counted on at crunch time. Therefore in the future you might be on the short list to contact or the media might be more open-minded when it comes to your story suggestions.

**8. Do not always be self-serving.** This kind of ties back to #4, except it is linked to a specific story. If you hear a story that is genuinely newsworthy but does not necessarily involve your company or organization you still might make contact the media about what you have heard.

**“You can always feel free to tell a reporter anything if you preface it with “off-the-record.”** The golden rule for reporters is that if a source says that they do not want to be quoted then the reporter cannot use them for any reason. Professional reporters do adhere to ethics, and they will respect your wishes...

News reporters respect and appreciate people who are not always out for themselves.

**9. Don't ask – just inform.** This is important. Many journalists are cynical and skeptical by nature. Instead of selling your story, just provide the information and hope for the best. If you have to try to convince the media to

do it in the first place then it most likely is not going to work. In a sense, try to make it their idea, not yours.

**10. Don't offer a trade.** It will leave a bad taste in their mouth if you approach them with the idea that if they do a story then you will buy an ad or worse that you bought an ad so you expect a story to support it. In addition, if you find out the media already are doing a story, do not necessarily rush to purchase advertising as a “thank you” or try to tie it in. It only hurts their credibility. Treat news and advertising separately altogether.

**11. Participate in the process.** Write a letter to the editor or call into a radio station. This can be one of the most effective means of using the media but unfortunately is probably the least often used. Legitimate news outlets not only respect, but appreciate, reasonable criticism and sensible, sound input. Yes, it takes some extra effort on your part but that also lets them know that you are serious.

**12. Finally, “off-the-record.”** You can always feel free to tell a reporter anything if you preface it with “off-the-record.” The golden rule for reporters is that if a source says that they do not want to be quoted then the reporter cannot use them for any reason. Professional reporters do adhere to ethics, and they will respect your wishes to go off-the-record; although, if they did not at least try to coax you to go on the record, they're not doing their jobs.

Eric Stratton is a media professional from Springfield

## Family Printers, Continued from Page 33

to grow out of the original garage space, which required Elmer to acquire more space – and more Brusos. Randy and Joe joined the business in subsequent years, and moved to their current location, which has 15,000 square feet, next to the Illinois State Fairgrounds.

Joe said the family business is the result of teamwork and a lot of “blood, sweat and tears,” adding that, “Our family has run other successful business ventures in the past. This was no different. It’s all about hard work.”

And sometimes working with family can get tense, Randy added, but over the years, they’ve figured out ways to handle the pressure. He said, “The dynamics of working with family have a lot of different variables. At times you need to separate your personal feelings from professional assessments.”

Being family owned also means wearing a lot of different hats, Joe added, from sales, press operator, delivery, customer service rep to whatever task is at hand.

Three generations of the Reed family have worked at Capitol Blue Print, 1313 S. 1st St. Frank and Gwen Reed started Capitol Blue Print in 1954 as a print shop that mainly served architectural and engineering firms. Today, the business serves businesses of all kinds, as well as consumers.

Frank and Gwen’s son, Rick, came to work for them in 1975 and their other son, John, came back to work for the business in 1976 after Frank passed away. As the years progressed, the company expanded into many different areas. What started out as a one-machine operation soon expanded into digital printing,

oversized printing and a full line of finishing services. In 2003, Capitol Blue Print added onto their current location, almost doubling its size.

Rick’s three children – Stephanie, Joe and Jackie – all work at the company today. Brad Books, whose grandfather is the

and in the summers. After college, Stephanie and I returned full time. Brad Books came on full time in 2008 as John retired and moved to Arizona. Jackie has been full time since 2007.”

Brad also works as a financial advisor and Stephanie went back to school for

member’s success. We each have unique competencies so we can each handle a different aspect of the business rather than stepping on each other’s toes. There are disputes but that is to be expected. We see each other eight hours a day at work and then come home and get to see each other even more on nights, weekends or holidays. But through and through, the one goal is to make the business successful, which provides for all of our families.”



(l to r) top row; Joe and Rick Reed, Brad Books; bottom row; Stephanie and Jackie Reed with Capitol Blue Print

brother of Gwen Reed, is also a managing partner.

Joe Reed described growing up in the business: “I can remember working here in some capacity my whole life. I remember when we had a color copier that printed four copies a minute and my dad would have me collating books around the whole office as he ran the machine. Brad, Stephanie and I all worked after classes in high school and during breaks

her nursing degree, Joe said.

While Joe admitted that he’s not sure it was in anyone’s plan to work in the family business, it’s worked out well. “I think we’ve done so well as a family-owned business because we depend so strongly on each other,” he said. “When it comes to working with families, there are obvious ups and downs. On one hand we get to see each other on a daily basis. Our success is in turn the other family

Bridget Ingebrigtsen is a senior correspondent for Springfield Business Journal. She can be reached at [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)

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## business reading •

# The secret to success lies in organizational health

If you happen to be a parent, then you probably remember those sleepless nights with a wide-awake infant and how you would have given anything to go back to sleep. I think it was during one of those early mornings that I watched the John Wayne classic "The Longest Day" about the landing at Normandy during WWII. Whether you have seen the movie or not, you can probably envision the typical scene of the medic (with a red cross on his helmet or arm badge) attending to a wounded soldier in battle.



Just like the medic coming to aid the wounded, author Patrick Lencioni gives business leaders some much-needed triage for our organizations in his book, "The Advantage." Lencioni describes what he calls the last competitive advantage – organizational health. Companies typically employ better marketing, better logistics, better technology and better strategy to get ahead of the competition. But with the information age, Lencioni argues that even the best laid plans are now available on the Internet hours after the boardroom has approved them. The only untapped competitive advantage remaining to differentiate ourselves is organizational health.

Through the use of a fable, which is typical of his writing style, Lencioni describes a healthy organization as one that "has all but eliminated politics and confusion from its environment. As a result, productivity and morale soar, and good people almost never leave." He goes on to argue that most companies have not fully embraced the benefits of organizational health because "it is hard". It requires hard work, discipline, maintenance and adjustment. It is not a quick fix or a "let's get this done as a team" order from the C-Suite. It is also nearly impossible to measure quantitatively and hence not a process that is well covered in a business school curriculum. In his words, Lencioni points out that "the biggest reason that organizational health remains untapped is that it requires courage. Leaders must be willing to confront themselves, their peers, and the dysfunction within their organization with an uncommon level of honesty and persistence. They must be prepared to walk straight into uncomfortable situations and address issues that prevent them from realizing the potential that eludes them."

Lencioni moves from fable to model by illustrating what organizations must do to take their organizational health off life support and gain competitive advantage over their peers. These disciplines include:

### 1. Build a Cohesive Leadership Team.

This means creating a culture where the leaders of the organization behave in a functional, cohesive way. "If the people responsible for running an organization, whether that organization is a corporation, a department within that corporation, a start-up company, a restaurant, a school or a church, are behaving in dys-

## Book Review

Todd Missel

functional ways, then that dysfunction will cascade into the rest of the organization and prevent organizational health." He goes on in the chapter to describe how knowing each other's strengths and weaknesses, openly engaging in constructive conflict, being accountable to each other and committing to being prepared for group discussions are ways to increase this cohesion.

### 2. Create Clarity.

As Lencioni puts it, this means that leaders are "aligned around six simple but critical questions." They are: Why do we exist? How do we behave? What do we do? How will we succeed? What is most important right now? Who must do what? Once the leadership has discussed and answered these questions, it becomes easier to bring that clarity to the frontline of the organization – where your customers are engaged.

### 3. Over-Communicate Clarity.

Lencioni points out that a healthy organization aligns their employees by over communicating through repetition; simplicity; the same message using multiple media; and cascading the message throughout the organization. Call this the broken

### Disciplines for organizational health

*The Advantage by Patrick Lencioni*

1. Build a Cohesive Leadership Team
2. Create Clarity
3. Over-Communicate Clarity
4. Reinforce Clarity

record discipline, but without being annoying. The best example I can think of is the Ritz-Carlton hotel chain. Their motto of ladies and gentlemen serving ladies and gentlemen is over communicated every day in the morning staff huddle. I am certain of its effectiveness, since Ritz-Carlton is one of the standard bearers of excellence in the service industry.

### 4. Reinforce Clarity.

Here he describes that all processes that involve people, from hiring and firing to rewarding and recognizing to employee dismissal. All of these should be designed to "intentionally support and emphasize the uniqueness of the organization". This boils down to new hires being intentionally brought up to speed on the mission, vision and values of the organization. Furthermore, human resource systems such as education and training must be designed to reinforce this organizational health.

I won't spoil the whole book for you, but for you fans of his first book, "Death by Meeting," Lencioni spends a fair amount of time summarizing the concepts in that book and how they relate to organizational health.

Patrick Lencioni and his organization, The Table Group, laud themselves as "Simple Wisdom for Organizations". I think you will agree if you take the time to read "The Advantage," that this simple wisdom might just be the triage that your organization needs. Enjoy the read.

Todd Missel is a construction professional from Springfield.

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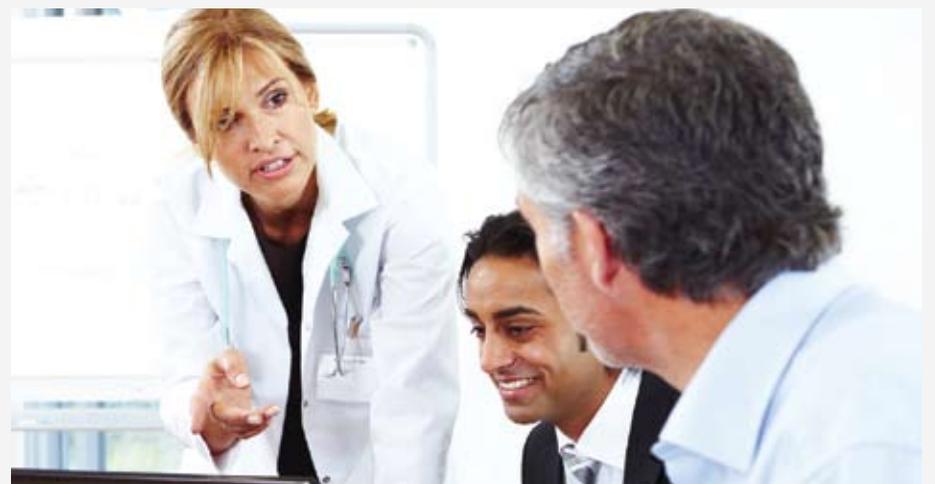
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Congratulations to Stacy Reed, vice president for programs at Community Foundation for the Land of Lincoln and Young Philanthropists member, and all of the 2013 Forty Under Forty selectees!



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## philanthropy •

# “TP the Town” gets 6,200 rolls

## Giving Back

Jean Jones

A toilet paper drive to benefit St. Martin de Porres Center, 1725 South Grand Ave. E., collected more than 6,100 rolls of toilet paper and raised more than \$2,800 to help Springfield’s less fortunate.

“TP the Town 2013” took place June 4 at The Corner Pub & Grill, 3271 W. Iles Ave. and drew a crowd of about 200 people to support the nonprofit, which provides food, clothing and household items to people in need. The event was organized by the granddaughters of Jim Brahler, who served as co-administrator of the center before his death in 2004, and a group of their friends.

Until last year, St. Martin’s provided toilet paper to its clients. However, after spending \$11,000 on toilet paper in 2012, the charity was forced to stop providing toilet paper. The organizers of TP the Town sought to fill this need.

The event featured free food, donated by **The Corner Pub, GFS and Turasky Meats**, for donors and a raffle.

“We were thrilled by the turnout. The generosity of our donors exceeded our expectations, and we cannot thank the community enough for its support,” said Amanda Reavy Simhauser, a “TP Committee” member. “We look forward to making ‘TP the Town’ a popular annual fundraiser for St. Martin’s.”

The Key Club at Sacred Heart-Griffin High School, sponsored by the Kiwanis Club of Springfield, has installed its new student officers for the 2013-14 school year. Key Club International is a student-led organization which provides its members with opportunities to perform service, build character and develop leadership. All Key Clubs around the world are sponsored by local Kiwanis Clubs.

Cody Prosperini was installed as club president. Other officers include vice-presidents Delaney Flattery and Derek Patterson, secretary Erin Cetindag, treasurer Patrick Flattery and Publicist Emma Hardy. Board members are Anthony DiNello, Brian Hardy, Ashleigh Hernandez-Renfro, Nena Park, Claire Conlon and Anna Benoit. The advisor from the SHG faculty is Dan Wilson and the advisor from the Kiwanis Club of Springfield is Paul Palazzolo.

The Junior League of Springfield received a \$1,000 grant from the **Walmart Foundation** for its annual Kids in the Kitchen event. Walmart’s Local Giving Program supports the communities it serves by providing grants of various sizes to local organizations. The Junior League of Springfield will utilize this grant money in the next annual Kids in the Kitchen event, to be held in January of 2014.

The Community Foundation for the Land of Lincoln (CFL) announced the names of 38 area recipients of new scholarship awards totaling more than \$74,000, during a reception at the **Illinois National Bank Conference Center**. Adding in 2013 renewals, the Community Foundation will distribute more than \$85,000 in the 2013-2014 school year. This year’s awards bring the cumulative scholarship distributions over nine years to nearly \$400,000.

The Community Foundation received 235 applications this season, approximately 90 more than last year. Forty-six community volunteers reviewed the applications.

“We are thrilled to be able to connect our donors with students, through scholarships, to help offset the rising costs of higher education,” said Carolyn Blackwell, chair of the CFL Scholarship Com-

mittee.

In 2013, 21 individuals, families or organizations supported scholarship funds, including **Harold O’Shea Builders**. Tom Fitch, director of business development, told the audience why the company supports the Bud and Helene O’Shea Construction Scholarship. “With success comes a duty and responsibility to help others in your community,” said Fitch.

Sacred Heart-Griffin High School students recently worked for four days at the Urban Mission Ministries of Appalachia, based in Steubenville, Ohio. The students painted exteriors and interiors of homes, removed multiple layers of wallpaper, removed awnings, tore down a retaining wall and built a deck.

The **Orthopedic Center of Illinois Foundation (OFIC)** is accepting applications for a \$20,000 community impact grant, awarded each year to a Springfield area non-profit. The scholarship is funded through proceeds from the Annual OCIF Open: Chip in fore Charity event, scheduled for Monday, Sept. 23, 2013 at Illini Country Club.

“This year, we are celebrating 10 years of service to our community through Chip in fore Charity,” said OFIC board member Ron Romanelli, M.D. “The Orthopedic Center of Illinois created the foundation and this event to support under-funded initiatives that make an impact on the lives of those living in the Springfield area.”

Organizations obtain an application by visiting the Orthopedic Center of Illinois website [orthocenterillinois.com](http://orthocenterillinois.com).

United Way of Central Illinois awarded \$1,714,769 to 39 local health and human service programs. Program funding requests totaled more than \$2.5 million, a 15 percent increase over previous year requests, with \$1.7 million available to distribute.

“An economy still recovering has led to a sustained, continuous strain on the budgets of agencies providing critical services in our community,” said Dr. Charles Callahan, chair of United Way’s board of directors and vice president of quality & operations at Memorial Health System. “Although United Way is not immune to such pressures, the sound stewardship of funds donated to United Way has allowed our volunteer board to maintain funding levels for community programs addressing an individual’s immediate needs and promoting their long-term health and well-being with educational support.”

“Our volunteers employed objective methods to evaluate and ultimately fund programs positioned to meet crucial services to families and individuals in crisis. These community programs provide essential services necessary for individuals and families to move towards self-sufficiency,” said Jackie L. Newman, chair of United Way’s Community Fund Committee and executive director at Springfield Housing Authority. “By leveraging the expertise and commitment of local volunteers, United Way is able to assess and address the changing needs of our community.”

Jean Jones is a freelance writer from Springfield.

If your organization has an item that you would like Jean to include, email information and details to her at [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)

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# personality profile •

## Theatre veteran raising the bar

By Eric Woods, Correspondent

**Springfield –**

**What is your favorite part about living in Springfield?** Giacomini loves the affordability along with the friendliness of the people in Springfield. “There is a good sense of community, especially the theatre community,” she said.

**What is the worst part about living in Springfield?** Compared to the larger cities, Giacomini sees fewer opportunities in Springfield. “That does not mean they do not exist, there are just fewer.”

**The biggest issue Springfield currently faces is...?** The partisanship can bring issues, according to Giacomini. “It is not just the city, but the state,” she said. “It makes things difficult.”

**Employment –**

**“When I was 10, I wanted to be... a teacher.”**

**First job?** When she was 16-years-old, Giacomini was a lifeguard at Knights Action Park.

**Worst job?** While living in Chicago, Giacomini worked part-time for the medical school at Northwestern University in their library. “It was a boring job. Not a lot to do,” she said. “Time passed slowly.”

**Current job and responsibilities?**

Giacomini has been with the Illinois Bar Association since June 2007 and handles both marketing and membership duties. On the marketing side, Giacomini handles communications with regards to membership. “I work with another staff officer and member group on outgoing communication to the public,” she said. As it relates to memberships, Giacomini oversees campaigns and materials for members including advertising, email communication, and Twitter. “I enjoy it here. I love the people I work with, which can make or break a job. It is also good to not have as much bureaucracy to get projects accomplished.”

**Philosophical –**

**What do you want to know about the future?** “Will the Cubs ever win the World

Series?” said Giacomini. “What will Apple come out with next?”

**How do you envision your life in 10 years?**

Giacomini still sees herself in Springfield with the same company while continuing to learn more and try new ideas. “I will stay on the same path,” she said. “I am happy with where I am at.”

**Something you learned early in life and still use?** “It is important to be a good critical thinker,” said Giacomini. “You need to look at the end goal and how to make it better.”

**Advice –**

**Advice for someone seeking a career in your field?** Someone looking to get into marketing and advertising needs to be creative, seek out new ideas, and be willing to learn according to Giacomini. “Technology is constantly changing, especially with social media,” she said.

**Best advice you have ever been given?** “Just breathe,” said Giacomini. “Take a step back and get a perspective. It is good to just come back fresh.”

**Achievements –**

**As a kid?** As a cheerleading captain at Springfield High School, Giacomini and the squad made it to the nationals in Florida. “That had never been done before,” she said.



**As an adult?** Giacomini has received her Certified Association Executive designation after five years. “It was a combination of hours spent learning various areas to running an association,” she said. “There was a monstrous test at the end.”

**Future –**

**Upcoming job news?** “The focus for the upcoming year is a new task force on new lawyers,” said Giacomini. “We look at all the challenges that face new lawyers today given the large amount of law school debt, lack of experience, and difficulty finding employment in the legal field. We are looking for solutions to help them out.”

**Any vacation plans?** Giacomini is off to Italy where she will spend time with friends for a week and family members the remainder of the time. “I still have extended family there.”

Eric Woods is a freelance writer from Springfield. He can be reached at [eric@springfieldbusinessjournal.com](mailto:eric@springfieldbusinessjournal.com)

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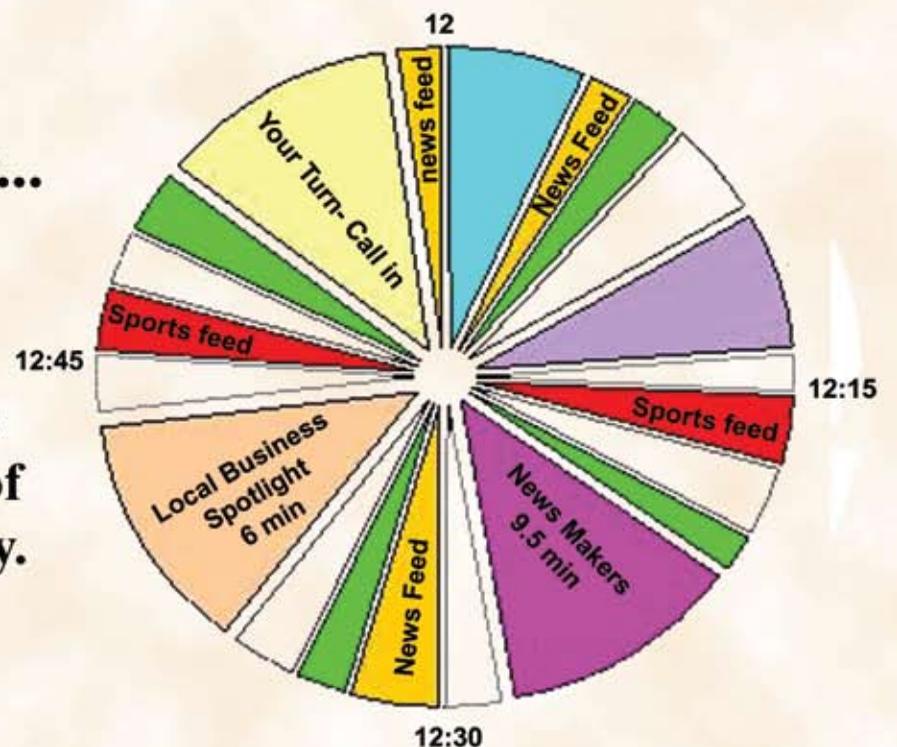
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# Pollution Legal Liability insurance: Not just for brownfields

The image of a polluted property that leaps to mind is that of a hulking industrial complex belching smoke, oozing bubbling gunk and draining black runoff into the nearby stream. Likewise, a “brownfield” is imagined as a shuttered factory with a rusty, padlocked chain link fence with a faded “For Sale” sign hanging loosely by a bit of wire.



However, as aggressive environmental cleanup legislation is passed each year and governments at all levels seek to redevelop “dirty” sites, property owners and facility managers in more business sectors are facing the reality and costs of environmental remediation and litigation. As such, many owners are turning to Pollution Legal Liability insurance as one tool in dealing with current pollution and legacy contamination.

Insurance coverage for ongoing contamination and for previous or legacy pollution has been around for a while. Policies have been known by names such as “premises environmental coverage,” “premises pollution liability,” “site specific pollution liability,” and “site incident pollution liability.” Many of these insurance vehicles entered the marketplace in the mid-1990s. Generally, environmental insurance coverage is known as Pollution Legal Liability (PLL) insurance.

Property owners have long relied upon comprehensive general liability

## Going Green

David A. Kelm

(CGL) policies to cover a host of business and property issues. CGL policies are not intended to cover an insured for environmental concerns and often exclude coverage and defense for claims and legal action resulting from hazardous materials.

Some CGL policies, though, exempt such exclusions if the claim is made for a “sudden and accidental” incident including hazardous materials. Most claims, though, are in response to environmental contamination that is years and decades in the making and insurance companies across the country have pursued litigation to protect denial of coverage under a CGL policy.

Property owners of sites and facilities that may have included environmentally hazardous operations or that have ongoing operations, such as manufacturing and industrial facilities, may be able to avoid pollution-related risk with the assumption of a PLL policy.

PLL coverage is intended to address three broad areas: 1) third-party claims for bodily injury or property damage; 2) legal defense costs related to such claims; and, 3) first-party clean-up and business loss costs resulting from contamination.

PLL policies are much better suited for environmental hazards but they do carry some important exclusions. For instance, PLL coverage generally includes costs associated with legal defense but there is not a “duty to defend”, as in many CGL

policies. Legal costs that tend to be covered are those associated with an investigation and settlement of a claim.

Additionally, PLL policies usually do not cover all hazardous contamination and generally exclude asbestos, lead paint, undisclosed pollution known to the insured and radioactive material. PLL policies also do not cover underground storage tanks but there are stand alone policies available.

It is important to note that PLL policies are “claims-made”, meaning that a claim must be made against the insured during the policy period in order for the insured to access the policy’s coverage. Allowable claims usually must come from a pollution condition that includes some legal or regulatory action. Coverage may also be triggered at any time when an insured discovers an environmental incident during the coverage period.

The pollution spewing factory or the run down industrial site are no longer the sole target of environmental lawsuits and government regulation. Small businesses such as dry cleaners, golf courses, gas stations, contractors, apartment and corporate complexes and strip malls are facing suits and regulatory crackdowns. The hospitality industry - hotels, restaurants and bars - are subject to increasing

environmental regulation. Hospitals are also not exempt and must be cognizant of their environmental footprint.

Local, state and federal governments are also increasing their desire to see brownfield sites redeveloped into revenue producing properties. While there are a number of government programs

“ CGL (comprehensive general liability) policies are not intended to cover an insured for environmental concerns and often exclude coverage and defense for claims and legal action resulting from hazardous materials.

to assist with the costs of revitalizing a shuttered facility or vacant property, a private business must still take on the risk of developing a new venture. Such risk often time includes the cost of remediating legacy waste and the possible liability that

such pollution may have migrated off the property.

Given the increasing scope of environmental regulation and the litigious nature of the United States’ society, there is a surge of interest in pollution legal liability insurance policies. Hazardous waste clean-up used to be reserved for big industrial and manufacturing facilities. However, small businesses across the area are being swept up into new environmental laws and regulatory rules. Property owners and facility managers would be wise to give PLL policies another look.

David A. Kelm is an attorney from Chatham with experience in environmental law



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# new businesses •

*New Businesses,  
Continued from Page 5*

lane Road, Lot 275, Springfield, 62707, William P. Marcy, Jr., (217) 415-1407.

- High Strung & Twisted, 9 Linden Lane, Springfield, 62712, Lynn F. Stahr, (217) 529-2010.

- Humes Mowing, 414 E. Chestnut, Chatham, 62629, Brian E. Humes, (217) 652-4328.

- K's Face and Body Essentials, 963 Cavewood Lane, Dawson, 62520, Kathy I. Harris, (217) 816-9191.

- Lexis Nexis Document Solutions, 1231 W. Lawrence, Springfield, 62704, Irvin D. Williams, (217) 220-5976.

- Manuscripts R Us, 404 Goldenrod Drive, Chatham, 62629, Kathy Hayes, (217) 361-1764.

- Painted Love, 312 N. Milton Ave., Springfield, 62702, Lindsay Patterson, (217) 415-5176.

- Prison Express, 404 Goldenrod Drive, Chatham, 62629, Kathy Hayes, (217) 361-1764.

- Quick & Quality Transportation, 1030 S. First St., Springfield, 62703, Quentin Booker, (217) 801-4700.

- Real Live Management, 1501 N. Grand Ave. W., Springfield, 62702, Brandon T. Hines, Delanda Hines, (217) 420-2436.

- Regal Nails Salon and Spa, 2760 N. Dirksen Parkway, Springfield, 62702, Kenat Ramirez, Maria G. Canseco, (217) 522-1000.

- Reiser Metal Design, 470 Jameson Lane, Springfield, 62711, Daniel R. Reiser, (217) 971-8134.

- RRMNetworks, 36 Beverly Drive, Springfield, 62702, Kama R. Dirks, (217) 899-6367.

- Ruettiger Construction, 328 S. State, Springfield, 62704, Ryan M. Ruettiger, (217) 816-1819.

- Sarah's Quilting Studio, 2 Swananoa Drive, Rochester, 62563, Sarah E. Trimpe, (217) 622-6366.

- Shaw Administrative Services, P.O. Box 2671, Springfield, 62708, Laura Shaw, (217) 689-1344.

- Speaks Landscaping, 4050 E. Loami Road, Chatham, 62629, Dustin Speaks, (217) 299-8788.

- Street Light DJ Service, 13 Friars Lane, Springfield, 62704, Michael R. May, (217) 801-7757.

- Terri Casteel Exams, 4032 Staff Road, Illiopolis, 62539, Terri Casteel, (217) 891-0063.

- TNC Entertainment, 66 Radcliff, Springfield, 62703, Corley T. Lee, Timothy Allen, (217) 585-1000.

- Wagenblast 24-HR Towing & Roadside Assistance, 1811 E. Jackson, Springfield, 62703, David A. Wagenblast, (217) 303-1966.

- Wagner Consulting LLC, #5 Pickering Lane, Springfield, 62712, Peter J. Wagner, (217) 620-1018.

- Wilson-Ross Paramedicals, 3174 Otter Lane, Springfield, 62712, Mari Wilson-Ross, (217) 341-7885.

# legal filings •

*The following information was obtained from the Sangamon County Circuit Clerk, and has not otherwise been verified by Springfield Business Journal.*

*This list of recent filings does not represent all matters filed with the Seventh Judicial Circuit Court for Sangamon County for the given time period, but instead represents those filings Springfield Business Journal, independently of the Sangamon County Circuit Clerk, believes will be of interest to its business readers.*

## Lawsuits

- 05/24/13 – R P Lumber Co. Inc., Plaintiff, Vs. Brian Hall, DBA Hollywood Home Builders, Defendants, Contract.

- 05/31/13 – Marine Bank, Plaintiff, Vs. Lara L. Dennis, Robert T. Willoughby, Defendants, Contract.

- 06/04/13 – Bank & Trust Company, Plaintiff, Vs. Jacob Burris, Jeremiah Jackson, Defendants, Suit On Note.

- 06/05/13 – CT Adams Pest Control, Charles T. Adams, II as President, Charles T. Adams, Plaintiffs, Vs. Charles T. Adams, Defendant, Contract.

## Chancery

- 05/17/13 – Illinois National Bank, Plaintiff, Vs. Paul T. Warner, Jessica Warner-Wise, Defendants, Foreclosure.

- 05/17/13 – Citimortgage Inc., Plaintiff, Vs. Judson R. Devore, Catalyst Interventions LLC, Citibank, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 05/20/13 – Williamsville State Bank & Trust, Plaintiff, Vs. David Nossem, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 05/20/13 – Bank of Springfield, Plaintiff, Vs. Honest Abe's Construction Inc., Jacob M. Burris, Jeremiah E. Jackson, Unknown Owners and Non Record Claimants, Defendants, Foreclosure, 2013-CH-000513.

- 05/20/13 – Bank of Springfield, Plaintiff, Vs. Honest Abe's Construction Inc., Jacob Burris, Jeremiah E. Jackson, Unknown Owners and Non Record Claimants, Defendants, Foreclosure, 2013-CH-000514.

- 05/20/13 – Bank of Springfield, Plaintiff, Vs. Honest Abe's Construction Inc., Jacob M. Burris, Jeremiah E. Jackson, Unknown Owners and Non Record Claimants, Defendants, Foreclosure, 2013-CH-000515.

- 05/21/13 – Bank of Springfield, Plaintiff, Vs. Honest Abe's Construction Inc., Jacob M. Burris, Jeremiah E. Jackson, City of Springfield, Unknown Owners and Non Record Claimants, Defendants, Foreclosure, 2013-CH-000519.

- 05/21/13 – Bank of Springfield, Plaintiff, Vs. Honest Abe's Construction Inc., Jacob M. Burris, Jeremiah E. Jackson, Unknown Owners and Non Record Claimants, Defendants, Foreclosure, 2013-CH-000520.

- 05/23/13 – Bank of Springfield, Plaintiff, Vs. Jacob M. Burris, Kara M. Owens, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 05/23/13 – PNC Bank National Association, Plaintiff, Vs. Darwin L. Gilmer, Jenna R. Gilmer, Julie Wilkerson, Defendants, Foreclosure.

- 05/23/13 – New York Bank of Mellon, Plaintiff, Vs. Terry D. Tohme, Rachel Tohme, Discover Bank, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 05/23/13 – Deutsche Bank National Trust Company, Plaintiff, Vs. Don Cave, Shane Turner, State of Illinois, United States of America, Unknown Owners and Non Record Claimants, Unknown Occupants, Defendants, Foreclosure.

- 05/24/13 – Nationstar Mortgage LLC, Plaintiff, Vs. William M. Werner, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 05/28/13 – US Bank & Trust, Plaintiff, Vs. Paul Ballard, Lisa G. Ballard, Sutton Siding and Remodeling, Asset Acceptance LLC, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 05/28/13 – PNC Bank, Plaintiff, Vs. Julia Bridges, United Community Bank, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 05/28/13 – Champion Mortgage Company, Plaintiff, Vs. Frances Dillon, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 05/28/13 – JP Morgan Chase Bank National, Plaintiff, Vs. Elizabeth M. Swoford, Timothy A. Black, Defendants, Foreclosure.

- 05/30/13 – Lewis Memorial Christian Village, Plaintiff, Vs. George S. Jackson, City of Springfield, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 05/30/13 – US Bank, Home Equity Mortgage, Plaintiffs, Vs. Lynette M. Koskey, Unknown Owners and Non Record Claimants, Unknown Occupants, Defendants, Foreclosure.

- 05/31/13 – South Central Illinois Mortgage, Plaintiff, Vs. Theresa M. Wade Day, Unknown Heirs and Legatees, Stephanie Romero, Carol Lomelino, J.C. Day, Jimmy Day, United Community Bank, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 05/31/13 – Bank of Springfield, Plaintiff, Vs. Joshua D. Tippin, Ashley Lane Condominium Association, West Koke Mill Homeowners Association, West Koke Mill Association, Defendants, Foreclosure.

- 05/31/13 – PNC Bank, Plaintiff, Vs. Jessica L. Obrock, Defendant, Foreclosure.

- 05/31/13 – Bank of Springfield, Plaintiff, Vs. Teri A. Swalley, Defendant, Foreclosure.

- 05/31/13 – Flagstar Bank, Plaintiff, Vs. James H. Purdon, Barbara Purdon, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 05/31/13 – PNC Bank, Plaintiff, Vs. David L. Robinette, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 06/04/13 – Timothy Chatman, Plaintiff, Vs. Illinois Department of Corrections, Lisa Weitekamp, Defendants, Injunction.

- 06/04/13 – Montoria C. Hines, Plaintiff, Vs. Illinois Department of Corrections, Lisa Weitekamp, Defendants, Injunction.

- 06/05/13 – Roy E. Hubbard, Plaintiff, Vs. State of Illinois, Illinois Department of Corrections, Defendants, Injunction.

- 06/06/13 – Wells Fargo Bank NA, Plaintiff, Vs. Norma J. Klosky, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 06/06/13 – Illinois National Bank, Plaintiff, Vs. Daniel K. Staber, Kimberly D. Staber, Discover Bank, Defendants, Accounting.

- 06/10/13 – Deutsche Bank National Trust Company, Plaintiff, Vs. Chan P. Vong, Mortgage Electronic Registration, United States of America, Tuyet M. Vo, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 06/12/13 – Nationstar Mortgage LLC, Plaintiff, Vs. Randall P. Shaw, Sylvia D. Shaw, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

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## Where's the Courthouse?

“I'll see you in court” is a frequent line in movies and television, but there are many courts to choose from. What are they, can you choose and how do you choose?

### Federal Courts.

Certain cases must be brought in federal court. Cases involving patents (which are issued by the federal government), federal taxes and bankruptcy must be brought in federal court. However, there are different types of federal courts.



Federal District Courts are the “general” federal courts. Springfield is located in the Central District of Illinois. Our District Court is located in the “old Post Office” at Monroe and 6th streets. In order to file a case in federal court, the case must involve a question of federal law or there must be “diversity of citizenship” and the amount in controversy must exceed \$75,000. Diversity of citizenship means that the plaintiff and the defendant are not citizens of the same state. The theory behind diversity of citizenship is that a state court may give preference to its citizens over the citizens of another state. Therefore, a “diversity” case may be brought in the “neutral territory” of the federal court. Federal courts don't have time to handle every little case, however, so the damages being sought must exceed \$75,000. If you are sued by a resident of another state in state court and the amount in question exceeds \$75,000, you are entitled to have the case

## Law

Sarah Delano Pavlik

“removed” to federal court. The question of diversity may be simple with two individuals involved, but it can also be a very complicated question when dealing with multiple parties or with businesses that operate in many states.

Other federal courts include Bankruptcy Court (also located downtown at the “old Post Office”) and Tax Court. The Tax Court does not hear cases in Springfield. It hears cases in Chicago and some small cases in Peoria. Lawyers must be admitted to practice in the federal District Court and the Tax Court. They are not automatically admitted when they are licensed by the State of Illinois.

**State Courts.** The majority of lawsuits are brought in state court. In Springfield, our court is the Circuit Court of the Seventh Judicial Circuit. The court house is located at 200 South 9th St. For administrative convenience, there are different “courts” for different types of cases. For example, if the amount in dispute is less than \$10,000, the matter may be filed in Small Claims Court. “Discovery” such as depositions is limited in small claims cases, and, therefore, the cases are generally less expensive and are resolved more quickly.

**Choice of Law.** Sometimes you will have a choice as to where to file a lawsuit. For example, if a person who lives in Cook County injures you in a car accident in Springfield, then you can file the suit in Sangamon County, where the

accident took place, or in Cook County, where the defendant resides. Injury cases are “tort” cases, and are governed by the location of the tort and the residence of the parties.

The choice of where to file a lawsuit can determine the outcome of the suit. Do you want to sue a company in a county where it is the largest employer and many people are very loyal to it? Do you have a choice of states in which to file a lawsuit, and is the law of one state more beneficial to you? Where do the witnesses live, and can you make them come to the court of your choice to testify? All of these considerations must be evaluated carefully.

Contract cases may be governed by the residence of the parties or the location of the performance of the contract, but it is more likely that the choice of court will be governed by the contract itself. Most contracts have a “choice of venue” clause. For example, a provision in Google's Terms of Service provides: “The laws of California, U.S.A., excluding California's conflict of laws rules, will apply to any disputes arising out of or relating to these terms or the Services. All claims arising out of or relating to these terms or the Services will be litigated exclusively in the federal or state courts of Santa Clara County, California, USA, and you and Google consent to personal jurisdiction in those courts.” By accepting these Terms of Service, you have agreed that you cannot bring suit in Sangamon County, in Illinois, or anywhere other than Santa Clara County, California.

Or, you may have agreed that you cannot go to court at all. It is very com-

mon for large corporations to include mandatory arbitration language in their contracts. For example, a Microsoft services agreement provides that you may bring your claim in small claims court in your county of residence or King County, Washington; however, if your case does not qualify for small claims court, you consent to binding arbitration in your county of residence or King County, Washington.

Even though most people do not read the “terms of use” when they download software, by clicking “accept,” you agree to the terms. Likewise, if you skim over the “boilerplate” in a contract that you sign, you are nevertheless bound by any choice of venue provision.

It is not just large corporations that use these “choice of venue” clauses either. You should strongly consider using them in your business contracts to avoid dealing with litigation in inconvenient places. If your business is in Springfield, it will generally be cheaper and easier for you to litigate here rather than somewhere else such as Chicago. By using a choice of venue provision in your contracts, you can control the location of any litigation. Or, binding arbitration may be a good choice for your business.

Sarah Delano Pavlik is an attorney from Springfield

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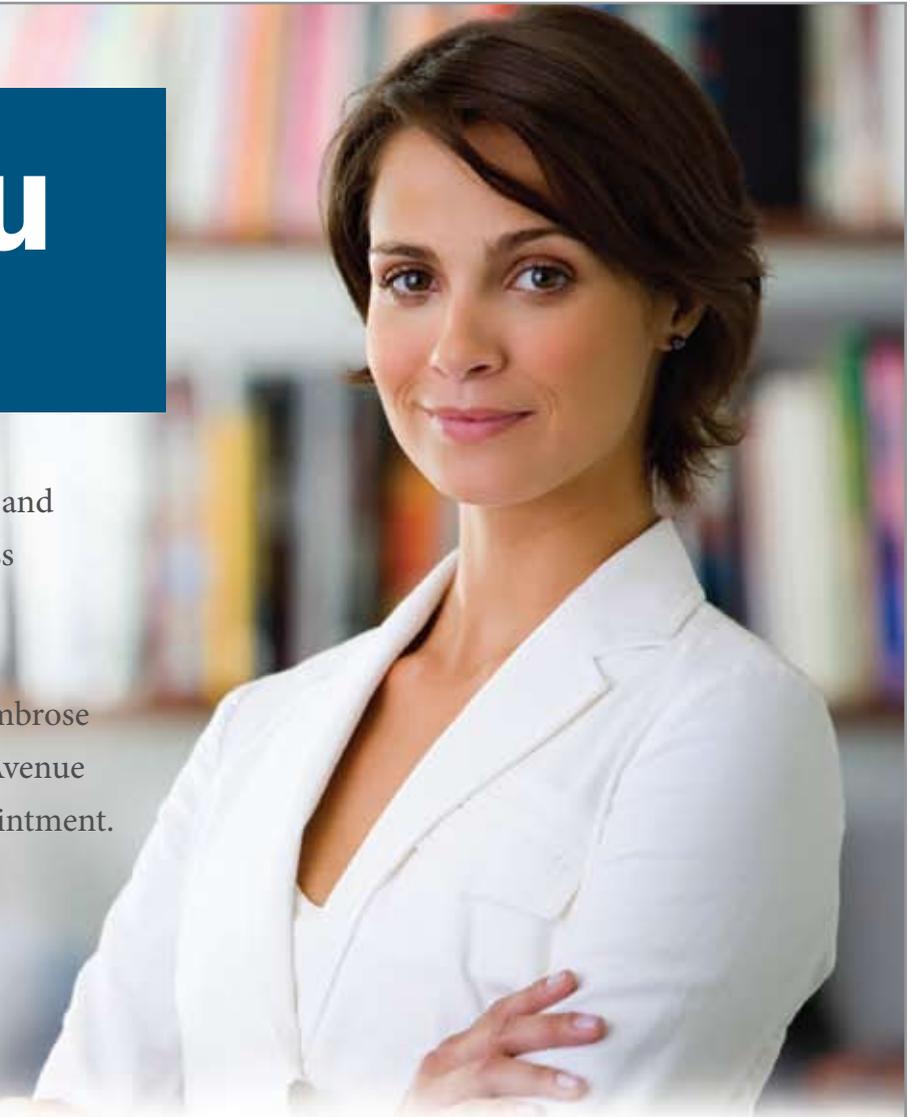


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# community business

## Growth Corp. named Lender of the Year

Growth Corp has been awarded Illinois' 504 Lender of the Year by the U.S. Small Business Administration at the Illinois Small Business Week Awards Luncheon in Chicago.

In 2012 alone, Growth Corp. approved 276 loans, which facilitated the investment of more than \$368 million into the small business community. This created and/or retained over 4,200 jobs.

The awards ceremony was in conjunction with Illinois Small Business Week. As part of Illinois Small Business Week, the U.S. Small Business Administration honors entrepreneurs, small-business owners, and small-business advocates for their

efforts in starting small businesses, growing businesses, creating jobs and driving innovation.

## Taylorville Memorial receives award

Taylorville Memorial Hospital was one of 40 hospitals and health systems in the country to earn an award recognizing the nonprofit hospital clinical quality, safety and patient experience.

Recipients of the 2013 Voluntary Hospitals of America Leadership Award for Clinical Excellence were recognized at the VHA's Navigating to Excellence Forum.

"VHA's Leadership Award recognizes organizations that achieve top performance in care measures tracked by the Centers for Medicare and Medicaid Services," Dan Raab, president and CEO of Taylorville Memorial Hospital, said. "We were honored to be the only hospital in Illinois to receive this distinction."

The awards were in two categories: the Clinical Value Leadership Award and the Hospital Engagement Network Improvement Leadership Award. Taylorville Memorial was one of 10 critical-access hospitals in the country to receive the Clinical Value Leadership Award.

Winners of the Clinical Value Leadership Award are selected based on a composite score consisting of three elements: a score based on core measures and the Hospital Consumer Assessment of Healthcare Providers and Services survey results, 30-day readmission rates and Medicare cost data.

## Hanson ranks 153rd on 'Top 500 Design Firms'

Hanson Professional Services Inc. recently was ranked 153rd on the Engineering News-Record's "Top 500 Design Firms" for 2013.

This is the 26th consecutive year ENR, a national trade publication of the engineering, design and construction industry, has placed Hanson in its Top 500. Companies are ranked according to revenue generated by design services. Although this year's ranking for Hanson is a slight decline from the company's ranking of 149 in 2012, Hanson's 2012 revenue increased by 3.5 percent.

## Horace Mann earns Award

The Horace Mann Companies and DonorsChoose.org have earned the Gold Halo Award for Best Education Campaign from the Cause Marketing Forum.

DonorsChoose.org and Horace Mann were nominated in an entry titled, Horace Mann: Turning Agents into Educators. Since beginning its partnership in 2011,

Horace Mann agents have encouraged teachers to request DonorsChoose.org funding for their classroom projects. The projects range from iPads to books for the classroom. Once a teacher posts a project on the website, people from throughout the nation are able to donate by going to DonorsChoose.org.

As of April 9, 2013, Horace Mann has donated over \$1.7 million to classroom projects, supported 1,204,530 students, and funded 13,223 projects.

## McGladrey named in multiple lists

McGladrey LLP ranked seventh on Vault's annual Accounting 50 list. This is the first year McGladrey has participated in the survey.

The Vault Accounting 50 is compiled using a weighted formula that, according to vault.com, "reflects the accounting issues that accountants care most about, combining quality-of-life rankings with overall prestige and business outlook."

"At McGladrey, our ability to care for clients' needs begins with our ability to care for our employees' needs," said Katie Lamkin, national human resources leader for McGladrey. "We understand the importance of providing employees with a workplace where they want to build their careers."

Also, McGladrey Wealth Management LLC was ranked on Forbes' annual Top 50 Wealth Managers list.

McGladrey Wealth Management ranked as the 23rd largest fee-based Registered Investment Advisory firm and the 35th fastest-growing firm.

Forbes reports that assets in the RIA channel have grown 6.8 percent annually over the past four years to just over \$2 trillion.

## Nominations accepted for Kimball award

Nominations are being accepted for the Area Agency on Aging for Lincolnland's 2013 Dorothy S. Kimball Award for outstanding accomplishment in the field of Aging.

The Dorothy S. Kimball Award has been established to honor individuals in the counties of Cass, Christian, Greene, Jersey, Logan, Macoupin, Mason, Menard, Montgomery, Morgan, Sangamon and Scott that work in the field of aging or on behalf of older adults and/or family caregivers.

Achievements that could be recognized include adaptation or revision of programs or services to meet the current needs of older adults and their family members, public education regarding the services and benefits available to the older population and services, formal education of future workers in the field, identification of an unmet need and working to fill that need or community adaptation to help older adults remain in their own homes in the community as long as possible.

The award is named for the late Dorothy S. Kimball, who served as Executive Director of the Area Agency on Aging for over 25 years.

Past recipients of the award include Sherry Robinson, Ph.D., R.N.C.S.; Nancy S. Nelson, M.S.; Mae Morton; Ray Wiedle; Debbie Bailey; and Patricia Frost.

Nominations will be accepted at the Area Agency on Aging through July 31. To request a nomination form, contact the Area Agency on Aging for Lincolnland at (217) 787-9234 or 1-800-252-2918. Nomination forms are also available on the Area Agency's website, [www.aginglinc.org](http://www.aginglinc.org), in the "News" section.

## CAAR home sales increase as prices remain unchanged

Unit home sales for single-family homes increased while the median home sale price remained unchanged in the capital area during May 2013, according to the Capital Area Association of REALTORS.

For the month of May 2013, the median home sale price was \$115,000, unchanged from the May 2012 price. The year-to-date median sale price through May of 2013 was \$108,000, reflecting a decrease of 4.6 percent from the \$113,000 price during same period in 2012.

According to CAAR, there were a total of 364 homes sold in May 2013 as compared to 362 homes sold in May 2012, reflecting an increase of 0.5 percent. Year-to-date homes sales through May of 2013 totaled 1,346, reflecting a 3.9 percent increase over the 1,295 sales during the same time in 2012.

The 52 foreclosure sales in May of 2013 represent 13.2 percent of all sales. This is up from the 43 foreclosure sales in April of this year as well as the 34 foreclosure sales during the prior May. Year-to-date through May 2013 there have been 268 foreclosure sales, an increase of 84 percent over the 146 sales during the same period in the prior year.

"Without the influence of foreclosure sales our median home sale price for May would have been up 5.0 percent over the prior May with a similar year-to-date increase. Foreclosure sales are a mixed bag, however, since without them our overall unit sales would be down about 6.5 percent year-to-date from last year," said REALTOR Don Cave, president of the Capital Area Association of REALTORS.

Sales pending in May 2013 amounted to 451, reflecting a 4.0 percent decrease from the 470 sales pending during the same time in 2012.

The average cumulative days on market for all home sales was 116 in May, up from the 112 days in April of this year and up from the 112 days in May of 2012. April 2013 foreclosure sales were on the market for a median of 51 days, nearly unchanged from 50 days during the same time in 2012.

Total housing inventory at the end of May increased to 1,574 listings, up 5.9 percent over the 1,487 listings at the same time in 2012 and representing a 5.3 month supply at the current sales pace, down from the 6.1 month supply during the same time in 2012 and also down from 5.8 months in April.

Statewide, home sales increased 24.4 percent over previous-year levels in May and median prices increased 6.9 percent, according to the Illinois Association of REALTORS®.

Statewide home sales in May 2013 totaled 15,091 homes sold, up from 12,130 in May 2012. This marks 23 consecutive months of year-over-year sales increases and the strongest May since 2006 when 17,622 homes were sold statewide.

The statewide median price in May was \$155,000, up 6.9 percent from May 2012 when the median price was \$145,000.

The inventory of homes for sale in May was 64,648 units, a 29 percent drop compared to last year's 91,009 units. The time it takes to sell a home has also fallen with days on market averaging 83 days in May, down 19.4 percent from 103 days in May 2012.

"Buyers are still quite bullish when it comes to the housing market and the increase in median home prices reflects that strong demand" said Michael D. Oldenettel, CRS, GRI, president of the Illinois Association of REALTORS and Managing Broker/Owner with RE/MAX Results Plus

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## Local Running Events

- 21st Annual Bob Goldman Memorial Scholastic Challenge 5K and Kids Fun Runs, n/Walk and Kiddie Run, July 6, 7 a.m., Scheels – FMI: [www.scheels.com/events](http://www.scheels.com/events), Amy Beadle, (217) 726-6330

- Women's Distance Festival and Kids Run, July 13, 2013, 8 a.m., Washington Park, FMI: [www.getmeregistered.com/get\\_information.php?event\\_id=7674](http://www.getmeregistered.com/get_information.php?event_id=7674), Diana Nevitt, (217) 498-9842

- Scheels Illinois State Fair Parade Run, Aug. 8, 5:30 p.m., Illinois State Fairgrounds' Ethnic Village – FMI: [www.paraderun.eventbrite.com/](http://www.paraderun.eventbrite.com/), Lance Cull, [ltcull@aol.com](mailto:ltcull@aol.com) or Chris Stroisch, [chris.stroisch@hotmail.com](mailto:chris.stroisch@hotmail.com)

- 1st Annual Springfield Marathon, Half-Marathon and 10K, Oct. 20, 7:30 a.m., University of Illinois Springfield – FMI: [www.springfieldmarathon.net](http://www.springfieldmarathon.net), Bill Stokes, (217) 553-7695

If you have a running event that your organization would like to list, please forward your information (name, date, time, length, sponsor and contact) to [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)



## • community business

in Jacksonville. "The fact that sales are approaching pre-recession levels is a positive sign that the market has rebounded.

### New CWLP website features online account services

City Water, Light and Power has launched an updated website that includes the ability for customers to pay their bills electronically and manage their CWLP accounts online.

The updated website, still located at [www.cwlp.com](http://www.cwlp.com), includes drop-down menus and other design features that make it easier to navigate and quickly find information about the CWLP's various divisions, Lake Springfield recreation and how to save energy and water, among other features.

By registering for online account management, customers will be able to view their current bills; track billing histories, metering readings, and usage and transaction histories; update account information; request service transfers and termination; and choose to receive email notifications when their bill is available for viewing each month rather than receiving a paper bill.

"I am pleased CWLP customers can now utilize this new billing and payment site, which will allow customers to follow their electric and water usage electronically," said Mayor Mike Houston. "The system will also allow customers to opt for e-billing, which will save CWLP money on bill processing costs."

Whether using online account management or QuickPay to pay their bills online, customers will be charged a 2.8% fee for all credit card transactions and a 50 cent fee for electronic check (e-check) transactions. These fees are collected by the payment processor, not CWLP. Customers wishing to avoid online payment transaction fees should check with their banks or other third-party bill-payment providers about arranging for electronic bill payments, which are free of charge. Or, they can sign up with CWLP to have their monthly bill payments automatically debited from their checking or savings account, which is a free service offered by the utility.

### SIU research finds Flaxseed diet decreases ovarian cancer

Flaxseed may hold the key to reducing the prevalence and severity of ovarian cancer, according to a new study by Dale "Buck" Hales, Ph.D., professor and chairman of the Department of Physiology at Southern Illinois University School of Medicine. He also is professor of gynecology/obstetrics and a member of Simmons Cancer Institute at SIU.

Using laying hens and research models, Hales found that long-term intake of flaxseed lowered the expression of two enzymes that may be involved in the formation of cancerous tumors. This is the first long-term study of the connections between flaxseed diet to prevent ovarian cancer in the laying hen.

In the four-year study, hens were fed a diet enriched with flaxseed for four years. The result was that fewer hens got cancer, and those that were diagnosed had fewer late-stage tumors, less metastasis and improved survival rates. Levels of two enzymes, COX-1 and COX-2 protein, were lower compared to the control group.

The National Institutes of Health funded the study. It was published in *Gynecologic Oncology* (May 2013) <http://dx.doi.org/10.1016/j.ygyno.2013.05.018>

Flaxseed is the richest vegetable source of omega-3 fatty acids, which is often cited as providing a number of health benefits. Hales says flaxseed's anti-inflammatory properties are at work. "Not only did the

flaxseed diet reduce the incidence of ovarian cancer development, but it lowered the severity of the cancer in the few hens that did get cancer," Hales said.

Hens ovulate almost daily. By the time a hen is 2.5 years old, it has ovulated 300-400 times. Importantly, hens have been found to spontaneously get ovarian cancer, and their tumors are very similar to human tumors.

"We believe that flaxseed targets the inflammation that occurs with each ovulation cycle and lowers the COX-1 enzyme activity and lowers PGE2," Hales said. This study will help advance research that will lead to future clinical trials.

Ovarian cancer is the most fatal of the gynecological cancers and is the fifth leading cause of death among women. It presents with few symptoms until it is in the later stages. About 20,000 women are diagnosed each year, according to the Centers for Disease Control.

"Women who have a high risk of developing ovarian cancer could consider adding flaxseed to their diet. More studies will help us further prove the link between flaxseed and lowered incidence of ovarian cancer," Hales said.

His research has been funded for more than 25 years by the NIH, Department of Defense, American Institute for Cancer Research and the American Cancer Society. His research has focused on the role of inflammation and oxidative stress in the etiology of hormonal carcinogenesis and the prevention and treatment of ovarian cancer with functional food-based diets rich in omega-3 fatty acids and phytoestrogens.

### Fitness classes added to SCI's Side-By-Side Program

New Pilates and Fitness for You classes have been added to the many offerings provided free to cancer patients through the Side-by-Side Program at Simmons Cancer Institute at Southern Illinois University School of Medicine in Springfield.

Pilates will be held from 11 a.m. to noon on Wednesdays starting July 3. Pilates works on developing a strong core or center, and improving coordination and balance. Fitness for You will be held from 12:30 to 1:30 p.m. starting Thursday, July 11 and consists of various exercises and fitness routines. Both classes are designed specifically for cancer patients, said Kristi Lessen, outreach coordinator at SCI, who manages the Side-by-Side program.

The program, which treats the emotional side of cancer, provides a variety of classes for patients, their families and caregivers in coping with the stresses of the disease, including Yoga, Tai Chi, Qi Gong, personal training and Reiki massage. Drumming classes, hand and foot massage, support groups and enrichment classes also are offered periodically. For more information on classes or to register for Pilates or Fitness for You, call (217) 545-0798.

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### July

- 12 – 18th Annual Greater Springfield Chamber of Commerce Corporate Cup Challenge Golf Outing, Piper Glen Golf Club, 7:30 a.m. and 12:30 p.m. Shotgun Starts, David Earhart, 525-1173, four-person team, Scramble
- 12 – 21st Annual Mike Ferrence Scramble for Sparc, Piper Glen Golf Club, 12:30 p.m. Shotgun, Denise Schainker, 793-2206 X145
- 12 – Little Flower Men's Club, Lincoln Greens Golf Course, Time TBA, Jim Sutzer, (217) 786-4111
- 19 – Bridge Pin and Links Golf Outing, Lincoln Greens Golf Course, Time TBA, Jim Sutzer, (217) 786-4111
- 20 – Jimmy Buffett Golf Outing, Northridge Hills Golf Course, 11 a.m. Start, Derek James or Howard Pillsbury, (217) 243-4241, Scramble
- 22 – Italian-American Society of Central Illinois, Edgewood Golf Course, 10:30 a.m. Shotgun Start, Nick Ciaccio, (217) 494-321
- 25 – SCRCC 2013 Golf Outing, The Rail Golf Club, 12:30 p.m. Shotgun Start, Rosemarie Long, (217) 528-6267
- 26 – 5th Annual Carter's Drive Golf Outing, Lincoln Greens Golf Course, 12:30 p.m. Shotgun Start, Scott Selinger, (217) 494-8040

### August

- 2 – 4th Annual Elijah Iles House Golf Outing, Piper Glen Golf Club, 12:30 p.m. Shotgun Start, Farrell Gay, (217) 698-6223 or Mike Denk, (217) 546-9537
- 5 – Ansar Shriners Charity Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Andy Koester, (217) 483-6537
- 16 – Jacksonville Chamber of Commerce Golf Outing, Northridge Hills Golf Course (18 Holes), 2 p.m. Start, Ginny Fanning, (217) 245-2174, Four-Person Scramble
- 23 – Josh Langfelder Sangamon County Recorder Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Misty Buscher, (217) 726-0632, Foursomes
- 23 – Fundraiser for local charity to be determined, Long Bridge Golf Course, 4:00 p.m. Shotgun Start, Michelle Buerkett, (217) 744-8311, Scramble
- 25 – The 700 Club, The Oaks Golf Course, Tee times starting at 10 a.m., Danny Pesch, (217) 528-6600, Scramble.
- 27 – 9th Annual Birdie Fore the Zoo, Lincoln Greens Golf Course, Noon Shotgun Start, Kim Alexander, (217) 585-1821, Scramble
- 31 – Patriot Golf Outing, Northridge Hills Golf Course, Noon Start, Derek James or Howard Pillsbury, (217) 243-4241, Scramble

### September

- 5 – Friend in Deed Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Edie Weaver, (217) 788-1356
- 6 – 15th Annual Springfield YMCA Golf for Kids Charity Tournament, Lincoln Greens Golf Course, Noon Shotgun Start, Jane Frech, (217) 544-9846 X116

- 6 – 20th Annual Calvary Charity Golf Classic, Piper Glen Golf Club, 1 p.m. Shotgun Start, Tina Casper, (217) 546-9700 X210
- 7 – MacMurray College Men's Golf, Northridge Hills Golf Course, 11:30 a.m. Start, Derek James or Howard Pillsbury, (217) 243-4241, Scramble
- 8 – NFL Kickoff Golf Outing, Long Bridge Golf Course (nine hole), 10 a.m. Shotgun, Michelle Buerkett, (217) 744-8311
- 9 – 2nd Annual Dave Cope Swing For The Love Of It Memorial Golf Outing, The Den Golf Course, Noon Shotgun Start, Megan Mueller, (217) 528-3314 x148, Scramble
- 9 – Fellowship of Christian Athletes Local Qualifier, Illini Country Club, 1 p.m., Four-Person Scramble, John Gilchrist, (217) 546-4614
- 9 – State Senator Sam McCann Golf Outing, Panther Creek Country Club, 12:30 p.m. Shotgun Start, Jerry White, (217) 622-7127
- 12 – Chatham Chamber of Commerce Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Andy Koester, (217) 483-6537
- 13 – American Business Club 8th Annual Charity Open Benefiting UCP Land of Lincoln, Piper Glen Golf Club, Noon Shotgun Start, Andy Koester, (217) 483-6537
- 13 – Lutheran High School Golf Outing, Lincoln Greens Golf Course, 9 a.m. Shotgun Start, Buzz Sperry, (217) 546-6363
- 14 – 22nd Annual Derek Dolenc Memorial Golf Outing supporting the Derek Dolenc Cancer Patient Assistance Fund at Memorial Medical Center's Regional Cancer Center, Edgewood Golf Club, 10 a.m. Shotgun Start, Kent Dolenc, (217) 553-4449
- 14 – Bud Light Benefit Outing, The Links Golf Course, 12:30 p.m. Shotgun, Keith Ward, (217) 479-4663
- 20 – Be a Hero For Babies Golf Outing supporting March of Dimes, Piper Glen Golf Club, 10 a.m. Shotgun Start, Kathy Starkey, (217) 793-0500
- 20 – Holes fore! Habitat Golf Outing, Lincoln Greens Golf Course, 12 p.m. Shotgun, Brittany Elder, (217) 523-2710
- 23 – 10th Annual Orthopedic Center of Illinois Foundation (OCIF) Chip in Fore Charity!, Panther Creek Country Club, 12:30 p.m. Shotgun Start, (217) 547-9100
- 27 – Lincoln Land Community College 21st Annual Baseball Team Golf Outing, Piper Glen Golf Club, 12:30 Shotgun, Ron Riggle, (217) 786-2426
- 28 – 7th Annual Mark Timm Memorial Golf Outing, Brookhills Golf Club, 9 a.m. and 1 p.m. Starts, Bob Mabie, (217) 787-8576

### October

- 7 – Fellowship of Christian Athletes State Qualifier, Illini Country Club, 12:30 p.m., Four Person Scramble, John Gilchrist, (217) 546-461

If you have a golf outing you would to list, please forward your information (date, name, time, contact and format) to [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)

# fast tracks

## CIB AGC adds Davis

Chris Davis has joined Central Illinois Builders of Associated General Contractors as director of labor relations. Davis will oversee collective bargaining negotiations with construction trades on behalf of contractors in 46 counties throughout central Illinois. He will also serve as a trustee on various union pension, health and welfare and annuity funds.

Davis joins CIB from the Home Builders Association of Illinois where he served as government affairs director and lobbyist. Prior to HBAL, he was an employee of the Illinois House of Representatives where he served as a legislative analyst to the Labor Committee.

A Springfield native, Davis graduated from Wabash College with a Bachelor of Arts in English and a minor in Economics.

## Voepel earns credential

The American Society of Association Executives has announced that David A. Voepel, executive director for the Illinois Health Care Association has earned the Certified Association Executive credential. Fewer than five percent of all association professionals have earned the CAE.

Voepel has been executive director of IHCA since 2006 and a member of ASAE for more than 24 years.

To be designated as a Certified Association Executive, an applicant must have a minimum of three years' experience in nonprofit organization management, complete a minimum of 100 hours of specialized professional development, pass an examination in association management, and pledge to uphold a code of ethics. To maintain the certification, individuals must undertake ongoing professional development and activities in association and nonprofit management.

## Murdock marks 25 years, Fiorito and Mansker five years, Burch and Essig join Hanson

Kevin Murdock, resident project representative, celebrated 25 years of service at Hanson Professional Services Inc.

Murdock joined the company in 1988 and serves the firm's aviation market. His responsibilities include providing oversight for pavement overlays, new construction on asphalt and concrete pavements and the design and installation of airport lighting systems. He has served as a specialist in photostereography and as a computer-aided design and drafting technician.

Murdock earned an associate degree in pre-engineering in 1985 from Lincoln Land Community College and a bachelor's degree in mechanical engineering technology in 1987 from the Southern Illinois University at Carbondale.

Ryne Fiorito, EIT, and John Mansker, EIT, both celebrated five years at Hanson.

Fiorito joined Hanson in 2008 as an engineer intern. He serves the power and industry market. He conducts siting, design, development and construction ser-

vices for educational, industrial, medical, military and water-supply facilities; parking garages; bridges; levees; municipal landfills; and power-generating stations and facilities. He received a bachelor's degree in civil and environmental engineering from the University of Illinois at Urbana-Champaign and a bachelor's degree in physics with engineering from Illinois College. He is a member of the Illinois Society of Professional Engineers and has served as secretary, treasurer and chapter representative.

Mansker serves Hanson's infrastructure market at the company's Peoria regional office. As an engineer intern, his primary responsibilities include roadway design and drainage work for a variety of projects and construction observation for roadway and landfill projects. He earned a bachelor's degree in civil engineering in 2008 from Bradley University.

Timothy Burch, PLS, surveyor, joined Hanson Professional Services Inc., serving the firm's infrastructure market. He will manage various projects for transportation and utility facilities. As a professional land surveyor, Burch has more than 28 years of experience managing engineering firms' sales, marketing and operations.

Burch has an associate degree in business management from McHenry County College. He is a licensed professional land surveyor in Illinois and Wisconsin. He is a member of the Illinois Professional Land Surveyors Association and president of the Northeast Chapter for 2011-12 and named the 2012 "Pat" Patterson Illinois Surveyor of the Year. He also is a member of the National Society of Professional Surveyors, for which he is the Illinois governor.

Amy Essig, CPA, accountant, also joined Hanson. Her responsibilities include project billing.

Prior to joining Hanson, Essig was an accountant for Bunn-O-Matic Corp.; a tax accountant for Deloitte Touche Tohmatsu Limited; and an office manager for Myklebust Brockman Associates Inc., an advertising agency in LaCrosse, Wis.

Essig has a bachelor's degree in accountancy from Western Illinois University. She is a member of the American Institute of Certified Public Accountants and the Illinois CPA Society.

## NIH geneticist named distinguished alumnus by SIU

Southern Illinois University School of Medicine has named Dr. Kim Keppler-Noreuil as recipient of the 2013 Distinguished Alumni Award.

A 1989 graduate, Keppler-Noreuil recently became a senior staff clinical scientist in the Genetics Disease Research Branch at the National Human Genome Research Institute at the National Institutes of Health in Bethesda, Md.

The award from the School's Alumni Society board of governors recognizes contributions to medicine.

Prior to her position with the NIH, Keppler-Noreuil spent 16 years working at the University of Iowa Department of Pediatrics as a medical geneticist. She provided clinical care for patients, determining the diagnosis of individuals with birth defects, inherited disorders and neuro-developmental problems. She taught medical students and primary care residents and was the head of the Medical Genetics Residency Program from 2006-2012.

Keppler-Noreuil also has served as associate director and clinical director for the Iowa Registry for Congenital and Inherited Disorders. She worked within the Regional Genetics outreach clinic and piloted a study implementing telemedicine clinics to provide access to medical services to children and families with genetic disorders.

Keppler-Noreuil's reputation in genetics and dysmorphology includes expertise in OEIS complex, and Jeune and Bardet-Biedl syndromes, sabbatical work at the NIH and participation in the David Smith Workshop for clinical geneticists.

Keppler-Noreuil completed a fellowship in clinical genetics at the Laboratory of Medical Genetics at the University of Alabama at Birmingham in 1995 and her pediatrics residency at the Arkansas Children's Hospital at the University of Arkansas for Medical Sciences in Little Rock, Ark. In 1992. She earned a bachelor's degree in biology and French from Grinnell College in Iowa in 1984. Keppler-Noreuil is board certified in pediatrics and clinical genetics.

## SIU physician receives honors

Dr. Harald Lausen, associate professor of family and community medicine at Southern Illinois University School of Medicine, received two national honors.

Lausen, also director of medical student education, osteopathic education, quality initiatives and hospital service of family and community medicine at SIU, was installed as president of the Association of Osteopathic Directors and Medical Educators.

Lausen was also named a Fellow of the National Academy of Osteopathic Medical Educators by the American Association of Colleges of Osteopathic Medicine. NAOME Fellows are inducted into the Academy each year to serve five-year terms. As Fellows, inductees function as leaders and mentors for academic scholarship and excellence within the osteopathic medical education community.

Lausen joined SIU in 2007. He completed a family practice residency at SIU in 2003. He earned his osteopathic medicine degree from Midwestern University, Chicago College of Osteopathic Medicine in 2000 and his master's and bachelor's degrees in biology, both at the University of Illinois Springfield in 1997 and 1993.

## Sherer named managing partner at Giffin, Winning

The Springfield law firm Giffin, Winning, Cohen & Bodewes, P.C., announced that Christopher E. Sherer has been named managing partner of the firm. In addition to his new managerial responsibilities, Sherer will continue to maintain his litigation practice in family law matters, local government law issues, election law matters and commercial litigation.

Sherer joined the

firm in 2004 as an associate attorney. His practice focuses on representing individuals throughout central Illinois in family law matters such as divorce, child custody, child support, visitation and parentage.

In the area of local government law, Sherer has represented numerous municipalities as city attorney and more than 25 counties throughout the state as a special assistant state's attorney in matters before administrative bodies, circuit courts, and the appellate courts.

He also represents political candidates, committees, and governmental bodies in election law issues, including ballot access, election contests and recounts and regulatory matters.

## Shapiro named Illinois CPA Society president and CEO

The Illinois CPA Society announced Todd Shapiro as its new president and CEO. Shapiro will also serve as president and CEO of the Illinois CPA Foundation, CPAs for the Public Interest as well as ex-officio board member of the CPA Endowment Fund of Illinois.

Shapiro has served as CFO of the Society since 1998, and most recently as Interim CEO since January 2013. Prior to joining the Illinois CPA Society he was director of finance for Unilever, a multinational consumer package goods company. He has 20 years of financial and managerial experience with Helene Curtis, Quaker Oats, Zenith Electronics and Continental Bank. Shapiro has a Bachelor of Science degree from the University of Illinois and a Master of Business Administration from DePaul University.

## Kuhn-Schnell appointed to CARLI board of directors

Tamara Kuhn-Schnell, associate dean of the library at Lincoln Land Community College, has been appointed to the board of directors for the Consortium of Academic and Research Libraries in Illinois. Kuhn-Schnell of Springfield was appointed to represent community college libraries from July 1, 2013 through June 30, 2014.

CARLI began operating in 2005 when three existing Illinois academic library consortia consolidated. The consortium currently has 145 member libraries, which are individually and collectively committed to meeting the information and research needs of 850,000 students and thousands of faculty and staff.

## Security Bank appoints two new directors

Security Bank, s.b. announced the appointment of Nina M. Harris and James F. Hillestad to the bank's board of directors. Harris is the president and CEO of Springfield Urban League, Inc. Hillestad is president/owner of Nicoud Insurance Services.

Harris has been with the Urban League since 1992. She received her bachelor's degree from Sangamon State University and her master's degree from the University of Illinois Springfield. She also is involved on other boards, including Memorial Health System.

Continued on Next Page



Davis



Fiorito



Mansker



Voepel



Burch



Essig



Murdock



Sherer



Kuhn-Schnell



Harris

Continued from Previous Page



Hillestad

Hillestad has been in the insurance industry for 26 years and is an alumnus of Eastern Illinois University. He is also involved with other organizations, including the Greater Springfield Chamber of Commerce.

### Sikich adds four accountants

Sikich announced the addition of four staff accountants to its Springfield team.

Ryan Randolph was previously an intern at Sikich. He holds a master's degree in accountancy from the University of Illinois at Springfield and a bachelor's degree in accountancy from Southern Illinois University at Edwardsville.

Justin Dietrich holds a master's degree in accountancy from Illinois State University and a bachelor's degree in accounting and finance from Quincy University.

Brent VanLanduyt was previously an intern at Sikich. He holds a bachelor's degree in accounting and finance from Illinois State University.

Jessica Jamison was previously a staff member at Lehmkuhl Accounting, Tax & Consulting. She holds a bachelor's degree in business administration and accounting from MacMurray College.

### LLCC Soberfest essay winner announced

Lincoln Land Community College announced MacKenzie Carnes of Springfield as the winner of this year's Soberfest essay contest.



Carnes

Soberfest is a week-long program of events to educate students on the dangers of substance abuse and encourage a healthy lifestyle. The program is sponsored by the Student Government Association.

LLCC students were invited to submit essays describing the dangers of drunk driving/substance abuse and/or how it has affected their life. Carnes received a \$100 cash prize for her essay. The essay contest prize was donated from the Dr. Martin Luther King for Social Reform Fund through the LLCC Foundation.

### St. John's Children's Hospital patient named 2013 CMN Hospitals Illinois Champion

St. John's Children's Hospital announced that Jordan Planitz has been named this year's Children's Miracle Network Hospitals Illinois Champion.

Jordan will serve as a fundraising and awareness ambassador for St. John's Children's Hospital, Illinois and all children treated at the North American charity's 170 member hospitals. Delta Air Lines is the official sponsor of the 2013 Champions program, with Chico's FAS, Inc. as a presenting sponsor.

Jordan Planitz was chosen for facing medical challenges with courage and will serve to illustrate the impact of St. John's Children's Hospital and why donated funds are needed for treatment, recovery and charitable care.

Jordan is one of only nine kids in the world known to have Megalencephaly Polymicrogyria Polydactyl Hydrocephalus. Missing and damaged portions of Jordan's brain have led to numerous effects including seizures, hearing and vi-

sion loss, and developmental delays. He achieved what doctors claimed impossible by learning how to walk and speak.

Jordan's official debut occurred at a special community-welcome event on Monday, June 3 during the St. John's Children's Hospital Golf Challenge at Panther Creek Golf Club.

### Benedictine University at Springfield confers Ph.D. degree to 10 candidates

Benedictine University at Springfield held its 83rd Commencement Ceremony on Saturday, May 18, at the Prairie Capital Convention Center. This is the second time that Doctor of Philosophy in Organization Development degrees were conferred upon Benedictine University students at the Springfield branch campus.

The Ph.D. in Organization Development program from Benedictine prepares management professionals with state-of-the-art education in the field. The three-year program consists of a first year of context courses, a second year covering core OD knowledge areas, and a third year consisting of advanced OD topics and the completion of a dissertation. Benedictine's Ph.D. in Organization Development is currently the third largest behaviorally-oriented management program in the nation and one of the top-rated graduate OD programs internationally.

The 10 candidates who earned their doctoral degrees along with their dissertation topics include the following: Gardenia Burks, "Building Mentoring Programs in Foster Care to Contribute to Women's Self-Esteem and Self-Efficacy: Implications for Organization Development;" Rebecca Ann McGuire Ellis, "Visual Communication in Organization Change: The Impact of Cognitive Load on Understanding and Adoption;" George Frank Houston, "Designing an Online Professional Learning Community in the New OD Era;" Leslie Lashant McKnight, "The Organization Development (OD) Consultant's Use of Self in Facilitating Change: From Functionality to Mastery;" Barbara O. Ragland, "Integrating Strategic Management Practices and Organization Development with Biblical Principles in Scripture to Increase Engagement in Congregations;" Bronwyn Elizabeth Rains, "Emotional Response to Workplace Change: A Comparative Analysis between Hierarchical Levels;" Ousama Nouhad Salha, "Organization Development in the Gulf Cooperation Council (GCC): Complexities and Dimensions;" Henry Williams, "The Formula for Good Public-Sector Managers: An Exploratory Sequential Study Using the Most Valuable Performer Survey Data to Test the Competencies and Behaviors of Public Sector Managers;" Meghan Clover Wright, "Developments on the 'Opt-Out' Phenomenon: Females Seeking Quality of Life;" and Judith Adams Zaleski, "The Secret Paradox: Women Administrators in Higher Education and Corporate America."

### Faculty and student receive humanism, teaching awards

A Southern Illinois University School of Medicine in Springfield faculty member and graduating senior were named recipients of the 2013 Leonard Tow Humanism in Medicine Award.

Dr. John Mellinger, professor of surgery, and Dr. Brittany Obert, a 2013 graduate of SIU School of Medicine from Springfield, were recognized as individuals who demonstrate compassion, respect for patients and families and clinical excellence. The award is sponsored by the

Arnold P. Gold Foundation.

Mellinger is chair of the Division of General Surgery and the J. Roland Folse, M.D., Endowed Chair for surgery. He served a fellowship in surgical endoscopy at Mt. Sinai Medical Center in Cleveland in 1990 and completed his general surgery residency at Blodgett Memorial Medical Center/St. Mary's Hospital/MSU in Grand Rapids, Mich. in 1989. Mellinger earned his medical degree and his bachelor's summa cum laude from Case Western Reserve University in Cleveland, Ohio. He is board certified in general surgery by the American Board of Surgery.

While in medical school, Obert has been involved in the Student Assembly and the Community Service Committee. She volunteered as a mentor for a local disadvantaged grade school child and helped organize and staff a health care clinic for homeless and low income individuals.

Obert will begin an obstetrics and gynecology residency at Indiana University School of Medicine in Indianapolis in July.

Dr. Susan Thompson Hingle, professor of internal medicine, received the Golden Apple Award for outstanding teaching from the graduating class. She is internal medicine clerkship director and is very active in medical education, physician-patient relationship and women's health issues. Hingle helped create a section of the curriculum for undergraduates and residents in internal medicine focusing on communication skills.

Hingle completed an internal medicine residency at Georgetown University Medical Center in Washington, D.C. in 1997. She earned her medical degree at Rush Medical College in Chicago in 1993 and her bachelor's at Miami University in Oxford, Ohio in 1989. She is board certified in internal medicine.

### SCI welcomes fifth intern research class

Five college undergraduates are working with cancer researchers this summer at the Simmons Cancer Institute at Southern Illinois University School of Medicine in Springfield.

This is the fifth summer and intern class of undergraduates has been chosen for the internship. Focusing on careers in the medical field, the interns will learn basic lab techniques with supervision.

Jackson Graves completed his junior year at Millikin University majoring in pre-med/biology. He will work with Randolph Elble, Ph.D., associate professor in the Department of Pharmacology. Elble's recent grant from the National Institutes of Health focuses on breast cancer and melanoma research.

Allison Rump completed her junior year at SIU Carbondale and is majoring in microbiology with a minor in chemistry. Rump will work with Sophia Ran, Ph.D., associate professor of medical microbiology and immunology, whose research involves resistance to chemotherapy and lymphatic formation in breast cancer. Ran received an NIH/NCI R01 grant for her work on lymphatic vessel formation in breast cancer.

Kevin Schrader will be a junior next fall at SIU Carbondale majoring in physiology with a minor in chemistry. Schrader is assigned to Dale "Buck" Hales, Ph.D., professor and chair of physiology and a member of the SCI research team. Hales was recently awarded a five-year federal grant for his work on (patterns of) expression of genes responsible for tumor growth and synthesis of prostaglandins in normal and cancerous ovaries in nor-

mal and cancerous ovarian tissues.

Alison Embalabala will be a senior at Wheaton College this fall, majoring in biology. She will work with Andrew Wilber, Ph.D., assistant professor of medical microbiology, immunology and cell biology, whose research focuses on anti-tumor immunity in renal cell cancer.

Jeffrey Gross will be a junior this fall at the University of Illinois at Urbana-Champaign majoring in molecular and cellular biology with a minor in chemistry. Gross will also work with Wilber.

### Horace Mann appoints Porter, announces anniversaries

Horace Mann Educators Corporation President and CEO Pete Heckman has announced that Marie Porter has been appointed assistant vice president, casualty claims.



Porter

She will be responsible for quality assurance and compliance across the Property and Casualty Claims Department. Porter comes to Horace Mann with 17 years of industry experience. She most recently served as associate director and claims consultant for operations at Nationwide Insurance. She earned the designation of Associate in Claims from the Insurance Institute of America.



Gum

Porter holds a bachelor's degree in business administration, insurance and economic security from the University of South Carolina, Columbia.



Brune

Also, five Horace Mann Educators Corporation employees celebrated service anniversaries.



Wardell

Jana Gum, property and casualty senior underwriter from the Property and Casualty Division, marked 40 years at Horace Mann and retired on June 28.



Saucier

Susan Brune, group risk assessment and underwriting senior consultant from the Annuity and Life Division; Nennette Wardell, care center support representative from the Property and Casualty Division; and Roland Saucier, property and casualty underwriting manager from the Property and Casualty Division, all celebrated 35 years.



Craig

Rosemary Craig of Pleasant Plains, mail specialist from the Mail Service and Document Retention Division, celebrated 25 years.

**Does your company have an announcement, new hire, employee promotion and/or award? Springfield Business Journal invites you to share it with our readers. Send your announcement to [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)**

# OPINION

## Checking in

A couple of weeks ago late in the evening an email popped in my inbox. The subject line said "Been a while" and my address book recognized it as an old acquaintance, Craig Williams. I had not heard from him in years.



Brant Mackey

The email began with, "Remembering the first edition as I read today's ... good to see you still going ..." It continued with Williams taking the time and effort to type several paragraphs to bring me up to date on his business, which I read with interest. He concluded with, "Life has changed and yet is has stayed the same. You are still selling ads and we are still charging by the image. Better technology has made it easier and cheaper but nothing can replace the experience of a man who has worked decades at something ... Pride in workmanship shows, money follows ..."

Williams is someone I used to call on in the early days when I was traipsing around Springfield introducing the Business Journal and myself to the community. He did not use a "gatekeeper" and always took a few minutes to speak with me when I stopped by so I was careful not to abuse the privilege. It was a relief to visit his office in comparison to the numerous other stops with the arduous task trying to get into see someone, anyone, somewhere else. He would tell me what was he was working on at Commicrofilm and ask how the Business Journal was doing. Williams had a genuine interest and even advertised once in a while.

When Williams sold his building to LRS Web Services years ago and moved to North Dirksen, he fell off both my route and radar and unfortunately, I lost touch.

As I was reading his 'Been a while' email I became nostalgic. It was great to hear from him. I also realized that if I was feeling this good from hearing from an old friend that I could do a better job tracking down some of the other old guard of people I have not seen in years and check in with them.

Every month we make a point to hand deliver a copy of the Business Journal to our advertisers. It is our way of checking in so that they have the opportunity to speak with us to share concerns or compliments. It helps to maintain a healthy relationship.

Williams is a reminder of not only how easy it is to lose touch with someone but also how rewarding it can be to reconnect.

Brant Mackey is publisher and editor of Springfield Business Journal. He can be emailed at: [brant@springfieldbusinessjournal.com](mailto:brant@springfieldbusinessjournal.com)



"Uncle."

## EDITORIAL

### The 'OG' – Forty Under 40

Retaining young professionals is a primary focus for Springfield.

Some eight years ago when Mike Aiello and Sergio "Satch" Percori led the first fundraising campaign for the Quantum Growth Partnership (Q5) they specifically cited this as the reason they became involved and encouraged others to do so.

The more this topic moved into the spotlight Springfield witnessed the advent of several organizations including Young Springfield Professionals Network through the Greater Springfield Chamber of Commerce, Young Philanthropists through the Community Foundation of the Land of Lincoln and even a young professionals group at the Sangamo Club, among others. Organizations like these provide an opportunity for young professionals to gather and build relationships through seminars, workshops, giving and mostly through social events.

Seventeen years ago, Springfield Business Journal began its Forty Under 40 program. This awards program is unique in that it not only acknowledges young professionals for the work that they have accomplished thus far, but also in that we are recognizing their potential for future contributions to local business, community and industry.

Each year we publish 40 profiles that include basic biographical information (name, employment, education, family, etc...). It is also a tradition to ask the 40 selectees a set of questions so that our readers get to know them better. We are aware that family, friends, co-workers and business associates take joy in reviewing the profiles of people they know and seeing what they said.

Looking back you will find questions like, "Advice for someone seeking a career in your field" (2010), "Best business related decision?" (2011) and "Favorite thing to do in Springfield?" (2012), all of which may have provided some insight to what these young people are thinking and how it relates to our community.

Last year the winner of 'favorite thing to do' was social dining with downtown events and activities running a strong second. Springfield business and community leaders take heed – this is what our young people are looking for in their community.

This year "Best 'perk' of your current job?" may offer some ideas for employers, but just so there was no confusion, we simply came out and asked, "How should Springfield retain young professionals like yourself?" Again, we hope someone or everyone is listening.

We have 40 individuals, 21 males and 19 females, ranging from ages 24 to 38 with an average age of 33. Twenty five selectees have children of their own. All have continued their education beyond high school and represent a variety of businesses, industries and professions in our community. This is the core demographic that we seek to retain and contribute to the future of the Springfield community.

We congratulate the 2013 selectees and the 640 who came before them. It is a special 'club' whose membership has the opportunity and ability not only to preserve but change the face of our community's landscape.

## LETTERS TO THE EDITOR

Springfield Business Journal welcomes all letters to the editor. We look forward to providing an open forum for you to express your views. Please include your name, address and telephone number for verification. Please send them to: Editor, Springfield Business Journal, P.O. Box 9798, Springfield IL 62791 or e-mail them to [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com). Letters may be edited for clarity, space or libel.

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## Bingeing on Benny

Binge-viewing is the soup du jour in the entertainment industry with people consuming episodes of their favorite programs in a single setting.



Joe Natale

Netflix streams episodes of popular programs like "House of Cards" and "Arrested Development," allow viewers to gorge on episodes, one right after another, instead of waiting a week for the next installment.

Forbes Magazine recently reported that 88 percent of the people said they want to watch more than one episode of their favorite shows at a time.

The demographic group driving this insatiable appetite for content is the Millennials, who are accessing Netflix, Amazon, Comcast and YouTube on their tablets and smart phones, although burning up your phone's battery life to binge on AMC's "The Walking Dead" is not advisable. You'll need a fully charged phone to make a 911 call during the Zombie Apocalypse.

My wife and I have been bingeing on an entertainment program that pre-dates solid state circuitry. While data mining on the Internet Archive ([archive.org](http://archive.org)) we stumbled upon 143 episodes of the Jack Benny radio shows, produced during the 1930s, 40s and 50s.

These programs aren't going to draw viewers away from "Mad Men," but the foundation for episodic television programming and sitcoms evolved from these half-hour radio shows, whose humor and word play has worn well over the years.

Besides the alleged violin virtuoso Benny, the ensemble featured band leader Phil Harris; Benny's sarcastic wife, Mary Livingston; Eddie "Rochester" Anderson as Jack's wily housekeeper, valet, chauffeur and other duties as assigned; tenor Dennis Day; rasping B-Western movie actor Andy Devine; announcer Don Wilson; and Mel Blanc, the coughing, choking, sputtering engine of Benny's 1916 Maxwell touring car, who also voiced Bugs Bunny in the Looney Tune cartoons.

Some things old are new again, as product placement was just as prominent during the Golden Age of Radio as they are now in television and movies. Jello and Lucky Strike cigarettes were incorporated in the plot lines of every episode.

I suppose carrying on about 20th century non-visual medium in the 21st century is just me showing my age: 39.

Joe Natale is a freelance writer from Springfield.

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## Illinois, nation need immigration reform

A group of bipartisan leaders of the Illinois business, civic and education communities have joined together to form the Illinois Business Immigration Coalition (IBIC) to urge Congress to pass common sense immigration reform.



Douglas L. Whitley

**OPINION**

The Illinois Business Immigration Coalition (illinoisbic.biz) was formed with the goal of securing 300 CEOs and business owners and enlisting the support of 1,000 Illinois businesses to speak to their Congressmen about the significance of adopting immigration reforms this year. The objective is to enlist the support of Illinois' Congressional Delegation to adopt common sense immigration reform to support Illinois' economic recovery, provide Illinois companies with both the high-skilled and low-skilled talent they need, and promote the integration of immigrants into our economy as consumers, workers, entrepreneurs and citizens.

On the basis of the Policy Statement (www.ilchamber.org/government-affairs2/policy-positions/) adopted by the Illinois Chamber's board of directors at the March quarterly meeting, the Illinois Chamber has officially joined the coalition to demonstrate support for employers' need for an updated immigration and guest worker program that better reflects contemporary circumstances. Businesses and interested organizations are invited to join the IBIC.

IBIC unites employers, organizations and institutions from across diverse sectors of the Illinois economy – including technology, hospitality, manufacturing, agriculture, education, healthcare, engineering, energy, finance, and real estate – along with immigrant advocates to say with one voice that our nation and our state desperately needs modernized immigration solutions that empower Illinois' economic competitiveness.

There are other components to common sense reform. IBIC's members in higher education have seen firsthand the huge potential that undocumented and

international students have to contribute to the economy if only allowed – opportunities must be provided for immigrants and foreign students to enter the U.S. and our workforce legally, attracting and keeping the best, the brightest, the highly trained and the most engaging talent.

Stability must be promoted within our immigrant workforce and our immigrant consumer base. We need a thoughtful and streamlined process to legal employment which will ensure that we do not continue to address the same challenges in the future. IBIC supports "a mechanism that responds to the needs of business in a market-driven way, while also fully protecting the wages and working conditions of U.S. and immigrant workers," in accordance with the joint principles of the U.S. Chamber of Commerce and the AFL-CIO regarding temporary workers.

And finally, we must establish a path to legal status and citizenship for the undocumented currently living in Illinois and the United States to leverage their talent and to facilitate their integration as consumers, workers and entrepreneurs. At its heart, common sense reform simply means a solution based on facts, practical solutions, and real life problem solving for people, businesses and communities.

The numbers speak for themselves. According to a study released by the Immigration Policy Center and Center for American Progress, common sense immigration reform would increase U.S. Gross Domestic Product (GDP) by at least 0.84 percent. This would translate into at least a \$1.5 trillion cumulative increase in GDP over 10 years, which includes approximately \$1.2 trillion in consumption and \$256 billion in investment. The higher earning power of newly legalized workers would mean increased tax revenues of \$4.5 billion to \$5.4 billion in the first three years.

Higher personal income would also generate increased consumer spending—enough to support 750,000 to 900,000

jobs in the United States. Experience shows that legalized workers open bank accounts, buy homes and start businesses, further stimulating the U.S. economy.

The American Action Forum, a conservative think tank, has stated that, "In the absence of immigration, the population and overall economy will decline as a result of low U.S. birth rates. A benchmark

immigration reform would raise the pace of economic growth by nearly a percentage point over the near term, raise GDP per capita by over \$1,500 and reduce the cumulative federal deficit by over \$2.5 trillion."

The United States Senate's immigration initiative is embodied in S.1. This bill emerged from extensive efforts put forth by the so called "Gang of Eight" that included Illinois Sen. Richard Durbin. The lead sponsors are Sen. Harry Reid of Nevada and Sen. Patrick Leahy of Vermont. As of this writing, a House Resolution has yet to emerge in the United States House of Representatives although such a legislative proposal is eagerly anticipated. The Illinois Congressman who is the closest to the development of the immigration legislation that will emerge from the House of Representatives is Rep. Luis Gutierrez (D-Chicago).

A letter signed by 34 members of IBIC's steering committee including myself was sent to the Illinois Congressional delegation explaining IBIC's position and asking for action from Congress. If you also acknowledge that the US immigration laws are broken and desperately need to be fixed, you are encouraged to contact your Congressional leaders and add your voice to IBIC's in asking for a comprehensive, common sense solution. The time has come for the Congress to act on immigration reform without further delay.

“ We need a thoughtful and streamlined process to legal employment which will ensure that we do not continue to address the same challenges in the future.”

Douglas L. Whitley is president and CEO of the Illinois Chamber of Commerce

## ROSES and THORNS

A Rose – To Carlissa Puckett for contributing 20 years to Sparc.

A Rose – To the ground breaking for Hy-Vee supermarket and to Halverson Construction Co., a local construction company, for being awarded bid packages for the project.

A Rose – To Springfield for being named a Leading Location by Area Development and among least expensive by Kiplinger.

A Rose – To businesses who selflessly provide and share valuable information to other business owners in the community.

A Rose – To Kelly Thompson, Ronald McDonald House; Tim Brown, Vital Restoration; Kenneth and Sue White, Bergh White Opticians; Connie Matrisch, ProCom Services; Paul John Staab II, Staab Funeral Home and Chris Butler with Butler Funeral Homes: all winners of chamber's small business awards.

## LOOKING BACK

5 years ago in the Business Journal (July 2008) ...

- While The Hope Institute was opening services at Noll Pavilion, then President and CEO, Dr. Joe Nyre, revealed to the Business Journal that just five years earlier the school had been served with foreclosure papers.

- Orthopedic Center announced plans for its new \$13 million, 35 exam room, 100 employee facility at Old Jacksonville and Koke Mill roads.

- R.W. Troxell announced its growth by merging with Summer & Associates and acquisition of Alvin S. Keys & Co.

- Sunsetters opened at Lake Springfield Marina.

- Mike Maynard reflected on a 27-year career with Springfield Clinic and announced Randy Bryant as his successor.

## BOOK OF LISTS

In each issue of the Business Journal, we publish at least one or more lists of local businesses by major business categories. In the month prior to publication, we announce which lists will be published the following month. If your business is included in our monthly and annual lists, take a moment each month to check our upcoming list(s). If you have changes, additions, deletions, etc., e-mail us at: info@springfieldbusinessjournal.com.

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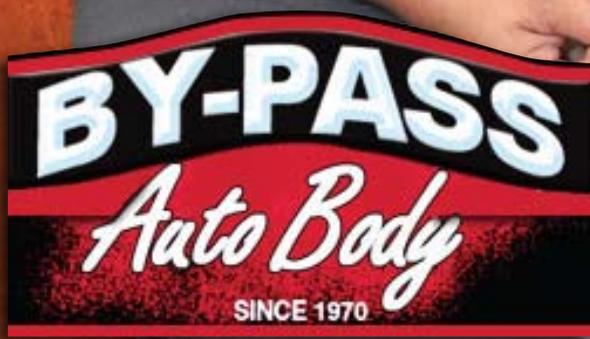
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