

# Springfield business journal

(217) 726-6600 • info@springfieldbusinessjournal.com

www.springfieldbusinessjournal.com

## Show'room' and tell

Showrooms make a statement

By Betsy Butler,  
Senior Correspondent

A showroom can give businesses competitive advantage but it does not necessarily guarantee a sale.

Cory Foster, store manager of Sundown One, said showrooms are the first visual impression for the consumer.

"If it's clean, full of new and interesting products, and well organized, it can make a very powerful statement," Foster said. "On the other hand, if it's non-existent, bare, disorganized, dirty, or out-of-date, that can also create a powerful statement, just not a good one. A showroom is a preview of how a company does business."

The showroom at Sundown One is approximately 6,000 square feet, and Foster said the financial commitment to the showroom and its upkeep is large.

*Continued on Page 11,  
Showrooms*



Sundown One

## Homebuilding industry woes



HBAI offices

### Recession's effects linger

By Ashley Caldwell,  
Correspondent

Illinois has been bucking the national trend in homebuilding, and not in a good way as the number of new homes being built has fallen well below the national average in recent years.

In the past decade, the housing market in the United States, including the homebuilding industry, has been all over the board. In 2006, according to information presented by the National Association of Home Builders (NAHB), the number of new homes being built each year began a steady decline across the country.

Recently, national surveys have shown the number of new home starts beginning to rise again; unfortunately, members of the homebuilding industry

in Illinois say that this simply is not the case in the Prairie State.

"Illinois is not following the trends of the rest of the United States," stated Bill Ward, executive vice president and director of Governmental Affairs for the Home Builders Association of Illinois. "We are still in a housing depression and we don't see any signs that we are picking up."

According to Ward, while national survey information shows that the overall home construction rates are currently 40 to 50 percent of the normal national average, the Illinois market is only at 20 to 30 percent of the normal rates for the state.

"The last few years homebuilding has really suffered," said Michael von Behren, owner of Michael von Behren Builder,

*Continued on Page 10,  
Homebuilding*

P. 16-29

### MULLIGAN STEW

Local golf outing organizers talk about Springfield's many outings, fewer golfers and the effects it has on fundraising.

P. 5

### "THAT'S ITALIAN"

Springfield is getting several new Italian restaurants and has a new Italian grocer.

P. 12

### REALTORS USE ENHANCED DATABASE

Realtors have a new tool in their toolbox to help buyers and sellers – Realtor Property Resource.

P. 13

### EARLY ENERGY ADOPTOR

The City of Springfield is one of the first in converting vehicles to a propane full system in a pilot program focused on cost savings and environmental concerns.

P. 33

### A BRIGHT IDEA

As the cost of photovoltaic panels and systems continue to tumble down, it can often be far cheaper for a business to simply replace their lighting.

P. 35

### MINORITY BUSINESS

Local columnist Pete Reeves discusses House Bill 924 and how it presents a problem for minorities who have been excluded from construction industry jobs.

P. 36

### QUOTE OF THE MONTH – P. 49



"While all of this officially takes effect on Jan. 1, 2014, employers are being forced to address all of the financial implications of their health benefit decisions."

**Douglas L. Whitley, president and CEO of Illinois Chamber**

COMING NEXT MONTH...

# Forty Under

Make your nomination – [springfieldbusinessjournal.com](http://springfieldbusinessjournal.com)

PRSAT STD  
U.S. POSTAGE  
PAID  
SPRINGFIELD, IL  
PERMIT NO 209

SPRINGFIELD BUSINESS JOURNAL  
P.O. Box 9798  
Springfield, Ill. 62791  
CHANGE SERVICE REQUESTED



# ***RUNNING ON THE RIGHT TRACK SINCE 2005***

In 2005, GoWeb1 proudly began delivering websites on the then little known content management system DotNetNuke™. We chose this track to give our clients a maximum return on investment by creating sites they could update with ease from any device without having to purchase expensive hardware or software.

Since then, DotNetNuke™ has become the leader of enterprise content management systems serving government, Fortune 500s, nonprofits, and small businesses. When your business is ready for a new website the GoWeb1 team is here to help get you up to speed and on the right track.



## **GoWeb1**

1028 S Grand Ave  
Springfield, IL 62704  
ph. 217.241.8554  
[www.goweb1.com](http://www.goweb1.com)





## • the rookery

### "Two States" set for June 6

Former Gov. Jim Edgar will be the keynote speaker at "The Two States of Illinois," a free event on Thursday, June 6 at 7 p.m. in the Brookens Auditorium at the University of Illinois Springfield.

The event is presented by the American Society of Public Administration and the Engaged Citizenship Common Experience Speaker Series.

Some argue that Illinois may be ungovernable due to the demographic, economic, and social differences that divide those living in the northeastern part of the state and those living outside of it.

This upstate vs. downstate split is demonstrated in voting patterns, but it is also demonstrated in difficulties in reaching agreements on such matters as public pension reform, gun control, economic development and school funding.

This session will explore how this division of Illinois is affecting state leadership and decision making, public perceptions of governmental effectiveness, and political and social operations. In addition to Edgar, other panelists include Illinois Public Radio Statehouse Reporter Amanda Vinicky, Rich Miller of the Chicago Sun-Times and Randy Blankenhorn of the Chicago Metropolitan Agency for Planning.

### CFLI schedules events

The Community Foundation of Land of Lincoln has two events in June.

On June 12 it will have the ninth annual Scholarship Reception from 5:00 p.m. to 6:30 p.m. at the Illinois National Bank Conference Center at 431 S. Fourth Street. More than \$80,000 will be awarded this year to more than 40 students from across Sangamon County.

On June 20 CFLI will host its Young Philanthropists' annual kick-off from 5:30 p.m. to 7:30 p.m. at the Isringhausen BMW Center, 200 E. Madison Street.

### LLCC accepting registrations for MotorSports Show

The Lincoln Land Community College MotorSports Club is hosting its 10th annual MotorSports Show on June 28 and 29 at LLCC-Springfield, 5250 Shepherd Road. Registrations are being accepted now.

On June 28, a free "park 'n' peek" is being held from 5 to 10 p.m.

On June 29, the show runs from 8 a.m. to 3:30 p.m. This year's event features more than 35 classes, including a new semi-truck class. Awards are being given to the top three in each category. Entry fee to display a vehicle is \$15; there is no fee for spectators.

In addition to the entries on display, the event will feature food, a swap meet, and vendors.

All proceeds from the show benefit LLCC automotive technology students and MotorSports Club activities.

### Comcast launches Wi-Fi in Springfield

Comcast announced the launch of Xfinity Wi-Fi in Springfield. For no additional charge, Xfinity Internet customers can access nearly 100 Xfinity Wi-Fi hotspots in Springfield, with more coming online.

From Friday, May 24 through Thursday, July 4, Comcast will make its Xfinity Wi-Fi hotspots available for free to anyone. After July 4, non-Xfinity Internet customers can try Xfinity Wi-Fi via two complimentary 60-minute sessions per month.

To find its Wi-Fi hotspots, Comcast developed the Xfinity Wi-Fi app, which is now available for Android and iOS devices. Customers also can visit [www.xfinity.com/WiFi](http://www.xfinity.com/WiFi) to locate hotspots.

### LRS acquires Capella Technologies

Levi Ray & Shoup, Inc. announced the acquisition Capella Technologies Inc. After more than a decade of collaboration, Capella will become a division of LRS, which specializes in enterprise software for output management. Capella management and staff will continue to operate their business and service their traditional customers, markets, and partners.

"We've been working with Capella since 2002, sharing market knowledge and technologies," said John Howerter, LRS senior vice president of Product Marketing. "LRS and Capella are compatible in many ways including our company's cultures, technical skillsets, and the markets we pursue. Both companies are excited about the things we can do together."

### Staab teams up with local restaurants

Staab Funeral Home is partnering with area restaurants to extend its hospitality services in a new program called Sweet Memories.

A certificate will be given to family members and their guests who have come to Staab to say goodbye to their loved one. They can then present that certificate at one of several local restaurants to receive up to a 15 percent bereavement courtesy on food service.

Participating restaurants include Saputo's Italian Restaurant, Westwoods Lodge Pub & Grill, Clay's Popeye's BBQ, The Dublin Pub, Fritz's Wagon Wheel, Mariah's Restaurant, Lake Pointe Grill and Chesapeake Seafood House.

The certificates are valid for one full year.

### New Salem Summer Festival June 8 and 9

The activities of a 1830s village will greet visitors during the Summer Festival on Saturday and Sunday, June 8 and 9, at Lincoln's New Salem State Historic Site.

The pioneer village will be open from 10 a.m. to 4 p.m. with residents performing activities reminiscent of life when Abraham Lincoln called New Salem home.

Period demonstrations of crafts and trades throughout the village will feature fiber arts such as quilting, spinning and weaving, as well as activities and crafts for children throughout the frontier village.

The Museum Store and Gift/Book Store and The Bistro restaurant will be open during the event.

Lincoln's New Salem State Historic Site is located two miles south of Petersburg and 20 miles northwest of Springfield on Route 97. Tours are free, although a donation of \$4 for adults, \$2 for children or \$10 per family is suggested.

### NCI Building Systems hosts seminar June 4-6

NCI Building Systems will host a three-day conference in Mattoon, Ill. to educate metal construction engineers on how to install different metal roofing technologies. The seminar will be held at the Holiday Inn Express and will be offered in two parts.

June 4 and the morning of June 5 will be focused on educating participants about six different standing seam metal roof systems, including Ultra-Dek, Double-Lok, BattenLok HS, SuperLok, LokSeam and Craftsman-HB.

The second part of June 5 and the entire day of June 6 will be spent doing mock-ups of the different roof systems.

## Your Success Story Begins with DirectBuy



### DirectBuy is targeting Central Illinois as an excellent Franchise Opportunity.

DirectBuy is the largest, most successful private buying service in North America. Members save hundreds, even thousands off the national average on furniture, cabinetry, flooring, lighting, appliances and more when they buy direct from more than 700 brand-name manufacturers.

#### As a DirectBuy franchise owner, you can expect a business with:

- \* A compelling and highly marketable service - a service that appeals to virtually EVERY consumer!
- \* Comprehensive sales, service and operations training
- \* A manageable staff size with low labor costs
- \* No upfront inventory costs
- \* Quality marketing support
- \* Ongoing business consulting and support
- \* A business with significant financial potential

Let us show you how investing in DirectBuy is a great way to help fuel a talented owner/operator's passion and can reward you personally and professionally.

Call Julie Fletcher, Director of Franchise Development  
800-454-0018 / [franchise.directbuy.com](http://franchise.directbuy.com)

**DirectBuy**

## PRAIRIE DENTAL GROUP

TANYA DeSANTO, D.D.S. & JULIE NATHANSON, D.D.S.  
ELIZABETH KNOEDLER, D.M.D. - GENERAL DENTISTS

### The Art and Science of Beautiful Smiles

- PORCELAIN ARTISTRY
- IMPLANT DENTISTRY
- CROWNS & BRIDGEWORK
- TOOTH COLORED FILLINGS
- SHADE MODIFICATION
- ONE HOUR ZOOM WHITENING
- COMPLETE DENTURE SERVICE
- NIGHT GUARDS

OFFICIAL DENTIST FOR THE



FOLLOW US ON FACEBOOK



Member  
AMERICAN ACADEMY  
OF COSMETIC DENTISTRY

217.546.0412

2900 Greenbriar Drive • [www.prairiedentalgroup.com](http://www.prairiedentalgroup.com)



## 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.*

### American Association of University Women (AAUW)

The American Association of University Women will host its Summer Kickoff, Friday, June 7th from 5 pm to 7 pm with chair Julie Haehn. For information about the event, including location, please contact [aauspringfieldil@gmail.com](mailto:aauspringfieldil@gmail.com) or visit [www.sites.google.com/site/aauspringfieldil/home](http://www.sites.google.com/site/aauspringfieldil/home).

AAUW board meetings are held on the first Tuesday of each month except July, and any member may attend. If you wish to address the Board at one of its meetings, please contact the President in advance.

### Illinois Women in Leadership (IWIL)

Illinois Women in Leadership will hold its End of the year meeting and presenting of the Diamond Award from 5 pm to 7:30 pm on Thursday, June 13th at Bella Milano, 4525 Wabash Ave., Springfield, IL 62711.

The purpose of this meeting is the election and announcement of officers, receipt of reports, transaction of business pertaining to the organization and presentation of the Diamond Award. The nominee of the Diamond Award is a woman who intuitively grasps the IWIL Credo and acts as a catalyst to those goals. This woman is dedicated, reliable and is a support and inspiration to others – she is “the wind beneath the wings” of others who strive to fly high.

This woman also demonstrates extraordinary standards of professional excellence, vision and dedication within the business community and the IWIL organization. This member understands the IWIL organizational purpose is to promote professionalism and to develop members' leadership and management abilities. Please come join us as we end our year and present another remarkable woman with our Diamond Award!

Guests and potential new members are welcome to attend. The cost for members is \$25. Non-members and walk-ins are \$25. Reservation forms are available at [www.iwil.biz](http://www.iwil.biz). Reservations with payment must be received by 5 pm Thursday, June 6th via the website or by mailing the registration form and payment to: IWIL, P.O. Box 5612 Springfield, IL 62705-5612.

### Women Entrepreneurs – Central Illinois (WE-CI)

Women Entrepreneurs of Central Illinois' Summer Tea Social will be held on Wednesday evening, June 12th, from 5:30 pm to 7:30 pm at The Broadwell Tavern in Clayville, Ill. This is your opportunity to mix, mingle, and wear a lovely hat! Directions: Il 97 (Jefferson) East to 125 West. The Broadwell Tavern will be just before Pleasant Plains, on the Left (south) side of the highway, approximately 13 miles from Springfield

Program: Historic Research On The Interior Design For The Period Of The Broadwell Tavern. Presenter: Susan Day of Exciting Windows. and catered by Sue Shaw of Central Illinois Event Catering.

The cost for the meeting is \$22 for members, \$25 for guests and \$30 for walk-ins. Please RSVP by noon, June 7th, 2013. Reservations are non-refundable. Additional information is available by contacting Cherrill Lewis at 698-6140, or at [reservations@we-ci.org](mailto:reservations@we-ci.org).



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 •

# IRONMAN by taking a bet

## Dan Dungan

### Profession:

Senior Vice President,  
Springfield Electric

### Passion:

IRONMAN

By Raegan Hennemann,  
Senior Correspondent

In January 1999, Dan Dungan took a bet that changed his life.

Dungan, a senior vice president at Springfield Electric, was talking to a friend who competed in triathlons. Dungan himself was a golfer who ran a couple of miles throughout the week for exercise.

“He wanted to know who was the better athlete, the golfer or the triathlete. I said, ‘Well, this golfer can do what you’re doing,’” Dungan remembers.

Fast forward 14 years and more than 100 triathlons, Dungan is still glad he accepted his buddy’s challenge.

“For some people it will be on the bucket list, one and done. Others will enjoy it for a couple seasons. Others will make it a lifestyle. I’ve made it a lifestyle,” he said.

There are various racing distances in triathlons, but Dungan specializes in what are considered long and ultra events such as IRONMAN 70.3 and IRONMAN, respectively.

IRONMAN consists of a 2.4-mile swim, 112-mile bike and 26.2-mile run. IRONMAN 70.3, also known as a half IRONMAN, consists of a 1.2-mile swim, 56-mile bike and 13.1 mile run.

Dungan’s first triathlon was the Olympic or international distance: 1.5k swim, 40k bike and 10k run. The event took place in Memphis, Tenn. in May 1999 – five months after making the bet. He was 42 years old and his finish time of 2 hours, 49 minutes, 4 seconds allowed him to place 85th out of 105 competitors in his age group.

Not bad for a “neophyte triathlete.” So, why keep going?

“It was fun and it got me in pretty good shape,” Dungan said. “I liked the results and I liked the competition. The fun was the training. You get to swim and you get to bike and you get to run and you kind of put it all together and it became ‘Well I can do better than that, one more. Let’s do the next one and then do the next one’ kind of thing.”

Even though Dungan fell in love with triathlons, he also began participating in other multisport and running events, including run and bike biathlons and marathons. He uses those types of events as base training for his triathlons.

In 2012, Dungan competed in eight triathlons and hopes to do six this year. His final triathlon of 2012 was IRONMAN Arizona in November. After a five and a half month hiatus from competing, on June 1, he competed in the Tri-Shark Triathlon Classic (600 yard swim, 13 mile bike, 5k run) near Bloomington-Normal.

Next he’ll head to Petersburg on June 15 for the Railsplitter Triathlon. It is an Olympic distance race: 9/10 mile swim, 24.8 mile bike and 6.2 mile run.

Dungan is hoping to compete in two IRONMAN races this year – IRONMAN Louisville in August and if he does well enough he can qualify for IRONMAN World Championship in Kailua-Kona, Hawaii in October.

Triathlons, especially the IRONMAN races, have taken Dungan across North America, to the U.S. Virgin Islands and even New Zealand.

“I was with 22 guys and we were training in New Zealand for three weeks in February 2006. We traversed South Island, basically from north to south,” Dungan said. “We toured New Zealand to swim, bike and run for basically 16 days straight. Along the way we did (an Olympic distance) triathlon and a mountain half marathon. Within the 16 days we covered 1,800 miles on the bike.”

Dungan’s love for specific triathlon locations has taken him to IRONMAN races in British Columbia twice; Coeur D’Alene, Idaho four times; Florida three times; Lake Placid, N.Y. once; and St. Croix three times.

“I do well in hot and mountainous races,” Dungan said. “I have a pretty good power to weight ratio on the bike. In other words I’m light enough and I’ve got a lot of power I can get up the mountain quicker than my rivals.”

So far, his favorite racing has been in Coeur D’Alene.

“It’s not really at high altitude. It’s a drier climate that’s kind of an arid climate in the mountains of Idaho. It’s hilly. I just like the area; it’s very mountain-y, very tree-y, very different than the plains of Illinois,” he said.



“For some people it will be on the bucket list, one and done. Others will enjoy it for a couple seasons. Others will make it a lifestyle. I’ve made it a lifestyle.”

Continued on Page 7, After Hours





# COMMUNITY BUSINESS REPORT



## Forty Under

Make your nomination today –  
[www.springfieldbusinessjournal.com](http://www.springfieldbusinessjournal.com)

[www.springfieldbusinessjournal.com](http://www.springfieldbusinessjournal.com)

June 2013

## Mulligan stew

Many outings; fewer golfers

By Roberta Codemo,  
Correspondent

Golf outings are a perennial way to raise money and awareness for not-for-profit organizations, but some flourish while others fall short of participants.

"Golf outings account for approximately 20 percent of our business," said Douglas Kindlon, manager of Edgewood Golf Course. Edgewood hosts about 60 outings annually.

"Our numbers are up a little over last year," said Kindlon. Over the last several years, he has seen a 5 to 10 percent increase.

Golf outings are an important part of Edgewood's business. Kindlon's staff works with people who have never held an outing to people who have been holding outings for 10 or 20 years.

"We know how difficult it is to put on an outing," said Kindlon. "We do everything we can to make the day easier."

Kindlon said there is always room for more outings. "Outings are a unique way for an organization to raise money and have an enjoyable day," he said.

Golfers can choose from more than 70 outings throughout the summer. While that number

**"We had a net revenue of \$3,000 last year. It didn't raise enough money to justify doing it this year.**

**There are a lot of challenges associated with holding a golf outing. We decided to put our time to better use."**

**Jay Landers,**  
director of Development  
and Outreach for Central  
Communities Health Center

seems excessive, organizers agree it's not the number of outings but the number of golfers that makes or breaks an event.

Jay Landers, director of Development and Outreach for Central Communities Health Center, said his organization discontinued its outing, which started six years ago. "Last year we had 53 to 55 participants,"



**Camp COCO Charity Golf Outing has been held for more than 20 years. It raises approximately \$25,000 annually to pay for about one-fourth of camp expenses.**

he said. That number was down one-third from the previous year.

The event wasn't large to begin with. "We had a net revenue of \$3,000 last year," said Landers. "It didn't raise enough money to justify doing it this year."

For an outing to make money, you need solid partnerships. "It takes time to cultivate relationships," said Landers. "There are a lot of challenges associated with holding a golf outing. We decided to put our time to better use."

The organization wanted to create an event that was unique to it. Last year it held a 5k run/walk in Washington Park that attracted 170 participants. That number rose to 229 this year.

"The event didn't raise much money this year," said Landers. No decision has been made whether to continue it next year. "We are working on concepts," he said.

Crimestoppers discontinued its outing three years ago. "We were seeing fewer golfers," said Joe Ushman, former president. The event drew approximately 72 golfers.

There were mixed emotions when the event ended. "The golfers enjoyed it," said Ushman. "It was a sign of the times. I think the economy definitely

affected it."

Ushman said the organization decided to extend its fundraising efforts in other directions. "We replaced the golf outing with trivia night," he said. Last year it raised approximately \$5,000, which is better than the golf outing brought in. "We've been very successful with trivia night."

Ushman said there are too many golf outings in Springfield. "The market will take care of itself," he said.

PMS, or Positively Male Shut-out, outing, which started in 2003, was put on hold two years ago. Michelle Buerkett, manager and co-owner of Longbridge Golf Course, said her mother passed away.

The group played for a different charity every year. "We raised \$30,000 for the Shriners," said Buerkett. The group also purchased a handicap van for Hope School and bought air conditioning units for the Mini O'Beirne Crisis Nursery. "We wanted to give something back to the community," she said. The Longbridge Charity Golf Outing started two years ago and will be held on August 23. The event is limited to 64 golfers. Last year it raised \$3,000 for Toys for Tots.

Buerkett said each outing is unique. "Ours was truly unique

because we didn't have to fight to fill it," she said. "It was a hot commodity at the time. There was a waiting list."

PMS was a huge success. "We hope to bring it back," said Buerkett.

Successful outings have a long history of tradition behind them and a core constituency that comes out every year.

The Big Brothers Big Sisters outing started approximately 12 years ago to raise money and awareness. "We share the story of who we are, what we do and our results," said Chris Hembrough, executive director.

The outing has been held at Piper Glen for the past seven years. "It's a great golf course," said Hembrough. "We have a great working relationship with the staff."

The event typically nets between \$13,000 and \$15,000. "It's been very successful for us," said Hembrough. "There was a dip in all our fundraising across the board in 2010-2011. The outing is back to the levels it was at in 2009-2010."

The outing attracts a core group who return each year because it believes in the organization and wants a way to give

## • new businesses

• A "Real" Detail, 42 Nottingham, Chatham, 62629, Reggie South, II, (217) 638-8103.

• A Stitch of Paint, 2048 N. 20th St., Springfield, 62702, Jera Josseland, (217) 481-1041.

• Acosta Construction, 255 S. Durkin Drive #2, Springfield, 62704, Juan J. Acosta, Jr., (217) 220-0088.

• Back Lawn Bomb Squad, 1728 N. Fifth St., Springfield, 62702, Jason Boesdorfer, (217) 898-1390.

• Bee Leaf Farm, 10257 Old Indian Trail, Glenarm, 62536, Tom A. Schreyer, Carolyn R. Schreyer, (217) 341-1991.

• Beauty Nail & Spa, 4345 Conestoga, Springfield, 62711, Michael Nguyen, Van Tran, (714) 514-3677.

• Beloit City Press, 816 N. Fifth St., Springfield, 62702, Jacqueline D. Jackson, (262) 853-2915.

• Blak Market Music Group, 1752 Shade Tree Court, Belleville, 62226, Brandon Hines, (504) 202-4326.

• Blue Daffodil Designs, 200 W. Conrey, Williamsville, 62693, Patti Barnett, (217) 416-1086.

• Bria'z Pretty Chow, 400 N. 14th St., Springfield, 62702, Brandis S. Broomfield, Tambria A. Broomfield, (217) 528-0449.

• Brickhouse Towing & Auto Recovery Services, Inc., 1925 E. Clear Lake Ave., Suite A, Springfield, 62703, Kevin E. Smith, Matthew E. Justice, (217) 679-5958.

• Capital City Wholesale, 1200 Bunn Ave., Springfield, 62704, Curt Foster, Arva Foster, (217)

*Continued on Page 45,  
New Businesses*

## • index

|                                 |       |
|---------------------------------|-------|
| The Rookery.....                | 3     |
| After Hours.....                | 4,7   |
| Regular Meetings.....           | 4     |
| Women's Calendar.....           | 4     |
| New Businesses.....             | 5,45  |
| Airport En/Deplanements.....    | 6     |
| Building Permits.....           | 6     |
| Business Lunch.....             | 14    |
| Monthly Drive.....              | 15    |
| The Corporate Review 2013.16-29 |       |
| Going Green.....                | 34    |
| Minority Business.....          | 36    |
| Legal Filings.....              | 38    |
| Law.....                        | 39    |
| Giving Back.....                | 40-41 |
| Local Golf Outings.....         | 42    |
| Business Reading.....           | 43    |
| Community Business.....         | 44-45 |
| Fast Tracks.....                | 46-47 |
| Opinion.....                    | 48    |
| Op-Ed.....                      | 49    |
| Business Card Directory.....    | 50    |

*Continued on Page 9,  
Second Front*



# Connect with SPRINGFIELD CLINIC

... your circle of care



**Our mission is to provide the highest quality health care to the people of central Illinois.**

**Our network of care includes:**

- Nearly 400 board certified physicians and mid-level providers practicing in nearly 80 medical specialties
- Service to patients in more than 40 locations in Springfield & throughout central Illinois

safe • timely • efficient • equitable • effective • patient centered

[www.SpringfieldClinic.com](http://www.SpringfieldClinic.com)



Building and Zoning Department - City of Springfield  
Building Permit Report

|  | April      |           | January - April |            |
|--|------------|-----------|-----------------|------------|
|  | 2013       | 2012      | 2013            | 2012       |
| New Single Family Residence            | 13         | 10        | 20              | 35         |
| Permit                                 | 13         | 10        | 20              | 35         |
| Valuation                              | 4,001,000  | 2,260,000 | 5,861,000       | 9,138,600  |
| Revenue                                | 4,200.36   | 2,757.92  | 6,050.89        | 10,553.20  |
| Dwelling Units                         | 13         | 10        | 20              | 35         |
| New Two Family Residence               |            |           |                 |            |
| Permit                                 | 2          | 4         | 9               | 9          |
| Valuation                              | 565,000    | 1,286,000 | 2,712,000       | 2,726,000  |
| Revenue                                | 785.52     | 1,554.60  | 3,616.78        | 3,780.26   |
| Dwelling Units                         | 4          | 8         | 18              | 18         |
| New Multi-Family Residence             |            |           |                 |            |
| Permit                                 | 0          | 0         | 0               | 0          |
| Valuation                              | 0          | 0         | 0               | 0          |
| Revenue                                | 0          | 0         | 0               | 0          |
| Dwelling Units                         | 0          | 0         | 0               | 0          |
| New Commercial                         |            |           |                 |            |
| Permit                                 | 1          | 1         | 19              | 11         |
| Valuation                              | 2,600,000  | 80,000    | 50,910,000      | 19,243,446 |
| Revenue                                | 9,070.20   | 388.20    | 150,401.40      | 65,298.44  |
| Total (New, Remodel, Addition & Misc.) |            |           |                 |            |
| Permit                                 | 301        | 316       | 840             | 1,050      |
| Valuation                              | 18,920,644 | 9,268,018 | 90,344,541      | 50,090,160 |
| Revenue                                | 56,413.56  | 27,163.33 | 277,616.13      | 151,611.69 |
| Dwelling Units                         | 17         | 18        | 38              | 53         |

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

|   | April |        |         | Year-To-Date |        |         |        |
|---|-------|--------|---------|--------------|--------|---------|--------|
| Airline Passengers Enplaning                                  | 2013  | 2012   | Change  | 2013         | 2012   | Change  |        |
| American Connection   | 1,379 | 1,486  | -7.20%  | 6,395        | 6,366  | 0.46%   |        |
| United Express  | 2,756 | 3,131  | -11.98% | 10,354       | 11,936 | -13.25% |        |
| Direct Air  | 0     | 0      | 0       | 0            | 5,294  | 0       |        |
| Vision  | 0     | 477    | 0       | 0            | 878    | 0       |        |
| Allegiant Air   | 1,163 | 0      | 0       | 4,814        | 0      | 0       |        |
| Sun Country / Honor Flight                                    | 157   | 156    | 0.64%   | 315          | 156    | 101.92% |        |
| Sun Country / Riverside                                       | 140   | 0      | 0       | 377          | 0      | 0       |        |
| McClelland Aviation   | 2     | 4      | -50.00% | 3            | 8      | -62.50% |        |
| Charter - Other   | 0     | 0      | 0       | 0            | 194    | 0       |        |
| Sub-Total   | 5,597 | 5,254  | 6.53%   | 22,258       | 24,832 | -10.37% |        |
| Airline Passengers Deplaning                                  |       |        |         |              |        |         |        |
| American Connection   | 1,385 | 1,724  | -19.66% | 6,280        | 6,633  | -5.32%  |        |
| United Express  | 2,769 | 3,098  | -10.62% | 10,475       | 11,830 | -11.45% |        |
| Direct Air  | 0     | 0      | 0       | 0            | 4,990  | 0       |        |
| Vision  | 0     | 696    | 0       | 0            | 977    | 0       |        |
| Allegiant Air   | 1,334 | 0      | 0       | 5,007        | 0      | 0       |        |
| Sun Country / Honor Flight                                    | 157   | 156    | 0.64%   | 315          | 156    | 101.92% |        |
| Sun Country / Riverside                                       | 140   | 0      | 0       | 377          | 0      | 0       |        |
| McClelland Aviation   | 2     | 4      | -50.00% | 3            | 8      | -62.50% |        |
| Charter / Other   | 0     | 0      | 0       | 0            | 98     | 0       |        |
| Sub-Total   | 5,787 | 5,678  | 1.92%   | 22,457       | 24,692 | -9.05%  |        |
| *information provided by<br>the Springfield Airport Authority | TOTAL | 11,384 | 10,932  | 4.13%        | 44,715 | 49,524  | -9.71% |

# Eric Kiser Insurance

Since 1975

SPECIALIZING IN

## SELF-FUNDED Group Health Plans



## QUESTIONS? We can explain it.

**ATTENTION EMPLOYERS:**  
Explore the advantages of Traditional Self-Funding or the new NAA Bridge plan!

**SELF-FUNDING WORKS!**  
Give us a change to show you how self-funding can work for your company!

**We Can Provide You With:**

- Complete plan creation and design
- Re-insurance
- Claims administration
- Extensive reporting capabilities
- Daily assistance in the operation of your plan including:
  - Medical management services
  - Third-party liability and subrogation
  - Professional Legal Resources for both ERISA and non-ERISA needs

(217) 228-0856 • (800) 772-0034  
[eric@erickiser.com](mailto:eric@erickiser.com) • 1128 Broadway, Quincy, IL 62301

# Local Running Events

- 21st Annual Bob Goldman Memorial Scholastic Challenge 5K and Kids Fun Runs, June 15, 7:30 a.m., FMI: [GetMeRegistered.com](http://GetMeRegistered.com), Jay Rogers, 217-971-4663, [jay.rogers@banktr.com](mailto:jay.rogers@banktr.com)
- Run for Kids' Sake 5K Run/Walk, June 22, 8:30 a.m., Washington Park, FMI: [www.facebook.com/RunForKidsSake5k](http://www.facebook.com/RunForKidsSake5k), Cathy Strukely, 217-473-7652, [RunforKids-Sake5K@yahoo.com](mailto:RunforKids-Sake5K@yahoo.com)
- Road to Recovery 3K/5K Walk-Run, June 29, 10:30 a.m., Washington Park picnic pavilion – FMI: [www.MHCCI.org](http://www.MHCCI.org), Raegan Hennemann, (217) 525-1064, [mental-health@mhsil.com](mailto:mental-health@mhsil.com)
- Scheels 5K/Run/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)*



## Medals 4 Mettle

"Run for a greater good."

*Medals4Mettle (M4M) is a non-profit organization that facilitates the gifting of marathon, half marathon, and triathlon finishers' medals to children and adults fighting debilitating illnesses who might not be able to run a race, but are in a race of their own just to continue to live their life.*

For more information contact:  
Scott Dahl  
217-306-4032 or [dahl@medals4mettle.org](mailto:dahl@medals4mettle.org)



After Hours, Continued from Page 4

In 2012, Dungan was 55, which is the low cutoff for his age group of 55- to 59-year-old competitors. It ended up being one of his best seasons. He took first place out of the 29 who finished in his age group at IRONMAN Miami 70.3. His time was 4:51:37. At IRONMAN Arizona he finished third out of 90 competitors in his age group. His time of 10:31:51 is his personal best in an IRONMAN. So far, his best IRONMAN 70.3 time is 4:35:45.

Of course, finishing times like that mean a lot of regulated training beforehand. Here's how it breaks down for Dungan: for 30 weeks a year he trains eight hours a week, for 10 weeks a year he trains 14 hours a week, two weeks a year he trains for 20 hours a week and for the remaining 10 weeks of the year he is not officially training.

"I do whatever I want to do," he said. "I'll either mountain bike or run or walk. Or I may not do anything. It's 10 weeks of unscheduled training."

Dungan's training regime has developed over the past 14 years thanks to advice from people who know all about triathlons.

"I have a village of advisors. These are former professional triathletes that I've gotten to know through competition. We just bounce ideas off each other," he said. "But it's pretty structured. I pretty much write my own plan now that I've been doing it so long. But I bounce it off a group of pro triathletes to make sure I've got it right, a sanity check."

Dungan readily admits his training routine is "very consistent and very boring," yet he doesn't seem to mind. Four days a week he joins the Masters Swimming program at the Kerasotes YMCA. On days he doesn't swim, he runs. He bikes three days a week. During his 14-hour training weeks, Dungan will bike as much as 100 miles in one day.

Overall, he spends the most time training on the bike.

"That's where I'll spend my energy and intensity because that represents well over half the race," he said. "You have to become a bike expert to do well in these things."

Good thing biking is his favorite aspect of triathlons.

"I have to say I like the biking the best because I like the thrill of speed. I set a record, my own personal record, on a downhill decent in Coeur D'Alene at 61 mph," he said.

Statistically, swimming is Dungan's weakest link in this triathlon repertoire and it turns out the mass start of the swim is his biggest dislike of the races.

"The first 1,000 yards of an IRONMAN swim is very chaotic," he said. "It's a mass start of 3,000 people."

Dungan didn't grow up swimming so when he decided to compete in triathlons he took three swimming lessons to learn the freestyle stroke.

"Swimming is a lot like golf; it's very technical in your body position in the water and how you handle yourself. It's an acquired, developed skill," he said. "I'm not really a swimmer, I'm a triathlete swimmer. So to classify me as a swimmer would be a very poor use of the word swimmer. I'm proficient enough as a triathlete swimmer...I've made a lot of improvement over the last 14 years."

Despite all the training time Dungan puts into being a competitive triathlete, he knows he couldn't do it without the support of his wife, Carolyn, the person who "makes it all happen."

"She goes to the (races) that are interesting to her because it's not a spectator sport and she'll tell you that," he said. "World Championships and interesting venues she goes to."

Behind all of the physical training, the mental aspect of triathlons is just as important. Dungan credits his mental strength for being a successful triathlete.

"I can compartmentalize any adversity within the triathlon and overcome it. That's the mental challenge of this, it's like chess. In IRONMAN in particular you're dealing with a lot of strategy. It's when to push the bike, when to push the run because you've got so much energy stored in you and you've got to know when to basically dole it out a little bit," he said. "My strength of all that is being able to organize and plan my day and then my race execution."

So, before every race, Dungan sits down and formulates a race plan.

"I plan the race out on paper, how it might unfold. Plan A. And then I have a Plan B in case it all goes to hell," he said. "I know what I need to do every hour of the event and it really centers around race course management and executing the plan. But I mentally think through this, prepare before the race, every race, any race."

If he has a key race coming up, Dungan might even take a quick trip to the site and scout the route. That's his plan this summer. Even though he's raced in Louisville before, he is going to head south and check out the bike course because it's a qualifier for the IRONMAN World Championship in Hawaii.

"I will ride on that course two or three days just to get a feel for the nuances because every now and then they'll change the course, a different layout," he said.

As for staying motivated, Dungan doesn't have to worry too much, especially after 2008 when he was diagnosed with coronary heart disease and had a stent put in.

"The motivation is deep within. I have this passion to compete and stay fit," he said. "I like the thrill of it. It's a diversion from the day-to-day work and I think you have to be a fairly competitive person to be able to do this type of thing."

So after 18 IRONMAN races and 27 IRONMAN 70.3 races, what's the future hold for Dungan?

"I'm going to do one more competitive season, this season, and then I'm going to evaluate at the end of this year. I may dial it back a little bit, just do a couple of races a year, just to have fun," he said. "I'm at the point now, and at my age, it's harder and harder to do these things at 56. If you look at the demographics, it's clearly a bell curve."

Raegan Hennemann is a senior correspondent for Springfield Business Journal. She can be reached at [raegan@springfieldbusinessjournal.com](mailto:raegan@springfieldbusinessjournal.com)

# Entrepreneur Week rescheduled

Increased participation being sought

By Roberta Codemo, Correspondent

Entrepreneurs can bring their ideas to Entrepreneur Week and learn what it takes to start a successful business.

The event, originally scheduled to run May 14-19, has been rescheduled to the week of Jan. 20, 2014. The change of date was a mutual decision between the University of Illinois at Springfield (UIS) and the Greater Springfield Chamber of Commerce.

Steward Sandstrom, president and CEO of the Chamber, said the decision was made the week before the event. "We didn't have the participation we were looking for," Sandstrom said.

Sandstrom said the week is about creating an entrepreneurial culture within the community where there is a support network to help entrepreneurs.

"You can have an idea and grow it into a successful business that supports a family or two and a couple thousand families someday," Sandstrom said. "There is a lot of room for growth."

One key component of the week is Start-up Weekend, a 54-hour event where entrepreneurs come together, form teams and create companies. Sandstrom said the goal of the weekend is to educate entrepreneurs; creating a company is a by-product.

Bruce Sommer, UIS Lecturer and Entrepreneur-in-Residence, said a good number of people had signed up for Start-up Weekend and organizers were excited to go forward. The decision was made, however, to keep all the events together.

Sandstrom said approximately 12 individuals had signed up and another 12 had expressed interest. "We needed a minimum of 25 participants. We're looking forward to seeing it come to fruition," Sandstrom said.

The decision was made to include Project Innovation in the week-long series of events. Project Innovation started in 2010 as a countywide entrepreneurial competition where individuals and businesses could have their innovative ideas recognized and rewarded. "It's done well in the past," said Sandstrom.

A few applications have been received. "We look forward to receiving more," said Sandstrom. The goal of Project Innovation is to ensure stories like Horace Mann, Levi, Ray & Shoup and Jar Dogs are not few and far between.

This year Project Innovation added a student category. Sandstrom said part of the evening was to be devoted to introducing the first Springfield CEO class. The CEO program provides high school students with the opportunity to learn the skills necessary to build and run a company. Students earn high school credits while being mentored by a member of the business community.

Sandstrom said the organizers are looking forward to January. "We believe it will be a success," he said. "There is a market for this type of event. It gives us a platform to talk about entrepreneurship. It's needed in our community," he said.

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

qualitypromised. qualitydelivered.

signature  
EVENT RENTAL

Now Offering 10% OFF  
Artland Black Glassware & Black China!

Signature is Central Illinois premier event and party rental store. Whether it is a tent for a company event, inflatables and outdoor games for a kids party, or tables, chairs and china for a wedding reception, Signature Event Rental provides a variety of products to bring their clients' vision to life.

f p t 217.787.9461  
signature-rental.com

Offer valid through 6-30-2013

Start Delivery Today!  
[springfieldbusinessjournal.com](http://springfieldbusinessjournal.com)  
217-726-6600



## personality profile •

## The fine art of creativity

By Eric Woods, Correspondent

*Springfield –*

**What is your favorite part about living in Springfield?** Beane is happy that most of her family is nearby. “My parents are

nearby as are my sister and her children,” she said. Beane also met her husband right out of college, and he was originally from the area. That is one of the reasons they moved back. “I had planned on moving to Chicago after graduation.”

**What is the worst part about living in Springfield?** Beane is not a fan of the winters. “I loathe it in the winter,” she said.

**The biggest issue Springfield currently faces is...?** The state government and local politics do not sit well with Beane.

“There are significant issues with trusting our governors and other leaders,” she said.

*Employment –*

**When I was 10, I wanted to be ...** a photo-journalist for National Geographic.

**First job?** In high school, Beane had

a job working at a custom drapery and interior design store. “I would do filing, answer phone, some receptionist duties, and the occasional cutting of drapes,” she said.

**Worst job?** Telemarketing was a job

Beane did not enjoy. “It was cold calling to set up photo shoots,” she said. “I got hung up on a lot.”

*Current job and responsibilities?*

Beane has been in business for 14 years, specializing in realistic and pop realism portraits as well as other fine art. She handles official portraits in the areas of academic, corporate, entertainment, judicial and legal, medical, military, religious, political, sports and professional donors. Beane will also

paint private sector portraits of adults, children, teens and pets. Photographic services as well as art instruction classes for adults and children are among her offerings in both private and group settings. Other party services include open group art and wine night out painting parties, corporate painting parties, private art and wine parties, and

children’s artful afternoon painting parties. “Corporate, children, and dogs are a large number of the clients I receive for portraits,” said Beane.

*Philosophical –*

**What do you want to know about the future?** “I just want to know of the health and well-being of my family,” said Beane. “If it is anything negative, I can wait and cope with it at the time.”

**How do you envision your life in 10 years?** “Looking at it through a mother’s eyes, my children will be older so I will have more time,” said Beane. “I can take on larger projects and grow the business in a way where there is no cap because of small children.”

**Something you learned early in life and still use?** Beane’s father is a retired judge and taught her to treat people with kindness and respect.

*Advice –*

**Advice for someone seeking a career in your field?** Beane understands the need to be pragmatic and look at the business side of art. “You have to look at it as a business,” she said. Those studying art in college would also be advised to look at marketing and business classes as well.

*Achievements –*

**As a kid?** Beane was always proud of winning art awards in school.



**As an adult?** Beane is proud of her family but is also pleased when she receives unsolicited publicity in the forms of magazine features and awards for her work.

*Future –*

**Upcoming job news?** Beane is getting ready to launch a new type of art instruction classes called The Art Party with Tiffany. “It is a style that is very popular across the U.S., as it is more of a social outing and art experience rolled into one,” she said. “They will be classes for anyone from the person who believes they can’t draw a stick figure to someone experienced.”

**I want to retire when I’m ... (age)?** While Beane does see a point of retirement, she will never stop painting and creating. “I just do not know if it will be business or pleasure,” she said.

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

## Revitalizing Downtown Springfield

When Larry Quenette was looking for a new office for his architecture firm, Renaissance Architects, Inc., he didn’t intend to help rejuvenate downtown. But after purchasing the building at the corner of Second and Adams that is now Adams Place and converting it to include both offices and apartments, that’s exactly what he’s doing.

In his search for new office space, he knew that he wanted to stay downtown.

“The downtown area of any city is the heart and soul of that city,” said Quenette, adding that downtown Springfield is convenient to city and state governments and the medical district, among other things. “We think there are opportunities to help people renovate and restore the downtown area. This is the tip of the iceberg.”

The demand for downtown living is high. Adams Place, which was purchased in 2010, is now at full occupancy with a total of 12 units in the building.

When renovations for the building began, Quenette opted to make it as green as possible. The building materials that were used are all-natural and 100 percent recyclable. The building also takes advantage of geothermal energy with 12 geothermal wells each 500 feet deep. The result, according to Quenette, is an 75 percent reduction in energy use compared to the previous occupants.

Quenette knew where to turn for help when starting this project. First Bankers Trust Company purchased a bank on Wabash Avenue in 2009 and Renaissance was on hand for the redesign. He saw them as a likely source when looking for financing for Adams Place.

“We contacted numerous banks and First Bankers replied immediately,” he said. “They were very responsive to our needs and accomplished what we needed to do from a financing standpoint.”

“First Bankers has been a real partner in making this project possible,” he added. “They took the headaches out of fund transfers and having funds immediately available. That level of service is exemplary.”

*We are the bank you can count on for the personal service you deserve. Stop in today to see what First Bankers Trust Company is all about.*

[firstbankers.com](http://firstbankers.com)



Member  
FDIC



(217) 546-6151 | [www.firstbankers.com](http://www.firstbankers.com)

Carthage | Macomb | Mendon | Paloma | Quincy | Rushville | Springfield





back. "There's been a really good response this year," said Hembrough. Twenty-four foursomes have signed up.

"It's a good cause and everyone has fun," said Hembrough. "If it didn't raise money, it wouldn't be worth the investment of time and resources."

The Camp COCO Charity Golf Outing has been held for more than 20 years. It raises approximately \$25,000 annually for the camp which hosts children battling cancer.

"It costs \$700 to send a child to camp," said Sue Tin, event planner for the SIU

“We have a lot of golfers who are loyal to our cause. If people wanted to participate in a charity golf outing, they could do one every day. We want everyone to come to ours.”

*Sue Tin, event planner for the SIU Foundation and the Camp Coco Charity Golf Outing*

Foundation. The monies raised defray expenses. "Our target is to pay about one-fourth of camp expenses," she said.

"We have a lot of golfers who are loyal to our cause," said Tin. There is a core group that comes out every year. The event draws approximately 120 golfers.

"People are always looking for ways to do fundraising," said Tin. "If people wanted to participate in a charity golf outing, they could do one every day. We want everyone to come to ours."

The outing has a three-year contract with the Rail. "It keeps expenses down," said Tin. "We want to provide golfers with a different golf experience."

This is the organization's largest fundraiser. "Whatever we raise is really important to us," said Tin. "It's worth it."

The 31st annual SHG Scholarship Scramble raises money for student scholarships. "It provides funds for students to come here who otherwise could not," said Erica Cusumano, director of student marketing and alumni at Sacred Heart-Griffin High School.

The event has been held at Piper Glen for the past 15 years. John and Susan

“A lot of alumni come back for it. As much as it is a fundraiser, it's also a friend-raiser. People have the option to pick and choose. Ours has a lot of tradition. This is a big event to promote the fund. It's well worth the time and effort.”

*Erica Cusumano, director of student marketing and alumni at Sacred Heart-Griffin High School*

Klemm, former owners, are strong supporters of SHG. "It was a good partnership for us," said Cusumano.

The outing raises approximately \$12,000, which funds 10 to 15 partial scholarships. Last year, 236 students, or 31 percent of the student body, received scholarships.

Cusumano said approximately 140 golfers sign up for the event. "A lot of alumni come back for it," she said. "As much as it is a fundraiser, it's also a friend-raiser."

Golf outings are becoming more popular. "People have the option to pick and

choose," said Cusumano. "Ours has a lot of tradition. This is a big event to promote the fund. It's well worth the time and effort."

The annual Capital Area Association of Realtors golf outing started in 1963. "We're excited about the 50th," said Dan Sale, CEO of the CAAR. It's a fun event for members.

The event did not start out as a fundraiser. Sale said several years ago members decided to do something special with some of the sponsorship monies. The CAAR Fund was established in 2007 and is administered by the Land of Lincoln Community Foundation.

The members-only event draws between 130 and 144 golfers. "It's pretty steady," said Sale.

The outing has been held at Edgewood the past three years. "Edgewood is very accommodating," said Sale. "It works with

the organization."

The outing is a big social event. "It's harder and harder to get members to come together in a social environment," said Sale. Overall, the benefits outweigh the costs of putting the outing on. "As long as people continue to support it, it will continue."

The American Lung Association golf outing has a long history. This year marks the 20th anniversary of the Springfield Golf Classic. "It's not just about golf," said Sarah Tapscott, manager of special events. "It's a mission. All monies raised goes towards local research."

Approximately \$1.5 million has been raised to support pulmonary research in Illinois. Eighty cents of every dollar goes to support research. Last year the event grossed \$75,000.

Tapscott said Springfield is saturated with outings. "Golf outings bring in the

most money," she said. "There's enough variation within each."

The outing attracts a core group of golfers. It draws between 150 and 185 golfers. The event has been held at Panther Creek the past 10 years. "It allows non-members to play on a private course," said Tapscott. "It's an opportunity to make new connections."

Organizers have seen a decline in the number of golfers during the past five years. Tapscott isn't sure what the reason is. "There are a lot of good charities," she said. Golfers support different causes.

"This is an event that's near and dear to the American Lung Association," said Tapscott. "It's a fun event."

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



**Herman Miller Modern Classics exclusively here!**

**WILEY**  
Office Furniture

301 East Laurel Street  
Springfield, IL 62703  
[Springfield@WileyOffice.com](mailto:Springfield@WileyOffice.com)  
544.2766 • [wileyoffice.com](http://wileyoffice.com)



It's natural that your business has important "stuff." It's unnatural for the rest of the world to see it. From attractive filing systems to skilled design, Wiley Office has affordable products and on-staff, certified designers to offer the right mix of functionality, space utilization, and aesthetics. Visit our showroom or online store to see our new and nearly new products.

Plus, reupholstery and repair services of Wiley Office keep existing furniture looking fresh and professional.

**There's work to be done.**



**2520 N. Dirksen Pkwy., Springfield - \$1,600,000**

Free standing restaurant building consisting of 8,160 sq. ft. Seats 250, fully-equipped kitchen.



The Real Estate  
**GROUP** Inc.  
COMMERCIAL

view all of our listings at  
**JimKuhar.com**  
Jim Kuhar • 3701 West Wabash, Springfield, IL 62711  
217-415-5555 • jim@jimkuhar.com

**WE SERVICE MOST OTHER BRANDS**

- ★ Phone Systems
- ★ Cabling & Networking
- ★ Voice Mail ★ Data ★ VOIP
- ★ Over 200 Years Experience

**Locally owned - Locally operated.**

Serving over 2,300 satisfied customers.\*

\* Over 97% customer retention rate

**AmeriCALL**  
Communications Company, Inc.

**NEC**  
NEC Unified Solutions  
Central Illinois' ONLY  
authorized NEC dealer

**217.522.CALL (2255) • www.americallinc.com****HunterDouglas**

the  
lighter  
side  
of living  
savings  
event

**You can light up a room.**

**DON SMITH**  
Paint Company

With Hunter Douglas Silhouette® Window Shadings, you can diffuse and disperse the sun's rays into soft, pleasing light throughout a room. Save on them now, plus receive a Free LiteRise® cordless lifting system with your purchase. Ask for details today.

Let the color consultants  
at Don Smith Paints  
help you *complete* your  
room with window coverings.

APRIL 3 - JUNE 14, 2013

**SAVE \$100\***  
or more with rebates  
on qualifying purchases of  
Hunter Douglas window fashions.

\*Manufacturer's mail-in rebate offer valid for qualifying purchases made 4/3/13-6/14/13 from participating dealers in the U.S. only. All rebates will be issued in the form of a prepaid reward card. Ask participating dealer for details, rebate form and information on qualifying purchases. This rebate offer may not be combined with any other Hunter Douglas offer or promotion. © 2013 Hunter Douglas. All rights reserved. All trademarks used herein are the property of Hunter Douglas.

1724 S. MacArthur Blvd, Springfield, IL

DONSMITHPAINT.COM

217-522-9919

**Homebuilding,**  
**Continued from Page One**

Inc. in Springfield. "There have been very few new starts."

Because of this, von Behren has changed the focus of his business. "Most of our activity has been remodeling in the last three or four years," von Behren explained. "About 75 percent of our business is remodeling and repairs and 25 percent is from new construction."

Other members of the industry have

said.

Right now, that simply is not the case in Illinois. According to Ward, a survey done by the NAHB shows Illinois is currently ranked 50th in new home starts. Waning confidence in job security and the fear of investing in a new home are really damaging the local homebuilding industry.

"Interest rates are great right now, but I think people are just unsure about their jobs so nobody wants to stick their neck out," Buraski said.

## Local company begins new project in the midst of homebuilding slump

By Ashley Caldwell,  
Correspondent

Though homebuilding in the state is down for Moughan Builders, Inc., in Springfield, business is looking up. The initial plans for their newest project, Ironbridge Estates, have been approved by the Village of Chatham, with plans to break ground on the subdivision this summer. With a design that includes 97 lots, varying in size



*Ironbridge Estates in Chatham, Ill.*

from less than one-third acre to 1.5 acres, this project is quite an undertaking.

When Jim and Dave Moughan discovered the 62-acre piece of land outside of Chatham, they knew it was something they could work with.

"Right now, there's a need for these lots," Jim Moughan said. Chatham is a growing community and the new subdivision will offer families looking to build a new home a chance to do so.

"We want to continue to grow," said Meredith Branham, Public Works Manager for the Village of Chatham. "We've had growth all along at a pretty good clip, but it's never good for any town to lie stagnant."

In light of local interest in the project, Moughan Builders have already begun marking off the lots and pre-selling them. Moving forward they will work closely with the Village of Chatham to make sure the final plans are approved and the project progresses smoothly.

"We're trying to produce a subdivision that everybody will be happy with," stated Jim Moughan.

witnessed the decline as well. "We've been steady, but we're not overly busy like we used to be," said Frank Buraski, owner of Buraski Builders in Springfield. "We've been lucky that we've had business, but it's not like it was four or five years ago."

A number of factors have contributed to the current state of the homebuilding industry in Illinois. New energy conservation codes recently put into place are among the strictest of their kind in the U.S.

"That code is costing us \$6,500 in new

**“That code is costing us \$6,500 in new construction costs in a time when we don't need one more cent in new construction costs for home construction.”**

**Bill Ward, executive vice president and director of Governmental Affairs for the Home Builders Association of Illinois.**

construction costs in a time when we don't need one more cent in new construction costs for home construction," Ward said. In addition, new rules regarding sprinkler systems in newly constructed homes may be coming down the pike, which could be very costly to homebuilders.

Another major issue is the lack of consumer confidence and the dire fiscal situation present in the state right now. "When consumer confidence is high, home construction rates are high," Ward

As with any industry, the homebuilding rates vary from market to market, even within a single state. According to Ward, Central Illinois does not see the same extremes in the highs and lows of the industry as other markets in the state do.

Ward also noted that Chicago is essentially at a standstill when it comes to new home starts.

"The Chicago market is one of the very worst in the country," Ward said. "They are at around 90 percent below normal." Projections calculated by NAHB predict that by the end of 2014, the national average for the industry will be at 70 percent of the normal rates, and Illinois will be somewhere between 30 and 40 percent of the normal rates for the state, but it is impossible to tell if these predictions will actually come to fruition.

Nevertheless it is clear that the homebuilder industry in the U.S., especially in Illinois, is still working to bounce back from the downward slide it has seen in recent years.

**Ashley Caldwell is a freelance writer from Springfield. She can be reached at info@springfieldbusiness.com**



## Showrooms, Continued from Page One

"We take great pride in maintaining our showroom's integrity and image, and doing this is no minor undertaking," Foster said.

Foster said he cannot put a specific dollar amount on the cost of maintaining his showroom.

"The overwhelming majority of people who visit our store/showroom buy a product or service from us," he said. "We are one of the top dealers in Illinois for the products we carry, and in some cases we are one of the top dealers in the nation."

"We do a tremendous amount of business, and it is because of our showroom, reputation, and staff," Foster said.

Maintaining an up-to-date showroom floor is critical in the consumer electronics industry.

"If you look at all successful businesses in the consumer electronics industry they will have at least one thing in common: they are constantly updating items in their showroom," Foster said. "We are no different; we do minor updates almost

showcasing office furniture solutions.

Cindy Davis, president and co-owner of Resource One, estimates that about 60 percent of the sales made are a result of having a showroom.

"For our business, it's about credibility," Davis said. "You aren't as credible if you don't have a showroom and manufacturers want their products shown."

Updating the showroom floor happens about two to three times a year.

"The economy has impacted us doing a complete revamp of our showroom, but we're always refreshing areas," she said.

Davis said Resource One is always looking to market its products and to be creative. This year, one day a week during the summer an employee will sit

outside and do their job.

"The idea is 'work where you want'," Davis said. "In today's collaborative and mobile work environment, the possibilities are endless."

Zachary Hoffman, president of Wiley Office Furniture, said having a showroom provides multiple advantages.

"Just having the ability to display the product so that consumers can get a feel of what they're looking for is a huge ad-

**"The overwhelming majority of people who visit our store/showroom buy a product or service from us. We do a tremendous amount of business, and it is because of our showroom, reputation, and staff."**

**Cory Foster,  
store manager of Sundown One**



Resource One

of direct sales off the showroom floor to be about 8-10 percent the company's business. Hoffman said indirect sales are more difficult to estimate.

"Most definitely having a showroom has aided us in securing some of our larger projects," Hoffman said. "There would be a significant negative impact on our sales if we didn't have a showroom."

Hoffman said without the showroom floor, he expects the company would see a 15-20 percent decrease in projects.

Wiley Office Furniture typically updates the showroom floor on an annual basis. "Catalogs typically update once a year and we make upgrades when that happens," Hoffman said. "We also make additions when new lines are available or when a line is discontinued."

Brooke Peterson, owner of The Closet Guy, says in his 11 years of business, he's never looked into the cost of a showroom.

"Not having a showroom has worked for us but obviously there are other businesses that need showrooms," Peterson said. "If you're selling furniture you want your customer to be able to test it out."

"We've been able to harness technology; we can produce a design virtually using 3D software and then make it a reality," Peterson said.

The national trend of show-rooming has presented new challenges to local businesses, too. Show-rooming is the act of visiting a brick-and-mortar store to see

what a product is like in person and then purchasing it online, typically at a lower price.

Resource One's Davis said show-rooming can be frustrating at times, but "we work to focus on the benefits that we bring to the table – customer service,

relationship building, servicing of the product."

Wiley's Hoffman said that having a place where customers can touch the project has its advantage in a marketplace that is increasingly virtual.

"We've made a concerted effort to be competitive in our pricing when compared to pricing

on the Internet," Hoffman said. "When you start talking about benefits of buying from a brick-and-mortar store, it does shift some customers from just show-rooming. Brick-and-mortar has its advantages, but there are several challenges we face."

**"Not having a showroom has worked for us but obviously there are other businesses that need showrooms. We've been able to harness technology; we can produce a design virtually using 3D software and then make it a reality."**

**Brooke Peterson,  
owner of The Closet Guy**



Wiley Office Furniture

daily, and moderate updates frequently.

"We do major updates a few times per year. There are always new products coming out. If we believe they're good enough, we want them in our stores and in our customers' homes," Foster said.

Resource One dedicates about 10,000 sq. ft. of its footprint to a showroom

vantage," Hoffman said.

Approximately 10,000 sq. ft. is devoted to the showroom floor for Wiley Office and Equipment. "The cost of a showroom is substantial," Hoffman said. "Finding the right balance and product mix requires some planning."

Hoffman estimates the percentages

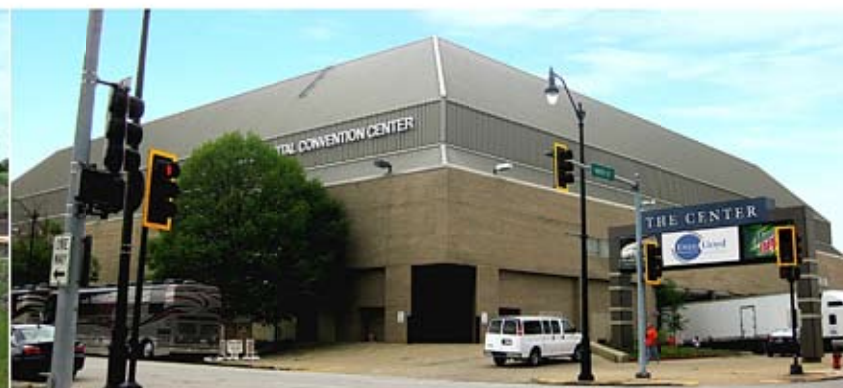
**Betsy Butler is a senior correspondent for Springfield Business Journal.**

**She can be reached at [betsy@springfieldbusinessjournal.com](mailto:betsy@springfieldbusinessjournal.com)**



# Looking for an architect? HAVE YOU SEEN THE SIGNS...

1630 SOUTH SIXTH STREET • SPRINGFIELD, ILLINOIS 62703  
217.789.7011 TEL • 217.789.7101 FAX • [EVANLOYDARCHITECTS.COM](http://EVANLOYDARCHITECTS.COM)  
established 1966





# "That's Italian"

Two new restaurants opening

By Eric Woods,  
Correspondent

The abundance of Italian restaurants in Springfield is not stopping enthusiastic entrepreneurs from bringing in new Italian tastes to the Springfield scene, nor is it slowing down some other well-established eateries.

Hallie Pierceall, the owner of D'Arcy's Pint is keeping the Irish and adding Ital-



**Mangia Pasta, Steak, and Seafood**

ian. She will be opening Tomasso's Italian Bistro this fall out in the new Legacy Pointe near Scheels and is very excited for this new opportunity.

"I just decided to do this last December," Pierceall said. "It has been in my head for many years, but it was on the back burner because of D'Arcy's. Circumstances changed, so I proceeded."

Pierceall was originally hoping for a July opening, but she has had to wait for permits to be finalized, so now she is looking for the official opening to be in August or early September. Pierceall's fiancé Tom Colby along with her brother T.J. Pierceall will be helping with Tomasso's along the way.

"My fiancé's company just sold, and he is not ready to retire," said Pierceall. "My brother was also interested in the idea, and I am at a place where I am comfortable with D'Arcy's." Her former partner at D'Arcy's, Glenn Merriman, is also assisting with the initial phase of the project.

Not only is the west side of town get-

ting a new Italian eating spot, but the downtown area is going Italian as well. Mangia Pasta, Steak, and Seafood at 518 E. Adams Street just opened in May for lunch, and owner Shane Viele plans to expand his hours to cover the evening very soon.

"We are going to run just lunch for a few weeks until we get our liquor license and get out the kinks," Viele said.

Viele, who has been in the restaurant industry for 15 years, has wanted to run his own restaurant since high school.

Viele notes that there is a difference between local and the chain restaurants. "Small family Italian restaurants are about tradition and family recipes," Viele said. "With the franchises, someone's grandma did not come up with the recipe."

Being a bistro, Tomasso's will have a more casual feel.

Pierceall admits that the restaurant will not be high end, but it is a work in progress.

The new restaurants will have a completely local flavor. Pierceall has always enjoyed cooking Italian food, and what she has in mind is different from what other Italian restaurants have to offer. "They are good, but I am looking for a



**Bella Milano**

different feel," she said.

Sam Guarino, co-owner of Bella Milano, agrees that bistros offer a more casual setting and does not have the full service options of other restaurants. "It is a different business model," Guarino said. "It is more like a café with a limited menu. You do not have the ability to take larger groups. We have done that before."

Legacy Pointe is an ideal location for the bistro for a number of reasons, according to Pierceall.

"It is close to my current location, so it is easy to go back and forth between the two," she said. Pierceall also sees the spot as an up and coming area in town. She hopes to bring in a steady stream of local customers but also sees the benefit of having the restaurant right off the highway.

"Springfield really supports local businesses," Pierceall said. "There is a lot of long term potential, and the draw from Scheels is a positive thing."

Bella Milano has been open in Springfield since 2005, and Guarino sees a difference between Italian restaurants and other specialty eateries.

"There is a bigger menu," Guarino said. "It is a more full service restaurant."

## A Taste of the Hill: Boccardi's expanding on west side

By Joe Natale,  
Associate Editor

Ever since the first immigrants from Italy arrived in Central Illinois during the Great Migration in the early 20th century, access to Italian food was an integral part of Springfield.

The legacy began when Arquilio Egizi and Bill Frasco opened the Italian-American Importing Company – a grocery store – in downtown Springfield in 1918, and continues today with Boccardi's Italian Imports, located on Springfield's far west side.

Joel and Maria Andrews

opened the grocery store and grab-and-go meal service on Aug. 16, 2012, a significant day for the Boccardi family as it marked the 40th anniversary of the opening of Lou Boccardi's Restaurant on The Hill in St. Louis.

After Maria's father died, the family kept the restaurant going. "My mother and brothers carried on the business," said Maria, who became a guiding force in the marketing the restaurant in the competitive environment on the Hill.

A unique aspect of the food served at Boccardi's reflects the culinary traditions of both of Maria's parents. Her father was from the Abruzzo region on the Adriatic side of Italy, while her mother hails from Sicily. Abruzzo cuisine is spicier than Sicilian fare.

"We have the best of both worlds," Maria said.

While food available at Boccardi's is made with the recipes from the St. Louis restaurant, the Springfield store is neither a full service restaurant, nor does it intend to be.

"We're not interested in being a restaurant," Maria said. "We're not a franchise. I know what we have and I know what people want."

"Business has been very good," Joel said, and Maria added, "People accepted us well. We have people come from Bloomington, Peoria and Quincy. We're surprised. We have attorneys from Galesburg."

Reasons why the Andrewses selected the site at 3132 Cockrell Lane are because of its convenience and strategic location.

"We live on the west side," Maria Andrews said. "Everything moving to the west side was a reason we wanted to be on the west side and improvements on infrastructure."

Also, there are two Italian stores in the city with Angela's: A Taste of Italy at 1535 S. MacArthur and the Food Mart at 416 E. Monroe.

Pete Pirrera, co-owner of the Food Mart, said the Italian food is "a big part of our business. There is a large selection of raviolis with 20 different fillings. We have Italian desserts and the Volpi line of meats."

Tony Pirrera, a co-owner, said that Italian food is popular because its easy to prepare. "Some people like Chinese food," Tony said. "Some people like Thai food. Some people like Mexican food, but everybody likes Italian food."

The downtown store also does some light catering, with sandwiches and meat trays. As for Boccardi's, being near Route 4, there is easy access to Chatham, where there are customers and catering opportunities.

"We get a lot of business out of both Chatham and Piper Glen," Maria Andrews said. Boccardi's has catered fundraisers and golf outings at Panther Creek, Piper Glen and Illini, as well as events at hospitals and pharmaceutical companies.

Boccardi's makes a baked family pack meal call the "Lucky 10" that is available to businesses. They also have a drawing, and the winning business receives a one half pan of pasta, bread and dessert. "It's nice to have a free lunch," Maria Andrews said.

The store specializes in imports with bread, tomato sauces, salad dressings, 17 varieties of imported olive oils and pasta made with semolina flour and gluten free pasta. Maria Andrews said that she is on the look out for adding some diabetic items to the inventory.

Fresh pastas include chicken cheese tortellini, seafood ravioli and butternut squash ravioli, which Maria Andrews said is currently popular in Rome.

The store has 60-70 wines imported from Italy and Europe. The whites, reds and sparkling wines range from \$15.99 to \$100.

"You won't find our wines in other wine stores," Maria Andrews said. "Open up your taste buds to what we have. A fine wine will complement our meals."

One of the store's more unique wines is Cannonva from Sardinia. The red wine has no preservatives or sulfites. "Thirty percent of the population in Sardinia is over 100 years old," Maria Andrews pointed out.

Desserts include gelatos, cheese cakes, tiramisu, toasted almond cream cake.

Sandwiches include meatball, Italian sausage and beef sandwiches and prepared meals, and a wide array of prepared pastas, like manicotti, mostaccioli, lasagna and spaghetti. A frozen pizza brand, Luigi & Roffacles', based on a Boccardi family recipe is available, and will be also marketed in national chains like IGA, Shop N Save and Schnucks.

"All the recipes come from Lou Boccardi's on the Hill," Maria Andrews said.

As for the future, the Boccardis are planning for an outside patio palazzo, and additional interior space with more seating for wine tastings and food samplings.

"We want a nice place where people want to sit down and have an antipasto platter," Maria Andrews said.

With Joel's background as an environmental engineer, the Andrewses envision expanding to an 1,800 sq. ft. facility by taking out the east wall and expanding into the parking lot.

The remodeling will allow for space for a self-service menu; wine tastings with high top and low top tables; an expanded grocery store; and space for light entrainment.

Family is important to Boccardis because, as Maria Andrews puts it, it provides a sense of consistency. Joel and Maria's daughters – Alexis, Arianna and Abby – are on hand to help.

"Family-owned is the way to go," Maria Andrews said. "Keep it in the family."

That tradition of family and food is proving to be a recipe for success. "People like good Italian food," Maria Andrews said. "They are so grateful. I'm grateful. We've been blessed."

– Joe Natale is associate editor of Springfield Business Journal.  
He can be reached at [joe@springfieldbusinessjournal.com](mailto:joe@springfieldbusinessjournal.com)



(l to r, first row) Arianna, Abby and Alexis Andrews (second row) Joel and Maria Andrews, co-owners



**MAYFLOWER.**  
217-546-1711 • 1-800-225-3597  
**Underfanger Moving & Storage**



Tom & Karen Paisley,  
Owner/Operators

Professionals you can  
trust in moving

ICC No. MC-2934 ILL CC 2934-MC

Continued on Next Page



# RPR scores data points

Realtors access enhanced database

By Mary Beth Stephens,  
Correspondent

The Multiple Listing Service (MLS) has been around for years and most, if not all, realtors use it. MLS allows the average consumer and realtors to search for real estate listings listed by any realtor in any area of the country using MLS service.

Now realtors have a new tool in their toolbox to help both sellers and buyers of real estate. The Realtor Property Resource (RPR), launched in 2009, is a database established for realtors who are members of the National Association of Realtors.

Daniel Sale, CEO of the Capital Area Association of Realtors (CAAR), described RPR as an expansive real estate database.



Sale

"It is only accessible by licensed realtors, and provides a wealth of information about any parcel, either here in central Illinois or anywhere in the United States," Sale said. "This includes liens, stand-alone mortgages, historical property photos, school district data, neighborhood boundaries and demographic data, and FEMA (Federal Emergency Management Agency) flood maps."

Sandy Hamilton, a realtor with RE/Max Professionals and Chair of the Commercial Real Estate Network, said she is not using RPR yet but is interested in what it can do for commercial property sales in the area.

"The RPR can give us information



Hamilton

about an area, for instance the median income or the number of toddlers in the neighborhood, or the traffic data for the frontage street," Hamilton said.

Since knowledge is power, RPR can be a tool to provide a wide-ranging amount of information to buyers and sellers in a market.

Mike Buscher, a realtor with The Real Estate Group and a board member of the CAAR said, "We can find county records in a simplified, centralized database, which will make research easier."

Sale said RPR can provide different reports to realtors.



Buscher

"The Property Report provides a comprehensive review of a particular property, including tax assessments, listing activity, foreclosure activity, and neighborhood demographics," Sale said, giving potential buyers a wealth of information about a property.

"The Seller's Report is similar to a Comparative Market Analysis and provides a review of the property, comparable properties and their selling prices for a side-by-side comparison," Sale said.

If a business or someone new to the area wants to look at Springfield and the

area as a whole, RPR can give an area-wide view in the Market Activity Report.

This "includes market activity (listing, active, pending, sold, expired, and distressed properties), upcoming open houses, and recent price changes," Sale explained. This bird's eye view of the area could be used by potential new businesses considering relocating to Springfield or the surrounding area.

Sale sees RPR as a new, powerful tool for realtors in the area, especially since only realtors have access to the site and its information.

Mary Beth Stephens is a freelance writer from Springfield. She can be reached at [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)

Continued from Previous Page

Not only do full service Italian restaurants offer the Italian options, but they may also include chicken, steak, and seafood meals. Bella Milano houses several section lines as well as a brick oven, and the restaurant has been doing very well.

"We are pretty excited," Guarino said. "We had another good, busy year. There is a lot of competition, but if you take care of your restaurant then you will be fine."

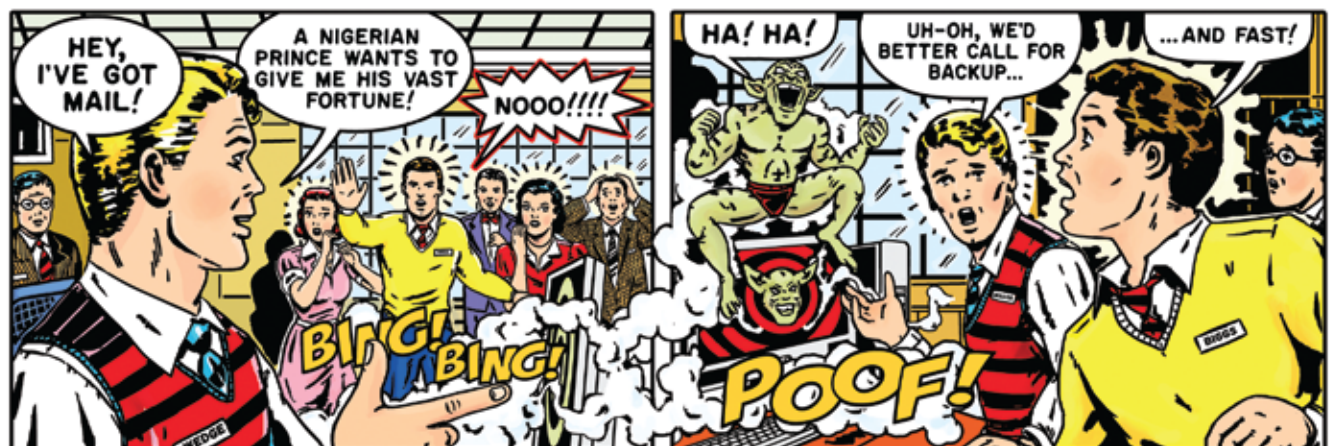
"If you are successful, it is because of what you do and not what they do. Having great food and great service is the key to success."

Viele is not too concerned with competition downtown. "There are not too many Italian restaurants downtown," Viele said. "I know Saputo's has a good customer base, but people like to try new things. You have to eat."

Guarino said Springfield's appetite is what helps drive competition. "You have to assume there will be competition, and people will decide where to go," said Guarino. "Springfield has a population that dines out frequently. There is a demand for a lot of restaurants. Springfield is lucky to have such diverse offerings."

Pierceall and Viele may just be getting their feet wet in the Springfield Italian restaurant scene, but the success of others, such as Bella Milano, could give them reason for optimism. "Springfield has been wonderful for us," said Guarino.

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



LRS NETWORK SUPPORT  
FROM LRS WEB SOLUTIONS

TECHGUYS@LRS.COM | WWW.LRSNETWORKSUPPORT.COM  
2401 WEST MONROE STREET | SPRINGFIELD, IL 62704 | 217.862.9820  
©2013 LEVI, RAY & SHOUP, INC. LRS IS A REGISTERED TRADEMARK OF LEVI, RAY & SHOUP, INC.



# Effective Representation



## When You Really Need It.



For more than a decade, Jason Vincent has been practicing criminal law in Illinois. His goal is to provide the best possible criminal defense with respect, discretion and at a reasonable cost. Delano Law Offices – effective representation for when you really need it.

- DUI
- Fraud
- Assault
- Juvenile Court cases
- Traffic Violation
- Theft/Robbery
- Drug Offense

# DELANO

## LAW OFFICES, LLC

One Southeast Old State Capitol Plaza  
Springfield Illinois 62701  
www.delanolaw.com • 217.544.2703

# business lunch •

## Firehouse for workday lunch

By Tom Collins

Firehouse Subs is a relatively new player in Springfield’s sandwich and sub world. I’ve been hearing good things and finally decided to give it a try. I’m glad I did.

Located on West Wabash, Firehouse (as its name suggests) is a firefighter-themed restaurant. Table tops display Dalmatian spots, the walls are festooned with fire-fighting equipment and the décor is the traditional red, white and black associated with fire trucks. Kids’ meals even come with a plastic firefighter’s hat.

The space is bright and airy. There’s plenty of seating, including bar-style seating against several of the walls. When it’s not raining, diners can also utilize the

For purists, there are the traditional single meat subs which include turkey, ham, pastrami, corned beef, roast beef, chicken breast and a veggie sub. The only cold subs are the tuna and chicken salad (both \$5.89).

All offerings come “fully involved” which means mayo, mustard, lettuce, tomato, onion and a dill spear on the side. Extra cheese, bacon and mushrooms can also be added for an additional cost.

Firehouse has two unique offerings to help round out orders. First is the voluminous selection of hot sauces. To make things easier on diners, they are labeled in order of level of “heat” so nobody is surprised. As a hot sauce aficionado, I was impressed with the variety (both in heat

### Firehouse Subs

Overall Rating: ★★★★★

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

Address: 4401 Wabash Ave.,  
Springfield, Ill. 62704  
Phone: (217) 787-1000; take out and catering available  
Hours: Monday – Sunday;  
10:30 a.m. to 9 pm

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

outdoor dining area. My guests and I all commented on the restaurant’s cleanliness. There’s also ample parking.

We noticed a number of pickle buckets for sale throughout the restaurant. Founded by firemen, Firehouse utilizes its restaurants as a fundraising arm of its foundation benefitting first responders and public safety organizations. Proceeds from the buckets help fund life-saving equipment, disaster assistance and educational opportunities for area communities. Kudos to Firehouse for giving back to those who give so much.

Our fellow diners included a large contingent of contractors together with a healthy number of business and social diners. During the 50 minutes we stayed, Firehouse remained at least three-quarters filled.

Diners order and pay at the counter. Paper menus are available, but there’s a large board advertising all of Firehouse’s offerings behind the counter. Sub sandwiches are the star of the show at Firehouse. For those inclined to try something else, chili (\$3.89) and the “Chief’s Salad” (\$3.69, \$5.89 with meat of your choice) are available.

The server manning the counter when we visited was helpful and patient as we stumbled through the menu and offered up our various special orders. We particularly appreciated that he took the time to read back our selections so that there were no mistakes.

As to the subs, most are served hot on your choice of white or wheat bread. “Large” subs are available for an additional \$2.00, and each can be ordered as a “combo” with a drink and side. Notable items included the Hook & Ladder (\$5.89, turkey and ham smothered with Monterey Jack cheese), the Engineer (\$5.89, turkey breast with sautéed mushrooms and melted Swiss) and the Firehouse Hero (\$5.99, roast beef, turkey breast and ham topped with provolone).

and taste) of the selections.

Second is, by far, the neatest soda fountain I’ve ever seen. It’s computerized and offers more than 120 brands of drinks. The container of lime and lemon wedges was a nice touch. I particularly liked that there was an option for plain club soda – nice to douse the heat from the overly-aggressive hot sauce I selected to accompany my sandwich.

My guests and I opted for the Turkey Bacon Ranch (\$5.99, turkey, bacon, sharp cheddar and peppercorn ranch), the Pastrami (\$5.89, pastrami and provolone), and the New York Steamer (\$5.89, corned beef, pastrami, provolone, mayo, mustard and Italian dressing). Each was ordered as a combo.

Although the regular size (8 inches, I believe) is the perfect lunch size, the 12 inch “large” is more appropriate (and for an additional \$2.00, a decent value) for dinner or the professional eater.

Orders are served to the tables, and ours appeared quite quickly. We all commented that one could dine at Firehouse and still have time to run various lunch-time errands.

We are talking about subs here, and unless they are laden with foie gras, caviar and the like, they aren’t going to inspire flights of culinary fancy. Rather, this is basic food – and that’s a good thing, especially when it’s done right as with Firehouse. We all found our sandwiches to be at the top of the sandwich pyramid. The ingredients were fresh and portions were appropriate (although not generous). Nonetheless, we all felt that we received good value for our lunch dollars.

Firehouse may not be the kind of place you go to impress key clients, but for a normal workday lunch with friends or co-workers it merits inclusion on your lunch rotation – especially when out west.

Tom Collins is a freelance writer from Springfield

*Exquisite Cuisine*

*Professional Staff*

*Elegant Atmosphere*

*Begin a new Tradition at*

*Gallagher's*



OPEN TUESDAY - SATURDAY  
DINNER STARTING AT 4:30 PM

LOOK FOR NEW MENU ITEMS  
COMING SOON!

2242 S. SIXTH STREET • SPRINGFIELD, IL  
217.522.8888



UNDER NEW MANAGEMENT





• monthly drive

## Fun in the sun: BMW 328i convertible

By Jane Driver

What a set up. It's warm out; the sun is shining; I haven't driven a BMW in quite a while; and Isringhausen just happens to have a convertible available for a test drive. It is a used one, but still, it's a convertible: a Crimson Red 2012 328i, priced at \$45,900 and 11,250 miles. The original sticker price, new, was \$52,285.

Dave Heimlich, my salesman, believes this was purchased as an executive-driven vehicle. The previous owner had it for a year before Isringhausen purchased it.

Of course before my son and I took it out for a spin, ahem, test drive, we lowered the top. BMW designed the 328i for convertible safety. While you can lower the top when traveling at up to about 30 miles per hour, you must hold the button while the transition occurs and is completed. A green button lights up then goes off when everything is locked in place.

I was pleasantly surprised at how fast it went up and down. When the open road beckons, you don't want to wait for the top to go down!

I have a friend who owns a BMW convertible and she drives it year round, but Heimlich thinks she might be in the minority. BMW does take winter driving

shout at each other either. I was amazed.

Since no car is perfect, I do have to make note of a couple of items. The front windshield is slanted to such an angle that combined with my short legs, I sit very close to the windshield corner. While I did not ever hit my head on it, it is distracting, and is something the driver should watch out for. And, for some reason, BMW put the window toggle for passengers way up on the armrest. You actually have to lean forward to reach it. OK, the price could put some people off.

The driver cockpit is comfortable with good ergonomics, and easy to understand controls on the media center and the steering wheel. The seats are stiff and have fabulous lumbar support. Even though the interior is black leather, BMW has integrated something into the material to make it reflective. While it does heat up, you are not in danger of harming yourself on them on a sunny day with the

### 2012 BMW 328i

Driven at:

Isringhausen Imports  
229 East Jefferson  
Springfield, Ill. 62701  
(217) 528-2277  
isringhausen.com



**Sticker price as driven:** \$45,900

**MPG:** 18 city; 28 highway

#### Notables:

Good, smooth acceleration; Hugs road on turns; Minimal road/wind noise  
Short drivers sit close to windshield corner; Awkward window control; Price

top down.

This two-door coupe has relatively easily accessed back seats, but legroom is short of adequate for a long drive and the back seats sit pretty straight up. And since the top takes up most of the trunk room, you may need that back seat for your luggage, groceries, golf bag, or shopping bags. In short, this is really a two-person car.

In a bright red convertible, it's hard to be inconspicuous, but isn't that the point? Heimlich said no one would turn in front of me; I was worried about the police. My son just thought it was sweet. And the acknowledgments from pedestrians? They were sweet, too.

While you can find convertibles for a lot less money, you

do get the quality and the drive that is a BMW in this 328i. Yes, I'm a bit partial, but it is from experience.

Service hours are Monday through Friday 7:30 a.m. to 5:30 p.m. and loaner cars available if pre-arranged. Service appointments can be made online or over the phone.



2012 BMW 328i convertible

into account, with an insulated roof and all the accoutrements needed – heated seats and steering wheel and traction control. So you could own this convertible and not have the added expense of a summer only vehicle.

Acceleration is fast, smooth, and seamless. And with virtually no blind spots with the roof down, we maneuvered ourselves quickly to the interstate. Road hugging is one of the things BMW does best (did I mention Joe Driver owns a 3-Series?), and this one corroborated that point. Even when we were up to speed and more on the highway, the wind noise was negligent. We didn't have to turn up the radio to hear it and we didn't have to

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



## PERSONAL, CONVENIENT SERVICES.

Come in and see **Joy Gilliland** for your Mortgage needs!

**3200 West Iles • Springfield, IL**  
**217-787-5111**

Visit us Online at  
**[www.illinibank.com](http://www.illinibank.com)**

# Illini Bank®

**[www.illinibank.com](http://www.illinibank.com)**

Member FDIC 



# THE CORPORATE REVIEW 2013



(left to right); Brant Mackey, publisher and editor of Springfield Business Journal; Fletcher Farrar, editor and publisher, Illinois Times; Liz Foster, anchor and reporter, WICS-TV; T.C. Christian, founder and publisher, Pure News USA

## “Turning the Tables”

Local media gather to discuss Springfield and their industry

*Editor's note:* On Wednesday, May 8, 2013 Springfield Business Journal conducted a working luncheon with members of the local media to discuss important issues facing the Springfield community and issues that the local media and our industry in general faces. It was held in the “Godfather” room at Bella Milano from 10:30 a.m. to 1:00 p.m.

The panelists included: T.C. Christian, founder and publisher, Pure News USA; Fletcher Farrar, editor and publisher, Illinois Times and Liz Foster, anchor and reporter, WICS-TV.

Joe Natale, senior correspondent; and Brant Mackey, publisher and editor of Springfield Business Journal moderated the discussion.

As a community business newspaper, we strive to focus on hot issues affecting Springfield. The Corporate Review is an opportunity to go straight to the source.

This year, in a unique twist, we have only included panelists who are reporting the local news in Springfield. These reporters are used to interviewing others and we thought it might be interesting to ask them the questions instead. We are calling it, “Turning the Tables.” Therefore these panelists were also able to talk about various factors of being in the media and reporting news in our community.

Their responses are recorded and printed here in the Corporate Review 2013.

---

### CORPORATE REVIEW:

Panelists – P. 22

### LISTS:

Major Employers – P. 18

Major Manufacturers – P. 30

---



# • THE CORPORATE REVIEW 2013

## Local News

**SBJ: Let's get started. How is the news business in Springfield right now?**

**Foster:** Being in the capital of Illinois always provides news content, particularly when lawmakers are in session, like now. Obviously, the big topic everyone is watching and monitoring right now is pension reform. We actually have two proposals on the table: one in the Senate and one in the House. Because the state is the single largest employer here locally, pension reform will affect a lot of people here; and the trickle down effect is it will affect the local economy. In terms of news right now, that's the really big thing. Of course, you're going to have the stories of the day. Crime stories; things of that nature. The thing we are constantly monitoring is what's going on in the capital. What we are doing on Channel 20, since this new group of lawmakers was sworn in at the start of the year, we have counted every day we have gone without comprehensive pension reform. It's been well over 100 days.

**SBJ: Do we cover the capital more here than Peoria, Bloomington or other media markets throughout the state?**

**Are they picking up stories here, or is our news dedicated to the capital?**

**Farrar:** What happens in the state house affects our local economy more than anything else. Pension reform is going to drain Springfield more than other cities. The job drain in the last 10 years has been tremendous and it's been devastating. State government is the economic

engine for Springfield, and the engine is not doing well.

**Foster:** It may be fair to say, that yes, we cover more that is going on in the state capital than a news station in Quincy and Peoria because of the proximity. We're able to send a reporter there to sit in on discussions every single day; whereas, a reporter in station in a similar sized market elsewhere in the state would probably get information from the Associated Press wire.

**SBJ: Do we have more reporters or fewer reporters in the Springfield market than we did a year ago?**

**Foster:** At Channel 20, I think it's remained pretty consistent. We got a new news director a little over a year ago, and she has definitely put some investment in hiring and resources. For example, now we have a dedicated morning reporter who does live shots in the morning and

live interviews in the morning where we didn't have that before. There has been an effort to increase staff and spread it out so we all aren't working the day side shift, or we are not all at night side.

**SBJ: How many reporters overall?**

**Foster:** Ballpark is ten. That includes anchors who report. We also get some news content from our sister station in Champaign.

**SBJ: Fletcher, how many do you have at the Illinois Times?**

**Farrar:** We're small. We have two full-time staff reporters, but we have a lot of freelance news. The biggest answer to your question would be to look at Gatehouse, and what happened in their newsroom. I don't have numbers, but their head count is considerably different than it was a year ago, or two years ago. The difficulties at Gatehouse and then the state house press room is shrunken quite a bit over the past few years as well. There are not as many reporters in Springfield as there used to be. We're doing well. Channel 20 is doing well. Individual outlets are doing well. The biggest difference in the news business is Gatehouse.

**SBJ: TC, how's the news business for Pure News USA?**

**Christian:** I am proud to say – pleased to say – that we're doing pretty good from a newspaper perspective. Obviously, what is unique about our newspaper is that it is an African-American newspaper; and yours truly founded it 30 years ago in November. One of our biggest fears was the Internet. We were concerned that the Internet may cause advertisers to look elsewhere to place their ads. Fortunately, since we target a specific market – the African-American community market – and because we don't have a lot of reporters.

In other words, one reason we called it Pure News USA is because we bring news from around the nation. That's somewhat of a unique and a good aspect. We don't have reporters that go out and report what is going on from day-to-day. We have the opportunity to wait until the month to be pretty much up, and then edit and select from the material we've received. Of course, we receive a lot of emails and a lot of news. We've been around for a while. A lot of people know and a lot of people even call and plead, "Please, let us put this picture in;" or "Please, review this item." We have a small committee – and I do mean small – that reviews material that goes in as well. There is news out there, but we don't do too much of the investigative-type reporting. It's pretty much centered around news events and news happenings, not only in Springfield, but across the nation.

## Making news decisions

**SBJ: How do you decide what to report? What is news worthy?**

**Foster:** The single most thing you have to look at is how many people will this affect. We get story ideas all the time whether it's from the community or events going on; people wanting coverage for different things going on around the community. The one question we ask is how will this affect the majority of our viewing area?

*Continued on Page 20,  
Corporate Review*

# SHAPING OUR COMMUNITY...

**BRANDT**  
2935 S. KOKE MILL RD.

**COUNTY MARKET**  
2ND & CARPENTER STREET

**ST. JOSEPH'S HOME**  
3306 S. 6TH STREET RD.

**ABRAHAM LINCOLN PRESIDENTIAL LIBRARY GARAGE**  
1025 S. 6TH STREET

**UNITED COMMUNITY BANK**  
700 STEVENSON DRIVE

**PCCC**  
CONVENTION CENTER PLAZA

**HALVERSON**  
COMMERCIAL  
Construction Co. Inc.  
Proven Performance. Dedicated to Service.  
[www.HalversonConstruction.com](http://www.HalversonConstruction.com)  
217.753.0027

Halverson Construction Co. Inc. is committed to our community. We are a general contractor based in Springfield and have grown to become a respected industry leader in commercial construction. We have been a trusted company for over 30 years and continue to build enduring relationships with our clients.

\* Map was provided by Google Maps 2013.



Major Employers in Sangamon County

(Ranked by Number of Employees)

|    | Employer Name                      | Number of Employees | Principal  | Product / Service             | Web Address (www.)    | Year Established |
|----|------------------------------------|---------------------|--|-------------------------------|-----------------------|------------------|
| 1  | State of Illinois                  | 17500*              | Pat Quinn,<br>Governor                               | Government                    | illinois.gov          | 1818             |
| 2  | Memorial Health System             | 4,433               | Edgar J. Curtis,<br>President & CEO                  | Healthcare                    | memorialmedical.com   | 1897             |
| 3  | St. John’s Hospital                | 3,073               | Robert Ritz,<br>President & CEO                      | Healthcare                    | st-johns.org          | 1875             |
| 4  | Springfield Public Schools #186    | 2,189               | Robert A. Leming,<br>Interim Superintendent          | Education                     | sps186.org            | 1854             |
| 5  | Springfield Clinic                 | 1,953               | Michael A. Pick, Chairman<br>Randall A. Bryant, CEO  | Healthcare                    | springfieldclinic.com | 1939             |
| 6  | SIU School of Medicine             | 1,485               | J. Kevin Dorsey, M.D., Ph.D,<br>Dean & Provost       | Higher Education / Healthcare | siumed.edu            | 1970             |
| 7  | City of Springfield                | 1,473               | J. Michael Houston,<br>Mayor                         | Government                    | springfield.il.us     | 1832             |
| 8  | University of Illinois-Springfield | 1,435               | Susan J. Koch, Ed.D.,<br>Vice President & Chancellor | Higher Education              | uis.edu               | 1969             |
| 9  | Blue Cross/ Blue Shield            | 1,256               | Jim McLean,<br>Vice President of Operations          | Insurance                     | bcbsil.com            | 1969             |
| 10 | Horace Mann Companies              | 1,050               | Marita Zuraitis,<br>President & CEO                  | Insurance                     | horacemann.com        | 1945             |

Source: The Greater Springfield Chamber of Commerce.

\* - State of Illinois number includes all state government agencies, including education institutions within Sangamon County.

Major Private-Sector Employers in Sangamon County

(Ranked by Number of Employees)

|    | Employer Name                                | Number of Employees | Principal   | Product / Service          | Web Address (www.)    | Year Established |
|----|--|---------------------|---|----------------------------|-----------------------|------------------|
| 1  | Memorial Health System                       | 4,433               | Edgar J. Curtis,<br>President & CEO                 | Health Care                | memorialmedical.com   | 1897             |
| 2  | St. John’s Hospital                          | 3,073               | Robert Ritz,<br>President & CEO                     | Health Care                | st-johns.org          | 1875             |
| 3  | Springfield Clinic, LLP                      | 1,953               | Michael A. Pick, Chairman<br>Randall A. Bryant, CEO | Health Care                | springfieldclinic.com | 1939             |
| 4  | Blue Cross / Blue Shield                     | 1,286               | Jim McLean,<br>Vice President of Operations         | Insurance                  | bcbsil.com            | 1969             |
| 5  | Horace Mann Companies                        | 1,050               | Marita Zuraitis,<br>President & CEO                 | Insurance                  | horacemann.com        | 1945             |
| 6  | Wells Fargo Home Mortgage                    | 940                 | John G. Stumpf,<br>President & CEO                  | Finance                    | wellsfargo.com        | 1852             |
| 7  | AT&T   | 698                 | Dennis E. Pauley,<br>Director of External Affairs   | Telecommunications         | att.com               | 1876             |
| 8  | The Hope Institute for Children and Families | 602                 | Karen Foley,<br>CEO                                 | Education                  | thehopeinstitute.us   | 1957             |
| 9  | Bunn-O-Matic                                 | 500                 | Arthur H. Bunn,<br>President & CEO                  | Manufacturing              | bunn.com              | 1957             |
| 10 | H.D. Smith                                   | 428                 | Henry Dale Smith, Jr.,<br>Chairman And CEO          | Health/Wholesale/Logistics | hdsmith.com           | 1954             |

Source: The Greater Springfield Chamber of Commerce.





**your teeth.  
our wisdom.  
that's smart.**

Whether you're looking out for yourself, your family or an entire employee group, you can rely on our dental benefits expertise. We offer flexible plans to meet your needs – and provide access to affordable dental care that helps our members achieve great oral health.

For more ways our expertise delivers value no other carrier can match, visit [ourwisdomisteeth.com](http://ourwisdomisteeth.com).



OUR WISDOM IS TEETH.



# THE CORPORATE REVIEW 2013 •

*Corporate Review,  
Continued from Page 17*

**Farrar:** We pick and choose because we're small and we're looking for stories no one else is doing. We're also doing stories everyone else is doing, but we try to do it in a different way. More in depth. Try to get a different angle. Mostly we look for stories that aren't being covered elsewhere.

**Foster:** Channel 20's parent company – Sinclair – is really pushing right now for stations to do a lot of advocacy-type reporting. Hence, the reason we started within the past few months "Waste Watch." We're constantly, every day, asking people if you've got ideas or tips about government waste, we want to hear about it. Depending on manpower, we'll pull one or two reporters that we have that we're calling an I-Team – Investigative Team – because those type of stories and those type of reports take a lot of time and investigative work. A lot of digging and FOI (Freedom of Information) requests and things of that nature. It's not something we can do on a daily basis, but in terms of what people want to see, that's a big thing right now.

**SBJ:** How did the media handle the school board and the test scores being leaked? Did we (the media) do a very good job with that?

**Farrar:** The leak never went very far. It was sort of an inside story. There was a lot of discussion about who did it and why. What was leaked? I don't think most people ever knew. There was a leak; everyone knew about it; it was confusing. I think the bigger issue on the school board is the turmoil happened because budget

cuts. Budget cuts happened because state government has done a massive pullback of money for schools. I think it's economic and the turmoil on the school board is turmoil everywhere when a state cuts back that much money for schools.

**Christian:** In terms of the leaks, I think the highlight is on the principle. In other words, just merely to allow or conduct

**Farrar:** The principle of leaking.

**Christian:** Yes.

**Farrar:** We depend on leaks. (Laughter) Well, we do.

**Christian:** I cannot deny that or the substance of the leaks, let's be realistic. Some leaks are more powerful than other leaks, shall I say.



(l to r); Liz Foster and Fletcher Farrar

any type of illegal or improper leak is disturbing in itself. Being that you're elected by the public, and their expectations are for you to serve honorably. The same thing for the mayor's office or any elected official as well.

**Farrar:** Are you talking about the superintendent (Walter Milton)?

**Christian:** I'm just talking in general about the principle.

**SBJ:** That brings up another concept – bias. Enos Park gets a lot of coverage, and Fletcher, you are very involved with Enos Park. When you are setting your news budget and you look at Enos Park, how do you deal with that?

**Farrar:** We're biased in everything we do. We don't deny bias. We just try to be open and honest with our leanings; and nobody is fooled by what they read by us.

As far as Enos Park, I don't believe we've covered Enos Park as much as other media has. As a neighborhood association leader, we have a president of our association who knows reporters like the back of his hand, and can do an amazing amount of publicity that I admire. The association is clicking. There's projects going like crazy. After me being involved in the neighborhood for 20 years, it's great for me to sit back and so a lot of things that's going on that I have nothing to do with. It's not Illinois Times that's causing Enos Park to make the news.

**SBJ:** T.C., the mission of your paper is to serve the African-American community. Fletcher said that they make no secret of it at the Illinois Times that they are biased. Would you agree the same thing?

**Christian:** Personally speaking, Pure News USA is a mission, but it's more of a ministry. I consider it to be my ministry from the stand point of help the least. We can all agree the least is the African-American minority in communities throughout the country. When we look at materials, we try to publish that which can uplift. How? By informing and giving information that can be useful, that can be helpful. School grants, job opportunities, whatever can be positive. We try to have a positive impact on it. I cannot deny that after 30 years, we just don't really do that, as most of you all ready know, we're pretty outspoken when even one of our own "black leaders" does something we feel is totally inappropriate, totally not helpful to the black race in Springfield. To make a long story short...hopefully we have uplifted our people by giving them information and direction and guidance

*Continued on Next Page*



Not all business schools  
are the same.



Only 5% of business programs  
worldwide are AACSB-accredited.



## THE COLLEGE OF BUSINESS AND MANAGEMENT

### Undergraduate Degrees

- Accountancy
- Business Administration – Comprehensive
- Business Administration – Management
- Business Administration – Marketing
- Economics
- Management Information Systems

### Graduate Degrees

- Accountancy
- Management Information Systems
- MBA

### Online Degree Completion

- Business Administration – Comprehensive, B.B.A.
- Business Administration – Management, B.B.A.
- Management Information Systems, B.S.
- Management Information Systems, M.S.

### Graduate Certificates

- Business Process Management
- Digital Organizations
- Entrepreneurship
- Human Resource Management
- IT Project Management



[www.uis.edu/cbam](http://www.uis.edu/cbam)

UNIVERSITY OF  
ILLINOIS  
SPRINGFIELD

LEADERSHIP  
lived





# • THE CORPORATE REVIEW 2013

*Continued from Previous Page*

in terms of what we need to be thinking about and what we need to be doing from the standpoint of job creation and academics, etcetera.

## Minority leadership

**SBJ:** We have Gail Simpson and Doris Turner – both on the city council; Teresa Haley in charge of the NAACP and Nina Harris running the Urban League. There seems to be a rise of women leaders in the African-American community. Do you attribute that to anything?

**Christian:** I don't know what I attribute that to. It could be just timing. It could be a wave. 2013 is a rise of African-American females, and who know, 2015 there could be another big rise in terms of males. If I would attribute that to just one factor, it would be just timing.

**SBJ:** It's just coincidence then?

**Christian:** I would say yes.

**SBJ:** But it's notable, though.

**Christian:** Notable, yes, definitely. Realistically speaking, when you say "alderman", even the term itself: "alderman." It needs to be changed to "alderwoman;" but nevertheless, it's still considered "alderman." What it says is that this position is designated and earmarked for male occupation. Obviously, it's going to be noticed when there are women there.

**SBJ:** Sometimes we refer to them as "members of the city council."

**Christian:** We say "alderman" because that's the legal term. We're not calling them men, it's a term that identifies them so the public audience knows who we are referring to.

**Fletcher:** Back to your question about bias, what I was trying to say is that we write from a point of view and it's good to be open and honest about your point of view because we all have a point of view. Some media try to hide that more than we try to hide that.

**SBJ:** That makes perfect sense.

**Farrar:** Sometimes people don't understand that.

**Christian:** Of course, we point out the bias that we see: the shortcomings of systems. We had a number of cases criticizing city government for lack of minority hiring, particularly in the police and fire departments. Bias is kind of an anchor – for a lack of a better expression – for our newspaper because when we see it we try to report it and we try to be fair and objective when we report it. We are very careful before we make an accusation. We are very careful that we have all the data and facts. From that standpoint we're like other newspapers; we make sure that what we're writing is in fact the truth.

## Downtown Springfield

**SBJ:** Let's move downtown. Is downtown on the upswing or the downswing?

**What are you all hearing?**

**Farrar:** Our cover story this week coming out tomorrow (May 9) is about downtown Springfield. I've just been editing Patrick Yaegle's reporting on that. We went to the upper story tour last week, and plans for individual buildings are pretty exciting. The Cafe Brio building is going to be made into all apartments. The building next door is going to be apartments trying get people to live downtown. We've been working on downtown ever since we've been here for the last 34 years. It's always a struggle. The problem with downtown is the state jobs left, so there are vacant office buildings. Trying to get those vacancies in office space turned into apartments is the challenge now.

**Foster:** When I moved here two and a half years ago, I was surprised by the lack of downtown living available. I did see that as somewhat as a negative. From what I heard, one of the reasons is it comes down to convenience. Even the places that are available downtown, I know for myself, I chose to live somewhere more convenient to a grocery store; and larger stores like Wal-Mart and Target for everyday needs and things of that nature. If you're downtown, what you have are bars and restaurants for the majority. Even those close sometime relatively early compared to other cities; or they have odd days and are not opened at the beginning of the week, or something like that. Downtown Springfield does an awesome job in terms of festivals. The Convention and Visitor Bureau does a great job as far as tourism sites and that kind of thing to draw people there, but if you don't have enough amenities downtown to keep people downtown, then that – in my opinion – is where you need to start, and more living space is probably going to be a good start. But, you can't do the living spaces without doing the amenities.

**Farrar:** It's always a chicken and egg thing. How many apartments do you have to have before you can get a restaurant opened on a Sunday afternoon?

**Foster:** Right.

**Christian:** We're excited about the downtown area being spruced up and the different things that they're bringing in and modifying. When people visit most cities, they tend to go downtown. Being downtown – this may be a little personal – but we have newsstands downtown. Our newspapers are free, and those from outside the Springfield area pick up and read. Why outside the Springfield area? Pure News USA does have advertisers outside of the Springfield market, such as Peoria, Decatur, even as far as St. Louis. We're excited about sprucing up the downtown. I don't want to play the blame game and start criticizing, but we had difficult time to be able to put our newsstands downtown because it is part of our ministry; part of our mission. We had to literally march on city hall in order to have our newsstands. We said, if other newsstands, like Springfield Business Journal, Illinois Times, etcetera, have their newsstands outside then why not us? We did win that case because, thank God, we do have a downtown and we

“Back to your question about bias, what I was trying to say is that we write from a point of view and it's good to be open and honest about your point of view because we all have a point of view. Some media try to hide that more than we try to hide that.”

*Fletcher Farrar,  
editor and publisher of the Illinois Times*

*Continued on Page 22,  
Corporate Review*

## LOOKING FOR A SMALL BUSINESS LOAN?

**Buy or Build a New Facility.  
Expand Your Current Location.  
Purchase Heavy Machinery.**



### GROWTH CORP

**877-BEST 504**  
WWW.GROWTHCORP.COM

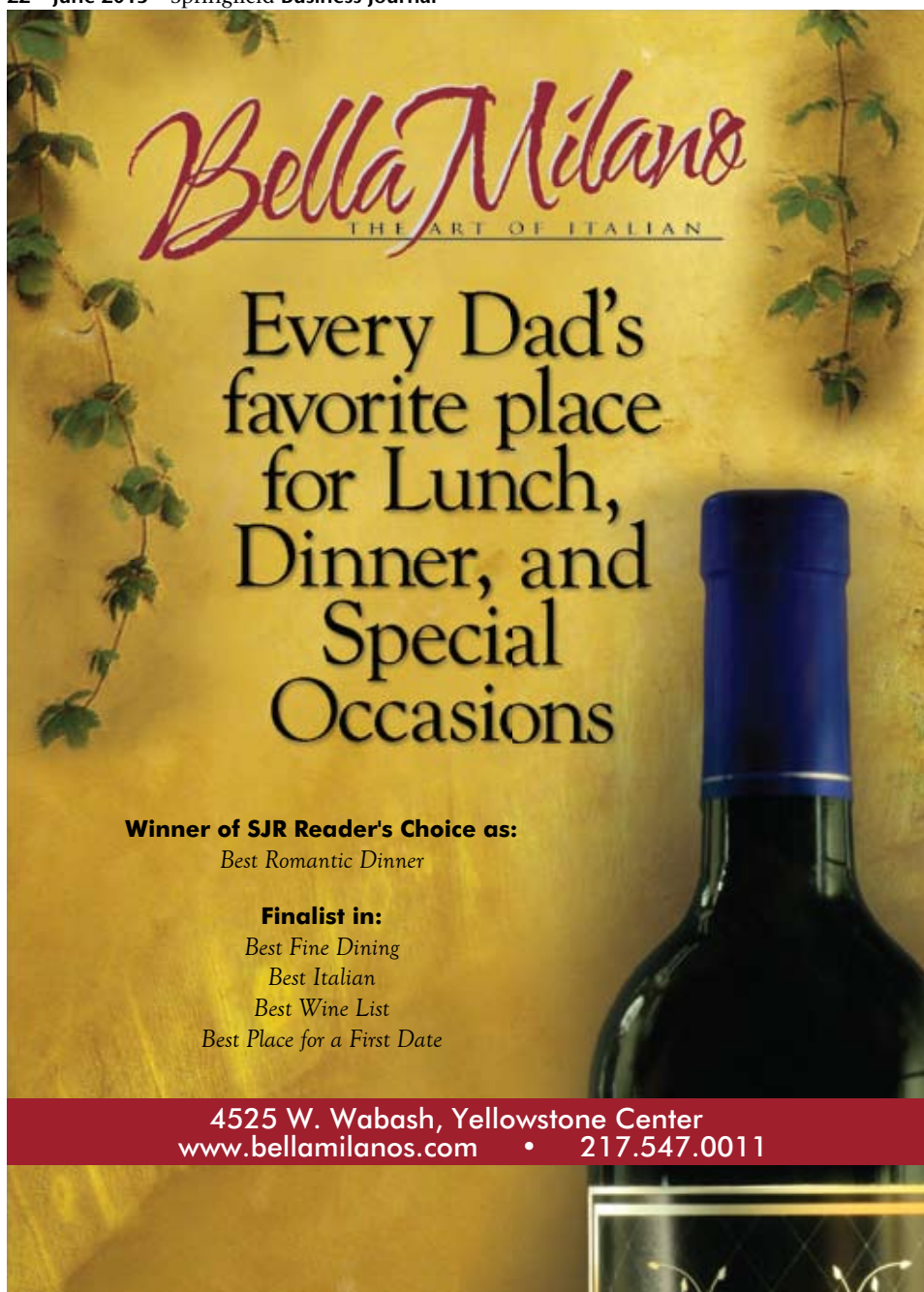


## BORROWER ADVANTAGES

- Below-market, long-term fixed rate
- Payment stability
- Low down payment
- Preserves capital
- Improves cash flow

**2401 West White Oaks Drive  
Springfield, IL 62704**





*Bella Milano*  
THE ART OF ITALIAN

Every Dad's favorite place for Lunch, Dinner, and Special Occasions

**Winner of SJR Reader's Choice as:**  
*Best Romantic Dinner*

**Finalist in:**  
*Best Fine Dining*  
*Best Italian*  
*Best Wine List*  
*Best Place for a First Date*

4525 W. Wabash, Yellowstone Center  
www.bellamilanos.com • 217.547.0011



**LLCC Day!** SUMMER EDITION  
Tuesday, June 18; 5-7:30 p.m.  
LLCC-Springfield Campus

**LLCC Day-Summer Edition is a special campus visitation event for prospective students, parents and adult learners to introduce them to LLCC.**

**Join us for a presentation, exhibits and tours.**

5-5:30 Check in  
Trutter Center

5:30-6 Presentation: Why LLCC? Getting Started, Success@LLCC and Paying for College  
Trutter Center

6-7:30 Exhibits, campus tours, refreshments  
A. Lincoln Commons and Workforce Careers Center

 **Lincoln Land Community College**

Please let us know you're coming! Scan the QR code, register at [www.llcc.edu](http://www.llcc.edu) or call 786.2577.




**go to college**  
(even if it's just for a day!)

## PANELISTS 2013 •

*Corporate Review,  
Continued from Page 21*

have them where other newsstands are, which is only fair.

**SBJ:** We have about three or four news racks downtown. We are little different because we're charging, Fletcher, how many do you have?

**Farrar:** We have 400 news racks in Springfield and the towns around.

**SBJ:** You figure about 50 or 60 downtown?

**Farrar:** Yes. They're everywhere. Every place that's open we enter there. We don't have difficulty getting in places like we used to when we started.

**Christian:** Oh, Lord, have mercy. Oh, yes. Even today we have from time to time a little resistance, but it's nothing like it was in the past. Now, sometimes we get a call to put a rack in. I grab my heart and fall on my knees in thanks. (Laughter)

**SBJ:** Last year the city had an issue with the SOHO music festival over curfew and this year it is over location. This runs in conflict with downtown being a gathering place and tourism. Should we be marketing to a certain type of person who would want to live in a downtown environment? Is it a different lifestyle?

**Foster:** Downtown living entails be-

“ I think it's too bad the controversy continues into a second year with this location and SOHO thing. All that was last year, and why couldn't we just celebrate this year? The message is that they're not quite welcomed. This is not our crowd and we're going to fool with them. It's a wonderful thing and we should embrace it and welcome it, rather than hassle it.”

*Fletcher Farrar,  
editor and publisher of the Illinois Times*

ing near restaurants and bars and things going on, which includes people. You are living in a more concentrated area where people are walking around, checking things out, sometimes at all hours of the night. Yes, there is going to be noise that comes along with that. The battle last year over the music curfew, in my opinion, it's a music festival. I understand, obviously, there is a certain time to cut it off, but – 10 o'clock was the issue with it last year – people are going downtown for it. If people downtown don't want that, then why are you living downtown? There are going to be festivals.

**Farrar:** Exactly.

**Christian:** If you want peace, or whatever, maybe you should go out in the country.

**Foster:** Exactly.

**Farrar:** I think it's too bad the controversy continues into a second year with this location and SOHO thing. All that was last year, and why couldn't we just celebrate this year? The message is that they're not quite welcomed. This is not our crowd and we're going to fool with them. It's a wonderful thing and we should embrace it and welcome it, rather than hassle it.

**Mackey:** I'm going on the record here as the Business Journal because downtown is something that I've talked to a lot

*Continued on Page 24,  
Corporate Review*



Name: **T.C. Christian**  
Company: **Pure News USA**  
**Founder and Publisher**  
Address: **1701 S. College Ave.**  
**Springfield, Ill. 62704**  
Telephone: **(217) 528-5588**  
Email: **tellit@purenews.com**



Name: **Fletcher Farrar**  
Company: **Illinois Times,**  
**Editor and Publisher**  
Address: **1240 S. 6th St.**  
**Springfield, Ill. 62703**  
Telephone: **(217) 753-2226**  
Email: **ffarrar@illinoistimes.com**



Name: **Liz Foster**  
Company: **WICS-TV**  
**Anchor and Reporter**  
Address: **2680 E. Cook St.**  
**Springfield, Ill. 62703**  
Telephone: **(217) 753-5656**  
Email: **lmfoster@sbgnet.com**

## MODERATORS •



**Joe Natale,**  
associate editor,  
Springfield Business  
Journal



**Mitchell Ladd,**  
photographer,  
Springfield Business  
Journal



**Brant Mackey,**  
publisher and editor,  
Springfield Business  
Journal



# *Stronger and more flexible than ever.*

**PREMIERE PHYSICAL THERAPY IS  
NOW PART OF ST. JOHN'S HOSPITAL**



## *Introducing St. John's Premiere Physical Therapy.*

*It is the same great care you have come to rely on, now supported with the strength and spirit of St. John's Hospital. You will now have access to a full range of services in four convenient Central Illinois locations, featuring personalized treatment plans to promote long-term health and wellness.*

*This new partnership now makes St. John's outpatient physical therapy the largest in the region. Experience all the healthy benefits of St. John's Premiere Physical Therapy for yourself. And discover why we are now stronger and more flexible than ever.*



**St. John's  
Hospital**

**Premiere   
Physical Therapy**

AN AFFILIATE OF HOSPITAL SISTERS HEALTH SYSTEM



# THE CORPORATE REVIEW 2013 •

*Corporate Review,  
Continued from Page 22*

of people about. What I have formed in my own personal opinion, and whether that comes through in any bias in the reporting in the Business Journal, is I generally believe there are surplus properties available downtown. I believe by the way the state is going and so forth, that will continue to remain surplus property for a long period of time – may never be filled. What I'm getting at is that there may be an opportunity to eliminate some of the surplus property. You get in a lot of trouble with some people when you talk about tearing down buildings, but maybe eliminate some of the surplus property and create parking, selectively. I think it provides solutions for downtown residences. If you look at the corner of Sixth and Monroe where the Cafe Brio building is, where are all those people living in that building going to park? I'm not talking about generally just pointing out buildings and tearing them down. I believe there is a genuine opportunity maybe on a small scale to create some real parking opportunities with some property that we don't expect will ever be filled again.

**Farrar:** Multi-level parking. Parking garages might be welcomed in selected places, but as far as surface parking, you are going to destroy what you go to town for if it's one big parking lot. Already, the downtown is dotted with parking lots. The buildings need to be preserved. There's places to park and there's also people that don't value their cars as much as has been the case in the past. There is a new generation coming along that doesn't want a car – wants to find a town where they can live without a car. That's what people tell

me. I'm not sure about that.

**Mackey:** I wouldn't disagree with you. I think it's a little bit of everything.

**Farrar:** Parking garages would help.

## Greater Springfield Chamber of Commerce

**SBJ:** There has been personnel changes at the Chamber of Commerce. We've seen about a dozen people leave in the past two years. Has anyone here noticed that?

**Christian:** It just so happened I have a note about that on this piece of paper (laughter) and it reads: We can also ask the Greater Springfield Chamber of Commerce to help promote diversity by rolling out the red carpet to small businesses by offering special assistance and guidance, to just not black businesses, but to all businesses bringing in less than \$50,000 in annual revenue. You brought up the subject, and that's one viewpoint that we have.

**SBJ:** So, you feel there could be a greater initiative by the Chamber to help small businesses?

**Christian:** I do recall, there was an initial push toward bringing in more membership than reaching out more towards diversity. I feel more can be done to reach out more. The reason I bring up \$50,000 in revenue is because sometimes the

Chamber has very high fees for attending different events, and small businesses simply can't afford the fees or the dues. Maybe it can be proportional based on income.

**Foster:** In talking about those fees, but one of my friends owns a small business here. She flat out told me when she opened her business a couple of years ago, the Chamber people came around she said for sure, she'd pay the fees. When they came back, she said no thanks. Her

“It just so happened I have a note about that on this piece of paper (laughter) and it reads: We can also ask the Greater Springfield Chamber of Commerce to help promote diversity by rolling out the red carpet to small businesses by offering special assistance and guidance, to just not black businesses, but to all businesses bringing in less than \$50,000 in annual revenue. You brought up the subject, and that's one viewpoint that we have.”

*T.C. Christian,  
founder and publisher of Pure News USA*

viewpoint was they didn't do enough for small businesses. Why am I paying this when I don't feel like I'm really getting anything back, except maybe the networking with a group here and there that she wasn't able to attend because of her

schedule.

**SBJ:** Is it the Chamber's job to offer those small business initiatives? It's a strange question, but everyone has to pick their mission – their ministry – what should be their goal. Should they (the Chamber) be a networking organization; a voice in the business community? Should helping small businesses financially be one of their primary goals?

**Christian:** I would say, yes, most definitely. Mission and ministry go together for yours truly. By reaching out to small businesses with \$50,000 or less is bringing the least up. Make money, sure; but, let's not forget the least.

**Farrar:** From my small business, I value the Chamber's networking opportunities. That has been really helpful for us in the Good Morning, Springfield and Business After Hours. We meet our clients there, and a lot of your clients that we want to make our clients. (Laughter) It's a great way to do business. As far as the Q5 Initiative – it's a job building program – but, I think more so than that. It's a way for the business community to support Springfield. From that pot of money, they've been able to do a lot of things that City Council can't do. They stepped in to help promote the medical district when nobody else would. They supported the infrastructure program when it needed a boost and got that done. I value Q5 and what it has been able to accomplish.

**Christian:** I concur with you. I am not knocking the Chamber, I'm just simply introducing options and in my opinion more can be done, in particular towards the least. Towards the least.

*Continued on Next Page*

## Affordable Luxury at Lake Springfield Starting at \$329,900

This maintenance-free waterfront property is situated on the shores of Lake Springfield and is surrounded by a Wildlife Sanctuary and "no-wake," quiet water. Each town home is constructed using only the highest quality, energy-efficient materials. With over 2,800 sq. ft., these 2/3 bedroom town homes feature attached 2-car heated garages, walk-out lower levels, screened decks, security & fire suppression systems – and much more. And the water views? Absolutely amazing!

For more information, call Bob Gordon. 217.725.4844

*Water's Edge  
TownHomes*



Limitations on future lake development make these homes a great investment!  
ONLY TWO UNITS LEFT - NOW IS THE TIME!





Continued from Previous Page

## Springfield Mayors

**SBJ:** Can anybody tell us why Mike Houston is raising money right now? (Laughter)

**Christian:** What was the question, again? (More laughter)

**SBJ:** He held a second anniversary fundraiser. Has anybody heard if he is running for a second term?

**Farrar:** He said he was going to be a one-term mayor. Now it seems like he's changing his mind. I wish somebody would get in office and stick to what they said they were going to do. I think it looks bad. It's my hope that he is just trying to keep people guessing so he won't lose power during his first and only term, but it sure looks like he's going to run again.

**Christian:** It would be my guess; and do politicians ever change their minds about running for a second term?

**Farrar:** Another question would be why would he want to run for a second term? (Laughter)

**SBJ:** Do you think he is accomplishing what he set out to do?

**Farrar:** The infrastructure money was a big accomplishment. It's tough to increase taxes in this climate, and getting that done will make a big difference overall. It needed to be done, and it's been neglected for a long time. Improvements in the streets and sewers is what Springfield needs to be about. The other thing Mike Houston will be judged on is minority hiring. I think he would agree that is not

going well.

**Christian:** No, it's not. I concur.

**Foster:** Channel 20 has done stories on minority hiring and the efforts in regards to the affirmative action plan. From what we have heard from Police and Fire

is that when they do set out to hire more – yes, they want to hire more minorities – but, there hasn't been as great of a pool that they had hoped for. Getting back to the infrastructure, when Mayor Houston was running that was one of his big things as far as a plan for that. Maybe we expected something sooner because that was

one of the big platforms. I don't know the exact timetable on how long that took to get a proposal out there, but it was longer than the community had hoped.

**Farrar:** It was going to be 30 days. A secret plan and all that.

**Mackey:** The secret plan was for two years. (Laughter)

**Foster:** It was, OK, you promised this, when are we going to see something happen?

**SBJ:** Talking about mayors, arguably one of the biggest news stories in Springfield in recent years was the death of Mayor Tim Davlin. It made the national, even international, news. Do any of you remember where you were and how you were going to report it?

“Channel 20 has done stories on minority hiring and the efforts in regards to the affirmative action plan. From what we have heard from Police and Fire is that when they do set out to hire more – yes, they want to hire more minorities – but, there hasn't been as great of a pool that they had hoped for.”

Liz Foster,  
anchor/reporter for WICS-TV

**Christian:** I don't remember where I was, but it was a shock. I do recall sending him an email on the day of his death or the day before, thanking him (for placing a Season's Greetings advertisement in Pure News USA). I published the letter in our newspaper. It was definitely a shocker.

**Foster:** I had only been here two months and I had met Mayor Davlin only once. At the time, I was working days. In the newsroom we have a police scanner. I hate to say it, but it's the truth, whenever there is the code for a dead body or for shots fired or anything like that

comes up, our ears perk up because we know we need to pay attention to what's going on. You knew immediately that the dispatchers were maybe a little more hands off than with other calls, but the address came over the scanner. It wasn't myself, but somebody in the newsroom knew that was his address. They immediately sent Heather Hubbs, who was a reporter here at the time, with a photographer to the street. I remember there was snow on the ground, and we were waiting. We knew they were at his house, and we knew there was a call for somebody had been shot. We were waiting for the confirmation that it was self-inflicted. I remember when Jessica McGee went on the air for our midday show at 11 o'clock. It was breaking news right off the top,

that we know there are police right now outside of Mayor Davlin's home.

**Christian:** I attended his funeral. It was a real blow to me. We had a pretty good relationship.

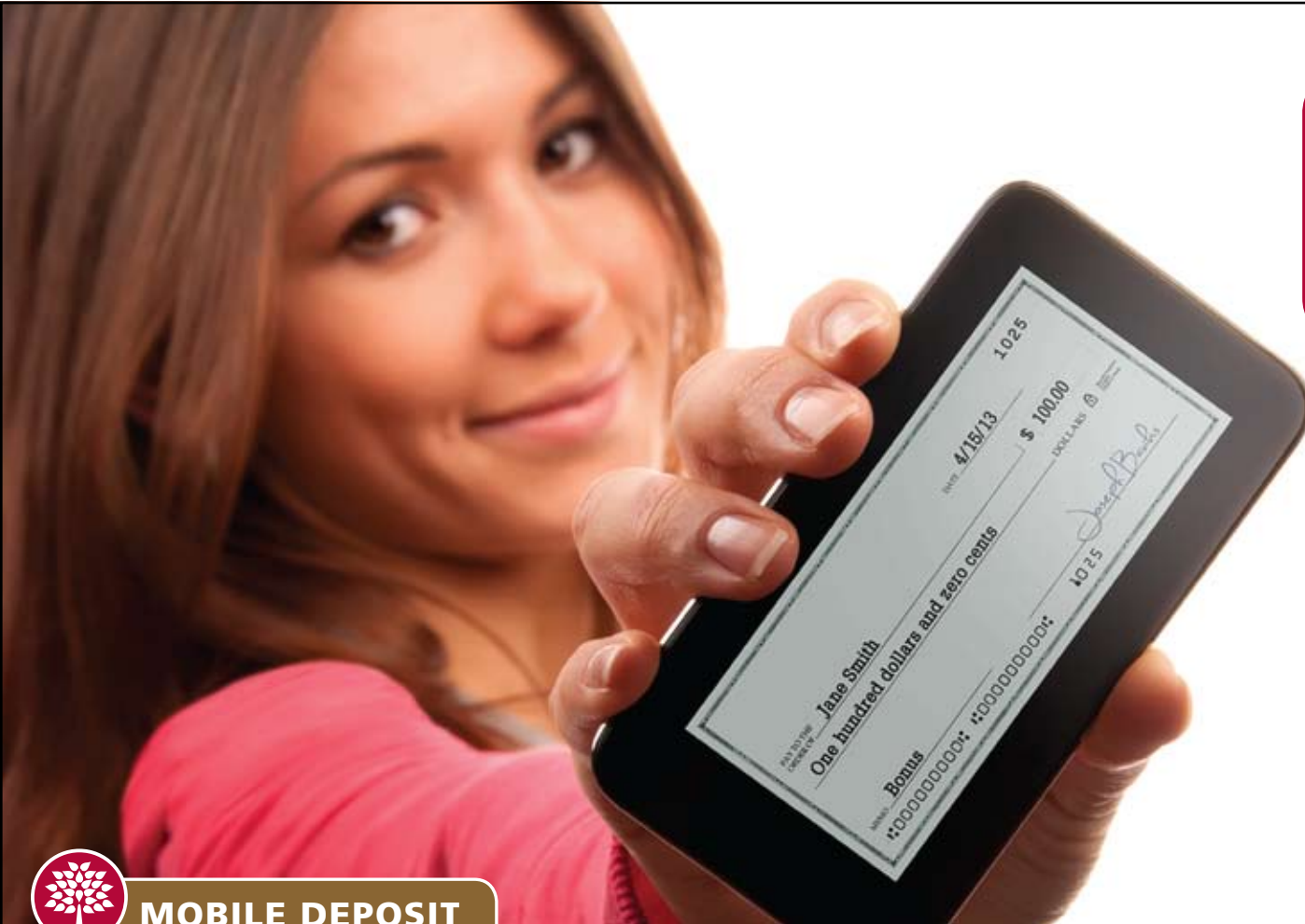
**Farrar:** It was sad. Sad. It was due to personal financial difficulties. It didn't have to go that far. He was personable. He would light up a room. Even, we in the news business and covered him and went through the controversies, we enjoyed seeing him. He was a such a neat guy.

**Christian:** Maybe I'm being too personal. Like I said, I had more than just a news relationship with him. It was pretty personal. I could pick up the phone and call him. As a matter of fact, he even played with me and called himself, "T.D." He'd call me up and say, "Hello, T.C., this is T.D."


**SBJ:** Was that the biggest Springfield news event in the last decade? How do you compare that with other news events, like the opening of the presidential museum and library with President George Bush?


**Foster:** It might depend on who you ask and the characteristics of knowing because maybe President Obama coming to Springfield, things like that, would also be huge things that would put Springfield on the map. You were talking about Davlin's suicide making national news, people saw Springfield, Illinois. In terms of the news angle of knowing, Davlin's passage was a complete shock to the community; whereas, other big events had been planned for and celebrated. In terms of the biggest story and in terms of shock, I would say probably.

Continued on Page 26,  
Corporate Review



## Deposits in a flash.







### MOBILE DEPOSIT

A trip to the bank is a snap when you have the BOS Mobile Banking app. Use your smart phone to take a picture of your check and deposit it directly into your account. Find our app in iTunes or the Android Store.

**Get more BANK for your buck.**



Springfield · Chatham · 529.5555 · [bankwithbos.com](http://bankwithbos.com) 



## Think Outside the Health Insurance Box

New products can help small groups gain control, lower costs

- Self-funding** Avoid premium taxes and state-issued mandates; eliminate carrier risk and profit
- Captives** Join other employers to boost retentions and pool risks
- Exchanges** Offer broad choice of certified health plans for one rate; balance employee choice vs. employer risk
- Co-ops** Pool with municipalities to negotiate improved coverage; meet cost and coverage goals while increasing choice

It's time to explore your options!  
We're here to help.



**HealthLink**  
A WELLPOINT COMPANY

Your Best Interests at Heart

HealthLink, Inc. is an organizer of independently contracted provider networks, which it makes available by contract to a variety of payors of health benefits. HealthLink, Inc. is not an insurance company and has no liability for benefits under benefit plans offered or administered by payors. HealthLink® is a registered trademark of HealthLink, Inc.

healthlink.com • 800-235-0306

## THE CORPORATE REVIEW 2013 •

*Corporate Review,  
Continued from Page 25*

**Farrar:** I think you're right about shock, but as far as significance, the financial difficulties were personal and didn't affect public coffers or anything like that. It's lasting effect on life in Springfield, I don't think it was. It was a private tragedy, and life went on.

### Illinois Times

**SBJ:** Fletcher, you (the Illinois Times) just moved into a new building. Tell us about it.

**Farrar:** We're leasing a new building. It's great to have a new building. Our paper's been in existence for 38 years – we got here first. (Laughter) We were leasing

crease our web presence. There is going to be less and less of a need for us all to kill trees. While people like to have papers in their hands – and we get picked up – there are changes going on. The paper is less necessary than it used to be.

### Pure News USA

**SBJ:** T.C., your newspaper has never missed a month in 30 years.

**Christian:** Never missed a month. Praise the Lord.

**SBJ:** Is your son, Calvin, involved with the newspaper?

**Christian:** He is one of the quote, unquote "reporters;" (Laughter) and quote, unquote "a few other things." (More laughter)

**SBJ:** We know what that's like.



*T.C. Christian*

space in another building, and our landlord wanted us to move. That was an opportunity to do something different. We looked at a lot of places, and a friend of ours – architect John Schafer – offered to build us a building that he would own and we would lease. We have a beautiful new space.

**SBJ:** What happened to the old IT space. Did they ask you to move?

**Farrar:** Yes. We were there for 10 years, and the landlord wanted to do something else with that building.

**SBJ:** What are your future plans?

**Farrar:** We signed a five year lease. We made a major commitment to be here and keep publishing. We're working on developing our web presence, which we have neglected sometimes in the past. We're doing more blogs and daily postings on news stories. That's an emphasis now. We have special publications that we're working on. We started publishing the Springfield Parent as a quarterly magazine. A separate magazine. We're growing and the business is growing. Thank you, very much.

**SBJ:** You are doing specialty publications like Springfield Parents and the Visitors' Guide. Is this an area of growth, or could Illinois Times publish twice a week?

**Farrar:** We do not have any plans to increase our print publication. The web is a wonderful opportunity. It's growing every year. That's a 24 hour opportunity. That's where we are going to try to grow.

**SBJ:** Has the growth of the Internet affected your press run at all?

**Farrar:** Not really. We publish 28,000 papers every week, and we've kept that steady for several years. In the old days, we always tried to increase that, and now we're not looking to increase it, but to in-

**Christian:** I founded it in 1983, and it's been a blessing. Commenting on the web, we have web presence. All of the pages in our newspaper can be seen and read for free on the Internet. Not just news, but the actual pages. That has been a real big plus for us. There was some fear that due to Internet that we may have to shut down. As we all know, there are some businesses and newspapers that have folded. Fortunately for us, we have been able to capitalize and use the Internet to enhance our marketing ability. With the news coverage we have, because it's not limited to one area – Springfield – we bring news all around as well, we find we get positive comments and feedback in terms of that web presence. The Internet has played a positive role for our newspaper.

**SBJ:** Is that something Calvin handles?

**Christian:** Oh, yes. He handles that. He has an Internet mind. When something goes wrong with the web, I have to call him. I have no clue on how to put a web page together.

**SBJ:** You have another employee, De-mond Days?

**Christian:** Right, he does the circulation as well. I'm pleased we're going pretty well. We are constantly trying to find someplace to place a news rack, or knock on the door as well. I'm pretty pleased with the circulation now, but you always want to find a way to improve or enhance what you are doing.

**SBJ:** You are based here in Springfield, yet you have national news. Does that help fulfill your mission of "telling it like it is," and how you are going to report the news?

**Christian:** That is our mission. We are based here in Springfield. We carry

*Continued on Next Page*

*Coming in July...*

The 17<sup>th</sup> Annual **Forty Under**

The July issue of Springfield Business Journal will include a special section saluting forty local business leaders under the age of 40. This section will spotlight local entrepreneurs and managers who have made their mark in the Springfield and / or Jacksonville business community.

Help us identify current and future business leaders. The only requirements are that the individual be less than 40 years of age and be active in the business community. If you would like to nominate someone for possible inclusion in this section, please scan the QR code to the right or visit [springfieldbusinessjournal.com](http://springfieldbusinessjournal.com)



**Make your nominations today!**



## • THE CORPORATE REVIEW 2013

*Continued from Previous Page*

Springfield news as well. Here we have the Fantastic Jones coming. We know our audience would like to hear them. Where are they playing? What are they going to do? They're going to pick it up. You guys cover the day-to-day, investigative reporting. From time-to-time, we obviously address situations in the news that involves Springfield. But, what we do is we try to look nationally and locally to bring in news and information targeted towards the African-American community because, obviously, it's an African-American newspaper. That gives us another good reason on why they are going to pick us up. Believe me, it's not just African-Americans who read our newspaper. We have a lot of whites and other races reading it as well.

## Technology in news reporting

**SBJ:** How does Channel 20 utilize the Internet?

**Foster:** It's a digital age, and people have a need for immediacy. They want news now. When it happens. That plays into why newspapers and companies own newspapers have been struggling over the past few years. People want to go online now and not wait for the next day when the newspaper comes out. It's crazy now how many people get news now from social media sites, from Facebook and Twitter. I'll give you a great example: the Boston Marathon Bombing. The way the

breaking news that the living suspect had been caught – the Boston Police Department tweeted it, which was confirmation for CNN and other national news to run with that information. But back to your question, we have increased our website presence. Within the last year we have hired a web producer. Her sole job is to post content to the website. Rather than before where the reporters posted their story on the web, now she records the newscasts and at 5:15 and 6:15, right after the first block of news is done, she posts that video, so our web content has bite. She is also solely responsible for posting on Facebook and Twitter. With social media in particular there is a growing need to connect with your audience and your viewers. Every on-air talent in the newsroom has a Facebook page. We're encouraged to communicate with the viewers.

**SBJ:** I saw a documentary recently about Watergate – because of the anniversary – and how different it would have been if it had taken place in the modern day with social media. Woodward and Bernstein could have never done it alone. As we talk about technology and social media does this next generation ... do they have a sense of what good journalism is and why it is important?

**Foster:** It depends on your source for news. Even in terms of national scope – if we take local media out of the picture for a minute – if you're going to CNN or Fox News or ABC, CBS news affiliates as opposed to something like TMZ or something – in my opinion, a less credible source – you better hope the information you are getting is accurate, and not biased and that kind of thing.

**Farrar:** I'm worried people are tuning out for other reasons. It's not because of

any lack of truth anything like that. A lot of young people just don't care what's going on in the world and don't read the newspaper. People come up to me and think they are paying me a compliment saying, "I don't subscribe to the daily anymore." Well, why not?! You have to subscribe to the newspaper if you are about what's going on. A lot of people are so much into themselves and their Facebook page, they don't care what the Springfield City Council is doing. They don't watch TV. They don't read newspapers. They don't do anything. Keep in touch with their friends.

**Christian:** What I'm hoping is as they get older, this will change. When they are a little more mature, they'll pick the paper and read more.

**Foster:** As you get older and you're paying taxes and you buy a car, you know how decisions in both local government and state government and the federal government affect you. I would hope more people would pay attention because that has certainly been the case for myself. I just bought my first home a year and a half ago, and of course I work in news, I follow things anyway. I'd like to think if I wasn't in news, and as I have gotten older and becoming more of an adult, I would like to think I would be inclined not just to know, but to under-

stand what is happening in the world.

**Christian:** I like to do mall walking and staying in shape, and I do a little marketing. I just happen to have a few copies of my newspaper with me as well. I notice the young are more apt to say "No." I'm not offended or hurt. The older ones say, "Oh, yes, by the way..." and even have comments. In other words, I'm kind of

profiling while I'm walking. (Laughter)

**Foster:** Getting back to your question about social media, my opinion, for the foreseeable future, people will get their news from Facebook and Twitter. That's not always a reliable source when maybe your friend posts something; but, as far as your friend posting, something, commenting on something happened, initially finding out that

**"I like to do mall walking and staying in shape, and I do a little marketing. I just happen to have a few copies of my newspaper with me as well. I notice the young are more apt to say "No." I'm not offended or hurt. The older ones say, "Oh, yes, by the way..." and even have comments. In other words, I'm kind of profiling while I'm walking." (Laughter)**

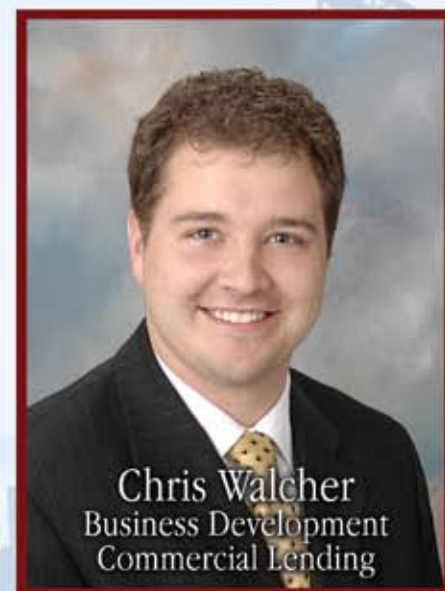
**T.C. Christian,**  
founder and publisher of Pure News USA

way. I know this is a really stupid example, but that's how I found out both Whitney Houston and Michael Jackson died. Somebody posted on it on Facebook, and then I went the national sites to confirm what actually happened. As far as initially finding out news in the world, I think you will continue to see people finding it via social media.

**Christian:** They will, as you just stated,

*Continued on Page 28,  
Corporate Review*

# Our Commercial Team is here for your lending needs



[www.securitybk.com](http://www.securitybk.com)  
217-789-3500





# THE CORPORATE REVIEW 2013 •

*Corporate Review,  
Continued from Page 27*

reach out to more credible and reliable sources, like national networks.

**Farrar:** Maybe there is a role for us explaining why something happens and analyzing. People know something happened, but pick the newspaper or go to the web page to get the analysis. There's going to be a need for events to be explained and analyzed, and that kind of social discourse needs to happen with journalists.

**Foster:** People depend on us to figure out and analyze and tell them how something is going to affect them. Most people are probably not going to take the time to do research about how something going on at the state capitol is going to affect them. Hopefully, they will turn on their local news or pick up their local newspaper and find out that way and let somebody else doing the work.

**Christian:** The credible names. They are going to turn to the credible names.

## WICS-TV

**SBJ:** Liz, you moved to Springfield two and a half years ago. What do you think of Springfield?

**Foster:** Springfield is definitely the big small town that I heard so many people describe it as. I like the community. I like the parks and the park district, that's something you don't see everywhere nowadays.

**SBJ:** Did you come from a larger or smaller city?

**Foster:** I consider myself from Atlanta (Georgia), I lived in a suburb of Atlanta. I moved here directly from Macon, Geor-

gia where I was working. Community size, Springfield is comparable to Macon, Georgia. Media market wise, Springfield is larger, because the media market here – Springfield, Decatur, Champaign – you group those all together, you get a larger viewer audience.

**SBJ:** Tell us about the recent renovations at Newschannel 20.

**Foster:** We launched the new set in early December. It took about three months to build, and our parent company, Sinclair Broadcast Group, has been investing in stations across the country one at a time. For example, we had pictures of the Nashville set before we got ours, so we could see what it would look like. Over \$1 million for just the set itself. It's a huge improvement, and enables us to not only broadcast in HD (high definition), but be a little more interactive. We have these huge monitor walls, where if we needed to, we could do the fancy things like you see on the national networks. We have lights surrounding the set that change colors for the different newscasts. For example, when there is going to be a weather warning or threat of severe weather they could all go red so the second you turn on your TV and see red lights you know there is a severe weather warning. Little things like that, but the overall visually appealing aspect of it has been very positive.

**SBJ:** That kind of investment says Newschannel 20 is going to stay in Springfield for a long time.

**Foster:** Yes. Actually, Channel 20 has contracted with Fox 55 to provide news on the Fox affiliate here, but Sinclair has just purchased the Fox station within the past few months. The Fox staff and the Channel 20 staff are merging, which is a big boost as far as sales and advertising and things of that nature, and put out a product with hopefully more shows. Currently, the Fox news is on seven days a week at 9 o'clock; there are talks to maybe have additional newscasts on the Fox station. As far as logistics go, we will still air all of the broadcasts out of the station on East Cook Street. I'm not sure if some of the sales team may move over there. The Fox facility may turn into an office building. I think they are still working out the logistics of where everybody is going to go.

**SBJ:** Are there are other markets where they are running the news desks from a different market?

**Foster:** I know that there are, or there has been, stations like that. I don't know where specifically. I can't imagine they would be very popular because people,

*Continued on Next Page*

## Favorite news story

**SBJ:** One last question: what has been a favorite news story that you covered?



**Farrar:** I remember a long time ago, there was a big push to legalize marijuana back in the '70s. A local activist here staged a smoke-in. He told everybody in advance that he was going to smoke marijuana on the State House grounds. I went down there. It was over the Memorial Day weekend. I had never seen so many cops in my life. The police was out in force. The Secretary of State Police. It was huge. These few hippies with their joints. (Laughter) They chased them all through town. The smoke-in was a big important story because Alan Dixon was Secretary of State at that point, and he just freaked out. Over reaction by the cops became the story. It wasn't a riot, but it looked like Kent State in downtown Springfield.



**Christian:** Of course, there were quite a few controversial editorials. I got a phone call. I'm a former state employee. At the time, George Ryan was the governor. They had legislation to create a Dr. Martin Luther King statue, and they had agreed to place the statue in back of the Howlett Building. I called to confirm if this was true. Come to find out, it was true. Well, I tell it like it is. I called Frontiers International and said, "Hey, listen, they're getting ready to place this, and it's not right. This is an obscure location, and it should be placed in another location." The response I got, to make a long story short, was: "No, we're not going to touch that." In other words, let them put it where ever they wanted it to be. I contacted the governor's office

to confirm that was the location as well, and criticized that it should not be there. Then yours truly, even though an employee of the State of Illinois, came out with a headline that read: "From back of the bus to back of the building." It was very controversial. They couldn't believe it. They would tell me, "You're going to get fired." One of the legislators in a high ranking position didn't want it in another location. I had advocated putting it where it is right now, today (Capitol Ave. and Second St.). The location downtown is better than it was behind the building. When I drive by it, I feel pretty good, I must admit.

**Farrar:** You got it moved.

**Christian:** Yes. Like I tell my son, when you are out in front of the street, you have to try to have everything together; about yourself; about what you do because people are watching. One of the key things that I must express as well is there was no way I could have done that without my belief in God Almighty. He protects and He has. Here I am, working for the State of Illinois, working for the governor, and willing to go to the front of the street and say this is wrong. I'm not bragging about myself, I'm just saying in terms of what I believe and where the strength comes from to stand up. It comes from God Almighty, and I have to give credit where credit is due. I'm not to preach, and that I'm all holier than thou. That is my belief and that's what brought me to this point today.



**Foster:** It's hard to follow that up. (Laughter) Being a general assignment reporter, I cover a little bit of everything, from feature stories – my favorite feature story in Georgia was how kids with cancer cope; what is their outlet – to investigative and hard news, hard crime story. If I'm being 100 percent honest, it's not necessarily that I choose one of the others, but I enjoy hard news. The hard news stories is like putting together a puzzle, when you're trying to collect the information and tell the story of what happened; who's hurt; who's affected when you're telling that angle of the story. Most recently, probably my favorite story was a couple of months ago, the police impersonator. We had several cases across central Illinois. I wasn't here in the '80s,

but somebody mentioned that there was a police impersonator case in Macoupin County where a 16-year-old girl was raped and murdered by three guys pretending to be police. I went back and found the chief investigator on that case who later was sheriff there, and reached out to the victim's family – Bridget Drobney – who is in the Chicago area and I talked to them. It was going back and doing that investigative work – looking at old court documents. Not by any means trying to scare the community, but this is a reminder why you need to be so careful, and going back and re-reporting that information. What I enjoyed the most about putting together that piece was the interview with that chief investigator at that time. It amazed me that this man in his 80s could remember everything, as if he investigated it yesterday. It is my journalistic nature to cover hard news. If we get those kinds of story, I will be the one who volunteers.

**SBJ:** We want to thank all of you for participating.

**THE "MY RETIREMENT SAVINGS SAYS I CAN ONLY LIVE TO BE 73" CHALLENGE.**

A Prudential financial professional can assess your situation. Develop a strategy. And help you build a secure future. To learn more, call me today.

**Brandon Wellman**  
Financial Professional Associate  
The Prudential Insurance Company of America  
2509 W. Iles Ave.  
Springfield, IL 62704  
Office: 217-331-5463  
Brandon.Wellman@Prudential.com  
www.prudential.com/us/brandon.wellman



**Prudential**  
Bring Your Challenges™  
INVESTMENTS | INSURANCE | RETIREMENT

Insurance and annuities issued by the Prudential Insurance Company of America, Newark, NJ and its affiliates. Securities products and services are offered through Pruco Securities, LLC. Each company is solely responsible for its own financial condition and contractual obligations. Prudential, the Prudential logo, the Rock symbol, and Bring Your Challenges are service marks of Prudential Financial, Inc., and its related entities. 0226915-00002-00

**Peoples Bank & Trust** WWW.BANKPBT.COM  
We Put People First.™

**What's Experience Worth in Your Business Banking Relationship?**

As your single source for all your banking needs, your experienced business banker understands your financial goals and knows how to help your business succeed.



**David Stake | Business Banker**  
866-234-0952

**FDIC** Altamont 515 S. Main St. Charleston 1810 Lincoln Ave. Pana 200 S. Locust St. Springfield 2840 Mansion Rd. Taylorville 1221 Springfield Rd.



*Continued from Previous Page*

I assume, would want that community presence and know that the people that are part of the news every night know that they live in the community as well. It's pretty obvious, from what I have seen here, too, when those anchors are mispronouncing local towns that we would know how to pronounce. I know it happens in places around the country, but no where around here that I know of.

## State Journal-Register and Gatehouse

**SBJ:** We should mention the SJ-R's situation that Fletcher brought up earlier. Gatehouse Publishing has about \$1.2 billion in debt. In mid-March, they made an offer that they were going to pay 33 cents on the dollar to avoid bankruptcy. Otherwise, they have a streamlined plan to handle bankruptcy. They are working on solving that, and they have until February 2014. That's when the first big note comes due. The question is, how does the future of the SJ-R affect news reporting in Springfield?

**Foster:** I think it would be a detriment if there were no SJ-R.

**Farrar:** Yes.

**Foster:** It's healthy to have competition. It obviously has been a staple here for many decades. For homes to not to have a newspaper if they wanted one would be really unfortunate.

**Farrar:** It would be a blow to the city.

**Christian:** I agree with what you're saying. It almost sends a message that newspapers aren't that important anymore. It's a negative message. There is no way we would like to see them go out, and neither would you guys. The more, the better; but, we don't need too many more. (Laughter)

**Farrar:** I don't think they are going out of business. I think we'll still have a local newspaper here. It's because of the national (Gatehouse) debt, it's not the local market. It's my feeling that the local market is supporting the newspaper well. The Journal Register, it seems to me, is selling plenty of ads and is making money, but all that money is not being spent here.

**Christian:** It has diminished somewhat. The number of pages. Even the number of ads has diminished as well. We, like you guys, look at other newspapers to see who's in and who may be interested in us.

**Foster:** It's not just newspapers or TV stations or what not; in any business if you cut staff you are going to see a decrease in quality.

**Mackey:** I'll throw in my two cents. Fletcher, you said earlier people tell you they don't take the daily newspaper. I also have people approach me – I'm a monthly business publication – and say, "I don't read the daily. I read the Business Journal." I assume it's just a pat on the back, but, I want to tell them read the daily newspaper. It has a lot of good information in it. They're not my enemy. We're in the same field, and we compete for some of the same advertisers, but, it's important to have as many news sources in the market as possible. Print, television, whatever.

**Farrar:** It's more difficult to compete when they are cutting rates, too. That is an exact reflection of their financial difficulties. We all suffer from their financial difficulties, I think.

## Satisfaction from reporting the news

**SBJ:** What do you enjoy the most about reporting the news in Springfield?

**Foster:** Getting the information to the people who don't have the means of getting it themselves. Asking tough question; holding people accountable; reporting the stories. What I love most about my job is communicating what people want to know about their community. That might seem like a safe answer, but it's the honest to God truth.

**Christian:** I concur with what she is saying. What we get a joy out of is reporting the good news, the positive news about Springfield.

**Farrar:** My satisfaction after being in the business for over 35 years is helping young journalists seeing the large picture, and look at questions that haven't been asked and approach the story in a different way, and learn how big journalism can be. To see a larger role for journalism is often something very new. It's been my pleasure to open the eyes of staff members.

**SBJ:** Does the media deserve the criticism we're receiving?

**Foster:** In media, you have to con-

stantly prove yourself. That you are accurate; that you care about what your viewers think. Sometime the negative stereotype people give the media – a lot of times people feel as if the media is trying to put a certain spin on stories. Some media, maybe, does. When you get to your local news – I'll speak on behalf of Channel 20 – no, there is no spin. Our job is to present all sides of the story and let people decide how they feel about something. Any time we do a story on a controversial issue, you're going to have somebody watching feel as though you're spinning it one way or another, even though you don't. It's the nature of the beast.

**Farrar:** You never know what is going to be controversial. It's interesting to me that I think this story is going to hit them hard, and we're going to have all kinds of phone calls, and we hear nothing back. But it's some kind of mistake in the Calendar item that gets you in trouble. You never know how people are going to act. What annoys me most is when they don't react; when you don't get feedback; when people are only interested in their publicity. Publish this about me, and they've never read your paper before. In general, it's a pretty fun place to be in a public setting where a lot of people read the paper and give you feedback.

**Editors note:** For the final question SBJ asked our panelists what has been a favorite news story that they have covered. Their responses are on the opposite page to the left.

# Hillier Records Management

## For organized data management storage.



### The Hillier Advantage Includes:

- Secure Off-Site Records Storage
- Computerized Tracking System
- Daily Magnetic Media Exchange
- Retrieval & Re-file
- Climate Controlled Facility
- Regular - Rush & Emergency Service
- 24 Hour Service
- Pick-up & Delivery

2728 S. 11th Street • Springfield, IL 62708  
A Division of Hillier Storage & Moving Co.  
ILL. C.C. 4285 MC/CR

**217-525-8550**



# Major Manufacturing Firms - Sangamon County

| (Ranked by Number of Full-time Employees) |  |   |                        |                          |  |   |                     |
|---|--|---|------------------------|--------------------------|--|---|---------------------|
|   | Company Name<br>Address<br>City, State, ZIP Code   | Telephone (-)<br>Fax (=)<br>Web Site (www.)       | Full-Time<br>Employees | Facility<br>Size-sq. ft. | Principal(s)   | Product / Service   | Year<br>Established |
| 1   | <b>Standard Aero</b><br>1200 N. Airport Drive<br>Springfield IL 62707                      | 800-731-7371<br>217-541=3365<br>standardaero.com  | 250                    | 250,000+                 | Mike Ménard,<br>vice-president / general manager               | Aircraft service, modification  | 1911                |
| 2   | <b>DICKEY-john Corporation</b><br>5200 Dickey john Road<br>Auburn IL 62615                 | 217-438-3371<br>217-438=6012<br>dickey-john.com   | 220                    | 225,000                  | Jeff Schertz,<br>vice president of operations                  | Electronic design and manufacture of systems<br>controls for agriculture and public works | 1966                |
| 3   | <b>Simplex Inc.</b><br>PO Box 7388<br>Springfield IL 62791                                 | 217-483-1600<br>217-483=1616<br>simplexdirect.com | 205                    | 125,000                  | Thomas Debrey,<br>president                                    | Load banks, day tanks, fuel supply systems  | 1952                |
| 4   | <b>Brandt Consolidated Inc.</b><br>2935 S. Koke Mill Road<br>Springfield IL 62711          | 217-547-5800<br>217-547=5801<br>brandt.co         | 150                    | 25,000                   | Rick Brandt,<br>CEO  | Fertilizers, crop protection, micronutrients, spray<br>adjuvants, seed                    | 1953                |
| 5   | <b>Nudo Products Inc.</b><br>1500 Taylor Ave.<br>Springfield IL 62703                      | 217-528-5636<br>217-528=8722<br>nudo.com          | 140                    | 400,000                  | Darryl Rosser,<br>president                                    | Laminated wood panels and related plastic<br>extrusions manufacturing                     | 1954                |
| 6   | <b>Henry Technologies</b><br>701 S. Main St.<br>Chatham IL 62629                           | 217-483-2406<br>217-483=2462<br>henrytech.com     | 135                    | DND                      | Scott Rahmel,<br>general manager / plant manager               | Components for HVAC / Industrial & Commercial<br>Refrigeration                            | 1914                |
| 7   | <b>Springfield Coca-Cola Bottling Co.</b><br>3495 E. Sangamon Ave.<br>Springfield IL 62707 | 217-747-8200<br>217-747=8400<br>coca-cola.com     | 105                    | 80,000                   | Cory Jones,<br>general manager                                 | Coca-Cola Distribution  | 1986                |
| 8   | <b>Mel-O-Cream Donuts Intl.</b><br>5456 International Parkway<br>Springfield IL 62711      | 217-483-7272<br>217-483=7744<br>mel-o-cream.com   | 90                     | 70,000                   | David Waltrip, CEO<br>Dan Alewelt, plant manager               | Frozen dough products and frozen pre-fried donuts   | 1932                |
| 9   | <b>Solomon Colors Inc.</b><br>4050 Color Plant Road<br>Springfield IL 62702                | 217-522-3112<br>217-522=3145<br>solomoncolors.com | 82                     | 250,000                  | Richard Solomon, pres./CEO<br>Charles Kreutzer, vice pres./CFO | Manufacturing of iron oxide pigments, color for<br>concrete, mortar and concrete products | 1927                |

Sources: Sources: “Large Employers and Manufacturers” produced by the Quantum Growth Partnership; the manufacturers DND - Did Not Disclose

# Major Manufacturing Firms - Morgan County

| (Ranked by Number of Full-time Employees) |   |  |                        |   |  |  |                     |
|---|---|--|------------------------|---|--|--|---------------------|
|   | Company Name<br>Address<br>City, State, ZIP Code  | Telephone<br>Fax<br>Web Site (www.)                          | Full-Time<br>Employees | Facility<br>Size-sq. ft.                      | Principals   | Product / Service  | Year<br>Established |
| 1   | <b>Reynolds Consumer Products</b><br>500 E. Superior<br>Jacksonville IL 62650                 | 217-243-3311<br>217-479=1222<br>reynoldsconsumerproducts.com | 750                    | 360,000 (West Plant),<br>508,000 (East Plant) | Jeff Phillips,<br>plant manager                          | Polyethylene bags and films  | 1962                |
| 2   | <b>Perma-Bound Hertzberg New Method Inc.</b><br>617 E. Vandalia Road<br>Jacksonville IL 62650 | 217-243-5451<br>217-243=7505<br>perma-bound.com              | 300                    | 320,000                                       | James Orr, CEO<br>Bill Hull, plant manager               | Prebound books for schools and libraries<br>(80,000 titles)  | 1953                |
| 3   | <b>Illinois Valley Paving Inc.</b><br>PO Box 258<br>Winchester IL 62694                       | 217-742-3103<br>217-742=3107                                 | 200                    | 20 acres                                      | Robert Bruner, president<br>James Bruner, vice president | Asphalt and concrete paving  | 1963                |
| 4   | <b>Nestle USA</b><br>1111 Carnation Drive<br>Jacksonville IL 62650                            | 217-245-9511<br>217-479=2280<br>nestleusa.com                | 181                    | 30 acres                                      | Brian Johnston,<br>general manager / plant manager       | Non-dairy creamer  | 1970                |
| 5   | <b>Bound To Stay Bound Books</b><br>1880 W. Morton Ave.<br>Jacksonville IL 62650              | 217-245-5191<br>217-245=0424<br>btsb.com                     | 147                    | 110,000                                       | Bob Sibert, president<br>Rob Crain, plant manager        | Prebound children’s library books  | 1920                |
| 6   | <b>ILMO Products Company</b><br>7 Eastgate Drive<br>Jacksonville IL 62650                     | 217-245-2183<br>217-243=7634<br>ilmoproducts.com             | 100                    | 40,000<br>(8 acres)                           | Linda Standley, CEO<br>Brad Floreth, president           | Wholesale/retail distributor of industrial, medical,<br>laboratory EPA protocol & specialty gases and weld-<br>ing equipment sales & service | 1913                |
| 7   | <b>Westermeyer Industries, Inc.</b><br>1441 State Route 100<br>Bluffs IL 62651                | 217-754-3277<br>217-754=3288<br>westermeyerind.com           | 100                    | 72,000  | Gary Westermeyer,<br>CEO                                 | Manufacturer of pressure vessels for refrigeration<br>and air conditioning components  | 2001                |
| 8   | <b>Brahler’s Truckers Supply</b><br>21 Harold Cox Drive<br>Jacksonville IL 62650              | 217-243-6471<br>217-245=0565<br>brahlers.com                 | 92                     | 80,000<br>(4 buildings)                       | Richard Brahler, CEO<br>Terry Ranson, plant manager      | Retread truck tires and sales, truck and industrial tire<br>sales and service, farm tires  | 1972                |
| 9   | <b>Illinois Road Contractors</b><br>P.O. Box 1060<br>Jacksonville IL 62651                    | 217-245-6181<br>217-243=0604<br>ircgrp.com                   | 80                     | 44,000  | Devon Davidsmeyer,<br>CEO                                | Liquid asphalt and aggregate application   | 1925                |
| 10  | <b>Capitol Christian Music Group</b><br>400 Capitol Way<br>Jacksonville IL 62650              | 217-245-1733<br>217-245=1807<br>emicmg.com                   | 49                     | DND   | Ken Rothdeutsch,<br>director                             | Christian music, sheet music, DVD  | 1994                |

Sources: “Manufacts” produced by the Springfield Economic Development Council; The Jacksonville Area Chamber of Commerce; the manufacturers DND - Did Not Disclose



# WHEN YOU ARE HERE...



# BUT YOU WANT TO GO HERE...



# THEN START WITH DESIGN-BUILD.

## DESIGN-BUILD FACTS:

- Collaborative Architecture, Engineering & Construction
- Less Expensive
- Higher Quality
- Faster Delivery

**HAROLD**  
**O'SHEA**  
**BUILDERS**  
*Building Great Results*

Harold O'Shea Builders | 3401 Constitution Drive | Springfield, IL 62711 | 217-522-2826 | [osheabuilders.com](http://osheabuilders.com)



# personality profile •

## Personal and professional security

By Eric Woods, Correspondent

### Springfield –

**What is your favorite part about working in Springfield?** Shanle is fond of the diversity that Springfield has to offer. “It is a big city with a small town feel,” he said.

**What is the worst part about working in Springfield?** Shanle does not have anything over which to criticize the city. “There are some traffic issues, but even that is not bad,” he said.

**The biggest issue Springfield currently faces is...?** The small number of activities in Springfield is something Springfield could improve upon, according to Shanle. “There is a lack of things to do here,” he said.

**Employment –**  
“When I was 10, I wanted to be ... a police officer.

**First job?** When Shanle was 16 years old he worked after school and over the summer at a garden nursery.

**Worst job?** Shanle once worked at a tire shop, which was a very dirty job.

“The snow and ice during the winter was awful,” he said. “It served a purpose at the time.”

**Current job and responsibilities?** Shanle has been with SIU School of Medicine since December 2007. For the first two

years he served as a security guard, and after graduating from the police academy in 2009 he became a police officer on campus. The security department is service oriented, and Shanle has a number of responsibilities. “I do everything from unlocking doors to responding to accidents in the parking lot to any emergency response on campus,” he said. “Ensuring the security and safety of the SIU campus is important.” Shanle is a jack of all trades, as his departments get calls about a number of issues. He loves the work and believes it

has been the best thing to happen to his career. The department is very close and much like a family, according to Shanle.

**Philosophical –**

**What do you want to know about the future?** “Will the Cubs ever win the World Series,” said Shanle.

**How do you envision your life in 10 years?** Shanle believes he will still be working for SIU and hopefully will be living with his family in a new house. “As long as the family is healthy, I will take things day by day,” he said.

**Something you learned early in life and still use?** “Be honest and straightforward,” said Shanle. “Don’t lie. My parents got that through to me long ago.”

**Advice –**  
**Advice for someone seeking a career in your field?** Shanle advises people who want to get into law enforcement not to get discouraged if they cannot find exactly what they want right away. “Try to get work in a related field, like security,” he said. “People can apply multiple times. Don’t give up.”

**Best advice you have ever been given?** “Treat people how you want to be treated,” said Shanle. He believes this holds true in police work; if an officer is nice, the people are much nicer in return.

**Achievements –**  
**As a kid?** Getting through school was an accomplishment for Shanle.  
**As an adult?** “Having my children has

been wonderful,” said Shanle.

**Future –**

**Upcoming job news?** Shanle is just keeping the status quo and going day to day at his job. Outside of normal work hours, he and others in the department will often assist at fundraisers and other events sponsored by the university.

**Any vacation plans?** Shanle and his family plan on taking a trip to Disney World in Florida in the fall.

**I want to retire when I’m ... (age)?** Shanle does see himself retiring at some point, and he would like to do that prior to age 60.



## Working for You CEFCU® Business Services

Your business can expect excellent convenience, financial value, and personal service from CEFCU. Choose from a variety of business deposit and lending services to help your business be successful.

For more information on CEFCU Business Services, see Jeff Ambrose or Kyle Sitko at the Springfield Member Center at 2424 W. Iles Avenue (near White Oaks Mall). Or, call 217.546.2010 to set up an appointment.

**CEFCU**  
Not a bank. Better.®



Federally Insured by NCUA



2424 W. Iles Avenue, Springfield (near White Oaks Mall)  
2449 N. Dirksen Parkway, Springfield (near Lowe's)  
[cefcu.com](http://cefcu.com)

[facebook.com/cefcu](https://facebook.com/cefcu)





# Early energy adopter

## City announces vehicle conversions

By David A. Kelm,  
Correspondent

The City of Springfield recently announced the conversion of 24 vehicles to a propane fuel system in a pilot program focused on cost savings and environmental concerns. Springfield launched the program at the end of May with the con-

pane will only cost the City about 75 cents a gallon," McCarty said. Even without the government subsidy, propane autogas costs approximately \$1.25 per gallon. Given the conversion cost of \$8,000 and annual fuel savings of approximately \$3,000, McCarty estimates that the conversions will pay for themselves in about two years for vehicles that have a lifespan of seven to 10 years.

In addition to the immediate cost

The terrorist attacks began to "turn the will of the American people," said Donaldson. In 2006, Congress passed legislation incentivizing propane fueled vehicles. Then in 2007, gas prices hit \$4.00 and more a gallon.

Additionally, Americans were becoming more environmentally conscious and demanding that governments and cor-

porations take steps to reduce pollution. Finally, the economic difficulties that began in 2008-2009 resulted in tightening government budgets and the need for cutbacks and cost cutting.

"Springfield is an early adopter," said Donaldson discussing the recent addition of propane autogas conversions. CleanFUEL USA partners with 30-40 governmental units across the United States. Currently, there are 3,000 to 4,000 conversions taking place in the U.S. Donaldson estimates that conversions will double next year and will see 10,000 conversions per year in the next three to four years. "The United States has 3 billion excess gallons of propane annually and it will take seven to 10 years before we are burning one billion gallons in American vehicles," said Donaldson.

There are currently 17 million propane burning vehicles operated worldwide with only 200,000 or so in the U.S.

Historically, the U.S. saw a build-up of propane vehicles after the oil crisis in the 1970s. By 1981, there were nearly 700,000

propane vehicles in the U.S. burning 1 billion gallons of propane annually. Since then, the U.S. has fallen behind other countries given the low price of gasoline and diesel and the lack of propane infrastructure in the U.S.

Springfield is exploring the option of further converting the City's fleet to propane autogas based on the experience of the initial 24 vehicles. "The City will definitely look at more conversions and opportunities should the cost savings hold up," said McCarty.

If the entire Springfield Police Department patrol fleet converted to propane autogas, the annual savings would be \$300,000 to \$400,000 annually. In addition to the cost savings, the City believes having cleaner burning vehicles using American resources on Springfield streets is a win-win situation. Springfield is already looking at next year's vehicle purchases to determine if propane autogas will be a viable option for applications beyond squad cars and public works vehicles.

David A. Kelm is a freelance writer from Chatham. He can be reached at [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)



Springfield City vehicles lined up for propane fueling

version of 17 police squad cars and seven public works' vehicles.

Bill McCarty, director of budget and management for Springfield, estimated that "fuel savings in the first year alone will be more than \$82,000."

Springfield has partnered with CleanFUEL USA to install the 24 conversion kits and with LincolnLand FS to install a propane refueling site for the propane autogas vehicles. According to McCarty, the initial costs to the City are approximately \$8,000 per vehicle with the conversion kit costing \$6,000 with installation making up the difference.

However, given a grant from the federal government and a grant from the Illinois Environmental Protection Agency, there is "virtually zero cost to the City of Springfield," said McCarty.

Immediate savings include the price for propane autogas compared to the current price of a gallon of gasoline. McCarty said that the City took an average price of a gallon of gasoline at \$3.40 per gallon to project fuel savings.

"With alternative fuel tax credits from the federal government, the price of pro-

savings, Springfield's pilot program will enhance energy efficiency and conservation. Propane autogas vehicles emit 20 percent less nitrogen oxide, 60 percent less carbon monoxide and up to 25 percent less greenhouse gases.

McCarty admitted that there is a 5 percent drop in fuel efficiency but that is offset by the fact that propane autogas costs less and burns cleaner than gasoline.

"In addition to the fuel savings, we will see less maintenance costs such as oil changes and engine overhauls," McCarty said. Further, while CleanFUEL USA installed the conversion kits on site in Springfield, the company trained City employees to install future kits thereby reducing costs going forward by approximately \$2,000 per vehicle.

Government incentives are but one element leading to the growth of fleet conversions to propane, according to Curtis Donaldson, CEO of CleanFUEL USA. Donaldson said the Texas-based company has been in business for 20 years but it was the terrorist attacks of 9/11 that "made us all sensitive about where fuel comes from."

**Ed Mahoney, Broker Associate**  
RE/MAX COMMERCIAL PROPERTY  
Mobile: 494-6468 • Office: 787-7215 • [www.edmahoney.net](http://www.edmahoney.net) • [edmahoney@remax.net](mailto:edmahoney@remax.net)

|  |  |   |  |
|--|--|---|--|
| <p><b>3100 WALTON DRIVE</b><br/>FOR LEASE: APPROX. 1,900 SQ. FT. IN NEW STRIP CENTER, IN FRONT OF NORTH SIDE OF MENARDS. SQ. FT. BELIEVED TO BE ACCURATE BUT NOT WARRANTED.</p>  |  | <p><b>1014 E. LAUREL</b><br/>\$390,000<br/>INTERIOR OF BUILDING RECENTLY CLEANED, REPAINTED, NEW INSULATION INSTALLED &amp; MUCH MORE. EXTERIOR TOTALLY REPAINTED. CURRENTLY LEASED TO THE STATE THRU 7/31/17. GREAT INVESTMENT OPPORTUNITY. PRICED TO SELL. INCLUDES TAX ID 22030180017.</p> |  |
| <p><b>618 E. WASHINGTON</b><br/>\$425,000<br/>MULTI PURPOSE BUILDING IN THE HEART OF DOWNTOWN. MASONRY CONSTRUCTION WITH FULL BASEMENT EACH FLOOR HAS APPROX. 9,490 SQ. FT. MANY POSSIBLE USES INCLUDES OFFICE, RETAIL, STORAGE. PRICED TO SELL.</p> |  | <p><b>521 E. WASHINGTON</b><br/>\$1,150,000<br/>RECENTLY UPDATED, TOTALLY SPRINKLED, MULTI-USE BUILDING IN THE HEART OF DOWNTOWN. 13,516 SQ. FT. ABOVE GRADE AND 5,245 SQ. FT. IN LOWER LEVEL. ELEVATOR ACCESS TO ALL FLOORS. REAR OF SECOND FLOOR CURRENTLY LEASED. PRICED TO SELL.</p>      |  |

Info Deemed Reliable But Not Guaranteed. This display was created 06/01/13. While the information was believed accurate at that time, all information is subject to verification.

## Mechanical Contractors Association of Central Illinois

Commercial & residential contractors specializing in heating, plumbing, air conditioning and refrigeration  
For information call 217-698-1384 or visit our website at [www.mca-cil.com](http://www.mca-cil.com)



Jody Alderman • 217-321-0036



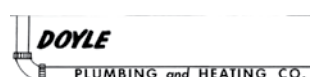
Chris Williams • 217-243-6531



Joel Petrie • 217-789-0966



Robert Mathews • 217-522-9793



Tom Doyle • 217-243-1013



Ryan Bangert • 217-787-6560



John Pasko • 217-528-4081



Lewis Williams • 217-753-4545



Jim Aherin • 217-529-6731



Steve Etheridge • 217-544-8451



Chris Cisne • 217-245-7181



# Natural vehicles coming to a fleet near you?

Since the oil embargo of the late '70s, politicians have been running and winning elected office with the promise of ending the United States' dependency on foreign oil. Over the last several years, drivers and business owners have seen gasoline and diesel prices increase to as high as \$4 and \$5 per gallon.



As crisis breeds ingenuity, American energy producers have re-engineered exploration processes coupled with new technology to extract increasing quantities of natural gas through hydraulic fracturing or "fracking". The result has been a dramatic decrease in the price of natural gas and a resurgent interest in natural gas powered vehicles.

In May, America's Natural Gas Alliance (ANGA) displayed a number of natural gas powered vehicles at the Illinois State Capitol. The demonstration vehicles consisted of liquified natural gas (LNG) vehicles and compressed natural gas (CNG) vehicles.

Springfield drivers are familiar with CNG vehicles as they encounter Springfield Mass Transit District (SMTD) buses on the roadways every day. CNG powers lighter duty fleets such as public transit buses, school buses, waste haulers, taxis and work duty trucks. LNG produces higher BTUs and is capable of driving heavy-duty applications such as locomotives, marine fleets and over-the-road

## Going Green

David A. Kelm

trucks.

According to Michelle Bloodworth, Vice-President of Business Development for ANGA, the growth in natural gas fleets is currently centered around LNG vehicles. "A number of heavy duty fleets are looking at a complete conversion because of fuel costs," Bloodworth said.

Given the long term stability of natural gas prices, ANGA estimates that natural gas fleets will grow from 120,000 vehicles to over 350,000 vehicles in the next 10-15 years. Worldwide there are approximately 12 million natural gas vehicles on the road. The U.S. has only seen a growth rate of 3.7 percent for natural gas vehicles per year since 2000 as compared with a 30.6 percent per year growth rate worldwide.

Bloodworth believes that the U.S. heavy duty fleet will grow more rapidly because of centralized fueling for buses, trains and other commercial and governmental fleets. Waste Management, Inc. has for several years supported the use of natural gas vehicles in its fleet and currently has the largest heavy duty commercial fleet with over 2,000 natural gas vehicles.

Waste Management intends to convert its entire service fleet of 18,000 vehicles to natural gas over the next several years. It is estimated that Waste Management has eliminated approximately 3 million gallons of diesel fuel per year with their con-

version efforts. Bloodworth also pointed to railroad BNSF that recently announced that it would start testing LNG locomotives. One of the manufacturers working with BNSF is EMD, a unit of Illinois-based Caterpillar.

Light duty fleets and passenger vehicles face a number of hurdles to rapid growth. The first is the infrastructure simply does not exist - CNG pumps have to be installed in order for business and private vehicles to take advantage of lower priced natural gas.

ANGA estimates that the CNG equivalent price is \$2.06 per gallon compared to the price of a gallon of gasoline. However, the infrastructure build out is costly and slow. Secondly, the price of CNG light duty vehicles run \$6,000 to \$9,000 higher compared to gasoline/diesel counterparts.

Looking at two popular fleet vehicles, the Ford F-250 and F-150 pick-up trucks, an analysis done by ANGA shows that without a federal tax credit, neither truck achieves payback for eight years (based on 50,000 miles driven annually). Given the infrastructure and pricing issues, it may be several years before light duty fleets can be converted economically.

Commercial applications for CNG vehicles are starting to come into the mainstream. Taking advantage of centralized fueling, lower fuel prices and government

subsidy, Chicago's taxi fleet has added nearly 250 CNG taxis. The CNG vehicles are Ford Escapes but Dodge has also introduced a CNG Caravan that will find its way into taxi fleets and paratransit applications. Other publicly visible light duty commercial fleets include AT&T's 8,000 U-verse vans fanning out across Ameri-

can neighborhoods as well as 1,100 UPS vehicles in the United States.

Given the growing availability of lower priced U.S. natural gas, conversion of the nation's heavy duty and light duty fleets ap-

pears to be the wave of the future. LNG and CNG vehicles will certainly assist governmental and commercial fleets save on fuel costs, provided the infrastructure is readily available. As the infrastructure is built out, technology improves and prices continue to drop, perhaps the politician's promise of reducing our dependence on foreign-oil will be fulfilled.

“ Given the long term stability of natural gas prices, ANGA estimates that natural gas fleets will grow from 120,000 vehicles to over 350,000 vehicles in the next 10-15 years ”

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

Harvard Park Elementary

Horace Mann

Memorial Medical Center

Passavant Area Hospital

EXCELLENCE AND PRIDE

PERHAPS YOU HAVE SEEN SOME OF OUR WORK.

COMMERCIAL • INDUSTRIAL • INSTITUTIONAL

Plumbing • Heating • Air Conditioning • Sheet Metal • Fire Protection

E.L. Pruitt Co.

Mechanical Contractors

Phone: (217) 789-0966 • Fax (217) 789-2694

3090 Colt Road • PO Box 3306 • Springfield, IL 62708

Phone: (217) 422-9590 • Fax (217) 422-9565

121 South Webster • Decatur, IL 62563

E.L. Pruitt Co. is a leading provider of HVAC systems, plumbing, piping and fire protection for commercial, industrial and institutional clients in Illinois.

E.L. Pruitt Co. is a registered design firm specializing in Design-Build and negotiated projects, including sealed drawings.

IL Registered Design Firm #062-047241 • IL Plumbing License #058-99730 • IL Fire Sprinkler License #FSC-0028

Southeast High School

Springfield Clinic - Main Campus

St. John's Hospital

UIS Townhouses



## A bright idea

Despite falling costs, solar energy still expensive

By Gabe House,  
Correspondent

Running a small business in today's economy is always a tricky endeavor, and owners are constantly looking to keep costs low. One of the most basic – and at times most expensive – costs is that of power.

Solar energy – and to a lesser extent, wind energy – has been hailed as a cost-effective measure for reducing one's reliance on typical power providers. But even as the cost of photovoltaic panels and systems continue to tumble down, it can often be far cheaper for a business to simply replace their lighting.

"Our biggest (rebate program) is probably our City Lights Program," said Gary Hurley of City Water, Light and Power (CWLP). "That's a rebate for installing more energy-efficient (interior) lighting.

"A lot of the buildings out there have older lighting, and basically with the rebate we encourage customers to install more efficient lighting which reduces our demand. It's been kind of our cornerstone program and has been leading the way over the years," Hurley said.

The City Lights rebates can total up to \$15,000 per fiscal year, per facility. That's nothing to sneeze at when it comes to essentially changing some light bulbs.

Rich Marsaglia, project manager for Haenig Electric, said he's quite familiar with the program. In the past couple years, Marsaglia said, there has been a

greater interest in retrofits along the lines of the City Lights program as opposed to solar energy installations.

"Yes, we do quite a bit of retrofits for those large commercial projects," Marsaglia said. "They're updated and compliant, and then they'll get rebates from CWLP. They're smaller numbers. A decently sized solar system is going to cost quite a bit more than just a retrofit lighting package inside of a building."

For a rough cost comparison, Hurley estimated a 5 kilowatt (kW) solar installation (a small system for commercial purposes, he said) could cost upwards of \$40,000. The same business may spend only \$4,000 on interior lighting upgrades and obtain a fair amount of savings by doing so.

But it's not all doom and gloom for solar energy. Just as there are rebates for more traditional retrofits of lighting and other commercial equipment, so too are there programs for solar energy at all levels of government.

CWLP has a Solar Rewards program that offers rebates up to \$15,000 per business to customers who install photovoltaic systems up to 25 kW. Unless a check is specifically requested, the rebates take the form of CWLP bill credits. Also, there

are many federal and state rebates that can be pursued to help defray the cost of a solar system installation. Additionally, CWLP offers net metering, which means any excess energy produced results in yet another credit.

"It's a premium cost compared to a lot of the other items we look at such



Solar panels at FitClub South

as lighting, which is a cost effective way to save money," Hurley said in regards to photovoltaic systems. "It depends on what they can apply for on tax credits. Some paybacks can be 10-20 years or, if they don't qualify for a lot of credits, it can be upward of 30 years."

Michelle Marley-Knox, owner of WindSolarUSA in Owaneco, said paybacks (how long it takes for savings to surpass the up-front equipment investment) can range from five to seven years if businesses apply for the correct incentives and install at the appropriate times.

Marley-Knox mentioned the Illinois Department of Commerce & Economic Opportunity's (DCEO) recent Community Solar and Wind Grant Program as a powerful example. The program, which ran from September 2011 until April of this year, offered grants of up to 25 percent of photovoltaic project costs up to \$250,000 for businesses.

"A couple of years ago it was pretty hot," Haenig said in reference to interest in solar systems and the DCEO grants working in conjunction. "The incentives now aren't as lucrative as they used to be. Of course, the economy has changed all that too."

Still, Marley-Knox believes renewable energy can be a boon for businesses as long as they know when to strike and with what grants to arm themselves.

"You are getting your return of investment," Marley-Knox said. "Beyond that, it's actually paying you."

Marley-Knox said she has heard CWLP has had few applicants for the Solar Rewards program this year and is trying to drum up more business in the Springfield area.

"I think a big part of the problem is just getting the word out and educating the public," Marley-Knox said. "I think there's a lack of education on solar photovoltaic technology. It's a simple process, but I think people are still just kind of scared of it."

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

**conserve**  
springfield electric energy solutions

**Conserve is Springfield Electric's  
dedicated energy solutions program!**

### what we do:

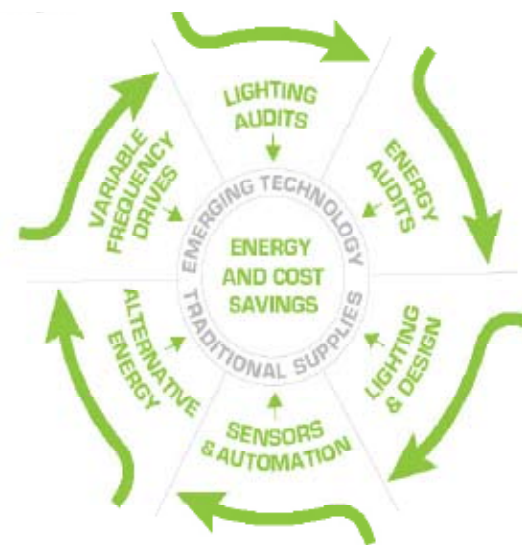
- analyze & recommend changes to help you save energy & costs
- coordinate implementation of your energy plan
- manage energy savings rebates now & into the future
- certified LEED Green Associates help you reduce energy!

Ready to Start Saving?

Contact Springfield Electric's Conserve Team Today!

217-747-7223

[springfieldelectric.com](http://springfieldelectric.com)



Springfield Electric has provided electrical supplies, education, and solutions to Illinois since 1932.

Today, with 16 locations in Illinois, Iowa, and Missouri, we're bringing new energy saving technology solutions to more customers.

**springfield  
electric**  
SUPPLY COMPANY



## minority business •

## The Tax Payer's Burden

On April 18, 2013, the Illinois House of Representatives passed House Bill 924 on a 60 to 50 vote.

The bill amends the Illinois Prevailing Wage Act (820 ILCS 130/2) to require that all contractors and subcontractors bidding on work subject to the Act; satisfy the Illinois Procurement Code's definition of "responsible bidder."

To qualify as a "responsible bidder," all contractors and subcontractors would have to meet a series of requirements, three of which may increase costs and reduce the pool of bidders. They are also required to participate in a U.S. Department of Labor apprenticeship program; provide proof of extensive insurance coverage, many of which may not be germane to the work being bid; and maintain an Illinois office as the primary place of employment for persons who will work on the work being bid on.

HB 924 presents a serious problem for minorities, specifically African-Americans, who have systematically been excluded from construction industry jobs. According to the Annie E. Casey Foundation's report titled, "The High Road to Greater Inclusion in the Construction Industry: Problems and Prospects," on Jan. 20, 2009, when Barack Obama became the first African-American President of the United States most were unaware of a little known fact is that his new home, the White House, was built with slave labor.

The builders initially planned to import skilled workers from Europe, but when their call met with a dismal response, they turned to slaves. Having acquired skills building essential structures on plantations, slaves were leased from their masters at \$5 a day to work on the White House and Capitol beginning in 1792. Serving as skilled brick makers, stonemasons and carpenters, slaves worked seven days a week even during the stifling Washington summers.

Despite the progress represented by Obama's election, two centuries after our nation's founding, African Americans still occupy an inferior position in skilled construction trades and in construction firm ownership.

For over a century civil rights activists have pushed the construction industry to hire more women and minorities both locally and federally. From Chicago, to New York to Los Angeles to St. Louis and Mem-



## Minority Business Exchange

Pete Reeves

phus activists have sought economic parity in the construction industry as women and minorities have been locked out of construction industry jobs as a direct result of lack of access to construction apprenticeship programs.

Historically, the drawback of the construction apprentice system has been its ingrown nature and exclusion of women and minorities. The federal government intervened in the 1960s to try and correct this injustice by requiring women and minorities on federally funded projects. On the local and state level, as activists are working for inclusion of women and minorities in the construction industry, their opponents have stepped up aggressive campaigns to not only maintain the status quo but make significant advancement to eliminate the smaller firms.

HB 924 is one such tool. It also would require all contractors and subcontractors to identify and report on a monthly basis, either as part of their certified payroll submissions or monthly manpower utilization reports, the number of hours worked by minorities and females on projects subject to the Act. This new reporting requirement could be a concern to many smaller local governments that do not have minority- and women-owned business participation requirements.

According to Letitia Dewitt-Anderson, CEO of Andersen Legislative Consulting Ltd., the lobbying firm representing opponents of the bill, HB924 requires that contractors bidding on any public works project must meet the requirements under the "responsible bidder" provision set forth in the Illinois Procurement Code.

This change in the law will place several expensive and burdensome requirements on small contractors, the most burdensome being the mandatory participations in USDOL approved apprenticeship program. This costly and time consuming provision will thwart the ability of small contractors to bid on local government contracts.

"This of course will reduce the number of bidders eligible to bid on local public projects, not only hurting small contractors, but also increasing the cost of the public projects by decreasing competition; thus hurting local tax payers who are left to foot the higher bill," said Dewitt-Anderson.

Dewitt-Anderson's position is that multiple bidders create a competitive marketplace and keep costs down. HB 924 will undermine this essential marketplace dynamic and would be yet another law hatched in Springfield that makes local government more expensive for taxpayers. The bill is also a first step toward imposing the State's cumbersome and bureaucratic procurement rules on local governments. Local residents, as well as legislators, need to know that local governments are opposed to HB 924.

In addition, Chambers of Commerce throughout the state oppose HB 924 because it reduces the competitive bidding process and would effectively preclude many local businesses from competing on a level playing field. Statewide opponents of the bill include but are not limited to the Associated Builders and Contractors, DuPage Mayors and Managers Conference, Illinois Landscape Contractors Association, Illinois Municipal League, Midwest Truckers Associations and Township Officials of Illinois. Local opponents included the Springfield Branch NAACP and the Springfield Black Chamber of Commerce.

Teresa Haley, NAACP President said, "HB924 would be devastating to black contractors because their payroll can't handle it. It will simply force many small businesses to shut down. They cannot afford the cost associated with training."

Larry Beckom, a diversity activist and CEO of Beckom and Associates, agreed stating, "the bill will make it virtually impossible for African American contractors to compete."

While bordering states are backing away from public sector union domination, Illinois would move in the opposite direction by requiring private contractors to provide apprenticeship training programs for journeymen employees entering the trades field, such as pipefitting or plumbing. Most small, non-union construction businesses do not have the funds to establish apprenticeship programs.

If HB 924 becomes law, small businesses will either be forced to offer training, bid only on non-government jobs or leave the state.

What is at stake is billions of dollars in state contracts from various programs. Illinois Governor Pat Quinn has unveiled a \$12.62 billion infrastructure plan which he hopes will move the state's economy forward by improving roads and bridges and revamping public transportation. It is part of his \$31 billion "Illinois Jobs Now! Program," which was passed by legislature in 2009. The program will support 439,000 jobs over the next six years and contains progressive hiring incentives aimed at bringing more women and minorities into the construction trades.

"The plan will improve 2,142 miles of highway and replace 517 bridges across the state," Quinn said.

State officials with the Illinois Jobs Now! capital construction program are hoping women and minorities take advantage of various construction jobs available. On May 20, state officials held an informational meeting at the Peoria Next Innovation Center with another meeting scheduled in the near future possibly in Springfield.

Another program is The Illinois Tollway's \$12 billion capital program, "Move Illinois: The Illinois Tollway Driving the Future." Move Illinois will improve mobility, relieve congestion, reduce pollution, create as many as 120,000 jobs

and link economies across the Midwest region.

Move Illinois will address the remaining needs of the existing tollway system; rebuild and widen the Jane Addams Memorial Tollway (I-90) as a state-of-the-art 21st century corridor; construct a new interchange to connect the Tri-State Tollway (I-294) to I-57; build a new, all-electronic Elgin O'Hare Western Access and fund planning studies for the Illinois Route 53/120 Extension and the Illiana Expressway.

Locally, the High Speed Rail which is expected to be a multimillion dollar multi-year project promises to offer thousands of jobs regionally. Local organizations such as the NAACP, the Springfield Black Chamber of Commerce and the Faith Coalition for the Common Good are working diligently with local, state and federal officials to ensure that minorities are not excluded from the jobs and contracts that will be available from the High Speed Rail Project.

The city of Springfield is at an extreme disadvantage when it comes to the number of women and minority owned construction firms. More specifically, there are currently no minority owned general contracting firms or specialty trades firms that are bidding on either city or state construction projects.

There are, however, many African-American tradesmen who believe that it is senseless to waste time and money on bidding on projects that they have no chance of being awarded. The city recently got its first African-American engineering firm when Infrastructure Engineering of Chicago, Ill. opened its offices here in Springfield in the Springfield Chamber of Commerce Building.

The minority community needs more minority owned architectural, engineering, general contracting and specialty contracting firms to participate in the upcoming construction boom both locally and on the statewide level.

HB 924 will aggressively decrease any hope for future advances for inclusion that have been made in the construction industry while aggressively increasing the tax burden on local residents.

The bill was sponsored by Rep. Jay Hoffman, Rep. Linda Chapa LaVia, Rep. Mike Smiddy, Rep. Keith Farnham, Rep. John D'Amico, Rep. Patrick J. Verschoore, Rep. Daniel V. Beiser, Rep. Brandon W. Phelps and Rep. Jerry F. Costello, II. The bill remained in the Senate Labor and Commerce Committee meeting on May 20, and has received an extended deadline of May 31. The Senate Labor and Commerce Committee is not scheduled for a hearing as of this writing.

"HB924 is harmful to small business and bad for taxpayers. It should remain in the Senate Labor Committee and die," declares Dewitt-Anderson.

**Hanson**  
INFORMATION SYSTEMS, INC.

- Internet Access
- Network Consulting
- Web Hosting
- ASP

Call 217-726-24

Pete Reeves is Principal at VERVE Media Group. He can be reached at minbiz@gmail.com



# Let Us Help You **Achieve** Your Career Goals.

A graduate degree can give you an advantage over your competitors and put you on the road to a new and exciting profession.  
Earn an affordable degree while balancing a full-time job and classwork.



## Master of Science (M.S.) in Management and Organizational Behavior

- Designed for Working Professionals
- Accelerated Weekend Format that allows you to have a World Class Master's Degree in 13 months
- Prepares students in this competitive and complex era to manage the human side of organizations



## Master of Arts in Education (M.A.Ed.)

- Designed for Professionals Seeking a Career in Education
- Evening Format
- Leads to Elementary Licensure in Grades 1-6 with Middle Level Endorsement for Grades 5-8



## Master of Business Administration (M.B.A.)

- Designed for Working Professionals
- Classes meet approximately every third weekend and is completed in less than two years
- Prepares students for managerial roles in corporate and human service organizations

## LEARN MORE AT THE GRADUATE AND ADULT PROGRAMS OPEN HOUSE

**Wednesday, June 12**  
6:30 p.m. in Beata Hall



► **RSVP Today**

Call 525-1420, ext. 555 for more information.

► The graduate and adult programs at Benedictine University at Springfield.

1500 N. Fifth St. • Springfield, IL 62702 • (217) 525-1420 • <http://springfield.ben.edu>



# 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

• 04/15/13 – Willie Ousley, Plaintiff, Vs. Michael A. Harris, Stephanie A. Dawson, Cynthia Harris, Denise R. White, Defendants, Contract.

• 04/24/13 – Bart Troy, Virginia Troy, Plaintiffs, Vs. Robert DeLong, Michele DeLong, Defendants, Agreement.

• 05/06/13 – Triad Financial Services Inc., Plaintiff, Vs. Keri A. Mounce, Eric R. Mounce, Defendants, Contract.

• 05/14/13 – Bank & Trust Company, Plaintiff, Vs. David L. Ingram, Defendant, Contract.

## Chancery

• 04/12/13 – PNC Bank, Plaintiff, Vs. Matthew F. Murphy, Kathryn Amand Murphy, David Murphy, Linda Murphy, State of Illinois Department of Revenue, Unknown Heirs and Devises, Unknown Claimants and Lienholder, Defendants, Foreclosure.

• 04/15/13 – James Foster, Plaintiff, Vs. Fred W. Eanless, Bobella Glatz, Defendants, Injunction.

• 04/16/13 – Bank of America, Plaintiff, Vs. Michael W. Clark, Jill Clark, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/16/13 – Flagstar Bank, Plaintiff, Vs. Billie W. Greer, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/16/13 – HSBC Bank, Plaintiff, Vs. Brenda M. Clevenger, Unknown Heirs and Legatees, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/16/13 – PNC Bank National Association, Plaintiff, Vs. Misty L. White, Defendant, Foreclosure.

• 04/16/13 – Stonegate Mortgage Corporation, Plaintiff, Vs. Kadi L. Hamra, Cory M. Hudelson, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/16/13 – US Bank National Association, Plaintiff, Vs. Helen M. Clark, First Franklin Financial Corporation, Unknown Heirs and Legatees, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/18/13 – Citizens Equity First

Credit Union, Plaintiff, Vs. Catherine A. Brodehl, Derek Brodehl, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/18/13 – Flagstar Bank, Plaintiff, Vs. Jamie Petitt, James C. Petitt, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/19/13 – Bishop Hardware and Supply Inc., Plaintiff, Vs. Jeffrey A. Wandell, Prairie Gardens Inc., Jeffrey Alans, Defendants, Injunction.

• 04/22/13 – Chuck J. Galman, Plaintiff, Vs. Robert Plouviez, Majorie Plouviez, Defendants, Injunction.

• 04/22/13 – Kevin A. Williams, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.

• 04/22/13 – Marine Bank, Plaintiff, Vs. Thomas J. Stuffer, Shawn S. Stuffer, Defendants, Foreclosure.

• 04/22/13 – Wells Fargo Bank, Plaintiff, Vs. Debra Prior, George Prior, Defendants, Foreclosure.

• 04/24/13 – County of Sangamon, Plaintiff, Vs. Michael Sinnott, Lynn Sinnott, Defendants, Injunction.

• 04/24/13 – Marine Bank, Plaintiff, Vs. Jennifer Vargas, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/24/13 – MidFirst Bank, Plaintiff, Vs. Anthony R. Cunningham, Unknown Occupants, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/24/13 – Springleaf Mortgage Loan Trust, Plaintiff, Vs. Melissa Mabe, Dustin Fetter, The Bank of New York, Unknown Tenants, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/25/13 – Beneficial Financial, Plaintiff, Vs. Douglas Curtner, Tara Curtner, Unknown Tenants, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/25/13 – Deutsche National Trust, Plaintiff, Vs. Theresa Wade-Day, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/25/13 – HSBC Bank USA, Plaintiff, Vs. Theresa Wade-Day, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/25/13 – JP Morgan Chase Bank, Plaintiff, Vs. Kevin L. Mitchell, Tina Mitchell, Worldwide Asset Purchasing, Defendants, Foreclosure.

• 04/25/13 – PNC Bank National Association, Plaintiff, Vs. Sara B. Mayherly, Daniel Lazar, Defendants, Foreclosure.

• 04/25/13 – TCG National Corporation, Plaintiff, Vs. Tod A. Estill, Athens State Bank, Defendants, Specific Performance.

• 04/26/13 – Flagstar Bank FSB, Plaintiff,

Vs. Sharon L. Waldron, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/26/13 – Marine Bank, Plaintiff, Vs. James D. Kissel, Tammy J. Kissel, TJ Kissel Construction, Illinois National Bank, Trevi Gardens Homeowners Association, Unknown Tenants, Unknown Owners, Defendants, Foreclosure.

• 04/29/13 – Town and Country Banc Mortgage, Plaintiff, Vs. John M. Cota, Donna M. Cota, Defendants, Foreclosure.

• 04/30/13 – CitiMortgage Inc., Plaintiff, Vs. Kevin M. McDermott, Stacy L. McDermott, Defendants, Foreclosure.

• 04/30/13 – Credigy Receivables Inc., Plaintiff, Vs. Danny Gardner, Unknown Heirs and Legatees, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 04/30/13 – MidFirst Bank, Plaintiff, Vs. Richard E. Harmes, Cynthia A. Harms, United States of America, State of Illinois, Unknown Occupants, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/02/13 – Athens State Bank, Plaintiff, Vs. William E. Stapleton, Mary Meyer, Capitol Group Inc., Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/02/13 – PNC Bank, Plaintiff, Vs. Dustin Warren, Debbie Warren, Heartland Credit Union, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/02/13 – Wells Fargo Bank, Plaintiff, Vs. Ryan M. Carter, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/03/13 – Illinois National Bank, Plaintiff, Vs. Delmer S. Watson, Defendants, Foreclosure.

• 05/03/13 – Marine Bank, Plaintiff, Vs. Ronnie Taapken, Frances Taapken, Unknown Tenants, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/03/13 – US Bank National Association, Plaintiff, Vs. L & M Springfield LLC, Jody A. Martin, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/06/13 – Bank of America National Association, Plaintiff, Vs. William G. Whalen, William S. Whalen, Director of Employment Securities, Foreclosure.

• 05/06/13 – PNC Bank, Plaintiff, Vs. Kelly L. Hammack, Defendant, Foreclosure.

• 05/07/13 – Beneficial Financial Inc., Successor by Merger to Beneficial Mortgage Company, Beneficial Mortgage Company, Plaintiffs, Vs. David L. Thompson, Kathleen L. Thompson, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/07/13 – JPMC Special Mortgage, Plaintiff, Vs. Thomas F. Kilby, Francis Kilby, Credit Acceptance Corporation, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/07/13 – MidFirst Bank, Plaintiff, Vs. Montress S. Donwell, Montress Shorum Donwell, Heartland Bank & Trust Company, Successor in Interest to Bank, Unknown Occupants, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/07/13 – PHH Mortgage Corporation, Plaintiff, Vs. Melanie Putts, Melanie Pinter, Grant L. Pinter, Unknown Occupants, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/08/13 – Flagstar Bank FSB, Plaintiff, Vs. Marilyn J. Murphy, Defendant, Foreclosure.

• 05/08/13 – Heartland Bank and Trust Company, Plaintiff, Vs. Lorenzo A. Loudon, Bevey A. Loudon, LNT Properties LLP, Tower of Refuge, The United States Department of Revenue, Illinois National Bank, Illinois Department of Revenue, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/09/13 – LoanCare, Plaintiff, Vs. Michelle Spann, Village of Grandview, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/09/13 – US Bank National Association, Plaintiff, Vs. Donald E. Shull, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/09/13 – Wells Fargo Bank, Plaintiff, Vs. Frederick Harrold, Defendant, Foreclosure.

• 05/10/13 – HSBC Bank USA, National Association as Trustee Series 2007-1, Mortgage Pass-Through Certificate Series 2007-1, Plaintiff, Vs. Theresa Wade-Day, Alternative Loan Trust, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/10/13 – People of the State of Illinois, Plaintiff, Vs. Loren Spengler, Defendant, Injunction.

• 05/10/13 – South Central Illinois Mortgage, Plaintiff, Vs. Theresa M. Wade-Day, Defendant, Foreclosure.

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

• 05/13/13 – PNC Bank National Association, Plaintiff, Vs. Ray D. Kissick, Melisa D. Kissick, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/14/13 – Bank & Trust Company, Plaintiff, Vs. The National Museum of Surveying, City of Springfield, Illinois, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/14/13 – Edward Mitchell, Plaintiff, Vs. S.A. Godinez, Lisa Weitekamp, Defendants, Injunction.

• 05/14/13 – JP Morgan Chase Bank, Plaintiff, Vs. Joanna L. Deffenbaugh, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 05/15/13 – Bank of Springfield, Plaintiff, Vs. Jacob Burris, Unknown Owners and Non Record Claimants, Defendants, Foreclosure, 2013-CH-000493.

• 05/15/13 – Bank of Springfield, Plaintiff, Vs. Jacob Burris, Unknown Owners and Non Record Claimants, Defendants, Foreclosure, 2013-CH-000494.

• 05/15/13 – Bank of Springfield, Plaintiff, Vs. Jacob Burris, Unknown Owners and Non Record Claimants, Defendants, Foreclosure, 2013-CH-000495.

• 05/16/13 – Bayview Loan Servicing LLC, Plaintiff, Vs. Constance S. Ciota, Randall D. Hemming, Phillip L. Maberry, Charles E. Maberry, Premier Mortgage Funding Inc., Defendants, Foreclosure.

• 05/16/13 – PNC Bank, Plaintiff, Vs. Bonnie Sutton, Defendant, Foreclosure.



**Go Ahead. Put all your eggs in one basket.**

Let Allied Waste design a single stream recycling program for your business.

Contact Kathy Saunders today! **217-306-5880**

SP-747320 ksaunders@republicservices.com

**Start Delivery Today!**  
[springfieldbusinessjournal.com](http://springfieldbusinessjournal.com)  
 217-726-6600



## Can creditors reach your IRA?

At some point in your life, you may be faced with a large judgement against you or even be forced to declare bankruptcy. In that event, there are certain assets that are protected under the law. One of the major categories of protected assets is retirement plans. This is true in all states. (There are exemptions under the federal bankruptcy laws, but each state also has its own exemptions. If you file for bankruptcy in Illinois, you are required to use the Illinois exemptions. Some states have much more generous exemptions than Illinois.)



Under Illinois law, all assets in a retirement account governed by ERISA (employer sponsored retirement accounts) such as 401(k)s, 403(b)s, SEPs and Simple IRAs are fully exempt. Traditional IRAs and Roth IRAs are also exempt, although under the federal exemptions protected amounts in these IRAs are limited to \$1,245,475 (as adjusted every three years for inflation).

Although the principal in your retirement account is exempt, once you remove assets from the account, they are no longer exempt.

These rules for your own retirement accounts that are funded with your earnings are clear. What has not been clear is whether or not a retirement plan continues to be protected after the death of the participant. For example, your mother had a 401(k) and at her death left the plan to you. Her employer will gener-

### Law

Sarah Delano Pavlik

ally require you to take a distribution of the plan assets. If you want to continue to defer income tax on the plan, you will roll the proceeds over into an IRA in your name. This is called an "inherited IRA." You will be required to take distributions from the plan every year regardless of your age, i.e., you do not have to wait until you turn 59½, nor can you wait until you turn 70½. How quickly you are required to take the distributions will depend on your mother's age when she died. Distributions will be different if she died before her "required beginning date" (age 70½) or after her RBD.

Illinois law provides that "a debtor's interest in or right, whether vested or not, to the assets held in or to receive pensions, annuities, benefits, distributions, refunds of contributions, or other payments under a retirement plan is exempt from judgment." (Other states' laws have similar language.) On its face, this would appear to include all retirement plans, whether they are inherited or not. The Seventh Circuit Court of Appeals, however, has held otherwise under federal law in *re Heidi Heffron-Clark* which was decided on April 23, 2013. (Although bankruptcy in Illinois uses Illinois exemptions, all bankruptcies are filed in the Bankruptcy Court, which is a federal court. Appeals are taken to the District Court, then the Court of Appeals, and then the U.S. Supreme Court. The *Clark* bankruptcy was filed in Wisconsin and decided under the

federal exemption rules.)

In the *Clark* case, Ruth Heffron owned an IRA worth approximately \$300,000. Ruth's daughter Heidi Heffron-Clark was the designated beneficiary. Ruth's account passed to Heidi at Ruth's death. Heidi and her husband subsequently filed for bankruptcy. The appellate court ruled that the inherited IRA was not exempt in bankruptcy because the funds did not constitute "retirement funds" as to Heidi.

The appellate court made this determination in part because "instead of being dedicated to Heidi's retirement years, the inherited IRA must begin distributing its assets within a year of the original owner's death. . . . An inherited IRA does not have the economic attributes of a retirement vehicle, because the money cannot be held in the account until the current owner's retirement."

The Court of Appeals apparently does not want its ruling to apply to married persons. It stated, "If a married holder of an IRA dies, the decedent's spouse inherits the account and can keep it separate or roll it over into his or her own IRA. Either way, the money remains "retirement funds" in the same sense as before the original owner's death: the surviving spouse cannot withdraw any of the money before age 59½ without paying a penalty tax and must start withdrawals no later than the year in which the survivor reaches 70½." This statement, however, is incorrect. A surviving wife can withdraw her husband's entire IRA at his death without penalty regardless of her age. In light of this discrepancy,

it is not clear whether or not a surviving spouse's interest will be protected, at least if she does not roll the account over into an IRA of her own.

Although the Seventh Circuit held that inherited IRAs are not protected, the Fifth Circuit (covering Texas, Louisiana and Mississippi) and the Eighth Circuit (covering the Dakotas, Minnesota, Iowa, Nebraska, Missouri and Arkansas) have held that they are protected. In order for this matter to be resolved, a determination will have to be made by the U.S. Supreme Court or by a legislative change by Congress.

Is it possible then, to protect inherited IRA assets? Yes, it is, by means of a trust. If Ruth Heffron had named a spendthrift trust as the beneficiary of her IRA rather than her daughter Heidi, the assets it could have been protected in bankruptcy. However, naming a trust can be disadvantageous for income tax purposes. Depending upon the terms of the trust, the assets may need to be withdrawn over a five year period instead of the beneficiary's life expectancy, resulting in a loss of deferral and likely a higher tax bracket. Therefore, an IRA owner must weigh the benefits of tax deferral versus the protection of trust assets from creditors and name her beneficiaries accordingly.

Sarah Delano Pavlik is an attorney from Springfield



### Springfield's **LIVE & LOCAL** Heavy Hitters of Talk Radio

6 - 9 am *The Jim Leach Show*  
9 - 10 am *The Fritz Pfister Show*  
10 - Noon *Bishop On Air*  
3 - 6 pm *The Kramer Show*  
6 - 7 pm *Frank McNeil*

And proudly presenting



**THE Sean Hannity SHOW**

*Right...* where he belongs  
**Weeknights 7-10 pm**

To sponsor the  
**Sean Hannity Show**  
or to advertise on  
any 970 WMAZ  
programming and  
be part of what  
Springfield is talking  
about, please contact  
R. Marie at  
[rcharles@wnns.com](mailto:rcharles@wnns.com)  
or call (217) 467-2811





## philanthropy •

# King's Daughters awards \$115,000 for seniors

## Komen awards grants, announces race

The Memorial Affiliate of Susan G. Komen announced that nearly \$80,000 has been awarded in grants to Springfield-area agencies for programs which provide breast health awareness, education and screening. The Springfield-area grants are part of the total funding of \$560,000 that the Memorial Affiliate will provide throughout its 36-county service area.

Seventy-five percent of net proceeds raised from Memorial Affiliate events remain in Central Illinois and 25 percent supports the Susan G. Komen National Grant Program for breast cancer research to benefit women throughout the United States and the world. Since its establishment, The Memorial Affiliate of Susan G. Komen has awarded more than \$9.6 million to Central Illinois agencies.

The board of trustees of Southern Illinois University in Springfield was awarded \$23,460; the Hospital Sisters of St. Francis Foundation, Inc. in Springfield received \$15,000; the Logan County Department of Public Health in Lincoln received \$14,708; the Montgomery County Health Department in Hillsboro was awarded \$11,120; and Shelby Memorial Hospital in Shelbyville received \$14,000. All grants were given for each agency's programs on mammograms and other forms of early detection for breast cancer.

The Susan G. Komen Memorial Affiliate also announced the Inaugural Springfield Race for the Cure will be Friday evening, May 16, 2014 at the State Capitol. It will be the first evening event in the entire Race for the Cure Series. It is also the first race co-chaired by a mother and daughter, breast cancer survivor Julie Henderson and Nicole Henderson.

"We are excited to bring the Susan G. Komen Race for the Cure to Springfield," said Henderson. "My daughter and I have participated in the Peoria Race for the Cure for many years. Now we can finally run the race right here."

Honorary co-chairs of the event are breast cancer survivor and Springfield OB/GYN Dr. Jane Arbuthnot and Springfield Police Chief Robert Williams, Jr. who lost his sister to breast cancer.

## Evanwalk raises \$16,000

Evanwalk, an event to raise money for the Evan Hoffman Children's Fund for St. John's Children's Hospital, was held in late April and raised more than \$16,000. Evan was 13-years-old when he passed away from rhabdomyosarcoma in 2010.

## Giving Back

Jean Jones

The third annual event was held at Erin's Pavilion in Southwind Park.

## Express volunteers, hosts food drive

Express Employment Professionals is celebrating 30 years in business by hosting two events to help the community. On June 8, Express is volunteering at a Central Illinois Foodbank agency in what they call Brand it Blue Day. Express is looking for volunteers for Brand it Blue Day. To take part, contact Heather Stanley at (217) 528-3000 or email heather.stanley@expresspros.com.

In addition, the staffing agency is hosting a food drive until June 8. Non-perishable food items may be donated at the Express office, 3000 Professional Drive, Monday through Friday from 7:30 a.m. to 5:30 p.m.

## King's Daughters awards grants

The King's Daughters Organization Fund at the Community Foundation for the Land of Lincoln has announced the recipients of its 2013 grant awards. A total of \$115,000 was awarded to 16 non-profit agencies to support programs and services for seniors in Sangamon County. The organization has awarded grants of \$555,000 over the last six years.

The King's Daughters Organization announced the grant awards at its 120th Annual Corporation Meeting and invited the recipients to attend.

"We have been pleased that the King's Daughters Organization legacy of serving seniors continues through these grants to local nonprofits," said Teresa McElwee, president of the organization.

Organizations receiving grants included the American Red Cross Illinois Capital Area Chapter to support the work of the Meals on Wheels program and Catholic Charities of Springfield to provide emergency assistance to seniors for food assistance, rent and utility assistance, assistance with medical co-pays and prescriptions. In addition, Comfort Living and Associates received a grant to strengthen its existing Heating and Cooling Assistance Program, which provides low-income seniors with support for emergency utility costs. Contact Ministries received a grant to provide emergency prescriptions to senior clients for medication. One Hope United received

a grant to support the Foster Grandparent Program, which offers senior citizens financial assistance for serving as mentors for youth with special needs. Salvation Army to assist clients in Sangamon County with the increased cost of prescriptions, which prevents seniors from skipping their prescriptions and causing further illness and Senior Services of Central Illinois, Inc. to fulfill emergency senior requests, provide meals to seniors in need, and ensure the physical wellness of the seniors in our community.

Other grants were given to Chatham Fire Department, First Presbyterian Church Board of Deacons, Greater All Nations Tabernacle Church of God in Christ, Jewish Federation of Springfield, Illinois, Loami Area Community Pantry, Prairie Art Alliance, Springfield Municipal Opera Association, Springfield Park District and YMCA of Springfield.

## Belmont Social for Prairie Art

The Prairie Art Alliance is hosting The Belmont Social, the alliance's summer social and fundraiser, on June 8 from 4-7 p.m. at the Hoogland Center for the Arts.

The Belmont race will be streamed at the social starting at 5 p.m. Among the events planned for the social is a hat contest. There will be awards for the prettiest, funniest and most original hat. There will also be a hat decorating station for those who'd like to create a hat and join the competition.

The Springfield Civic Garden Club will present floral interpretations of artwork displayed in the gallery and the Springfield Bonsai Society will exhibit and demonstrate the art of Bonsai.

The social will also have a photo booth with pictures by Prairie Art Alliance Artist Member Jennifer Davis. Hors d'oeuvres and treats will be provided by Arena Food Service and a horse- and art-themed silent auction will run through the gallery.

Tickets are \$25 at the door or \$20 pre-sale. Tickets may be purchased at either Prairie Art Alliance gallery location, by calling (217) 544-2787.

## Organizations partner for minority health initiative

Springfield Urban League, Springfield Community Federation, Springfield Housing Authority, American Cancer Society, Illinois Department of Public Health Center for Minority Health Services and Poplar Place Townhomes partnered for a minority health initiative in recognition of Minority Health Month. The organizations used the Wellness on Wheels program in two health fairs to provide free screenings including glucose, blood pressure, cholesterol and HIV/AIDS.

The Wellness on Wheels program enables health providers, faith- and community-based organizations to offer services to people, including minorities, low-income families and rural communities, who may have limited access to health services. The mobility of the program allows it to serve multiple populations. WOW has participated across the State of Illinois at such events as back-to-school fairs, Juneteenth Celebrations, health fairs, faith-based celebrations, outdoor sporting events and homeless outreach programs.

The WOW program, funded by the Illinois Department of Public Health Center for Minority Health Services, has four mobile units that serve throughout the State of Illinois. They are maintained and operated by the Springfield Urban League

in Springfield, Champaign-Urbana Public Health District in Champaign, Regional CARE in Joliet and Legacy Training and Development in Grand Chain.

## First Black Firehouse supported by local organizations

The Springfield Area Basic Crafts Council, Operating Engineers Local 965 and The Springfield Project helped fund restoration efforts for the First Black Firehouse in Springfield. With these donations, the project has now raised 72 percent of the cost to pay for architectural and engineering work to improve the façade of the historic structure.

"We hope to finish up fundraising efforts before summer and hope to begin seeking funds for construction of the project soon," said Ken Page, Past Worshipful Master.

Ameren Illinois, Hanson Professional Services and The Greater Springfield Chamber of Commerce have already donated to the historic project.

An envelope party fundraiser is also being planned for the restoration efforts.

## Habitat and Lowe's for National Women Build Week

Local women volunteered at the Habitat for Humanity construction site in recognition of National Women Build Week, May 4-12. Now in its sixth year, National Women Build Week challenges women to devote at least one day to help build affordable housing in their communities.

The volunteers worked on a project for Habitat for Humanity's A Brush With Kindness Program. The program is designed to provide landscaping, painting and minor repairs for low income homeowners in the community.

Lowe's donated a \$5,000 store gift card to Habitat for Humanity of Sangamon County and \$1.75 million to the 2013 National Women Build Week to support 300 participating affiliates. National Women Build Week is one of the initiatives supported through Lowe's five-year, \$20 million pledge to Habitat. As the underwriter of the Women Build program since 2004, Lowe's conducts how-to clinics at stores to teach women construction skills and provides the support of Lowe's Heroes employee volunteers to build homes with partner families across the country.


## SOB Festival announces charity

The planning committee for the Springfield Oyster and Beer Festival has chosen the recipient charity for 2013. Proceeds from the fourth annual SOB Festival will go to the Cochlear Implant Awareness Foundation.

"I am honored that the Cochlear Implant Awareness Foundation has been given this gift. The generosity of the people behind the SOB Festival is going to allow CIAF to reach more families dealing with hearing loss and maintaining cochlear implants," said CIAF founder Michelle Tjelmeland.

After considering other local charities, organizers ultimately chose CIAF because of its founder's reputation. According to Karen Conn, one of the event's founding organizers, she and her husband, Court, have known Tjelmeland for a long time. "I know what generous and kind things she has done with the foundation", Conn shared, "so we pushed for CIAF as this year's recipient."

*Continued on Next Page*




**CRAIG A. BACKS, MD, LLC**

Internal Medicine • Concierge Practice

**Care That Exceeds Expectations.**

**Your Medicine Should Be Personal Medicine.**

**CRAIG A. BACKS, MD**



2921 Greenbriar Drive, Suite C  
Springfield, IL 62704  
P: 217-321-1987  
drb@craigbacksmid.com  
www.craigbacksmid.com



*Continued from Previous Page*

Founded in 2006, the Cochlear Implant Awareness Foundation is a 501 (c)(3) non-profit organization based in Springfield, Illinois. Its mission is to provide information, resources, support, and understanding to cochlear implant recipients and their families.

The SOB Festival, held this year on September 7 in the lot of Inn at 835, is an event organized by local craft beer enthusiasts. Held from noon until 5 p.m., rain or shine, the event's goals are to educate the public about beers and to promote small, independent breweries.

East Coast oysters are also a staple of the festival. This year will include fresh New Orleans oysters, too. Other seafood and pub fare will also be available.

### Mike Williams Plumbing donates to roller derby

Mike Williams Plumbing donated \$2,000 to MidState Mayhem Roller Derby, the winner of the fifth Mike Williams Plumbing Facebook contest.

The plumbing company has set a goal to donate \$12,000 to local charities during 2013. Instead of choosing local not-for-profit organizations on their own, Mike Williams Plumbing is allowing the community to choose which organizations should receive the donations.

Each organization that enters the contest is listed on Mike Williams Plumbing's Facebook page and the community votes by "liking" the photo of the logo that represents their favorite not-for-profit organization. Every two months Mike Williams Plumbing will give away \$2,000 to the local not-for-profit organization with

the most "likes."

The fifth round of this contest ran from April 1 through April 30. Seventeen charities from the Central Illinois area participated for a total of 1,565 votes. MidState Mayhem Roller Derby received the most votes with 378.

MMRD is Springfield's all-female amateur roller derby league. The organization empowers women through sisterhood, sportswoman-ship and personal growth, both on and off the track. MMRD plans to use the donation to put on a bout and intends to donate some of the proceeds from that bout to another local charity.

The next contest is scheduled to start June 1. Not-for-profit organizations that would like to enter may email their information to Mary from Mike Williams Plumbing at [csr2@mikewilliams.net](mailto:csr2@mikewilliams.net).

### Girl Scouts receives prize in HEART Give

Girl Scouts of Central Illinois (GSCI) received a \$10,000 business technology grant from Heart Technologies, Inc. The grand prize was awarded to GSCI as part of the 2013 Great HEART Give and will be used to provide technology equipment and services to the organization, which serves over 21,000 girls and 5,000 adults in 38 counties throughout central Illinois. GSCI was nominated and selected to receive the grand prize through a community-wide vote.

"The need for technology continues to grow as we work to serve thousands of young girls, providing them with skills and confidence that will help them become leaders in their communities as well as their professional fields. Like many not-for-profit organizations, we simply don't

have the dollars to fund our technology needs, so we are grateful to Heart Technologies, Inc. for providing this opportunity," Kate Peters, GSCI Chief Operating Officer of Fund Development, Marketing, and Communications, said.

This is the fourth year of the Great HEART Give, which is based in Peoria. Past grand prize winners have included the Community Workshop and Training Center, Children's Dyslexia Center of East Central Illinois, and South Side Mission.

Heart Technologies, Inc., based in central Illinois, services North America with technology-based solutions in telephony, network, fire, security, video, and infrastructure disciplines. The company was founded in 1987.

### Hanson pledges to RailTEC

The University of Illinois at Urbana-Champaign Rail Transportation and Engineering Center received another \$150,000 donation from Hanson Professional Services Inc. This gift, to be issued over five years, renews the company's continued commitment to railroad engineering and the University of Illinois.

Hanson previously pledged \$150,000 over five years in support of RailTEC. That gift helped fund a new teaching position and expand the railroad engineering program. Hanson, founded in 1954 by U of I alumnus and former civil engineering faculty member Walter E. Hanson, has been a longtime supporter of the program.

Professor and RailTEC Executive Director Christopher Barkan said, "Hanson's support has made it possible for us to teach several new courses in rail engineering, thereby attracting new students and encouraging them to pursue careers

in the rail industry."

For more than a century, U of I's railroad engineering program, known since 2010 as RailTEC, has been recognized in the rail industry as North America's premier railroad engineering program.

Supported by Hanson, Amsted Rail Co. Inc. and several major railroads, including BNSF Railway Co., Canadian National Railway Co., CSX Transportation Inc. and Union Pacific Railroad, RailTEC provides leadership in research and curriculum development and encourages students to pursue careers in rail engineering, transportation planning and operations.

Hanson serves as an industry partner to RailTEC as part of a team researching ways to improve concrete crossties and fastening systems for U.S. high-speed passenger rail and corridors for passenger and freight. Hanson also is assisting RailTEC on a high-speed rail feasibility study that RailTEC is conducting for the Illinois Department of Transportation.

"Railroad engineering is an important market for our company. It not only offers potential growth in revenue and number of projects but also professional growth for our employee owners," said Sergio "Satch" Pecori, P.E., ExecEng, Hanson's president and CEO and an alumnus of University of Illinois' civil engineering program.

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)

# WUIS 91.9.org

MY SOURCE  

MORNING EDITION  
ON POINT  
HERE & NOW  
ILLINOIS EDITION  
TALK OF THE NATION  
FRESH AIR  
ALL THINGS CONSIDERED  
MARKETPLACE  
THE WORLD  
Q  
BBC

NEWS AROUND THE CLOCK





# Local Golf Outings

GOLF DISCOUNT PROUDLY SUPPORTS LOCAL CHARITABLE OUTINGS.

## GOLF OUTINGS RECEIVE 10% OFF ALL PURCHASES!



3040 LINDBERGH BLVD.  
SPRINGFIELD, IL 62704  
217-698-8509

MONDAY-FRIDAY 10 AM – 7 PM  
SATURDAY 9:30 AM – 6 PM  
SUNDAY 11 AM – 4 PM

### June

- 1 – Don “Poochie” Byus Charity Outing Benefiting American Cancer Society, The Links Golf Course, 11 a.m. and 1 p.m., Keith Ward, (217) 479-4663
- 1 – Rob Isringhausen/Business Men in Christ 2013 Charity Golf Classic, Piper Glen Golf Club, 8 a.m., Shotgun Start, Bernie Lutchman, (217) 479-4663 or Doug Ryherd, (217) 622-6832
- 3 – 7th Annual St. John’s Children’s Hospital Golf Challenge, Panther Creek Country Club, 12:30 p.m. Shotgun Start, Peggy Goone, (217) 544-5437
- 5 – AthletiCare, The Oaks Golf Course, 8:30 a.m. Shotgun Start, Danny Pesch, (217) 528-6600, Scramble
- 5 – Esper Figueras Golf Outing, Lincoln Greens Golf Course, Noon Shotgun Start, Jim Sutzer, (217) 786-4111
- 6 – 20th Annual POE Golf Outing, The Rail Golf Club, 7:30 a.m. and 12:30 p.m. Shotgun Starts, Mary Johnson, (217) 525-0365, Scramble
- 6 – 31st Annual SHG Scholarship Scramble, Piper Glen Golf Club, Noon Shotgun Start, Erica Cusumano, (217) 787-9732, cusumano@shg.org, Scramble

- 7 – Rochester High School Football Team Golf Outing, Lincoln Greens Golf Course, 12:30 p.m. Shotgun Start, Jim Sutzer, (217) 786-4111
- 8 – Dennis James Memorial Bud Light Three Man Charity Outing, Northridge Hills Golf Course, 10 a.m. Shotgun Start, Derek James or Howard Pillsbury, (217) 243-4241
- 8 – Drive Out Cancer Golf Outing Benefiting St. Jude’s Children Research Hospital, The Rail Golf Course, 1 p.m. Shotgun, Jeff Dorr, (217) 652-3978
- 8 – Long Bridge Golf Course 15th Annual Summer Bash, Long Bridge Golf Course (18 holes), 11 a.m. Shotgun Start, Michelle Buerkett, (217) 744-8311
- 8 – Play for the Cure, Brookhills Golf Course, Morning and afternoon flights (Times TBA), Bob Mabie, (217) 787-8576
- 9 – 5th Annual Fr. Franzen Memorial Golf Outing, Edgewood Golf Club, 1 p.m. Shotgun, Doug Kroner, (217) 483-4581
- 9 – 18th Annual Scottie Open Golf Outing sponsored by the Waverly Sports Boosters, Terry Park Golf Course, 11 a.m. Shotgun start, Nancy Heriford, (217) 971-8719.
- 10 – 50th Annual CAAR Summer Outing Benefiting SCCF Realtors Fund, Edgewood Golf Course, 11:30 a.m. Shotgun Start, Kathy Nicholson, (217) 698-7000
- 10 & 11 – Michale Candioto Youth Outing, Brookhills Golf Club, 8 a.m. Start, Bob Mabie, (217) 787-8576
- 13 – Home Builders Association of Illinois Golf Outing, Piper Glen Golf Club, Noon Shotgun Start (Best Ball), Evelyn Yowell, (217) 753-3963
- 14 – Blue Ridge Club, The Oaks Golf Course, Noon Shotgun Start, Ray Packingham, (217) 971-9499, Scramble
- 14 – 14th Annual “Golf Fore Kids” Lutheran Child and Family Services Charity Golf Outing, Edgewood Golf Club, 12:30 p.m. Shotgun Start, Neil McCutchan, (217) 523-4725
- 14 – Carpenters Union Golf Outing, Lincoln Greens Golf Course, 7:30 a.m. and 1 p.m. Shotgun Starts, Jim Sutzer, (217) 786-4111
- 18 – Lions Club Charity Outing, Piper Glen Golf Club, 1 p.m. Shotgun, Andy Koester, (217) 483-6537
- 19 – 28th Non-Annual CaddyShack Open supporting (charity TBA), Piper Glen Golf

- Club, 12:30 p.m. Shotgun Start, Joanie Whaley, (217) 241-6202
- 20 – Coach Wolff Outing, Lincoln Greens Golf Course, 11:30 a.m. Shotgun Start, Jim Sutzer, (217) 786-4111
- 21 – The Officials Association, The Oaks Golf Course, Tee times starting at 1 p.m., Joe Meyer, (217) 341-0125, Scramble
- 21 – D.R.I.V.E Golf Outing for Teamsters Local 916, The Rail Golf Course, 1 p.m. Shotgun Start, Sue, (217) 522-7932
- 23 – Ladies Own the Course/Susan G. Komen Breast Cancer Research Outing, Northridge Hills Golf Course, Noon Shotgun Start, Derek James or Howard Pillsbury, (217) 243-4241, Four-woman scramble, Ladies only event
- 24 – 13th Annual Bill Glenn EIU Invitational, Piper Glen Golf Club, 1 p.m. Shotgun Start, John Smith, (217) 962-0888
- 24 – Jacksonville Chamber of Commerce Golf Outing, Jacksonville Country Club, 12:30 p.m. Start, Ginny Fanning, (217) 245-2174, Scramble
- 25 – 19th Annual Ronald McDonald House Golf Classic, Piper Glen Golf Club, Noon Shotgun Start, Megan Mueller, (217) 528-3314 x148, Four-Person Scramble
- 27 – Springfield Home Builders Association Golf Outing, Edgewood Golf Course, Noon Shotgun Start, Lee-Ann Burgener, (217) 698-4941, Scramble
- 28 – Camp COCO Golf Outing - SIU School of Medicine, The Rail Golf Club, 12:30 p.m. Shotgun Start, Ruth Slottag or Karen Carlson, (217) 545-2955
- 29 – MLD Charity Golf Outing, Northridge Hills Golf Course, 8 a.m. – 5:30 p.m. Open Tee Times, Derek James or Howard Pillsbury, (217) 243-4241

### 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 Golf, 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

(Ranked in calendar order of event)

- 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) 546-4614

For Your Family  
and Its Future.

D. Patrick Scheina  
CLU®

Financial Representative  
McClure Financial Group  
(217) 793 - 3900

Northwestern  
Mutual®

© 2014 The Northwestern Mutual Life Insurance Company, Milwaukee, WI Northwestern Mutual. David Patrick Scheina is an Insurance Agent of Northwestern Mutual (life and disability insurance, annuities).

ATHENS STATE BANK

LOCATIONS:  
ATHENS • 217-636-8214  
SPRINGFIELD • 217-487-7766  
PETERSBURG • 217-632-5500  
NEW SALEM • 217-632-2100  
WEB: www.athensstatebank.com

Equal Housing Lender

Member FDIC

Locate an Athens State Bank ATM. Scan this QR code with your smartphone.

Athens State Bank has fee-free ATM machines in Casey's General Stores in and around all of these college communities:

- Bloomington-Normal
- Carbondale
- Champaign-Urbana
- Charleston
- Jacksonville
- Lincoln
- Macomb
- Springfield

Check out our ATM locator on our new bank website to find all of our 35 convenient ATM locations.

Only one bank offers the most convenient access to your cash, whether you are home or away!

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)



# A wake-up call for leaders: It's not them, it's you

Sometimes you need people to tell it to you straight and not sugarcoat the truth. And Dr. Henry Cloud does just that in his book, "Boundaries for Leaders: Results, Relationship and Being Ridiculously in Charge."

Just looking at the title, you can probably sense the sarcasm in the phrase, "Being Ridiculously in Charge." The phrase means that as the leader, you're totally in charge and therefore you need to own what happens in your organization. So, any problems that exist are the result of what you create and what you allow. Ouch, right?

So now you're depressed. You think, "No one listens. No one does what they are supposed to do. And insult to injury, it's apparently all my fault!"

But the good news is that you can change things – and that's the point of the book. Cloud recommends that you start with creating boundaries, and defining where your "property" begins and ends. You have to be "ridiculously in charge" of your company vision, the people you invite in, what the goals and purposes are going to be, and what behavior is going to be allowed and what isn't. You define and shape what is going to be and what isn't.

The problem, Cloud writes, is that leaders too often focus on plans instead of the people who execute the plans. And what they typically do is constantly change the plan to fix the poor results of

## Book Review

Tom Fitch



their people, when what they should do is focus on the people – and then their plan will achieve better results.

The author writes that leaders need to understand a little about neuroscience, which has shown that good things happen when brain processes are cultivated and protected (which is what strong boundaries provide). He references what brain scientists call the "Executive Functions" of the brain:

- **Attention.** The ability to focus on what's relevant and block out what's not.

- **Inhibition.** The ability to refrain from certain actions that could be distracting, irrelevant or even destructive.

- **Working memory.** The ability to retain and access relevant information for reasoning, decision making and taking future actions. This allows a person to remember and build on relevant information.

When people do these three functions well, they will become more engaged, which will lead to better execution of the plan and better results.

When a leader doesn't set boundaries that enable a person's executive boundaries, it causes the brain to switch gears. The "fight or flight" chemistry kicks in, which further reduces the ability to engage the executive level functions. So, a leader's actions (or inactions) work against him. He gets what he creates and allows.

But, when a leader sets boundaries that allow a person's executive functions

to work well, positivity replaces stress. Getting back to neuroscience again, a positive emotional climate expands everyone's intellectual abilities. We pass on good feeling or bad feelings. Cloud uses one successful CEO as an example: His company policy is that if any leader wakes up in a bad mood, he instructs them to stay home. Cloud writes, "As with the flu, it's best not to infect the whole office with your bad mood."

In fact, people are strongly influenced by the people that surround them. Cloud refers to an experiment that compared a monkey's stress hormone levels in two different scenarios: He was exposed to a high level of psychological stress, including loud noises and flashing lights, while in the cage by himself and also in a cage with another monkey. The monkey's stress hormones dropped by half when he experienced the stress while in the cage with another monkey.

He offers 10 suggestions for creating a connected team, which he compares to growing a plant. "You cannot grow a plant by dipping it into the dirt once a year. It takes an ongoing connection to build a root system."

Cloud also addresses "learned optimism" or the ability to stay positive.

One study examined the performance of more than a thousand insurance agents, comparing the results of those who had hired based on passing aptitude tests with the results of a group of agents who had flunked the hiring test. Surprisingly, the

"flunkies" won. That is because the "flunkies" were optimists. The lesson is that positive thinkers always win.

I think all leaders would benefit from reading "Boundaries for Leaders." Much of it is common sense, but as we all know, sometimes common sense gets lost in the complexities of being a leader. It's

a good reminder of how to stay focused and leading your team to a better place.

**“The problem, Cloud writes, is that leaders too often focus on plans instead of the people who execute the plans. And what they typically do is constantly change the plan to fix the poor results of their people, when what they should do is focus on the people – and then their plan will achieve better results.”**

Tom Fitch is an avid book reader and business professional from Springfield

## UNDERSTANDING YOUR BUSINESS TO PROVIDE RELIABLE ANSWERS

AT HPB, WE TAKE YOUR BUSINESS AS SERIOUSLY AS YOU DO.

Eric Flick, Tony Nestler, Kevin Schultz, Bob Mizeur, Leon Mizeur, Steve McAuliff, Dale Huston



Our experienced, professional bankers take the time to know you and your business. Armed with knowledge, experience and a passion for service, we'll work to meet your company's needs.

Choose your bank for the right reasons and choose the team that is empowered to help you.

**HICKORY  
POINT  
BANK**  
& TRUST, fsb

217.547.3600  
3131 Wabash Avenue | Springfield, IL  
hickorypointbank.com



Member FDIC



# community business •

## Passavant hosts ribbon-cutting

Memorial Medical Center, Springfield Clinic and Passavant Area Hospital hosted a ribbon-cutting ceremony and community open house for the new medical office building on the Jacksonville hospital's campus.

The building is home to the physicians of Memorial Physician Services – Jacksonville as well as Springfield Clinic Jacksonville's physicians and surgeons. An indoor walkway connects the building to Passavant Area Hospital.

The ceremony featured Jacksonville Mayor Andy Ezard; Passavant Area Hospital President and CEO Chester Wynn, CPA, FHFMA; Memorial Health System President and CEO Ed Curtis, FACHE; and members of the board of directors for Passavant Area Hospital, Memorial Health System and Springfield Clinic.

## Memorial holds groundbreaking ceremony

Memorial Medical Center employees gathered on the hospital's front lawn on May 14 to celebrate the beginning of an expansion project called Advancing Care by Design.

The project totals an estimated 200,000 square feet of new construction. When completed in January 2016, the project will add three patient care units, 114 private inpatient rooms, six operating rooms, a renovated lobby and front entrance, and the Memorial Center for Learning and Innovation.

Edgar J. Curtis, president and chief executive officer of Memorial Health System, told employees at the groundbreaking that the project was “not about bricks and mortar. It's about people.”

“The exciting thing about this project is that it's giving us an opportunity to not only create a healing environment for our patients and families but also a caring environment for our patient care teams,” said Marsha Prater, PhD, RN, senior vice president and chief nursing officer for Memorial Health System.

“This expansion project not only meets the needs we have now, but it will also prepare us for the future,” said Doug Rahn, DBA, executive vice president and chief operating officer for Memorial Health System.

J. Kevin Dorsey, PhD, MD, dean and provost for Southern Illinois University School of Medicine said, “We're excited for the construction of this facility, which will allow all healthcare providers to advance their knowledge, their understanding and their ability to deliver high-quality care.”

## Horace Mann reports financial results

Horace Mann Educators Corporation reported its first quarter 2013 financial results, which ended on March 31. Total revenue hit \$254.6 million, a four percent increase from the same period in 2012.

Net income increased to \$27 million, up from \$26.7 million last year. Operating income was \$22.6 million, or \$0.55 per share, down about 14 percent from first quarter 2012.

The property and casualty segment recorded a net income of \$10.2 million for the quarter compared to \$13.2 million for the same period in 2012. The total property and casualty combined ratio of 97.2 percent and the underlying combined ratio of 95.4 percent each increased approximately 2 percentage points compared to the first quarter of 2012.

True new auto sales units – units associated with new Horace Mann auto policyholders – increased one percent in

the current quarter. Reflecting a lower level of sales from additional vehicles added to existing policies, total new auto units decreased four percent compared to a year earlier. For property, new sales units increased seven percent compared to the first quarter of 2012.

Annuity segment net income was \$11.1 million, decreasing \$0.5 million compared to the same period in 2012. Primarily reflecting growth in assets under management, the net interest margin earned on fixed annuity assets increased four percent compared to the first quarter of 2012. The evaluation of deferred policy acquisition costs in the quarter had a \$1.6 million pretax positive impact on annuity segment earnings compared to a \$2.6 million positive impact in the prior year, with the decrease primarily due to financial market performance.

Life segment net income of \$4.3 million for the first quarter decreased \$0.9 million compared to the same period in 2012, including an increase in mortality losses in the current period, as well as a slight decrease in investment income. Life persistency of 96 percent improved slightly compared to 12 months earlier.

Life segment insurance premiums and contract deposits of \$23.0 million were comparable to last year.

New life sales continued to be strong compared to the prior year, with a growth rate of 28 percent in sales of Horace Mann-manufactured products – consistent with the company's strategic intent to significantly increase its underwritten, mortality-based business.

During the first quarter of 2013, the company repurchased 89,649 shares of its common stock at an aggregate cost of \$1.8 million, or an average price per share of \$20.53, under its \$50 million share repurchase program.

As of March 31, the program had a remaining authorization of \$30.4 million. There were 39,667,063 shares outstanding on March 31.

## CMT wins award

The American Association of Airport Executives (AAAE) honored Crawford, Murphy & Tilly, Inc. (CMT) with its Corporate Cup of Excellence Award. AAAE represents more than 5,000 members working at 850 public-use commercial and general aviation airports throughout the country. CMT was selected for the award based on the contributions and improvements it has made to the airport industry, and for its service to the AAAE.

The award was presented at the AAAE's 85th Annual Conference and Exposition held in Reno, NV. CMT was selected to receive the award by a committee of airport executives who serve on the association's board of directors.

Mike Doerfler, CMT director of aviation services accepted the award on behalf of CMT, and was accompanied by CMT Aviation Professionals Chuck Taylor, Brian Welker, Randy Vogel and Brad Hamilton.

## Hanson named 'Best Places to Work in Illinois'

Hanson Professional Services Inc. was ranked 18th out of 25 companies in the large-employer category on a list of 60 companies named the best places to work in Illinois.

“Best Places to Work in Illinois” is created by Harrisburg, Pa.-based Best Companies Group. Best Companies works with local media and publishing partners to establish “Best Places to Work” programs, which recognize businesses that create and maintain workplace excel-

lence. Registered companies respond to employer and employee surveys, and Best Companies analyzes that information to determine a “Best Places to Work” list. The companies on the list will be profiled in the Daily Herald Business Ledger.

## Junior League announces new board

The Junior League of Springfield announced its new board members for 2013-2014.

The new board members are President Megan Swanson, President-Elect Kathryn Kleeman, Communications VP Katy Stephens, Community Service VP Caitlin Dungan, Membership VP Catie Woodruff, Secretary Stacey Courtwright, and Treasurer Nicole George.

The Junior League also recognized US Marble & Granite with its Community Partner of the Year award at their annual meeting on May 14.

The league will host two socials for potential new members. On June 24, there will be a wine tasting at It's All About Wine from 6-8:00p.m. The group will also host a happy hour at Brickhouse West on July 18 from 6-8 p.m.

## LLCC honors retiring board members, seat new members, approves agreements

In a special meeting of the Lincoln Land Community College board of trustees, trustees certified recent election results and welcomed new board members Dennis Shackelford, representing Trustee District 2, and Jeff Fulgenzi, representing Trustee District 5. Both took the oath of office along with continuing board members Justin Reichert, Trustee District 1; Kent Gray, Trustee District 3; Wayne Rosenthal, Trustee District 4; Craig Findley, Trustee District 6; and Jerry Wesley, Trustee District 7.

Trustees elected the following new officers: Reichert, chair; Findley, vice chair; and Wesley, secretary. Shackelford and Fulgenzi were selected as the trustees' liaisons to the LLCC Foundation Board, and Gray as representative to the Illinois Community College Trustees Association.

At a reception prior to April's board meeting, LLCC honored retiring Chair of the LLCC board of trustees Cinda Edwards, Past Chair Andrew Ramage and Student Trustee Colin Heshmat.

Edwards joined the board in 2007, representing Trustee District 2. She was elected secretary of the board in 2008, vice chair in 2009 and chair in 2011, during the final months of construction of the Workforce Careers Center, the college's largest building project since the campus was erected. She and her husband, Frank Edwards, advanced the Workforce Careers Center further with their donation of a biodiesel processor for the center's Renewable Energies lab.

Ramage was elected to the board in 2005 and was involved in the selection of Warren as president in 2006. He became vice chair in 2007 and served as chair from 2008-2011. He oversaw a great period of expansion for the college with the funding and construction of three new facilities: A. Lincoln Commons student center on the Springfield campus, the LLCC-Taylorville Classroom Building, and the Workforce Careers Center, along with renovations at LLCC-Jacksonville.

Retiring from a one-year appointment as student trustee was Colin Heshmat. He was recognized for his leadership and academic achievements, including selection to the 2013 Phi Theta Kappa All-Illinois Academic Team and served as president of the LLCC Engineering Club. He graduated from LLCC in May and will transfer to the

engineering school at the University of Illinois at Urbana-Champaign.

Newly elected Student Trustee Garrett Belville was sworn in by Edwards. Belville is a graduate of Springfield High School and served this year as president of the LLCC Student Government Association.

The board approved also a new contract for Warren, resulting in a 2.9 percent increase in annual compensation, to \$218,568. Dr. Warren's contract will extend through June 30, 2018.

At a separate meeting LLCC approved a memorandum of understanding with St. John's Hospital to transition the respiratory care training program to LLCC. The training will continue to be located at St. John's, but LLCC now becomes the sole sponsor of the program. Last year, a similar agreement transferred sponsorship of the electroneurodiagnostic technology (ENDT) training program from St. John's to LLCC.

The respiratory care program trains students to assist physicians in the treatment of disorders of the respiratory system. ENDT is the scientific field that studies and records electrical activity of the brain and nervous system. Both programs prepare students for careers in hospitals, sleep labs and physicians' offices, and are part of the LLCC Health Professions department.

The Board also approved a partnership agreement with the Illinois National Guard to provide training facilities for the U.S. Army Cooks School. The Army is training personnel in the culinary labs of LLCC's Workforce Development Center. LLCC's Workforce Division is also providing airframe and powerplant training for the Illinois National Guard at the LLCC Aviation Center, to prepare students for Federal Aviation Administration certification on helicopter maintenance.

And, trustees approved an agreement with Lincoln College-Normal, allowing LLCC associate degree graduates a smooth transfer into Lincoln College's Accelerated Bridge to Education Program, designed for working adults.

## April home sales up

Illinois home sales increased 25.3 percent over previous-year levels in April and median prices increased 7.7 percent, according to the Illinois Association of REALTORS®.

Statewide home sales in April 2013 totaled 12,621 homes sold, up from 10,076 in April 2012. This was the best April performance since 2007.

The statewide median price in April was \$145,900, up 7.7 percent from April 2012 when the median price was \$135,500.

“The spring numbers are encouraging,” said Michael D. Oldenettel, CRS, GRI, president of the Illinois Association of REALTORS® and Managing Broker/Owner with RE/MAX Results Plus in Jacksonville.

The inventory of homes for sale in April was 62,503 units, a 30.6 percent drop compared to last year's 90,041 units. The time it takes to sell a home has also fallen with days on market averaging 89 days in April, down 19.8 percent from 111 days in April 2012.

“The housing market is exhibiting signs of a more stable recovery with an anticipated strong early summer led by strong sales gains and more modest but still positive gains in median prices,” noted Geoffrey J.D. Hewings, Director of the Regional Economics Applications Laboratory of the University of Illinois.

Fifty-five of 102 Illinois counties reporting to IAR showed year-over-year home sales increases in April 2013. Forty-two counties showed year-over-year median price increases.



## • fast tracks

### LLCC honors award winners

Lincoln Land Community College has named Tim Humphrey, professor of education, and Bev Provines, administrative assistant to the dean of health professions, as the college's winners of the National Institute for Staff and Organizational Development Excellence Award.

They were selected for the honor by a committee of LLCC employees.

Humphrey joined LLCC in 2003 as an assistant professor and earned the title of professor in 2010. He was a finalist for the Pearson Master Teacher Award in 2006 and 2010, and recently co-chaired the team to transform the college's strategic plan. He will attend NISOD's International Conference on Teaching and Learning Excellence.



Humphrey



Provines

Provines has worked at LLCC for 25 years, first as a senior secretary. She was nominated by her co-workers and won the Distinguished Service Award for classified employees in 2012.

LLCC also honored recipients of the 2013 Pearson Master Teacher and Distinguished Service awards at the 19th annual Employee Recognition and Appreciation Ceremony Thursday, May 2.

Professor of Biology Barbara Bernardi was named the 2013 Drs. Raymond and Ann Pearson Master Teacher. Bernardi received an associate in arts degree from Springfield College in Illinois. She received a bachelor's degree in biology, with minors in chemistry and Italian, in addition to a master's degree in microbiology and immunology from the University of Illinois at Urbana-Champaign. She is currently completing a doctor of philosophy degree at St. Louis University. Bernardi has received numerous awards and honors including LLCC's Innovative Teaching Grant, LLCC Woman of the Year nominee and Who's Who Among American Teachers.

The college also named five faculty and staff as recipients of the LLCC Distinguished Service Award. Award recipients include: Classified staff – Deanna Tarter, administrative assistant, LLCC-Litchfield; Professional staff – Michelle Burger, student events coordinator; Administrative staff – Lee Bursi, assistant vice president of financial aid; Faculty – Lyndell Robinson, professor of biology; and Adjunct Faculty – Sue Hamilton, adjunct music instructor.

Faculty and staff retirees and those with service anniversaries are also honored at the Employee Recognition and Appreciation Ceremony.

Mary E. Wheeler, professor of English, was recognized for 35 years of service. Peggy Goetsch, professor of biology and Paula M. Hermes, programmer analyst were recognized for serving 30 years.

For 25 years of service, the following individuals were recognized: Jeff A. Lopian, mechanical maintenance technician; Donna J. Martin, director, LLCC-Beardstown; Teri L. McDonough, coordinator, Distance Education Services; Joseph T. Roth, programmer analyst; and John A. Scarbrough, Ph.D., professor of sociology.

The following individuals were recognized for 20 years of service: William J. Callaway, program director, associate degree radiography; Linda D. Chriswell, special needs professional; Claire B. Gor-

don, Ph.D., professor of speech; Nina M. Koch, registration technician; Dee Krueger, assistant director, LLCC-Taylorville; Brenda L. Michel, Ed.D., professor of nursing; Jennifer C. Ramm, professor of chemistry; Lyndell P. Robinson, professor of biology; Leanne M. Roseberry, library acquisitions specialist; Donna J. Satterlee, professor of nursing; and Duane D. Whitney, information technology specialist.

Retirees were also honored. They included: Lee Bursi, assistant vice president of financial aid, 21 years; James C. Chapel, professor of electronics (deceased), 32 years; Patricia J. Finke, study skills specialist, 21 years; Deborah D. Johnson, administrative assistant-president's office, nine years; Barbara Marr, administrative assistant, LLCC-Jacksonville, 13 years; Donna J. Martin, director, LLCC-Beardstown, 25 years; Karen F. Middleton, education service representative, LLCC-Jacksonville, seven years; Melissa Moore, accounts payable technician, 10 years; Mike Mueller, community service officer, seven years; Lyndell P. Robinson, professor of biology, 20 years; Bob Rogers, public safety assistant, LLCC-Litchfield, seven years; John A. Scarbrough, Ph.D., professor of sociology, 25 years; Donald L. Upton, custodial operations supervisor, 17 years; Mary E. Wheeler, professor of English, 35 years; and William F. Wofford, Sr., building custodian, seven years.

Lincoln Land Community College honored top students with academic, leadership and special awards at the 2013 Student Recognition Ceremony April 30.

Zainab Jasim of Springfield was honored as the Outstanding Graduate of the Year. She is actively involved in campus leadership roles in the Honors Program, Phi Theta Kappa academic honor society, the English Club, Student Government and Model United Nations. She will graduate with an associate of arts degree with a focus in literature and plans to transfer to Truman State University to double major in English studies and political science. Jasim was also honored at the ceremony by the Honors Program, Phi Theta Kappa and the Student Government Association and received an award for excellence in Social Sciences-Model United Nations.

Other Honorees and their awards are listed in hometown order.

Two LLCC students were also presented with awards at the 2013 Illinois Geographical Society Annual Banquet held in Peoria.

Susannah Oettle of Jacksonville was the recipient of the 2013 Illinois Geographical Society's Charles Womack Memorial Scholarship Award. The award is presented to a student currently enrolled in an Illinois community college or who has been enrolled within



Oettle

the past year and is planning to pursue an undergraduate degree in geography. Susannah graduated from LLCC with an associate in arts in geography with high honors. She plans to study geography at Western Illinois University in the fall.

Dalton Brown of Divernon was the recipient of the 2013 Illinois Geographical Society's Outstanding Community College Geography Student Award. This award goes to a community college student who excelled in one or more geography classes within the past year. Dalton plans



Brown

### New Businesses, Continued from Page 5

481-4034.

- Cassandra Dattoli Events, 2603 Gaylord Ave., Springfield, 62704, Cassandra L. Dattoli, (217) 220-3227.

- Cubby's Landscaping, 3920 Greenfield Drive, Springfield, 62704, Erik McCubbin, (217) 280-1939.

- Data Destruction and Recovery of Illinois, 5580 E. State 54, Riverton, 62651, Joshua L. Smith, (217) 414-7197.

- De Priest Puppets, 2333 S. Lowell Ave., Springfield, 62704, Ollie M. De Priest, Bridget E. De Priest, (217) 789-1219.

- Ellis Engraving Concepts, 8150 Bomke Road, Pleasant Plains, 62677, Darius R. Ellis, (217) 836-3414.

- Executive Commercial & Residential Cleaning Inc., 2124 Dunwich, P.O. Box 42, Springfield, 62705, Pam Spoor, Amanda Kemper, (217) 691-7474.

- Flavor Farm, 401 W. Vine St., Springfield, 62704, Lifestyle Enjoyment Inc., (217) 971-5760.

- Flash Out Graphics-Photography, 839 S. MacArthur Blvd., Apt A, Springfield, 62704, Tranell Jones, (217) 931-2855.

- Great American Road Show, 300 N. Martindale Road, Suite 200, Schaumburg, 60173, Scott C. Garber, (630) 823-3127.

- Grumpy's Café & Pub, 3217 Lake Plaza Drive, Springfield, 62703, Melissa Gould, (217) 331-8621.

- Hartson Management, 1222 N. Fifth, Springfield, 62702, Kyle Hartson, Jr., (773) 217-0336.

- Jill Gum Photography, 2 Marshall Court, Springfield, 62712, Jill Gum, (309) 306-1578.

- Lawn Boy Landscaping, 1987 E. Converse, Springfield, 62702, Shane M. Adkins, (217) 801-4222.

- Lemar's Mowers, 932 E. Raylots, Spaulding, 62561, Keri Lemar, (217) 629-9199.

- Lincoln Land Field Inspection Services, 1516 E. Knox Ave., Springfield, 62703, Charles R. Dumbris, Sr., (217) 502-3770.

- Lorenzo, 3312 Robbins Road, Springfield, 62704, John A. Lorenzini, Gail L. Lorenzini, (217) 753-8070.

- Magnolia Lane Home Décor and More, 3020 S. Sixth St., Springfield, 62703, Marci J. Fields, (217) 503-6513.

- McCasland Remodel, 430 N. Blair, Virden, 62960, John Morgan McCasland, (217) 691-9784.

- Night Out Springfield, 200 S. Grand Ave. East, Springfield, 62704, James M. McCormick, (217) 741-2898.

- O'Malley's Home Improvement, 709 E. Wellesley Ave., Springfield, 62703, David O'Malley, Jr., Joann Tomlinson-O'Malley, (217) 528-1532.

- Patton Construction and Remodeling, 235 E. Lawrence St., Illiopolis, 62539, Bret K. Patton, (217) 816-5825.

- Personalized Hypnosis of Springfield, 2021 Timberbrook Lane, Springfield, 62702, Jeff Harpring, (217) 899-9988.

## • new businesses

- Pinfall Wrestling Association Entertainment, P.O. Box 9697, Springfield, 62791, Antoine Archie, James B. Ealey, Jason P. Kluge, Adrian Gandhi, Robin Casper, (217) 652-5080.

- Precision Detailing, 230 S. Grand Ave. East, Springfield, 62704, Trevor Miller, (217) 503-9500.

- Renegade Wrestling Organization, 1428 E. Carpenter, Springfield, 62702, Joseph H. Burge, (217) 299-5447.

- Rochester Carpet & Upholstery Cleaning, 34 Lancelot Drive, Rochester, 62563, Darren M. Barr, Janice D. Barr, (217) 498-1181.

- S3 Consulting, 2235 Greenbriar Drive, Springfield, 62704, Sheila Stocks-Smith, (217) 691-9124.

- Safeway Cleaning Solutions, 833 Cherokee Drive, Springfield, 62711, Stanley Young, (217) 816-9450.

- Shear Karma, 917 Clocktower, Suite 240, Springfield, 62704, Melissa S. Wills, (217) 781-1918.

- Signs of All Kinds, 2150 E. Clearlake, Springfield, 62703, Kevin R. Thompson, (217) 416-3622.

- Spencer for Hire Lawn Service, 129 E. Stoddard, Virden, 62690, William C. Sweeney, (217) 691-9822.

- Stark Construction, 709 Eastman, Springfield, 62702, Steven A. Stark, (217) 306-8886.

- Sunrise Remodeling, 1025 N. Dirksen Parkway, Springfield, 62702, Johnella S. Gettings, (217) 553-3261.

- T. Allen's PC Repairs, 604 N. Milton, Springfield, 62702, Trevor A. Hopkins, (217) 381-6960.

- Tara Long Photography, 405 Colbrook Drive, Springfield, 62702, Tara Long, (217) 494-0405.

- The Country Cottage, 301 N. Pine St., Williamsville, 62693, Cathy Jo Chambers, (217) 741-4226.

- The Pharmacy, 1227 S. Pasfield, Springfield, 62704, Janet L. Sgro, Andrew Woolbright, (217) 720-2222.

- Three Brothers Firearms, 302 Third St., Cantrall, 62625, Michael L. Hanson, Brad Gentry, Phil Lima, (217) 725-5973.

- Tilly's, 10 Whatney, Irvine, CA, 92618, World of Jeans + Tops Inc., (949) 609-5599.

- Touch Therapeutic Massage and Bodywork, L.P., 1024 W. Lawrence, Springfield, 62704, Stephen C. Laffey, Vonda K. Laffey, (217) 899-7350.

- Turbonium Computers, 2404 N. 15th, Springfield, 62702, Jason P. Nation, (571) 340-8968.

- Video OP, 2204 Finch Haven Lane, Springfield, 62711, T. Troy Tolan, (217) 960-2681.

- Was Con Co, R.R. 1, Box 168, Hammond, 61929, William A. Schroeder, (312) 209-5140.

- Winks Antiques, 773 S. Farmingdale Road, New Berlin, 62670, Becky Dickerson, (217) 787-9958.

to transfer this fall to Illinois State University to study geography.

### St. John's announces graduates

Students from the St. John's Hospital School of Clinical Laboratory Science graduated on May 11.

Graduates include: Nikki Benematti, Mike Hartwick, Anastacia Lehman, Megan Moore, Dawn Ray and Amy West.

St. John's College also announced May graduates from the Department of Nursing. The graduates will receive a Bachelor's of Science in Nursing degree and

are eligible to take the state board test for their RN licensure. The graduation ceremony took place on May 10.

**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)



# fast tracks •

## Sims receives Rail Splitter Award

Norm Sims is the recipient of the 2013 Rail Splitter Public Service Award, an award given annually by the Central Illinois Chapter of the American Society of Public Administration.



Sims

Sims has almost 40 years of experience in public administration. He came to the Springfield-Sangamon County Planning Commission after serving as executive director of the Illinois Tax Increment Association. Prior to joining ITIA, he served as director of Planning and Economic Development for the City of Springfield.

He has also worked in Gov. Jim Edgar's cabinet as director of the Illinois Dept. of Commerce and Community Affairs and as director of State Services for the Council of State Governments, a national public policy research organization, located in Lexington, Ky.

The Rail-Splitter Public Service Award honors individuals who have spent a part of their careers working in public service; made contributions on a sustained basis rather than a single deed; and accomplished programs or projects within their areas of responsibility for the general public.

## Scheina appointed managing director at Northwestern Mutual

Patrick Scheina has been promoted to managing director by Northwestern Mutual in Springfield.



Scheina

Scheina started his career with Northwestern Mutual as a financial representative in August 2003. As managing director, he will recruit, train and develop financial representatives within the district office located in Springfield.

A member of the Million Dollar Round Table (2011-2012), Scheina has earned the National Quality (2006-2010) and National Sales Achievement award (2006, 2009). He has been in a leadership role with Northwestern Mutual since 2004, serving as a college unit director, recruiting field director, and director of internship development for the Central Illinois region.

A native of Petersburg, Scheina received a Bachelor of Science degree from Illinois State University in 1997.

## Koch receives recognition

Steve Koch, CFP, a Financial Advisor with Ameriprise Financial, qualified for and attended the 2013 Circle of Success Conference held in New Orleans, La.

To earn this achievement, Koch established himself as one of the company's top advisors achieving high levels in production and client satisfaction and in support of providing client service.

## Marsalgia joins American Central

Brianne Marsalgia has joined American Central Insurance Services.



Marsalgia

Marsalgia specializes in voluntary benefits for employers throughout Illinois and helps develop group benefit programs for companies of all sizes. Prior to joining American Central Insurance Services, she was a sales coordinator

for AFLAC for three years.

## Hagedorn joins Security Bank

Security Bank, s.b., announced the appointment of Daniel J. Hagedorn as Senior Vice President and Chief Commercial Officer. Hagedorn has been in the financial industry for more than 20 years, both with regulatory and as a direct provider of banking services.

Hagedorn is a graduate of DePaul University with a Bachelor of Arts degree in Economics and of Keller Graduate School of Management with a Master of Business Administration in Finance and Accounting.

"We are enthusiastic about having Dan join our team," said Security Bank President and CEO Eloise L. Mackus. "His familiarity with our marketplace, his background in being a provider of all types of business loans and his management skills will enable him to help us ensure the future success and growth of Security Bank."

## Marine Bank adds Hughes

Dan Hughes has joined Marine Bank as Senior Vice President, Compliance and BSA Officer.



Hughes

Hughes has more than a dozen years of bank audit and compliance experience. He earned a bachelor's degree and a Master of Business Administration from Western Illinois University and completed certifications in regulatory compliance, including the Bank Secrecy Act, through the Independent Community Bankers Association.

"In a time of complex regulation, Dan will be a solid addition to the Marine Bank senior management team," said Marine Bank CEO Chris Zettek. "His knowledge and community bank compliance experience will be invaluable."

## Ramsey marks 20 years at Hanson, Kay earns designation

Deb Ramsey, P.E., project manager, celebrated 20 years of service at Hanson Professional Services Inc.



Ramsey

Ramsey joined Hanson in 1993. She has experience in process design and operation, construction management and project startup. She manages a variety of projects, with an emphasis on the treatment of water, wastewater and hazardous and industrial waste.

She has been involved with the decommissioning of the former site in West Chicago, Ill. She managed audits conducted at precast concrete plants in 46 states, two Canadian provinces and Puerto Rico for the National Precast Concrete Association, a project that received a State Finalist Award from the American Council of Engineering Companies of Indiana's Engineering Excellence Awards.

She has managed demolition projects, including for a frozen-food facility in Mattoon, Ill., and for the Holiday Inn Holidome and the FS feed mill. In 2002, she provided technical review and recommendations for improving a potable water-treatment system in Svitlovodsk, Ukraine, Springfield's sister city, and reviewed municipal wastewater treatment plant operations there.

She also has been involved with the Federal Emergency Management Agency. She served as a project officer in 2004 for

Hurricane Ivan FEMA disaster assistance in Alabama's Mobile County. She also spent four months in 2011 as a project specialist in South Dakota, which experienced statewide flooding.

Ramsey has a bachelor's degree in chemical and petroleum refining engineering from the Colorado School of Mines. She also earned a Master of Business Administration in 1984 and a master's degree in environmental studies in 1986 from Southern Illinois University at Edwardsville. She is a licensed professional engineer in Illinois, Colorado and Texas.

Amy Kay, public relations coordinator at Hanson Professional Services Inc. received the Certified Communications Professional designation from the Association for Women in Communications Matrix Foundation.



Kay

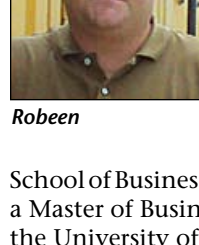
Kay has a bachelor's degree in communications and political science from Iowa State University. In 2011, she was named one of Springfield Business Journal's "Forty Under 40."

She is a member of AWC, for which she was a judge for the 2010 Clarion Awards Program and the Springfield chapter's vice president of programs from 2009 to 2011. She also is a graduate of the Greater Springfield Chamber of Commerce's Leadership Springfield.

## Altorfer promotes Robeen and Nuehring, hires Gibson

Altorfer Inc. announced the promotions of Craig Robeen to field sales manager, Corey Nuehring to vice president of financial services and chief financial officer and hired Josh Gibson as construction machine sales representative for Sangamon, Christian, Macoupin and Montgomery counties.

In his new role, Robeen will be responsible for driving all machine sales and rental activity for the construction division in Altorfer's Illinois Caterpillar service territory.



Robeen

Robeen is a 1999 graduate of the University of Indiana, where he earned his Bachelor of Science in Public Affairs and the Kelley School of Business Certification. He earned a Master of Business Administration from the University of Illinois in 2009.

Robeen joined Altorfer in May of 2005 as a machine sales representative covering four counties in the southern Illinois territory.

Before becoming vice president of financial services and CFO, Nuehring previously served as Altorfer's corporate controller for 11 years.



Nuehring

Nuehring is a graduate of the University of Northern Iowa, where he earned his bachelor's degree in Accounting and a minor in Economics. Prior to joining Altorfer Inc., Nuehring successfully completed the Certified Public Accountant and Certified Management Accountant exams.

Josh Gibson has joined Altorfer as a construction machine sales representative for four

counties in southern Illinois: Sangamon, Christian, Macoupin and Montgomery.

Gibson is a 2004 graduate of Illinois State University, where he earned his Bachelor of Science in Human Resources and Organizational Leadership.

## Bangert named Employee of the Month

Passavant Area Hospital's April 2013 Employee of the Month is Chris Bangert, Emergency Department.



Bangert

Bangert is a registered nurse/trauma nurse specialist in the Emergency Department. She has been employed at Passavant for 32 years.

Her responsibilities in the Emergency Department include providing patient care, providing department education, and serving as quality coordinator in the department.

## HSHS adds Hoodin, announces resignation of Ritz

Daniel E. Hoodin has been appointed Vice President, Managed Care Strategy and Development for Hospital Sisters Health System.



Hoodin

In this position, Hoodin will lead the system-wide effort of developing the managed care strategy for the organization. This effort includes developing strategic partnerships with payers, the design and creation of physician networks, creating new and innovative payment structures and ensuring appropriate IT solutions are used to gather data needed to ensure best practices for population health management and medical management.

Hoodin most recently served as Vice President, Contracting & Provider Services in the Georgia and Alabama markets with Cigna Healthcare in Atlanta. He was reassigned to this position after serving as Vice President, Contracting in the Carolina markets to manage a \$1.25 billion revenue portfolio and negotiations for all hospital, physician and ancillary contracting in the Georgia and Alabama markets.

Hoodin earned a Master of Hospital and Health Administration degree from Xavier University in Cincinnati, a Juris Doctorate from the University of Dayton School of Law and a bachelor's degree in Political Science from Marietta College in Marietta, Ohio.

HSHS also announced the resignation of Bob Ritz as President and CEO of HSHS affiliate St. John's Hospital to begin a new role as President of Mercy Medical Center - Des Moines in Iowa. Ritz's last day at St. John's Hospital will be June 14.

"We will truly miss Bob's leadership at St. John's Hospital. During the past five years, he has been instrumental in helping St. John's navigate through a variety of financial and competitive challenges," said Mary Starmann-Harrison, HSHS President and CEO.

Among Bob's accomplishments during his time at St. John's include overseeing a project to rebuild the hospital's main campus. He worked to build St. John's Health Centers across the community and was instrumental in helping launch the HSHS Medical Group, which today has 35 physicians providing primary care at

*Continued on Next Page*



*Continued from Previous Page*

12 new ambulatory care sites in St. John's service area. He also launched St. John's CONNECT, which now represents one third of admissions to St. John's.

## SIU School of Medicine names Cox-Largent and Kruse to new positions

Southern Illinois University School of Medicine has named Wendy Cox-Largent associate provost for finance and administration and Dr. Jerry E. Kruse executive associate dean and chief executive officer of SIU HealthCare of Southern Illinois University School of Medicine.

Cox-Largent will serve as the School of Medicine's chief operating officer. The former associate provost, Pam Speer, will remain with the school through June 30 to assist in the transition. After that, she will serve as a part-time senior advisor on special initiatives for SIU HealthCare.

Cox-Largent had served as the chief financial officer for SIU HealthCare, the School's medical practice, since 2008. She also has served as the CEO for Chicago Family Health Center from 2000-08, and executive director of Family Practice Community Wellness Center in Chicago from 1995-2000.

She received her Master of Business Administration with a concentration in health care management from DePaul University in Chicago in 2005 and her bachelor's degree in accounting from Indiana University in Bloomington in 1988. She is a certified public accountant.

She is on the board of directors for Sangamon County's Coordinated Access to Community Health program and a member of the Medical Group Management Association.

Kruse has been professor and chairman of the Department of Family & Community Medicine from 1997 until March 2013. He will be the authority for all clinical and clinically-related academic issues and planning.

Kruse is past-president of the Society of Teachers of Family Medicine. In 2007, he was appointed to the Council on Graduate Medical Education, the multi-specialty advisory committee that reports to the U.S. Congress and Secretary of Health and Human Services.

Kruse joined SIU in 1984 as an assistant professor and assistant director of the Quincy program. He completed a two-year Robert Wood Johnson Fellowship in academic family medicine as well as a master's in public health at the University of Missouri School of Medicine in 1984, where he also completed his three-year residency in family medicine in 1982. He earned his medical and bachelor's degrees at the University of Missouri at Columbia in 1979 and 1975, respectively.

He is board certified as a diplomat by the American Board of Family Medicine and the National Board of Medical Examiners and a fellow of the American Academy of Family Physicians. He is a member of the Illinois Academy of Family Physicians, North American Primary Care Research Group, Society of Teachers of Family Medicine, Adams County Medical Society and Alpha Omega Alpha Medical Honor Society.

## Scherzer selected for Distinguished Alumna Award

Catherine "Kate" Scherzer has been selected by the St. John's Nursing Alumni Association to receive the 2013 Distinguished Alumna Award. Scherzer served at St. John's Hospital from 1945-1987 caring for premature babies.

"Kate represents the best in the nursing profession. Her commitment to caring for the vulnerable and her dedication and duty to her patients and colleagues makes her worthy of this honor," said St. John's College Chancellor Brenda Jeffers, RN, PhD.

Scherzer entered St. John's School of Nursing in 1942 immediately after graduating from Pana High School. She was instrumental in advancing the care for premature babies. In the early 1950s, she worked to establish a dedicated room for premature infants. In the 1970s, she worked with faculty from the newly founded Southern Illinois University School of Medicine to recruit a neonatologist to Springfield.

## Benedictine names Springfield branch campus president

Benedictine University's board of trustees named Michael D. Bromberg Springfield branch campus president.

Bromberg served as the dean of Academic Affairs for Benedictine University at Springfield since 2007, and the school's CEO since 2012.

"This past December the University board of trustees approved a plan for the Springfield branch campus," said Bromberg. "This plan lays out some fundamental changes intended to deal with the unique nature of our community and the evolving character of our campus."

As a branch campus president, Bromberg will be responsible for specific academic decisions, including reporting on issues related to accreditation, providing a state board filing local contact, University representation in professional associations, and other issues that pertain to the overall University at state and national levels.

## Horace Mann announces new appointments, anniversaries and retirements

Horace Mann Educators Corporation announced appointments of four officers as well as promotions, service anniversaries and retirements.

Marita Zuraitis has been appointed president and CEO-Elect, effective May 13. She will work with the board of directors and current President and CEO Peter H. Heckman over the next several months to achieve an orderly transition.

Zuraitis joins Horace Mann from The Hanover Insurance Group where she was an Executive Vice President and member of The Hanover's executive leadership team. Since joining The Hanover in 2004, she served as president, Property and Casualty Companies, and was responsible for the personal and commercial lines operations at Citizens Insurance Company of America, The Hanover Insurance Company and their affiliates, representing \$3 billion in annual net written premium.

Joel Abrahamson has been appointed assistant vice president, auto product manager, in the Property and Casualty Division. He will be responsible for growth and profitability of auto insurance in the Pacific Region.

Abrahamson was most recently director of product management for Nationwide Mutual Insurance Company in Columbus, Ohio and has held previous pricing and product management positions with Liberty Mutual Group, Celina Insurance

Group and Anthem Insurance Companies. He holds a bachelor's degree in mathematics from Millikin University.

Charles Gowland has been appointed vice president and claims general counsel. He will be responsible for providing legal advice and counsel involving property and casualty claims issues and will be directly involved in claims governance practices, an appropriate control environment and legal and regulatory compliance.

Gowland has 16 years of experience in law and most recently served as general counsel for Universal Property & Casualty Insurance Company. He also has experience in the State of Florida's Department of Financial Services and Department of Insurance. Gowland holds a bachelor's degree in political science and a doctorate in law from Florida State University.

Carol Minter has been appointed assistant vice president, field claims human resources generalist. She is responsible for human resources generalist activities for property and casualty claims. Minter most recently worked as regional human resources manager at Atria Senior Living Center and has also held positions with Allstate and Time Warner/Comcast. She earned her bachelor's degree from Sam Houston State University in Huntsville, Texas.

Hetal Desai has been promoted to assistant vice president, IT business solutions. He will be responsible for IT support for the property and casualty claims organization in addition to his current responsibilities leading the Data Services team. Hetal joined Horace Mann in June of 2010 as a senior enterprise architect and was promoted to data services director in January 2012.

Mike Dossett has been promoted to vice president and actuary, actuarial finance and planning, ALG Division. He will be responsible for financial reporting for annuity and life products. He will also work directly with KPMG audit staff and Department of Insurance personnel. Dossett joined Horace Mann in 2003 as director and actuary, financial modeling and planning. He was promoted to assistant vice president actuarial finance and planning in May of 2005.

DeEtte Stump has been promoted to assistant vice president and actuary, group operations, ALG Division. In addition to her group financial reporting and reinsurance duties, Stump will take on the functions of group underwriting and claim processing and be responsible for all aspects of group operations. Stump worked in the Horace Mann Group division for 10 years before leaving for a time to be with her family and returned to the company in 2003.

Two Horace Mann Educators Corporation employees celebrated service anniversaries. Carla Morrison, individual risk assessor in the property & casualty division, has been with Horace Mann for 30 years while Wendy Sapp, senior IT business analyst in the information technology division, has been with the company for 25 years.

Three Horace Mann employees are celebrating their retirement. Joy Tuttle, benefits specialist in the annuity life & group division, is retiring after 12 years. Brad DeLuka, director of casualty statistics in the property & casualty division, is retiring after more than 27 years and Harry Mitchell, vice president of strategic

marketing relations in the marketing division, is retiring after 38 years.

## Looker joins Purple Wave

Purple Wave Auction announced that Jason Looker joined the company as a territory manager.

Looker's responsibilities include contacting potential sellers and customers and collecting data on items sold at auctions. He covers the central Illinois territory.

He comes to Purple Wave with 17 years of experience in the construction industry. Looker's previous positions have allowed him to gain knowledge of equipment. He used to run his own construction service company and represented several manufacturers in the storm water drainage and chemical containment industry.

## Klunick named new SHG girls basketball coach

Sacred Heart-Griffin High School announced the hiring of Steve Klunick as head girls basketball coach.

Most recently, Klunick served as the assistant boys basketball coach at Rochester High School and previously served as assistant boys basketball coach at Sacred Heart-Griffin.

He is also co-owner of The Gym of Springfield, the Illinois State Director for the American Youth Basketball Tour, Illinois State Director of the United States Sports Specialty Association and the Director of Premier Basketball.

"Steve brings 35 years of coaching experience and a great desire to take the girls to the next level," said SHG Assistant Principal Bob Brenneisen.

## Butterfield new Springfield Field Office director

Landmarks Illinois, the state's leading preservation organization, has selected Frank Butterfield to serve as director of the new Springfield Field Office. Butterfield will lead the organization's first regional office, expanding Landmarks Illinois' statewide presence and supporting local efforts to protect heritage, enhance communities, and promote economic development.

As Springfield Field Office director, he will be responsible for direct advocacy, as well as educational and technical assistance to support a broad group of stakeholders in Illinois.

Butterfield joins Landmarks Illinois after three years as director and field officer for the Wisconsin Field Office of the National Trust for Historic Preservation. His work included preservation education and advocacy assistance to the state's rural communities and regional centers in coordination with the National Trust's Chicago Field Office.

Previously, Butterfield held positions with the Roger Brown Study Collection and DePaul University in Chicago.

A native of Illinois, Butterfield has a Master of Science degree in historic preservation from the School of the Art Institute of Chicago and a Bachelor of Science degree in chemistry from Boston College. He joined the staff of Landmarks Illinois on April 22.

**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)**



Gowland



Minter



Zuraitis



Abrahamson



# OPINION

## Not for sale?

A constant challenge is to stay true to our journalistic integrity while keeping with industry trends. Founded as a news agency, we attribute our success over the years to being "old school" journalists. Yet, our industry continues to evolve.



Brant Mackey

### PUBLISHING

This month you will note a fresh front page design. Since we are reporting more local news than ever, the "ticker" down the right hand side of the page allows us to run more teasers to the local stories inside the publication. The cover stories featured on the top and bottom of the fold usually consist of one hard or breaking news story accompanied by an industry or enterprise article.

More frequent business journals in larger markets have gone to a single story featured on the front cover. While I don't like it, my assumption is that they have greater resources for market research to identify that this is the direction in which to go. If this is the future of successful business journal publishing we will be able to omit the two cover stories in lieu of one big image or feature on the cover. This would create a hybrid by keeping the index of teasers on the right hand side of the page.

Perhaps the bigger concern is whether we should be selling advertising on the front page?

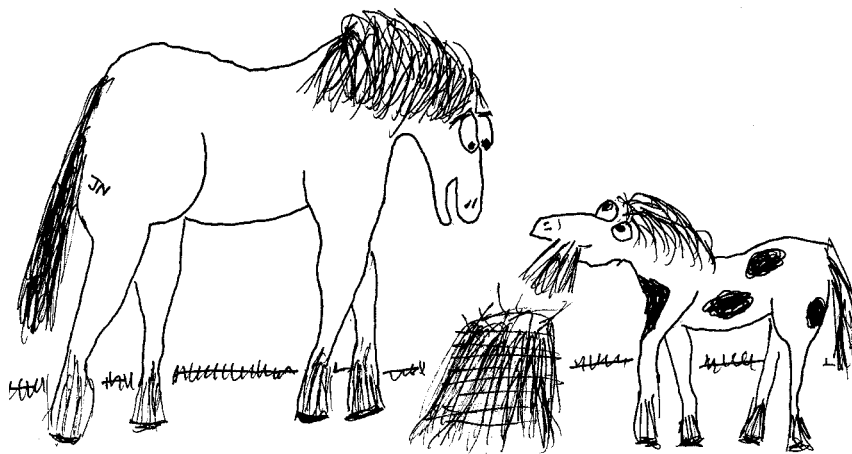
Traditional industry values say that the front page is completely sacred; reserved only for news. I agree. However, in an era where print newsholes are dwindling, publications are financially struggling and cash is king, almost every print publication, including the Wall Street Journal, is garnering serious ad revenues from front page advertising.

So why aren't we? It is a good question. Being financially stable with plenty of local news to report does not exactly provide motivation to place ads on the front page, although some people would remind me that we are leaving substantial money on the table every month.

In the evolution of the print industry where selling the front page has not only become accepted, it's the standard, Springfield Business Journal is clearly in the minority. That might be the mitigating factor when it comes time to make the decision. Not a lack of ethics or integrity but rather a desire to remain current and mainstream. In other words, so that we are not the only idiot out there that is not doing it.

All I can say for sure is that this month, and for the foreseeable future, the front page is not for sale.

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



"Son, your horsepower is fueled by a sustainable source of energy."

## EDITORIAL

### Professional courtesy

This month features our Corporate Review. More than a decade ago it began with high-profile business and community leaders in a round table discussion. Over the years it evolved, instead, to a group of small business owners.

While keeping the ideology behind this feature, this year you will note some more differences. First, we decided to narrow the members of the group. Previous panels included a greater number of people forcing to be brief and concise so that everyone had an opportunity to speak. Less people this year allowed for more thorough responses.

The second difference is that we added a theme – "Turning the Tables." We gathered a group of news media who are used to sticking microphones and tape recorders in other peoples' faces. We decided it was time to put them in the hot seat.

We have known T.C. Christian of Pure News USA and Fletcher Farrar with the Illinois Times, both community publishers like the Business Journal, for many years. They are forthright and straightforward journalists who admittedly offer their unique perspective in reporting the news. While we did not previously know Liz Foster with WICS-TV and were more than pleasantly surprised after meeting

her. She too shares a genuine interest and passion for quality and accurate news reporting.

It is evident from all of their responses that they all take the responsibility of reporting the news in our community seriously.

The result was a lively discussion covering a broad spectrum of topics from local news stories, community business, socio and economic issues and media perception. We are grateful for their time and thoughtful insight.

Conspicuously absent were members from several of the radio stations and the State Journal-Register. They indicated that they were unable to attend due to scheduling conflicts. We were looking forward to discussing the importance the daily newspaper in the community and the status of talk radio both locally and nationally.

Ironically among the topics addressed by our panelists who did attend was the effects of having fewer journalists in the community.

Regardless of who wasn't there, we are truly appreciative of Christian, Farrar and Foster for sharing their time and insights.

### Letter to the editor: Women of Influence

Thank you so much for your continued support of women through the Women of Influence program. I was humbled and honored to be one of the nominees this year. But more importantly I have left that evening year after year with renewed

dedication to our community. I believe if you could survey all of those who attend you would find you influence reaches deep within our community.

Julie Davis

## 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.

### HOW TO CONTACT THE PRESIDENT

Office of the President and Vice President: The White House, 1600 Pennsylvania Ave., Washington, D.C., 20500; main telephone number: (202) 456-1414; comment line: (202) 456-1111; e-mail: [president@whitehouse.gov](mailto:president@whitehouse.gov)

## Brat Day and beyond

"There should be a Brat Day," our 30-something year old son recently suggested.

Technically, there are Brat Days, which is an annual festival celebrating German pork sausages that are typically fried or grilled on Aug. 1-3 in Sheboygan, Wis.



Joe Natale

### WORKING BLUE

But we're talking brat, defined as a child, typically a badly behaved one. That got me thinking: Americans celebrate all kinds of commercially inspired secular observances – like Super Bowl Sunday — so how could one more hurt? Let's examine a few.

In the 1950s, the U.S. Chamber of Commerce officially sanctioned Secretaries' Day (aka Administrative Professionals' Day) and Boss' Day. The two observances (on the Wednesday during the last full week of April and Oct. 16, respectively) hit middle managers especially hard in the pocket book since they have to ante up for gifts for the boss and just about every other employee when the hat is passed.

Those office-oriented holidays are much like Mother's Day, where you have to come up with something, be it flowers, gift cards or lottery quick pick tickets.

By the way, Moms are way too smart to buy into the line: "Every day is Mother's Day." As for Dad, just lob some brats in his general direction on Father's Day. That'll hold him until his birthday or Christmas, whichever comes first.

Then there are Valentine's Day and Sweetest Day. We all have had a pretty good idea of what Valentine's Day entails since the Middle Ages, but Sweetest Day sneaked up on us. It began on June 8, 1921 in Cleveland to promote candy sales. Personally, I prefer dark chocolate.

I could probably make a fortune on greeting cards alone by trademarking Brat Day, with or without the U.S. Chamber's seal of approval. From 1979 through 2007, Hallmark increased the size of its Boss' Day Card line by 28 percent. In 2006, Hallmark marketed 151 greeting card designs for Sweetest Day, and American Greeting marketed 178 card designs.

Then there is the issue of selecting a day that captures the true essence of being a brat. Since this was our son's idea, July 24 can be Brat Day since that's his birthday; but, like I told him when he brought up the subject: "Everyday is Brat Day."

**Joe Natale is a freelance writer from Springfield.**

**He can be e-mailed at: [joe@springfieldbusinessjournal.com](mailto:joe@springfieldbusinessjournal.com) or follow Joe on Twitter at [twitter.com/workingblue](https://twitter.com/workingblue)**



**Address:**

P.O. Box 9798, Springfield, Ill. 62791  
 1118 W. Laurel, Springfield, Ill. 62704

Telephone: (217) 726-6600  
 Fax: (217) 726-8300

**Website:**

www.springfieldbusinessjournal.com

**Email:**

info@springfieldbusinessjournal.com

**Facebook:**

www.facebook.com/sbjmonthly

**Twitter:**

www.twitter.com/sbjmonthly

**Publisher and Editor**

Brant W. Mackey  
 brant@springfieldbusinessjournal.com

**Associate Editor**

Joe Natale  
 joe@springfieldbusinessjournal.com

**Copy Editor**

Courtney Westlake

**Senior Correspondents**

Betsy Butler  
 Raegan Hennemann

**Correspondents/Columnists**

Ashley Caldwell  
 Roberta Codemo  
 Tom Collins  
 Jane Driver  
 Tom Fitch  
 Gabriel House  
 Jean Jones  
 Dave Kelm  
 Sarah Delano Pavlik  
 Pete Reeves  
 Mary Beth Stephens  
 Eric Woods

**Business Manager**

John Schilsky  
 john@springfieldbusinessjournal.com

**Advertising Manager**

Jennifer Benanti  
 jennifer@springfieldbusinessjournal.com

**Circulation and Promotion Manager**

Jamie Staadt  
 jamie@springfieldbusinessjournal.com

**Office Administration**

Shawn M. Berry  
 shawn@springfieldbusinessjournal.com

**Office Staff and Support**

Mitchell Ladd  
 mitchell@springfieldbusinessjournal.com

**Springfield Publishers Inc.****Board of Directors**

Brant Mackey and John Schilsky

SPRINGFIELD BUSINESS JOURNAL is published monthly by Springfield Publishers Inc., P.O. Box 9798, Springfield IL 62791. The contents of SPRINGFIELD BUSINESS JOURNAL are copyrighted, and material contained herein may not be copied or reproduced in any manner without the permission of the publisher. Manuscripts, photographs, illustrations and letters to the editor are welcome, but SPRINGFIELD BUSINESS JOURNAL can take no responsibility for them while in transit or in the office of the publication. Letters may be edited. Information published in SPRINGFIELD BUSINESS JOURNAL is gathered from reliable sources, but the accuracy of this information cannot be guaranteed. Opinions expressed in SPRINGFIELD BUSINESS JOURNAL are those of their authors, and no information or opinions expressed in SPRINGFIELD BUSINESS JOURNAL represent an endorsement or solicitation for purchase or sale by SPRINGFIELD BUSINESS JOURNAL or its staff.

# We must approve Medicaid expansion in Illinois

As the Legislature heads into the final weeks of the spring session, the business community is acutely aware of the serious policy and budget decisions lawmakers must make in order to restore security to the state's economic future. While it may seem counterintuitive to argue in favor of expanding the state's Medicaid program to serve single, childless adults at or below 138 percent of the federal poverty level (FPL) (\$15,826 for a one member family), we believe Medicaid expansion is an important part of a very complex equation in alleviating overall costs on employers in the short- and long-term. That's why we urge the General Assembly to approve Senate Bill 26.

The Illinois Chamber fully recognizes the fiduciary weight of this decision; the state stands to gain over \$12 billion in federal funding under the expansion over the course of the next seven years, but not without the state incurring some additional costs over that same period of time – albeit a fraction of the federal funding gained.

Beginning in 2014, all employers with 50 or more employees must offer all full-time employees and their dependents coverage that meets minimum criteria outlined under the federal health reform law. Failure to do so will result in a penalty if an employee obtains subsidized coverage on the insurance marketplace/exchange, but no penalty is assessed if the employee enrolls in Medicaid. According to a recent Jackson Hewitt study, without Medicaid expansion, Illinois employers would face up to \$106 million in penalties assessed annually.

While all of this officially takes effect on Jan. 1, 2014, employers are being forced to address all of the financial implications of their health benefit decisions right now. Employers have already spent countless resources attempting to get a handle on the complexities of the health reform law and are doing so amid uncertainty about what Illinois will do on Medicaid expansion. For those employers in the not-for-profit sector – many of which serve the Medicaid population and

support low-wage staff – the added financial penalties could mean drastic cuts in services or even shuttered doors.

The Illinois Chamber of Commerce supports access to high quality, affordable healthcare for all employers and consumers. The Illinois Chamber also supports retaining as much federal tax paid by Illinois' employers and employees. Illinois employers and consumers have already invested enormous amounts of resources on the implementation of and compliance with the Affordable Care Act (ACA); a law that does little to address escalating healthcare costs, but does promise to create new avenues to insurance thereby reducing the uninsured population in 2014 and beyond.

The Illinois Chamber remains committed to addressing the challenges of this law at both the state and federal levels, but it believes the expansion of Medicaid, as was originally envisioned by the ACA, is the best way to mitigate additional cost pressures on employers and consumers in the near term.

Our support for expansion is derived from several key considerations:

Illinois will receive approximately \$12 billion in federal funds to support the expansion of its Medicaid program between 2014 and 2020.

The Medicaid program will incur additional costs through 2020 regardless of expansion as individuals who currently qualify for Medicaid enroll to avoid the individual mandate penalty.

A recent study performed by the University of Missouri on the impact of Medicaid expansion in Missouri cited expansion's multiplier effect on the economy, generating an estimated 24,000 new and sustainable jobs through 2020; a positive economic impact that is likely to be felt in other states, including Illinois.

A recent Kaiser Family Foundation state-by-state analysis of the impact of Medicaid expansion projected a 49 percent reduction in the uninsured population under expansion and only a 26 percent reduction in the 1.8 million uninsured Illinoisans if the state forgoes ex-

pansion, which means the cost shift back to the private-payers will be more acute without expansion.

Under the ACA, employers with 50 or more employees are responsible for providing affordable coverage to all of their full-time equivalent employees. If the employer fails to provide this affordable coverage and the employee qualifies for

and accepts a premium tax credit to purchase coverage on the exchange, the employer could face a penalty of up to \$3,000 per employee. While the ACA authorizes expansion of the Medicaid program to all

childless adults at or below 133 percent FPL, the ACA also authorizes the application of the premium tax credit to individuals whose income is between 100 percent FPL to 400 percent FPL. If the state were to forgo expansion, employers could face greater penalty exposure.

There is much that can be said about Illinois' track record when it comes to Medicaid. The employer community at large has long proposed needed reforms to improve the fiscal integrity of the program. The history of the program, however, should serve as a lesson to the path forward and not a resignation that we cannot move beyond the past. The state took an important step forward last year with new Medicaid payment and delivery reforms – a process that has been imperfect but has shown considerable improvement and progress.

The Illinois Chamber asks our lawmakers to support SB 26 to expand Medicaid in Illinois in order to protect our state's employers from even higher short-term costs and their employees from missed coverage opportunities, and provide some additional certainty in the planning and preparation for 2014.

“While all of this officially takes effect on Jan. 1, 2014, employers are being forced to address all of the financial implications of their health benefit decisions right now.”

**Douglas L. Whitley is president and CEO of the Illinois Chamber of Commerce**

## ROSES and THORNS

A Rose – To the City of Springfield for converting vehicles to propane system for cost savings and enhanced energy efficiency and conservation.

A Rose – To lawn care companies who have been keeping up with the grass that has to be mowed this spring.

A Thorn – To continued regulations increasing costs to an already struggling homebuilding industry in Illinois.

A Rose – To organizations hosting golf outings and golfers who play to show their support.

A Rose – To locally owned and operated Italian restaurants and grocers.

## LOOKING BACK

5 years ago in the Business Journal (June 2008) ...

- Humphrey's announced the opening of their bakery at 2028 S. 15th St.

- Coldwell Banker Devonshire acquired Illinois First Realty.

- DICKEY-john discussed the booming agriculture market and the positive effects on their company.

- New businesses in downtown Springfield included Dulce Vida Bakery & Cafe and Flooring of Springfield.

- The Springfield Sliders were gearing up for their inaugural season.

## 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.



## business card resource directory •

**The Barkmeier Group, Inc.**

**Jerald T. Barkmeier, J.D., CFP®**  
Certified Financial Planner™ Professional

Two Lawrence Square  
Suite 2B  
Springfield, IL 62704

Phone: (217) 492-1040  
Fax: (217) 522-6806  
Email: [jbarkmeier@barkmeiergroup.com](mailto:jbarkmeier@barkmeiergroup.com)

 **BENJAMIN F. EDWARDS & CO.**  
INVESTMENTS for GENERATIONS

**David L. Brumme**  
Financial Consultant  
Vice President - Investments

3400 Hedley Road  
Springfield, IL 62711  
Telephone 217-726-5862  
Toll Free 877-303-9981


Member SIPC [david.brumme@benjaminfedwards.com](http://david.brumme@benjaminfedwards.com)

 **Daphne L. Carter**  
Financial Advisor

2629 Chatham Road  
Montvale Junction  
Springfield, IL 62704  
217-698-9693

**Edward Jones®**  
MAKING SENSE OF INVESTING

[www.edwardjones.com](http://www.edwardjones.com)

 **Leslie J. Fyans Jr., M.A., Ph.D.**  
Clinical Psychologist

3001 Spring Mill Drive  
Springfield, IL 62704  
793-8900

 **Mike Custer**  
Sales Associate


229 East Jefferson  
Springfield, IL 62701  
P: 217 744 8587 | 800 332 6142  
M: 217 836 0900 | F: 217 528 0464  
[mcuster@isringhausen.com](mailto:mcuster@isringhausen.com)  
[www.isringhausen.com](http://www.isringhausen.com)

**ISRINGHAUSEN**  
Our priority is you.

**Maria A. Leka**  
d/b/a MAX KARDMAN FURS & FASHIONS  
The Gables

2914 Plaza Drive  
Springfield, IL 62704  
Phone: 217/546-4225 • Fax: 217/546-4213  
[MKFMink@sbglobal.net](mailto:MKFMink@sbglobal.net)  
[www.mkfurs.com](http://www.mkfurs.com)

Tue-Fri: 10am - 5:30pm. Sat: 10am - 4pm.

 **JOHN W. MYERS, JR., CPA**

900 East 15th Street  
Beardstown, IL 62618  
P 217.323.5166  
F 217.323.5505

2908 Greenbriar Drive, Suite B  
Springfield, IL 62704  
P 217.726.7091  
F 217.726.7944  
[jmyers@myersandmyerscpa.com](mailto:jmyers@myersandmyerscpa.com)

**Connie M. Matrisch**  
President and CEO

 **PRO COM SERVICES**  
OF ILLINOIS INC.

3301 Constitution Drive  
P.O. Box 202  
Springfield, IL 62705-0202  
(217) 744-4006  
Fax (217) 544-1005  
[matrisch.connie@pro-comservices.com](mailto:matrisch.connie@pro-comservices.com)  
[www.pro-comservices.com](http://www.pro-comservices.com)

 **Kathy Garst**

"Helping you find your way HOME."

**217-306-6063**

 **Kathy Garst**  
Sales Associate  
Broker/Realtor

3701 W. Wabash Ave. • Springfield, IL 62711  
217-787-7000, Ext. 206

"You'll like us... if you can find us"

**RECYCLED INC. RECORDS**

625 East Adams  
Springfield, IL 62701  
(217) 522-5122  
Fax 525-2917  
[www.recycledrecords.com](http://www.recycledrecords.com) • e-mail [usedcdlp@recycledrecords.com](mailto:usedcdlp@recycledrecords.com)

**WANTED TO BUY**  
ANTIQUES • JEWELRY • FURNITURE • TOYS • RECORDS • TAPES • CD's  
POTTERY • COLLECTABLES • ONE PIECE OR ENTIRE ESTATE

Gary Kessler  
Mark Kessler

 **R. W. TROXELL & COMPANY**  
INSURANCE

214 South Grand Avenue West • Springfield, IL 62704  
217-321-3157 • Cell: 217-414-5574  
E-mail: [mreisinger@rwtroxell.com](mailto:mreisinger@rwtroxell.com)

 **MICHAEL J. REISINGER**  
COMMERCIAL & RESIDENTIAL AGENT

**BRAD SCHROEDER** 217-546-7408  
217-836-2723

 **SCHROEDER'S DJ SERVICE**

- Your Entertainment Solution Since 1985
- Music from the 40's to Today's Top Hits
- Weddings, Banquets, Parties

**VOTED BEST DJ BY SJR**  
[www.schroedersdjservice.com](http://www.schroedersdjservice.com)

HEATING & AIR COND. THOMAS E. STREDER, JR.  
PLUMBING, ELECTRICAL PL. LIC. #058119116  
& HOME IMPROVEMENTS CCCDI # XC 1955  
APPLIANCE SERVICE  
BACK FLOW PREVENTION TEST & SERVICE

**Streder Plumbing & Heating**

P.O. Box 2913  
SPRINGFIELD, IL 62708 217-525-0924

 **TREMCO**  
ROOFING & BUILDING MAINTENANCE

Commercial Low Slope  
Roofing Products and Services

217-306-5610 • [djanssen@tremcoinc.com](mailto:djanssen@tremcoinc.com)  
[www.tremcoroofing.com](http://www.tremcoroofing.com)  
Part of the RPM Building Solutions Group

**Wykoff Law Office, LLC**

**Mark Kevin Wykoff, Sr.**  
Attorney at Law

Criminal, DUI & Traffic Defense

616 South Grand Avenue West  
Springfield, IL 62704-3637  
Telephone 217-522-3319 [www.WykoffLaw.com](http://www.WykoffLaw.com)

YOUR BUSINESS CARD HERE

**\$59.<sup>95</sup> / Month**

Call Jennifer Benanti at 217-726-6600 for details.  
(12 Mo. Commitment required for listed rate)

**Springfield business journal**  
BUSINESS. NEWS. PAPER.

P.O. Box 9798 • Springfield, IL 62791 | 1118 W. Laurel • Springfield, IL 62704  
Telephone - (217) 726-6600 • Fax - (217) 726-8300 • Email - [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)



# ***BUSINESS*** **CAN'T WAIT**

## ***TO REACH THE CLOUD FASTER.***

Access the Cloud up to 66 times faster than DSL and T1 with Comcast Business Internet. With our flexible Ethernet solutions, businesses can quickly scale bandwidth from 1Mbps to 10Gbps. It's cost-effective, too. Don't wait. See how much you could save over the phone company when you switch to Comcast Business.

***Go to [business.comcast.com](http://business.comcast.com) or Call 800.501.6000***

**COMCAST  
BUSINESS**

Restrictions apply. Not available in all areas. Speed comparison between Comcast 100Mbps service and standard 1.5 DSL or T1 (downloads only). Actual speeds vary and are not guaranteed. Savings may vary depending on your level of service. Call for details. Comcast © 2013. All rights reserved.



ucb  
bc  
tisha to send to P&P