

JUNE 2016

Springfield business journal

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THE CORPORATE REVIEW 2016

Catching up with downtown Springfield



Graham Prellwitz



John B. Clark



Melissa Hamilton



Brent Boesdorfer



Lisa Clemmons Stott



PHOTO BY DAVID HINE

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Meet Nathan Bishop

Project director, Downtown Springfield, Inc.

By Shannon O’Brien

Imagine, if you will, a Friday night in downtown Springfield. You find parking with no trouble and enjoy dinner at one of the neighborhood’s excellent restaurants. Afterward, while walking through the Old State Capitol plaza, you come across an outdoor ping-pong table. Who could resist stopping for a game or two?

Nathan Bishop has this vision for downtown. He sees it as a destination for residents looking for good food, interesting shops and playful, interactive opportunities in select public spaces. As the new project director for Downtown Springfield, Inc., he is working toward realizing this vision.

When Bishop looks at downtown he sees areas that could be made more

interactive in order to draw families and kids. He sees ways to deal with the problem of parking, a topic he and his colleagues hear about frequently at DSI.

“We don’t want parking or parking knowledge to be a barrier to our downtown businesses,” he says. “Our downtown is unique. We want people to have no problem getting downtown.”

Bishop earned a master’s degree in urban and regional planning from the University of Colorado. He says urban planners help communities make decisions about changes to their environments. “Planners are trained to look holistically at how everything works together,” he explains, “thinking about economic development, public health, transportation – not making

decisions in a silo.”

He provides an example from his time in St. Louis. When a large university wanted to stabilize the neighborhoods surrounding it, his role was to investigate beautification, safety and security. He and his colleagues had to ask themselves how to break down some of the red tape and kick-start revitalization.

These are some of the questions he is now addressing about downtown Springfield, beginning with some unique events DSI has planned.

He and his colleagues have started preparations for Blocktoberfest, an event geared toward getting people into establishments downtown. Festival-goers will stop by different businesses to see

firsthand how they operate while sampling various beverages such as craft beers. Details are still being worked out. “If we give them a good enough reason, people will come downtown,” he says.

Bishop also finds great value in the history of Springfield. “The city of Springfield has a very rich urban history. Once you look at these historic photos and see what it was...if it happened before, it can happen again,” he says. “The great cities, I think, are the kind that meld the historic and modern. I think that direction is a great path forward for downtown.” □

Shannon O’Brien is a writer and photographer at the University of Illinois Springfield.

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Private equity in the capital city

By David A. Kelm

From the venerable Investopedia.com: “Private equity is a source of investment capital from high net worth individuals and institutions for the purpose of investing and acquiring equity ownership in companies. Partners at private-equity firms raise funds and manage these monies to yield favorable returns for their shareholder clients.”

In the last year, Springfield has become home (or at least “co-home” with Houston, Texas) to a private equity investment firm that brings a new corporate philosophy to its international investment strategy. Henrik Rasmussen, one of two managing directors for the new firm, hails from Denmark but purposefully calls Springfield home. The new firm, Cimbria Capital, draws on the strengths of its founders but also finds direction from the fields of the Midwest to the steppes of northern Europe.

Rasmussen’s career began in Washington, D.C., consulting with sizable international corporations. “I largely worked in business development, regulation and branding,” Rasmussen explained. In his consulting capacity, Rasmussen assisted companies in building solid cross-Atlantic relationships between the United States and the European Union. As often happens, Rasmussen’s family expanded and he and his wife, Kristina, decided to seek out a better location to raise their children. An opportunity opened for Kristina in Springfield (she is now executive vice president of the Illinois Policy Institute) and the Rasmussen family set down roots.

Rasmussen continued to advise clients on international matters and found that Springfield provided a great location to continue building his public relations business. “Springfield has a lot going for it because of its location between Chicago and St. Louis,” Rasmussen said. “The airport is very convenient – it is easy to get to the east coast and Europe without much difficulty.” Additionally, Springfield provided Rasmussen with a lifestyle that supports family and business success. The Midwest also played a major part in the development and focus of Cimbria Capital.

The company is the brainchild of Rasmussen and Brian Iversen, managing director at Cimbria’s Houston office. “The odd thing is that Brian is also Danish, was an officer in the Danish military like me and married an American woman,” Rasmussen noted. “But we didn’t meet or work together until we were both in the United States.” Iversen – who has worked in private equity focused on the energy sector – and Rasmussen decided to stretch their entrepreneurial wings with the formation of a new type of investment firm.

Rasmussen and Iversen built the foundation of Cimbria Capital upon four pillars: value-added private equity, limited focus on specific sectors, an international scope and commitment to corporate statesmanship. “Cimbria is not just about plunking down capital and walking away,” Rasmussen noted. “We believe we bring a talented group of professionals who work directly with our companies to support their efforts to scale.” Cimbria is an active investor that takes on substantive functions within a company such as branding, logistics, market development or public relations. “We look to invest in companies that already have a product and sales but with our assistance can move to the next level,” said Rasmussen.

The firm’s focus is limited to two sectors, agriculture and water. This narrow scope allows the company to become expert in the area and build deeper, beneficial relationships with the players in the U.S.



Henrik Rasmussen

and the E.U. Cimbria invests in companies merging technology with agricultural processes and water resources. “These are two of the oldest necessities – food and water,” explained Rasmussen. “The world is running out of water and farming must adapt to produce more efficiently.” Agriculture and water investing also tend to be overlooked by private equity firms, thereby giving Cimbria

limited competition. Cimbria provides its investors with opportunities in products and innovative technology that may save water, energy or both. The firm’s investment focus includes companies that improve water quality with smart technology that drives value and returns for clients.

The firm also seeks out agricultural concerns that are supporting crop and livestock with new biotechnology advancements. “We are not looking at companies that grow soybeans or raise cattle, but we are interested in companies developing advanced feed and fertilizer that positively impacts agriculture,” said Rasmussen.

Cimbria’s Springfield offices provide the firm with a base of operations in the midst of agricultural innovation. Aside from the acres of corn and the barns of hogs, Illinois is home to some of the largest agriculture players like ADM, Staley, Caterpillar and John Deere as well as academic research institutions such as the University of Illinois. “One of our four pillars is to provide a true international

investment opportunity for our clients,” Rasmussen continued. “The Midwest and northern Europe are well suited for growth and diversity in our core areas.”

Providing clients with an international scope is typically the purview of large, global banks and firms that do not focus on smaller investment deals. Similarly, smaller private equity firms tend to provide investors with a parochial strategy that identifies only local and regional prospects. Cimbria was started to provide the nimbleness of a small firm with relationships across the E.U. and the U.S. that results in investments with greater impact for clients and companies.

Finally, Rasmussen and Iversen strongly believe that corporate statesmanship can bring about industry change and change for society. “Cimbria is an evangelist for how we do business predicated on the other three pillars,” Rasmussen said. “We are active in speaking out on issues such as working internationally, that technology can drive results in agriculture and water quality, and investors can play an active role in bettering companies.” By leading the charge to transform how private equity can drive change, Cimbria contends that society will benefit and investors will see profitable rewards.

An international private equity firm operating in Europe and across the U.S. would lead some to believe that New York or D.C. would be a better location for Cimbria. Rasmussen, however, argues that technology allows him and his colleagues (like Springfield native Noah Sabich) to work where they want to live, be that Springfield or Houston or wherever. Rasmussen also sees hope for Springfield’s business climate. With the Sangamon CEO program and the Innovate Springfield incubator, Rasmussen sees positive developments for Springfield. “People with talent move where other people with talent are,” Rasmussen said. Cimbria is poised to play just such a role in attracting talented people to Springfield. □

David A. Kelm is a Springfield-area attorney. He can be reached at DavidAKelm@gmail.com.

“We look to invest in companies that already have a product and sales but with our assistance can move to the next level.”

– Rasmussen

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PHOTO BY DIANE LYDDON

Educating the educators

Perceptions of District 186 examined in new study

By Catherine O’Connor

In April 2016, *Springfield Business Journal* previewed a year-long study of perceptions about District 186 which was launched at the request of district superintendent Jennifer Gill, working with the Greater Springfield Chamber of Commerce’s Q5 Strategic Leadership Council. (See “186: Understanding the Connection.”) Recently, a chamber task force reexamined the study’s results, along with real data.

“The perceptions were only the tip of the iceberg,” said chamber CEO Chris Hembrough. “We weren’t interested in just making generalizations about how people felt. We wanted the results to be a catalyst for a discovery process and meaningful discussion about the true state of Springfield public schools and give the district useful information through the lens of the business community.”

The Chamber dove into this process, forming a 17-member task force of business leaders which turned its attention to four key areas of significant interest to the business community: teacher and administrator evaluations, student achievement, facilities and finances.

Evaluating staff

While survey respondents had positive opinions about teachers, there were concerns about the ability of District 186 to resolve employee performance issues. The task force set out to understand how the district formally evaluates its teachers and administrators. What they found was reassuring, as the district follows an evaluation process based on the Performance Evaluation Reform Act (PERA) passed in 2010, which overhauled the way Illinois educators are assessed.

“Not only have we adopted a more rigorous process under PERA, but our district was on the forefront in the implementation of this more in-depth model, which is supported by the Illinois Education Association (IEA). Districts across the state are now using similar models,” said Gill.

Teachers are evaluated periodically on planning/preparation, classroom environment, instruction and professional responsibility, which educators recognize as the four domains in Charlotte Danielson’s

Framework for Teaching. There are precise steps to remediate behavior that falls below expectations, including the removal of teachers who fail to improve.

Task force members concluded that the evaluation system rivals what many private businesses have in place. They were also pleased to learn that resources allocated toward professional development went above and beyond that of comparable districts. No less than \$850,000 was spent in 2014-15 through a variety of federal and local funds, helping the district to attract, develop and retain top talent.

“A strong school system helps build a strong community,” said Gill. “We play a large role in attracting families and businesses to Springfield, and our teachers are educating the future workforce. We feel strongly about investing in their success.”

Student achievement

Respondents felt that the district had adequate core course offerings, but had concerns about elective opportunities and overall college and career readiness, particularly as demonstrated by standardized test scores such as the ACT.

The task force learned that the district offers 16 different advanced placement (AP) courses across all three high schools, with at least 10 offered at each school. AP courses include ones in core subjects that may readily come to mind like history, biology, literature and calculus, but also include courses such as computer science, psychology, music and art. In addition, there are eight dual credit courses offered, giving students entering college a leg up. They also learned about robust offerings in career and technical education including business, health sciences and family and consumer science courses.

“We want everyone to know the immense opportunities available locally, and that we give everyone a chance to succeed,” said Gill. “We also want to work hand-in-hand with the Chamber to learn how we can better prepare our students for the workforce.”

Even as district graduation requirements have become more rigorous, with 26 credits now required to graduate, graduation rates have increased, including

a nine-point jump from 2014 to 2015, putting the rate at 79 percent.

The task force also explored ACT scores, discovering that the district’s composite ACT score is 19, comparable to similar urban districts in central Illinois, but below the state average of 21. However, top performers on the ACT compared favorably to surrounding Sangamon County suburban and private schools. Composite ACT scores for the top 25 percent are 28 for Springfield High and 24 for both Lanphier and Southeast. The task force concluded that the high-quality class work provides the opportunities and rigor that help prepare students for college and develop important business skills.

Facilities

When asked for opinions on the physical condition of school buildings in District 186, respondents had concerns, but the majority felt that conditions neither helped nor hurt student learning. At least one respondent felt that older buildings may lead to false perceptions about the quality of education provided and prevent attracting the best new teachers, while others felt that technology, resources and quality of staff trumped physical space.

“We know that when the majority of the district’s buildings were constructed, no one could conceive how the economy would evolve from a labor-driven to a service and information-based model. We’re encouraged by the modifications currently underway within District 186 facilities,” said Hembrough, referencing the new technology plan that includes updating wiring systems to allow for Wi-Fi access points in every learning space.

Members also learned that all 33 school facilities have received updates within the last five to 10 years including HVAC, energy, alarms and other maintenance, while Enos and Matheny-Withrow elementary schools were newly constructed in 2013. Additionally, all middle and high school security camera systems were updated in 2015.

The task force has encouraged District 186 to consider a comprehensive facilities study and long-range facilities plan in order to best serve the community and keep up with the ever-changing economic landscape.

Finances

Reflecting what many in Springfield know to be a hotly debated issue in the Illinois legislature, survey respondents expressed concerns that District 186 is not adequately funded. Like other urban central Illinois districts, Springfield public schools do not receive the level of general state aid recommended by the Illinois State Board of Education. Respondents were split on whether or not the district is spending the dollars they do receive wisely.

Financial data provided by District 186 revealed that fiscal responsibility has been a priority under Gill’s leadership. Prior to the 2013-14 school year, the district was in deficit spending and dipping into its fund balances. However, during the 2013-14 and 2014-15 schools years, the fund balance increased and spending was curtailed to keep within the district’s limited means. At the conclusion of 2015-16, the fund balance is projected to increase once again.

A common criticism of public schools generally is that they spend an inordinate amount on administrator salaries. However, the task force determined District 186 is not administratively heavy from a cost standpoint, with adjusted expenses per student more than five percent lower than comparable urban districts (see full report, pages 21-22).

Both Gill and Hembrough agree that their work together is just beginning. They intend to continue to enlighten the business community on the assets of District 186, and find new ways to work together to drive economic growth in Springfield.

“They asked some important questions of us,” said Gill. “In many instances, I was able to provide data that showed we are either ahead of the curve or making significant gains in areas that need improvement. This has been a highly rigorous process, but I value their expertise and hope to put solutions in place that shape the future workforce of our city.” □

Catherine O’Connor can be reached at catherineoconnor@gmail.com.
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WOMEN OF INFLUENCE AWARDS EVENT



On May 10, this year's Women of Influence were recognized at a reception and awards ceremony held at the Inn at 835. Elly Mackus, president and CEO of Security Bank, described how these women from diverse backgrounds have each played an influential role in shaping our community. The recipients each spoke briefly, acknowledging those who have influenced and mentored them along the way and offering lessons learned from their experiences.

To learn more about this program or make a nomination for next year, visit www.springfieldbusinessjournal.com.

The 2016 Women of Influence from left to right: Jennifer Gill, Kathy Germeraad, Maryam Mostoufi, Georgia Winson, Emily Becker and Sister Catherine O'Connor and also pictured, Eloise Mackus, president and CEO of Security Bank.



PHOTOS BY GINNY LEE




Jennifer Gill, right, with her parents, Larry and Judy Stack



Kathryn Harris, Becky Bertram and Katie Spindell



Nalo Mitchell and Adam Lopez



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Professional Women's Calendar of Events

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Association for Women in Communications (AWC)

AWC will hold a summer social on Wednesday, June 8 at 5:30 p.m. at Boone's Saloon. There is no admission fee, so bring a friend and get to know other professional communicators in the area. Visit www.awcspringfield.org for more information.

Women Entrepreneurs of Central Illinois (WE-CI)

WE-CI will hold a summer social on Wednesday, June 8 from 5:30-7 p.m. at Island Bay Yacht Club. We invite all current and prospective members to join us for this fun evening of networking. The cost for the meeting is \$20 for members, \$10 for guests, and \$25 for walk-ins, which includes a buffet dinner. Make reservations at www.we-ci.org.

Illinois Women in Leadership (IWIL)

IWIL will hold its annual meeting on Thursday, June 30 at Island Bay Yacht Club. There will be refreshments served at 5:15 p.m., followed by dinner at 6:15 p.m. The cost is \$30 per person, which includes a buffet dinner and two drink tickets. Reservations are available at www.iwil.biz.



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John B. Clark, Michelle Higginbotham, Fletcher Farrar, Lisa Clemmons Stott, Scott Faingold, Melissa Hamilton, Brent Boesdorfer and Graham Prellwitz.

PHOTOS BY PATRICK YEAGLE

Editor's note: On Tuesday, May 10, the *Springfield Business Journal* invited a small group to a business luncheon for the purpose of discussing the present and future of Springfield's downtown area. It was held at the Inn at 835 from noon until 2 p.m.

The panelists consisted of Brent Boesdorfer, owner and operator of Custom Cup Coffee; John B. Clark, Realtor with the Real Estate Group and downtown resident; Melissa Hamilton, owner of Your Corner Office; Graham Prellwitz, manager of patient experience for Memorial Medical Center and downtown resident; and Lisa Clemmons Stott, executive director of Downtown Springfield Inc.

The *Springfield Business Journal's* editor and publisher, Fletcher Farrar, associate editor, Scott Faingold and associate publisher, Michelle Higginbotham, moderated the discussion.

Catching up with downtown Springfield



Graham Prellwitz

Working downtown

Lisa Clemmons Stott (Downtown Springfield, Inc.): I think one of the benefits of downtown for entrepreneurs – of any age, but young entrepreneurs especially – is that it is a true community. There is a lot of crossover between businesses here and a lot of caring. It truly is a neighborhood with walkable boundaries, and people care about how everyone else is doing because it only helps their own business.

Brent Boesdorfer (Custom Cup Coffee): I used to always eat lunch at home

to save money, but now I know if I eat at another downtown place that will end up being reciprocal – they'll send somebody to get coffee from me – so I don't see it as an additional expense.

Stott: I think the bad rap that downtown gets for being tough to do business in applies mostly to the larger development projects. If you are an entrepreneur downtown, you can move things along pretty quickly.

Boesdorfer: As we developed our space, everyone said working with the city was going to take forever but from our permits to getting a bike

rack out front, that part went faster than anything else. It was one call. "Can we get a bike rack?" "Sure." It was there two days later. They've been phenomenal to work with and Mark [Mahoney, director of public works] has been a great leader of that. We had wanted to put a sign out front with our name on it but there was a zoning thing. "You can't do that, but here's what you need to do." There's been no pushback on anything we've tried to do yet.

Melissa Hamilton (Your Corner Office): We opened in February 2016 as a

community co-working space. We provide private offices, shared working space with amenities and meeting space for those who would like to host events. The real advantage is that my clients don't have that large commitment of a three-year lease with a facility, but they'll have everything they need. I'll help build them and market them, and at some point hopefully they will grow out of my space and end up getting their own facility, maybe downtown. There's something about networking and working with others within a community that really makes a difference. In the meantime, I'm hoping that just by being there it's also supporting the other downtown businesses, that Custom Cup can bring in coffee or Inn at 835 can cater a luncheon.

Stott: On any given day, Your Corner Office has people renting out the event space. Last week, the American Heart Association had a meeting of about 45 individuals there, DSI has had some events there, a few aldermen have had meetings, and there was a Women Entrepreneur event.

Hamilton: We are looking to do a lot of workshops and training out of the location. A space and a table to work is great, but what I'd like most would be building connections between the individuals who lease space from us.

Boesdorfer: [Your Corner Office] seems like a great way to give someone a very affordable experience of what it's like to work downtown. Rather than going out west and making a big investment they can

try out working downtown and find out how awesome it is.

Henderson: Right, we offer options of three months, six months or 12 months – a business can pick an option, hang out for a bit, and if they decide it doesn't work, they're not committed long term. It gives them a sample of downtown.

Boesdorfer: Downtown's been great to us. Our next door neighbor closed up this past Christmas and we're expanding now – removing some sections of the wall to combine the two properties and basically gaining four times the space. We'll also be expanding our product line to include bottled and kegged cold brew and are going to start doing some small food offerings. There's still so much potential – in our building alone, the top two floors are wide open from one end to the other. It's this massive space that's just been sitting there for four years.

Living downtown

Graham Prellwitz (downtown resident, manager of patient experience at Memorial Medical Center): When I first came to town I ended up living on the west side for a year and then had the great opportunity to move downtown into the new apartments Chris Nickell had just renovated. We are very pleased – it's nice having a 90-second drive to work, and the farmers market is literally on our front doorstep. It's a fantastic experience for someone in their mid- to late-20s, but it's not just single people living there – some of



John B. Clark and Lisa Clemmons Stott

study says downtown can support up to 400 units immediately but there's still this perception that, even though we have these little isolated pockets of a few people living here and there downtown, that people don't want to live downtown or wouldn't be willing to make the move downtown. It boggles people's minds to think that we could fill 400 apartments.

Prellwitz: Looking at the [SIU] School of Medicine alone, there has to be a decent-sized market of students who are maybe not going to be here long-term but for those two to three years they would need living space.

Higginbotham: There is something like 500 people coming through SIU who need housing every year.

Stott: UIS isn't putting any money into the Bluffstone project (student housing at 300 E. Madison St., slated to open Aug. 12) but they've said that they will market it to their graduate students, so it's the first time that they're partnering. The units will be marketed to the 250 graduate students through UIS and 250 graduate students at SIU. There are 72 units, 92 potential residents.

Higginbotham: UIS has a lot of interns

who work downtown for their internships so they liked the idea of having housing downtown.

John B. Clark (Realtor, resident of Town House condominiums, 717 S. Seventh St.): We have all ages of people at the Town House, there's young folks in there all the way up to people who've been retired up to 20 years. People are moving here from subdivisions around Lake Springfield, Panther Creek or out around Illini Country Club, they come out of that area into the Town House. We have senators living here. It's easy to walk downtown to the restaurants for lunch or whatever you want to do. For me, at my age, I love it. I wouldn't go back to living in a house, I just wouldn't do it. We've got a little garden outside, the patio area, we put new picnic tables out there with chairs. On an evening there's a couple tables of people out there having cocktails and visiting, camaraderie is good. Once you live like that, you don't want to go back to a house because you'll be lonesome.

Higginbotham: Affordable rent is both a blessing and a curse for Springfield. On the property owner's side it's a tremendous challenge because a lot of these buildings have deferred maintenance or they may be functionally obsolescent. Most of them



Melissa Hamilton

are not move-in ready where you toss somebody a key and they walk in the door. You're talking tens of thousands of dollars, sometimes hundreds of thousands of dollars, of build-out necessary to modify that space and make it work for a tenant and then you might get \$10, \$12 a square foot in rent.

Clark: But values go up on that piece of real estate too, just like what happened with the Town House. You can't believe what you can get over there for \$50,000 or \$35,000. Now some of those \$35,000s, you'll be able to sell them for \$61,000 in a couple years time. That's big money, that's a big change, percentage-wise.

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Lisa Clemmons Stott

Parking downtown

Boesdoerfer: Custom Cup is halfway between the Capitol and downtown, on a heavily traveled street, so we have a very good advantage as far as foot traffic and ease of parking – there are parking spots at our front door every day.

Faingold: In bigger cities, people are used to walking a fair bit – here, people expect to park right at the entrance.

Stott: DSI is going to try to turn some of that stuff on its head by doing some funny videos and things like that, just to try to dig into some of those perceptions and make light of them.

Boesdoerfer: We have people come in

visiting from Chicago and they laugh that our parking meters are just a quarter.

Hamilton: They're like: How much is a ticket? I'll just stay here all day.

Stott: Should there really be half-hour parking meters in front of any restaurant these days? No. You should be able to use an app to add money to your meter and stay in the restaurant an extra hour and have a great conversation, drink another glass of wine. You shouldn't have to get out of your chair.

Hamilton: We do have to realize that when those changes come, so does the cost. You're not going to have a meter that costs a quarter for half an hour anymore, you're probably going to be paying a little bit more to justify all those meters being changed. I don't know – do we change the meters now and bring the price up or do we get the people already coming down now who are used to paying a quarter and then say, OK, great, now that you're coming down here prices are going up? Because I think the reaction will be something like, "Oh, now that we're down here they've raised the prices." A lot of people don't associate the costs of creating something, they just think, "They're trying to take my money now." If you swipe your debit card, there are costs behind that. I think we definitely need longer meters, 30

minutes is absolutely not enough.

Stott: One great entrepreneurial idea I would pursue if I had the time – someone should run a valet company in downtown Springfield. There'd be four different stations on the outskirts of downtown and shuttle service to specific destinations.

DSI's role

Stott: DSI is a very good festival thrower but we also need to focus on some other issues. I have business owners telling me they've seen a marked increase in foot traffic lately but meanwhile, we have had owners sitting on vacant buildings, waiting for the state to come back. Maybe those owners should divest themselves of the property and let someone else buy it who's interested in this new reality. I think there's going to be a new generation of property owners who see the market for what it is and actually want to do something now to invest in it and to get people downtown. When a tourist comes to town, that's great – but if they're walking around after they leave the presidential museum and it feels dead downtown, is that really a win? What does it mean if we're attracting new retail or new residential, but at the same time people are walking around downtown and have to drive somewhere else to get something they need? These vacancies are definitely the biggest barrier to fostering that sense of community we're talking about. I think that DSI is positioned to do the economic development attraction downtown because we're on the ground, we know what's going on, we know the connections. We can take the data we have that shows where the gaps are in our retail community and we can go

out and look for that, along with the city and the chamber and everyone else. I'm sure the property owners would love to have a state office plop back into their laps, but there's definitely some work that needs to be done on some of these buildings to get them ready for that.

Farrar: I know you're trying to discourage waiting around for the state to come back downtown but it sure would give us a lot of help if the state would get on board.

Stott: It's not like we're not asking. I think that downtown and the real estate community are going to need to work together in the next couple of months to come up with a good proposal for that – I just don't want to put all our eggs in that basket. We need to keep looking for other entrepreneurs, we need to have local businesses with offices downtown. We need to take a multifaceted approach to it. It's good to see the Realtors making more of an investment themselves and thinking it's the next hot place to sell. The business community has been slow to adjust to the state workers not being our primary market. We're trying to talk now a lot about how there are new markets out there, there are other people locally who you can convince to come downtown. How do you attract them?

Boesdoerfer: There's a lot of focus on the tourist business but there's still a whole other city out there that doesn't know what's going on, and then they come downtown and everything's closed. That's another perception that I think is even more than just grabbing people from the museum – the actual people who live here won't do it.

Stott: Justine, who owns Inspire, which

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is a relatively new artist co-op, said they were changing out an exhibit last Wednesday night and people were walking by all night. And then we had this meeting where we said maybe we need to change our hours and she said, “Yep, I totally get it – maybe we’ll start working from noon to 8.” The Hoogland board definitely expressed to me that once people leave a show they go out and...

Hamilton: They leave.

Boesdorfer: They see the tire shop. “Oh look, there’s some tires.” Then they go home.

Hamilton: I think businesses are not in the habit of thinking, “Hey, there’s a big theater show tonight, if I stay open just this one night that could mean something – or if I can convince the two businesses on either side of me to also stay open, people might make it far enough down the street to see that I’m actually open.”

Stott: As for the YWCA block, the proposals we’ve received are both for residential space. Whatever goes in there needs to be an addition to – and not a subtraction from – all the upper stories that we need to develop and vacant storefronts that we already have. Some type of a mix that works for the developers who put in the money for that, but which also doesn’t decimate what we have going on throughout the rest of downtown. I have to reconcile all that with what’s been proposed. I think that the public comments and how the project morphs from initial design into what ultimately happens is going to be an interesting process. Springfield is really good at making beautiful historic spaces that people aren’t really hanging out in, they’re just pretty to look at. DSI’s new project director, Nathan Bishop [see profile, p. 3],

has knowledge on how to activate those type of spaces and make them exciting and fun. There’s going to be a lot of work that he’ll be doing with committees in the next six months that will result in proposals that we’ll take to the city.

What’s next for downtown?

Stott: I consider downtown to be the city’s cultural district, and I’ve talked before about having a movie theater down here. I’m not talking IMAX, more like a cool place where you can have a drink and be in one of those La-Z-Boys that lean back. There’s also been talk about bandshell space, places to have festivals there, things like that.

According to Nathan Bishop’s master’s thesis data, economic development spillover of a brewery is something like 100 percent.

Hamilton: It would be cool to have a place where you could go to a theater, watch a movie and then after it’s over there would be a band or a comedy show right upstairs and people could still hang out a little bit. At this point, my friends and I will go to a show and then it’s like, “Oh well, let’s go home.” Fun date night! If there was something else there, that would be awesome.

Boesdorfer: Think about the Muni, all the way out on East Lake – we could

have something like that downtown.

Faingold: Like a “brew and view” type thing.

Stott: According to Nathan Bishop’s master’s thesis data, economic development spillover of a brewery is something like 100 percent. We could have many more businesses like Obed and Isaac’s downtown and it would be very good.

Prellwitz: We’ve hit on this a little already, but one thing that would help would be getting businesses to be open at the same time so people don’t just come downtown for four hours to the Lincoln museum, and then they just leave because they think there’s nothing to do. It would be great if they could come for breakfast, go to museums, stay for lunch, go to the park in the afternoon and then stay for dinner. For example, I live next door to Elf Shelf but for the longest time when I was at work they were open, and when I got home they’d be closed. Since the new owner took over, every day when I get off work they’re playing music, they’ll be outside hanging out. And it turns out the kinds of things they have there are not what you’d be able to go out to the mall for, the records and the books and the things they have there.

Boesdorfer: As for the art co-ops and stuff, maybe adjusting their hours to where they might capture some of the people getting off work rather than having them



Brent Boesdorfer

think everything’s closed at 6 p.m. Is anyone going art shopping at 10 in the morning?

Farrar: Kidzeum is another project that doesn’t always seem to quite be there. What’s the latest on that?

Stott: They’re about a half million dollars away from their goal, and it seems like every other week they have another large gift being announced. I think it’s pretty phenomenal that this group of volunteers has gotten as far as they have. I’m hoping that it’ll be open in the next year and a half, and it’ll be another great asset. When we’re looking at downtown, that is definitely an anchor point when we’re talking about how we make the Old State Capitol Plaza more family-friendly. We’re still counting on it. □

2016 CORPORATE REVIEW PANELISTS



John B. Clark
Real Estate Group
3701 West Wabash
Springfield, IL 62711
217-787-7000
johnbclarkrealtor@yahoo.com



Melissa Hamilton
Your Corner Office
427 E. Monroe
Springfield, IL 62701
217-679-4653
community@urcorneroffice.com



Graham Prellwitz
Memorial Medical Center
701 North First St.
Springfield, IL 62781
217-788-3975
Prellwitz@graham@mhsil.com



Brent Boesdorfer
Custom Cup Coffee LLC
321 East Monroe Street
Springfield, IL 62701
217-652-6154
brent@customcupcoffee.com



Lisa Clemmons Stott
Downtown Springfield, Inc.
3 W. Old State Capitol Plaza, St. 15
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Sources: The Greater Springfield Chamber of Commerce. * - State of Illinois number includes all state government agencies, including education institutions within Sangamon County.
(Ranked by number of employees)

	EMPLOYER NAME	NUMBER OF EMPLOYEES	PRINCIPAL	PRODUCT/SERVICE	YEAR EST'D	WEBSITE
1	State of Illinois	17,600	Bruce Rauner, Governor	Government	1818	illinois.gov
2	Memorial Health System	4,455	Edgar J. Curtis, President & CEO	Healthcare	1897	memorialmedical.com
3	HSHS St. John's Hospital	4,217	Charles Lucore, President & CEO	Healthcare	1875	st-johns.org
4	Springfield Clinic	2,631	Mark D. Greatting, M.D.; Randall A. Bryant, CEO	Healthcare	1939	springfieldclinic.com
5	Springfield Public Schools #186	2,150	Jennifer Gill, Superintendent	Education	1854	sps186.org
6	University of Illinois-Springfield	1,696	Susan J. Koch, Ed.D., Vice President & Chancellor	Higher Education	1969	uis.edu
7	SIU School of Medicine	1,546	Jerry Kruse M.D., MSPH Dean/Provost	Higher Education / Healthcare	1970	siumed.edu
8	City of Springfield	1,431	James O. Langfelder, Mayor	Government	1832	springfield.il.us
9	Blue Cross/ Blue Shield	1,310	Jim McLean, Vice President of Operations	Insurance	1969	bcbsil.com
10	Horace Mann	1,008	Marita Zuraitis, President & CEO	Insurance	1945	horacemann.com



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217-788-0706

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217-744-8000

2 HSHS St. John's TherapyCare

4525 West Wabash Avenue, Unit E
217-793-0000

3 Prairie Diagnostic Center

401 East Carpenter Street
217-527-3700

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217-546-5949

5 HSHS Medical Group — Multispecialty Care

2901 Old Jacksonville Road
217-698-9722

6 HSHS St. John's AthletiCare & TherapyCare

3631 South 6th Street
217-535-3685



7 HSHS St. John's AthletiCare & TherapyCare

1603 West Washington Street
217-744-7529

8 HSHS Medical Group Family & Internal Medicine — Panther Creek

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10 HSHS Priority Care — South MacArthur

1836 South MacArthur Boulevard
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11 HSHS Priority Care — North Dirksen

2329 North Dirksen Parkway
217-789-1403

12 HSHS Medical Group Pulmonology — Springfield

2901 Old Jacksonville Road
217-241-3595

13 HSHS St. John's Hospital Surgery Suites — Montvale

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14 HSHS St. John's TherapyCare — Virden

1226 North Springfield Street
217-965-5100

15 HSHS St. John's TherapyCare — Chatham

1134 Commercial Court
217-483-4300

16 HSHS Medical Group Family Health — Chatham

345 North Main Street
217-483-3333

17 HSHS Medical Group Family Medicine — Rochester

300 Sattley Street
217-789-3630

18 HSHS St. John's Health Center & TherapyCare — Rochester

300 Sattley Street
217-535-3875

19 HSHS Medical Group — Foot & Ankle Specialists — Jacksonville

1515 West Walnut, Bldg 12
217-243-1101

20 HSHS St. Francis Hospital AthletiCare — Litchfield

725 St. Francis Way
217-324-PLAY (7529)

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NETWORKING GROUPS

Sources: The individual Networking Groups
(Ranked by numbers of members)

	ORGANIZATION NAME MEETING LOCATION MEETING ADDRESS	PHONE (-) WEBSITE (www.) EMAIL	MEETING TIME	NUMBER OF MEMBERS	CONTACT	DUES	YEAR EST'D
1	Illinois Women in Leadership (IWIL) Sangamo Club 227 E Adams St. Springfield, IL 62701	217-528-5679 ext. 111 iwil.biz membership@iwil.biz	11.30am to 1pm every third Thursday in the month except September, December, March and June- Dates and times TBD	200+	Cheri Plummer	Regular member: \$80 Associate member: \$40	2004
1	Young Springfield Professionals Network (YSPN) The Greater Springfield Chamber of Commerce 1011 South Second Street Springfield, IL 62704	217-525-1173 sgraham@gsc.org	3rd Tuesday of the Month at 11:30am (Board Meetings) Various meetings/events throughout the month	200+	Sarah Graham	No dues	2006
2	The Association for Women in Communications (meeting location varies)	awcspringfield.org president@awcspringfield.org	2nd Wednesday of the month	58	Kara Kienzler, Dawn Pennington (effective July 1)	\$25 plus national dues, various membership categories	1977
3	Prospectors Referral Group Engrained Brewery 1120 West Lincolnshire Blvd. Springfield, IL 62711	217-483-1536 tformea@formeainsurance.com	Wednesdays, 11:30am, (1st & 3rd weeks)	45	Tracy Formea	Lunch cost only	1999
4	McBrian Lincoln Douglas Toastmasters Club Our Savior's Lutheran Church 2645 Old Jacksonville Road Springfield, IL 62704	217-546-8624 http://mcbrianlincolndouglas.toastmasters.org randaln1@yahoo.com	Thursdays, 6pm	28	Nate Randall	\$48/6 months	1936
5	Capital City Toastmasters IDOT Building (Hanley Building) 2300 Dirksen Parkway, Room 214A&B Springfield, IL 62764	217-785-2148 http://1313356.toastmastersclubs.org juliet.shoultz@gmail.com	Wednesdays, Noon	21	Juliet Shoultz	\$46/6 months	2009
6	The Network Group The Sangamo Club 227 E. Adams St. Springfield, IL 62701	217-496-3686 edclarkphoto@gmail.com	2nd Tuesday of the month, 11:45am	17	Ed Clark	Lunch costs only / \$90 twice a year	2000
7	Noontime Toastmasters Laurel United Methodist Church 631 South Grand Ave W. Springfield, IL 62704	217-414-7378 http://noontime.toastmastersclubs.org stormwolff@gmail.com	Mondays, Noon	16	Storm Wolff	\$44/6 months	1998
7	League of Our Own Toastmasters Club Springfield Urban League Inc 100 N. 11th St. Springfield, IL 62703	217-789-0830 Ext. 1126 http://1179206.toastmastersclubs.org lhemingway@springfieldul.org	Fridays, 11:30am (2nd & 4th weeks)	16	Larry Hemingway, Sr.	\$10.50/mo.	2008
8	BNI of Central Illinois 3603 W Bennington Ct. Peoria, IL 61615	309-453-2463 jeff@bni-il.com BNI-IL.com	BNI Capital City - Tuesday 7:30am Schnuck's On Iles BNI Business United - Tuesday 8:00am The Real Estate Group BNI Business Insiders - Wed 7:45am The Real Estate Group BNI Business Builders - Thurs 7:30am Schnuck's on Iles BNI Thurs Lunch - Thurs 11:30am Lake Pointe Grill	15-25 per chapter	Jeff Ensinger	\$445/ year. First year fee for Books & Training of \$150	2007 2011 2013 2000 2000



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14 | June 2016 | Springfield Business Journal

Reporting a love for Springfield

By Eric Woods

With the exception of her time in college, Catie Sheehan has spent her life in Springfield. “I love my hometown. My entire family is here,” she said. Although she does yearn for some of the wider options of a bigger city, she will stick to visiting places like Chicago one weekend at a time. She loves the variety and entertainment in bigger cities but is not a fan of the traffic. One thing Sheehan would like to see in Springfield is a more thriving downtown. She currently serves on the Downtown Springfield, Inc. board and has seen that keeping businesses has become an issue. “It has been difficult for businesses to do well and stick around there.”

As a young child, Sheehan first saw herself growing up to be a clerk at a toy store. That dream was followed by one of becoming a pediatrician. One of her first actual jobs was as a babysitter and she admittedly had some awful experiences doing that. “One time I had not agreed to an hourly rate, worked a full day, and got paid eight dollars,” she said. At age 12, Sheehan became a newspaper carrier for the *State Journal-Register* which, in a way, was the start of her career in journalism. “I always gravitated toward journalism, English, and speech classes. I really like learning

and diving into different things.” Soon after college, that career would take off, with positions at two local television stations over a six-year period and two other media positions that followed.

For the past six months, Sheehan has served as the director of communications for the central Illinois division of Hospital Sisters Health System (HSHS). She oversees the internal and external communications as well as all public relations for the hospital. “It was always a goal to work at St. John’s. They provide for the community in so many ways,” said Sheehan. Along with her duties at the hospital, Sheehan serves on the Sangamon County Board for District 28 and oversees the jail committee, election oversight, court services, and the office of emergency management. She usually has between eight and 10 meetings a month. Sheehan does sometimes miss working at a television station for the variety that the days would bring but she does not miss the unstable schedule of being a journalist. “I do still get that some in this job. I do not always know what is going to happen here.”

There are a lot of exciting things coming up in the near future at HSHS, according to

Sheehan. One event in the planning stages is a reunion for past patients of the Neonatal Intensive Care Unit. “Anyone who was a patient at the NICU in the last 75 years is invited to come back,” she said.

Sheehan has a lot of advice for those looking to follow in the same career path. “Starting as a journalist is a good basis for many things. Understanding the news cycle gives you many skills you would never think of,” she said. “Even here, I still sometimes feel like a reporter when doing press releases. My ears are always on alert at meetings for things that will benefit the community.”

As far as the future is concerned, Sheehan just prefers to live day-to-day. “If I knew too much, that would take the adventure out of life,” she said. She does want to remain in a position where she will actively be making a difference in the community. “I want to utilize my strengths and talents in the best way. My parents taught me to be as nice as I can and treat people with respect because you don’t know what the other person has gone through or the day they have had.” □

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



PHOTO BY JOSH HESTER, STORYTELLER STUDIOS

Catie Sheehan

- Title:** Director of Communications, Hospital Sisters Health System St. John’s Hospital
- Education:** Bachelor’s in journalism from University of Missouri
- Family:** Not married, no children
- Favorites –**
- Hobby:** Cooking and running
 - Book:** *Tuesdays with Morrie* by Mitch Albom
 - Restaurant:** DiCarlo’s Pizza in Virden
- Tidbits –**
- Previously a reporter for WICS-ABC NewsChannel 20 and WCIA-WCFN
 - Enjoys painting, crafts and home improvement projects
 - Would love to visit Australia



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MANUFACTURERS - SANGAMON COUNTY

Sources: "Large Employers and Manufacturers" produced by the Quantum Growth Partnership; the manufacturers DND - Did Not Disclose.
(Ranked by number of full-time employees)

	BUSINESS NAME STREET ADDRESS CITY/ST/ ZIP	PHONE (-) FAX (=)	WEBSITE (www.)	FULL-TIME EMPLOYEES	FACILITY SIZE (SQ. FT.)	PRINCIPAL(S)	PRODUCT/SERVICE	YEAR EST'D
1	Bunn-O-Matic Corporation 1400 Stevenson Dr. Springfield, IL 62703	217-529-6601 217-542=2827	bunn.com	500	DND	Arthur Bunn, President & CEO	Manufacturer of a complete line of commercial dispensed beverage equipment, paper filters and home coffee brewers	1957
2	Standard Aero 1200 N. Airport Dr., Springfield, IL 62707	800-731-7371 217-541=3365	standardaero.com	250	250,000+	Enrique Hernandez vice pres. / general manager	Aircraft service, modification	1911
3	Brandt Consolidated Inc. 2935 S. Koke Mill Road Springfield, IL 62711	217-547-5800 217-547=5801	brandt.co	200	25,000	Rick Brandt, CEO	Fertilizers, crop protection, micro-nutrients, spray adjuvants, seed	1953
4	Nudo Products Inc. 1500 Taylor Ave. Springfield, IL 62703	217-528-5636 217-528=8722	nudo.com	198	400,000	Darryl Rosser, president	Manufacturer of wall and ceiling panels with a variety of substrates	1954
5	Simplex Inc. PO Box 7388, Springfield, IL 62791	217-483-1600 217-483=1616	simplexdirect.com	172	125,000	Thomas Debrey, president	Load banks, day tanks, fuel supply systems	1952
6	DICKEY-john Corporation 5200 Dickey john Road Auburn, IL 62615	217-438-3371 217-438=6012	dickey-john.com	145	225,000	Jeff Schertz, vice pres. of operations	Electronic design and manufacture of systems controls for agriculture and public works	1966
7	Mel-O-Cream Donuts Intl. 5456 International Parkway Springfield, IL 62711	217-483-7272 217-483=7744	mel-o-cream.com	115	70,000	David Waltrip, president; Dan Alewelt, director of operations	Frozen dough products and frozen pre-fried donuts	1932
8	Springfield Coca-Cola Bottling Co. 3495 E. Sangamon Ave. Springfield, IL 62707	217-747-8200 217-747=8400	coca-cola.com	105	80,000	Brad Harden, distribution center manager	Coca-Cola Distribution	1986
9	Solomon Colors Inc. 4050 Color Plant Road Springfield, IL 62702	217-522-3112 217-522=3145	solomoncolors.com	94	250,000	Richard Solomon, pres./CEO; Charles Kreutzer, vice pres./CFO	Manufacturing of iron oxide pigments, color for concrete, mortar and concrete products	1927
10	Henry Technologies 701 S. Main St., Chatham, IL 62629	217-483-2406 217-483=2462	henrytech.com	90	DND	Sandy MacDonald, general manager / plant manager	Components for HVAC / Industrial & Commercial Refrigeration	1914
11	Springfield Plastics, Inc. 7300 W. State Route 104 Auburn, Illinois 62615	217-438-6167 217-438=6949	spipipe.com	70	40,000	Steve Baker, president	Manufactured plastic drainage pipe	1978

MANUFACTURERS - MORGAN COUNTY

Sources: "Manufacts" produced by the Quantum Growth Initiative; Jacksonville Regional Economic Development Corporation; the manufacturers
(Ranked by number of full-time employees)

	BUSINESS NAME STREET ADDRESS CITY/ST/ ZIP	PHONE (-) FAX (=)	WEBSITE (www.)	FULL-TIME EMPLOYEES	FACILITY SIZE (SQ. FT.)	PRINCIPAL(S)	PRODUCT/SERVICE	YEAR EST'D
1	Reynolds Consumer Products 500 E. Superior Jacksonville, IL 62650	217-243-3311 217-479=1222	reynoldsconsumerproducts.com	750	360,000 (west plant), 508,000 (east plant)	Jeff Phillips, plant manager	Polyethylene bags and films	1962
2	Perma-Bound Hertzberg New Method Inc. 617 E. Vandalia Rd. Jacksonville, IL 62650	217-243-5451 217-243=7505	perma-bound.com	300	320,000	James Orr, CEO; Bill Hull, plant manager	Prebound books for schools and libraries	1953
3	Nestlé USA 1111 Carnation Drive Jacksonville, IL 62650	217-245-9511 217-479=2280	nestleusa.com	181	30 acres	Brent Keener, general manager / plant manager	Non-dairy creamer	1970
4	Bound to Stay Bound Books 1880 W. Morton Ave. Jacksonville, IL 62650	217-245-5191 217-245=0424	btsb.com	147	110,000	Bob Sibert, president; Rob Crain, plant manager	Prebound children's library books	1920
5	ILMO Products Company 7 Eastgate Drive Jacksonville, IL 62650	217-245-2183 217-243=7634	ilmoproducts.com	100	40,000 (8 acres)	Linda Standley, CEO; Brad Floreth, president	Wholesale/retail distributor of industrial, medical, laboratory EPA protocol & specialty gases and welding equipment sales & service	1913
5	Westermeyer Industries, Inc. 1441 State Route 100, Bluffs, IL 62651	217-754-3277 217-754=3288	westermeyerind.com	100	102,000	Gary Westermeyer, CEO	Manufacturer of pressure vessels for refrigeration and air conditioning components	2001
6	Brahler's Truckers Supply 21 Harold Cox Drive Jacksonville, IL 62650	217-243-6471 217-245=0565	brahlers.com	92	80,000 (4 buildings)	Richard Brahler, CEO; Terry Ranson, plant manager	Retread truck tires and sales, truck and industrial tire sales and service, farm tires	1972
7	CCK Automations, Inc. 500 Capitol Way, Jacksonville, IL 62650	217-243-6040 217-245=4105	cckautomations.com	72	100,000	JJ Richardson, CEO	Printed circuit board assemblies, industrial control panels, injection molded parts, engineering services.	1999
8	Illinois Road Contractors P.O. Box 1060, Jacksonville, IL 62651	217-245-6181 217-243=0604	ircgrp.com	65	44,000	P. Devon Davidsmeyer, CEO	Liquid asphalt and aggregate application	1925
9	Jacksonville Machine Inc. 2265 West Morton Ave. Jacksonville, IL 62650	217-243-1119 217-243=3631	jmimachine.com	55	40,000	Jeff Rodems, president	CNC job shop	1919
10	Eli Bridge Company 800 Case Ave. Jacksonville, IL 62650	217-245-7145	elibridge.com	23	66,000	Patty Sullivan	Amusement ride manufacturing and metal fabrication	1919

Brew globally, act locally

By Eric Woods



PHOTO BY MARANDA POTTERF

From growing up in Arkansas to living in Mexico, Germany and upstate New York along with two separate stints in Memphis, Mark Watson has seen and done a lot in his life. He and his family moved to Springfield five years ago and he loves the people he has met while living here. “It is not a small town, but there is a small town feel. There is a lot Springfield has to offer for this size of a town,” he said. Watson enjoys the local theater scene and all the parks throughout the city. He also appreciates that Chicago and St. Louis are not far away for someone who wants to visit a bigger city. It has taken him a while, though, to get used to the cold winter weather since he grew up in the south. If there was one thing he would like to see improved – not only in Springfield but throughout the country as a whole – it would be getting high school graduates who are not college-bound ready for the workforce.

With a father always working in the business world, Watson knew early on he wanted to be a businessman as well. “I loved watching him do business. I am now doing exactly what I wanted to do when I

was a kid,” he said. Watson’s first job was as a stock clerk while in high school. He remembers that job as his hardest because of never working outside the home prior to that. “I learned how to discipline myself to work in the workforce.”

Watson has always been very proud of his family, both growing up and today. He was able to work, play sports and go to school when he was growing up and he always had the support he needed. His wife and children are the same way. “We do all of this together. We have always been there for each other,” he said. This coming September, the family will travel to Tybee Island where they vacation each year. “It is the last time to enjoy the weather before the cold hits.”

At Bunn, Watson oversees the Springfield operational staff as well as all manufacturing, purchasing, distribution and the various plants around the world. “We want to make sure our product is available for customers all over the world. Our customers are global. They are everywhere,” said Watson. Growth of the company is very important

to everyone at Bunn, and Watson wants to see Springfield growing exponentially over the next decade. Watson feels that the plans are in place for the company to double in size in the next few years. “We are always putting new products on the market. Our newest is the espresso machine which is in the commercial market now.”

Early in his life, Watson learned that it took a diligent person to take the tough jobs. “A lot of people want the easy jobs. If you dive in and take the tough assignments, you will apply yourself, and good things will happen,” he said. “There is not as much of a reward in doing the easy jobs as there is with the tough ones.”

Watson intends to stay at Bunn until he retires, and while he estimates that he will retire in the 65-year-old age range, he is not counting the days. “I want to run through retirement, not run to it,” he said. “As long as I can do what I am doing and stay relevant, I want to continue working.” □

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

Mark Watson

Title: Senior vice president of global operations, Bunn-O-Matic Corporation

Education: MBA from Arkansas State University

Family: Wife - Stacie; Children – Jared and Tate

Favorites –

Movie: *It’s a Wonderful Life*

Author: Ken Blanchard

Restaurant: American Harvest

Tidbits –

Loves outdoor activities such as kayaking, hiking and biking

Would like to travel to Italy

Speaks some Spanish and lived in Mexico for two years

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 Engrained Brewery Company
 Farm & Home Supply
 Farmingdale Elementary School
 Furniture Row
 Glenwood High School
 Grant Middle School
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 Ill. Municipal Electric Agency
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 Our Savior's Lutheran Church
 Palmer Bank
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 PNC Bank
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 Prairie Dental Group
 Prairie Diagnostic
 Prairie Eye Center
 Prairie Heart Institute
 Renken Dentistry
 Ridgely Elementary School
 Rochester Township
 Sangamon County Public Health
 Sarah Bush Lincoln Health Center
 Scheels All Sports
 Southeast High School
 SIU School of Medicine – HR Dept.
 Spine Center
 Spring Creek Water Treatment
 Springfield Clinic 1st
Springfield Clinic First North
 Springfield Clinic Main Campus
 Springfield Clinic SOGA
 Springfield Housing Authority
 St. Anthony's Hospital
 St. John's Hospital
 St. John's Hospital – Lincolnshire
 St. John's Hospital – Panther Creek
 St. John's Lutheran Church
 St. Joseph's Home
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TECHNOLOGY



PHOTO BY MARANDA POTTERF

Sikich provides defense from cyberattacks

By Colin Patrick Brady

When it comes to breaches in cybersecurity – whether originating from foreign actors in rogue states, disgruntled employees within a company or just run-of-the-mill malware – Sikich can help.

Jim Wagner, the partner in charge of manufacturing and distribution for Sikich, describes the company as “a professional services firm that specializes in technology, accounting, investment banking and advisory services, with a brick and mortar presence in Springfield. We conduct a survey across several industries to see what is happening and where individuals and companies’ concerns lay.” The industries surveyed range from automotive to aerospace.

“Through these surveys,” Wagner explains, “we attempt to see how companies’ priorities are set, and more importantly, what keeps them up at night with concern. What direction are they going as an organization?”

Brad Lutgen is a partner in Sikich’s security and compliance practice and the co-author of the company’s 2016 manufacturing report. Lutgen provided a three-item list which sums up the company’s approach. “The first would have to be cybersecurity and staying a step ahead of the ‘bad guys’ seeking to do companies harm of the financial or infrastructural sort. Second is research and development, which is key in combating often clever and unseen adversaries. The third focus is on continually staying competitive and investing capital to ensure that we are on equal footing as the cyber attackers and other players.”

Lutgen observed that while services such as these can sometimes be hard sells, recent media attention for cyberattacks has started to change all that. “We are all aware of some cybersecurity headlines, like the one which occurred with Target,” referring to the events of the 2013 holiday season when the information from an estimated 40 million credit and debit cards was stolen from the nation’s third

largest retailer.

One service Sikich offers is what Wagner describes as “emulating a hacker.” This process, formally referred to as penetration testing, brings in specialists knowledgeable in infrastructure and cyber weaknesses to attempt to make a ding or smash a hole through the security apparatus of a client, a high-tech variation on the old adage, “if you want to catch a criminal, hire a criminal.” Using the data gathered by these specialists, Sikich representatives can make suggestions or even design entire security plans.

“The main finding,” according to Lutgen, “is lack of security in manufacturing spaces, which are not held to standards akin to HIPAA.” Convincing companies to spend capital in order to save potentially-compromised capital in the future can be an unforgiving job, but he insists it is worthwhile. “Some may come in the form of state-sponsored attacks, from North Korea or other rogue nations, which may devalue a company. Similarly, rogue employees may act from within to defraud their employers. The FBI estimates that losses of nearly 400 billion dollars can be attributed to such attacks.”

“Depending on a company’s budget,” says Wagner, “they might not necessarily know the cost of such a preventative/prophylactic service so they may be unsure if it is a cost that they can absorb.” To that end, Sikich will often work with an organization to create a workable budget.

Such threats are certainly perceived as real and Sikich’s Springfield office employs between 90 and 100 employees. Headquartered in Naperville, Illinois, there are also Sikich offices in nearby Decatur as well as across the country.

Much of Sikich’s business originates in Wisconsin and Illinois, but cybersecurity is a global concern. “We must be prepared to compete on a global basis if we want to remain competitive,” says Wagner. □

Colin Patrick Brady is a writer living in Decatur.



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SIU alumna key in reducing worldwide HIV spread



Dr. Elizabeth Montgomery Collins

“Go far and come back.” These were the words of one Southern Illinois University School of Medicine alumna who has a passion for global health, especially HIV-infected children. The medical school has honored Elizabeth Montgomery Collins, MD, MPH, class of 1996,

with its 2016 Distinguished Alumni Award. The annual award from the School’s Alumni Society Board of Governors recognizes outstanding contributions to medicine and distinguished service to humankind. Since 2008, Collins has worked as an associate professor of pediatrics specializing in retrovirology and global health and as a pediatrician with the Baylor International Pediatric AIDS Initiative at Baylor College of Medicine in Houston. Previously, Collins worked as a pediatrician at Saint Louis University, where she directed many programs, including the Medicine Abroad Program, Foreign Adoption Clinic and the Pediatric Advocacy and Community Education Program. Through her work at SLU, she also directed pediatric volunteers and resident rotations at La Clinica Latino Community Health Care Center. Collins has

cared for HIV-infected children and adults and also worked as a global health expert in many areas of the world, including Malawi, Peru, Romania, Moldova, the Dominican Republic, Russia, Nepal, Haiti, Lesotho and Swaziland. Much of her work has been focused on reducing the number of mother-to-child HIV infections, which, according to the Centers for Disease Control and Prevention, have declined by more than 90 percent since the early 1990s. At the U.S. Department of State, she addressed youth health issues by working with others in China, Northern Ireland and Switzerland.

Memorial Home Services Hospice seeks volunteers

Memorial Home Services Hospice will offer training on Saturday, June 18, to people who are interested in serving as volunteers. Volunteers work with patients and families in 14 counties throughout central Illinois. Memorial Home Services Hospice currently has nearly 90 volunteers in its program. Their roles range from offering direct assistance to patients and their families to helping in the hospice office. “Volunteers are an integral part of the hospice program. They provide companionship, assist with errands and chores, offer bereavement support and even help in the hospice office,” said Kyli Streckfuss, volunteer and community education coordinator. Prior to becoming a volunteer, individuals must

complete a brief interview and attend a seven-hour training course. Interviews are currently being scheduled. The training course will take place from 8 a.m. to 3 p.m. June 18. The course offers an introduction to the hospice philosophy and general guidelines for volunteering. Hospice support also continues after the death of a loved one with bereavement care extended to family and friends, Streckfuss said. For more information about volunteer opportunities, contact Streckfuss at 217-788-3870.

HSMS Medical Group supports Kidzeum with sponsorship gift

HSMS Medical Group is sponsoring the blood pressure exhibit for Kidzeum and will serve as signature website sponsor in order to teach healthy practices in a way kids learn best, through play. The exhibit will be a feature of the physical exhibits within the Healthy Body gallery. The physical exam exhibits allow children to role-play as a pediatrician/family practitioner. Children will first put on a lab coat and grab a physical exam checklist to conduct a six-step physical exam to the three-story (40 feet tall) human child that makes up the Healthy Body Gallery. The blood pressure exhibit encourages physical movement by having kids manually pump the oversized bulb to fill the pressure cuff with air. Children can place the giant stethoscope on the arm to hear blood flow. They learn what a healthy

blood pressure sounds like, the meaning of the terms “systolic” and “diastolic” and the health implications of having an unhealthy blood pressure. The Kidzeum of Health and Science is being designed with a focus on fun and learning. Upon completion of its Vital for Our Youth Campaign, it will be able to fulfill its goal of teaching children of all abilities about health and science through discovery and play. The facility will feature 25,000 square feet of exhibit space over three floors. The Kidzeum has raised \$6.2 million of its \$6.8 million dollar goal. Information online at www.kidzeum.org, www.facebook.com/kidzeum.

Springfield Clinic adds general surgery to outreach services in Rushville

Starting in June, Springfield Clinic is adding a team of general surgeons in Rushville at Culbertson Outpatient Specialty Clinic. Michael N. Fenner, MD, Daniel M. Hallam, MD, PhD and Abigail White, MD, will combine to provide general surgery services to Rushville area patients at the Outpatient Specialty Clinic. They will perform procedures at Culbertson Memorial Hospital. Springfield Clinic general surgeons are joining orthopedic outreach specialists JianJun Ma, MD and William D. Payne, MD at this location. To make an appointment at Springfield Clinic in Rushville, patients or referring physicians can call the Springfield office at 217-528-7541. □

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HOTELS

Sources: The Hotels.
(Ranked by number of rooms)

	HOTEL NAME ADDRESS	PHONE (-) FAX (=) WEBSITE (www.)	NUMBER OF ROOMS	NUMBER OF MEETING ROOMS	ROOM RATE SINGLE/ DOUBLE	GENERAL MANAGER	AMENITIES
1	The Wyndham Springfield City Centre 700 E. Adams St. Springfield, IL 62701	217-789-1530 217-789=0709 springfieldil.hilton.com	369	30	\$109 - \$209	Emily Mitchell	50,000 sq. ft. meeting space, The Grille at City Centre & Starbucks store on-site, free high-speed internet, 26 suites, pool / health club, HDTV, in-room safe, 34 fully furnished corporate apartments for short-term and long-term lease, Pinnacle Club and Nick & Nino's Penthouse Steakhouse 30th Floor
2	President Abraham Lincoln Springfield - A DoubleTree by Hilton 701 E. Adams St. Springfield, IL 62701	217-544-8800 217-544=9607 PresidentAbrahamLincolnSpringfield. DoubleTree.com	310	17	\$109 - \$209	Robert Sabin	Featuring 310 overnight guest rooms, 13,000 sq. ft. meeting space; complimentary WiFi access in all guest rooms, complimentary shuttle to Amtrak and Abraham Lincoln Capital airport, connected to Prairie Capital Convention Center, heated indoor swimming pool and 24-hour fitness center.
3	Crowne Plaza Hotel 3000 S. Dirksen Parkway Springfield, IL 62703	217-529-7777 217-529=6666 cpspringfield.com	288	32	\$109 - \$229	Alan Filer	All new rooms and suites, 70,000 sq ft of event space and the all-new Rosewood Restaurant features breakfast, lunch and dinner and the Crowne Plaza Bar & Grill is open daily for appetizers and cocktails. Rooftop pool, 14th floor sundeck and Lifecycle fitness center. 850 complimentary parking spaces, great for outdoor events and motorcoach travel.
4	Holiday Inn Express 3050 S. Dirksen Parkway Springfield, IL 62703	217-529-7771 217-529=1777 hiexpress.com	140	2	\$89 - \$165, (2 suites)	Alan Filer	Complimentary breakfast bar, business center, complimentary, Wi-Fi, fitness center, free local calls, guest laundry complimentary parking. Easy highway access.
5	The Statehouse Inn - An Asend Hotel 101 E. Adams St. Springfield, IL 62701	217-528-5100 217-528=4358 thestatehouseinn.com	125	6	\$89 - \$139	Jake Nes	Complimentary full hot breakfast buffet, business center, fitness center, lounge, complimentary on-site parking, complimentary in-room wi-fi, 3 blocks from Amtrak, 6,500 sq. ft. of meeting space
6	Hampton Inn 3185 S. Dirksen Parkway Springfield, IL 62703	217-529-1100 217-529=1105 hamptoninn.com	124	3	\$99 - \$149	Joseph Smith	Complimentary hot deluxe breakfast, free wireless internet, indoor pool and fitness center, easy interstate access, great location
7	Drury Inn & Suites 3180 S. Dirksen Parkway Springfield, IL 62703	217-529-3900 877-732=0594 druryhotels.com	117	1	\$99 - \$159	Chris Fultz	Free hot quickstart breakfast, manager's reception, hot foods, indoor pool/jacuzzi, exercise room, guest laundry room, micro/fridge combos, in-room coffee, wired & wireless internet, business center, free long distance
7	Hilton Garden Inn Springfield 3100 S. Dirksen Parkway Springfield, IL 62703	217-529-7171 217-529=7172 springfieldil.gardeninn.com	117	7	\$95 - \$199, (13 suites)	Stacy Hamlin	Indoor pool, whirlpool, exercise room, free wired / wireless high-speed internet, restaurant and lounge open daily, free local calls, free business center with wireless printing from the rooms, refrigerator and microwave in every room, complimentary parking, Fit Club passes
8	Route 66 Hotel and Conference Center 625 E. Saint Joseph St. Springfield, IL 62703	217-529-6626 217-529=4666 rt66hotel.com	114	7	\$72 - \$150, (8 suites)	Joseph Vala	Outdoor swimming pool, wireless internet service, fitness center pass for the Fit Club, in-room coffee maker, iron & hair dryer, on-site guest laundry, two-room suites available, free parking, bar on site with limited menu. Light continental breakfast every morning included.
9	Candlewood Suites 2501 Sunrise Drive Springfield, IL 62703	217-522-5100 217-522=5101 candlewoodsuites.com	110	1	\$99.99 - \$129.99	Janie Deheve	Complimentary wireless high-speed Internet and full kitchens in spacious guest rooms for longer visits. Free laundry facilities, unlimited access to a state-of-the-art business center, an exercise room and the Candlewood Cupboard convenience store for meals and snacks., Green Certified hotel



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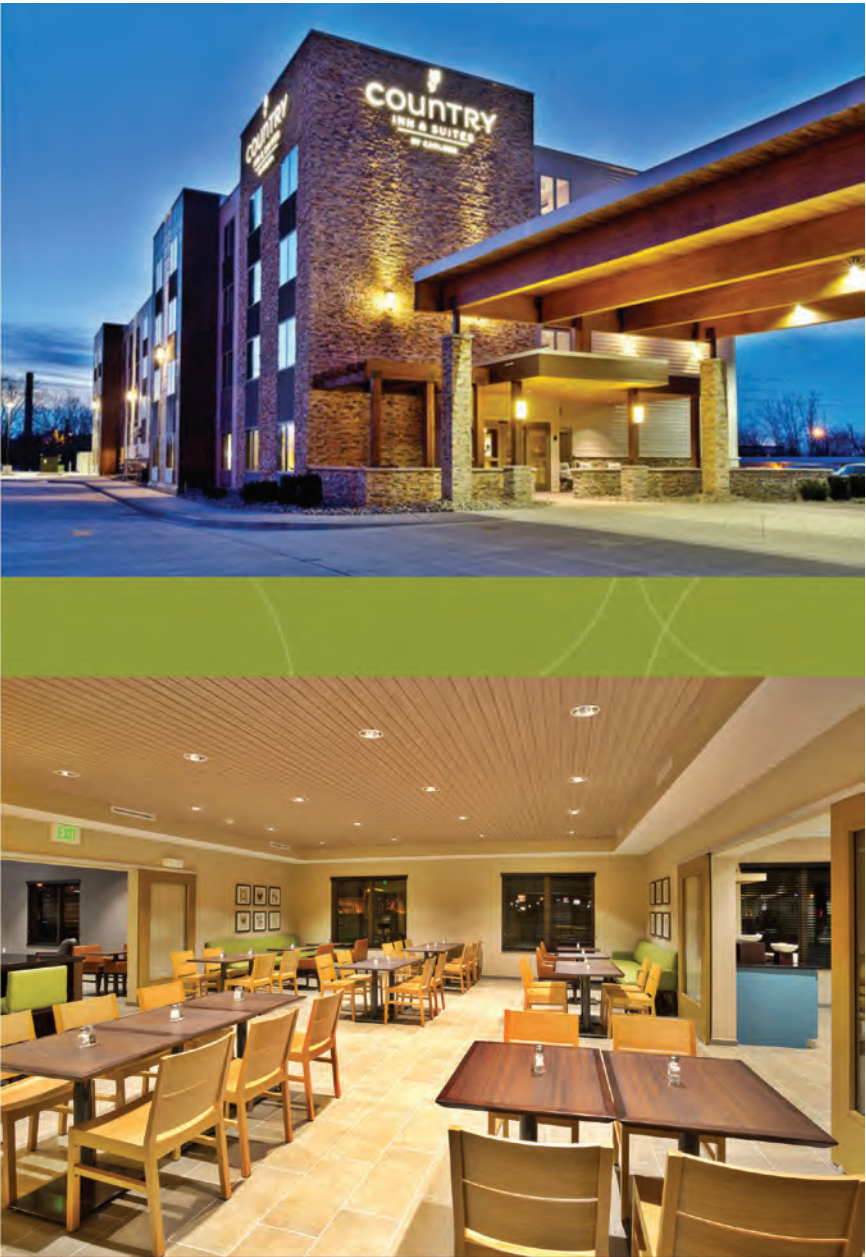
	HOTEL NAME ADDRESS	PHONE (-) FAX (=) WEBSITE (www.)	NUMBER OF ROOMS	NUMBER OF MEETING ROOMS	ROOM RATE SINGLE/ DOUBLE	GENERAL MANAGER	AMENITIES
10	Residence Inn Springfield South 2915 E. Stanford Avenue Springfield, IL 62703	217-527-1100 217-527=1101 residenceinnspringfieldil.com	108	1	\$149.99 - \$199.99	Darin Dame	Studios, 1-2 bedroom suites (w/ full kitchens, separate living space, work areas, sleeping areas), evening reception/social hour Mon.-Wed., 24 hr. fitness center, indoor pool, whirlpool, laundry facility, coffee in lobby, coffee/tea in-room, buffet breakfast, phone calls: toll-free, safe deposit boxes at front desk, pets allowed - contact hotel for details
11	Northfield Inn, Suites & Conference Center 3280 Northfield Drive Springfield, IL 62702	217-523-7900 217-523=7273 northfieldinn.com	105	8	\$89 - \$149	Marianne Zarndt	Free high-speed internet in Guestrooms and Conference Center. 13,000 sq. ft. of meeting space, fitness center & business center. Free extended Continental Breakfast. In-room coffee makers, refrigerators, and microwaves. Jacuzzi Suites, Standard, and Accessible Rooms available. Free parking and indoor pool
12	Motel 6 6011 S. Sixth St. Rd. Springfield, IL 62712	217-529-1633 217-585=1271 motel6.com	104	0	\$39.99 - \$59.99	Jonathan Graham	Kids under 18 Stay Free (With Parents), Pets Welcome, Outdoor Pool, Free morning Coffee, Free Local Calls, WiFi, Guest Laundry, Cable with two HBO Channels and three ESPN Channels
13	Ramada Springfield North 3281 Northfield Drive Springfield, IL 62702	217-523-4000 217-523=4080 springfieldramada.com	97	2	\$89 - \$149	Marianne Zarndt	Complimentary Deluxe Continental Breakfast, Free Wi-Fi, All non-smoking hotel, Newly Updated Guest Rooms, Indoor Pool, Fitness Center, Refrigerator/Microwave in all rooms, Business Center, Jacuzzi Rooms, 32" flat screen TVs, guest laundry facilities
14	Comfort Suites 2620 S. Dirksen Parkway Springfield, IL 62703	217-753-4000 217-753=4166 comfortsuites.com	92	1	\$100 - \$110	Sherri White	All rooms equipped with wet bar, refrigerator, microwave, whirlpool tubs, pull-out sofa bed, remote TV w/ DVD, free high-speed wireless internet access, separate work / leisure areas
15	Hampton Inn & Suites 2300 Chuckwagon Drive Springfield, IL 62707	217-793-7670 217-793=6522 hamptoninn.com	83	2	\$99 - \$169	Darrin Thurman	Complimentary hot breakfast, indoor pool, 24-hr. fitness center, free high-speed internet, wireless internet, business center, 2-room suites, microwaves and refrigerators, Evening Sundowner Tues, Wed, Thurs
16	Staybridge Suites 4231 Schooner Drive Springfield, IL 62711	217-793-6700 217-793=6694 staybridge.com	82	1	\$124 - \$179, (all suite hotel)	Joe Council	Complimentary hot & cold breakfast, free wireless & hard wired internet, free local calls, direct phone line w/ voice mail, indoor pool w/ jacuzzi, 24-hr. fitness center, convenience store, business ctr., complimentary evening social (m-th w/ soda, beer, wine & food), pets welcome
17	Comfort Inn & Suites 3675 S. Sixth St. Springfield, IL 62703	217-529-8898 217-529=4354 comfortinn.com	80	1	\$100 - \$129	Phyllis DeRosear	Cable/Satellite TV, Free Local Calls, Hair Dryer, In-Room Coffee Maker, in-room microwave and mini fridge
18	Howard Johnson Inn & Suites 1701 J. David Jones Parkway Springfield, IL 62702	217-541-8762 217-541=8774 hojo.com	79	3	\$69, \$89	Shailesh Parekh	Complimentary continental breakfast, free local calls, outdoor pool, 24 suites, truck parking, free wireless
19	Courtyard By Marriott 3462 Freedom Drive Springfield, IL 62704	217-793-5300 217-793=5300 marriott.com	78	1	\$109.99 - \$179.99	Nathan Biermann	All non-smoking hotel, heated indoor pool, spa, exercise room, lounge, in-room coffee, iron, free high-speed wireless internet, restaurant - The Bistro, Starbuck's coffee, HD-TV in all rooms
19	Country Inn & Suites 3092 Stevenson Dr. Springfield, IL 62703	217-544-5151 217-544=5353 countryinns.com/springfieldil	78	1	\$119 - 199	Samuel King	Complimentary hot breakfast, 18 suites, refrigerator/microwave in every room, heated indoor pool, free WIFI, business center, free weekday newspaper, fitness center, airport shuttle service, Inn Case Market™, Read It & Return Lending Library™

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A downtown hotel by any other name

By Rhonda Buckhold

Ask the average Springfieldian to guess which is the tallest building in town and many are likely to say the Hilton building. This would be incorrect for two reasons. First, the Capitol building is the tallest; second, the Hilton is now the Wyndham Springfield City Centre, a change which became official on Jan. 1, 2016.

Wyndham Springfield City Centre general manager Emily Mitchell's tenure began long before the recent transition. "August will be my nine-year anniversary," she says. "I started as a front desk agent, was quickly promoted to a supervisor and within less than two years I was the front office manager." Mitchell held that title for around five years before a brief departure to pursue an opportunity in the Chicago area, but she relocated back to central Illinois to be closer to family. "When I came back to work for the hotel, I was brought back on as assistant general manager and just recently received a promotion to general manager."

According to Mitchell, the transition from one name to another was fairly straightforward. "The hotel was never for sale. We decided with a Hilton-managed property across the street (the President Abraham Lincoln Springfield is a DoubleTree by Hilton hotel) it was time to bring someone new to Springfield. We interviewed three other national chains and Wyndham was the best fit for Springfield. Wyndham was not stale but fresh.

There is no new ownership – in fact, all major disciplines were in training the last six months of 2015 – so the transformation was seamless."

Personally and professionally, Mitchell has strong ties to central Illinois. She is originally from Jacksonville and currently resides in Chatham with her husband and two school-aged children. She notes that her history here helps in introducing the benefits of Wyndham Springfield City Centre to clients. "I have been located in the Springfield area for almost 10 years. I think the downtown area is a great attraction for

Springfield visitors and residents alike. I don't think people realize everything that Springfield has to offer. From the farmers market – which is incredible – to the Lincoln museum – equally incredible – not to mention the vast array of fantastic local restaurants and festivals. Springfield really is a great area for activities, food and fun."

With 369 rooms, 50,000 square feet of meeting space, three restaurants (Nick and Nino's Penthouse Steakhouse, Pinnacle Club and Grille at City Centre) as well as a Starbucks all in her purview, Mitchell

stays busy in her new role. "As a GM I oversee all operations for the hotel. I would say the most important duty I have is to keep everyone motivated and on task to ensure the best guest experience possible. Everything at the Wyndham is really a team effort – and in my opinion, I have the best team around."

According to Mitchell, there are many ways to customize a stay at the Wyndham Hotel. "We have various packages that can be booked. We have a package that includes tickets to the Lincoln museum, a breakfast package so that guests can enjoy our wonderful breakfast buffet. We host state and local government, conventions, weddings, social events, plus we have a lot of return guests who have been loyal to our property for years. We love to host weddings! We have a fantastic wedding coordinator."

The hotel is also pet-friendly with a 75 lb. weight limit and a small deposit required when the guest checks in.

"Our goal at Wyndham City Centre is the same as it ever was. As we accommodate our customers and clients, as we have for so long, we will try in every way to make their stay, convention, and organizational goals as comfortable as possible." □

Rhonda Buckhold is a freelance writer and researcher. She can be reached at MrsBuckhold@gmail.com.



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Josh Sonneborn

PHOTO BY MARANDA POTTERF

15 years, and we had that conversation, but we're over a year into it and we've not seen that problem. We have distinct customer bases and we refer back and forth."

That back-and-forth is one of the keys to their success, along with what Sonneborn identified as vertical integration. When one plans a wedding, catering is a service at the top of the to-do list. However, a meal isn't truly a meal without plates. Or silverware. Or tables. It's a perfect opportunity for Signature Event Rental, in other words. Just as 5 Flavors has grown since its genesis in 2008, so too has Signature Event Rental, which started at the same time.

"We're in our fourth warehouse in nine years," Sonneborn said. "We just moved last summer to a 30,000-square-foot warehouse, and we've bought a competitor of ours, American Rental, over in Jacksonville. We're looking at doing another buyout in another market right now. It's really grown in leaps and bounds."

To further the concept of vertical integration, Sonneborn said the new warehouse space also houses the combined sales staff for both the rental and catering services he partners in.

Rental and catering services aside, Sonneborn and Lindvall have also been integral in the rejuvenation and/or rebranding of several businesses in downtown Springfield. Their first venture was the purchase of Cafe Brio. They also purchased Catch 22 and reopened it as Lucid, which Sonneborn calls the first true nightclub in downtown Springfield. The Firehouse Tavern came next. Lindvall and Sonneborn bought it, closed it, extensively remodeled and opened the Craft Beer Bar in its wake.

"That was a very successful project, it went exactly how we wanted," Sonneborn said of the business they sold about two years ago. "I think we brought a new demographic downtown that may not have been coming downtown so much already."

Sonneborn and Lindvall opened the Apothecary Bar and Drinkery late last year in the old Marley's space downtown. Focusing on cocktails and a more refined atmosphere has led to excellent business, Sonneborn said.

When sports bar and grill Brickhouse Downtown (217 South Fifth St.) closed last year, Sonneborn and Lindvall invested alongside Steve Balen in what would become Balen's Bar & Grill. Again, it's been a very profitable venture.

"We have a bit of a smaller share in that one and Steve (Balen) is running that show," Sonneborn said. "We're about 10 weeks in, and it's been received tremendously. The volume is about double what we thought we'd be doing."

Clearly, Sonneborn and Lindvall have their hands in many businesses to varying degrees. Their typical aim is to rejuvenate a flagging enterprise and sell it to partners before moving on to the next project.

"We've been putting money into businesses for a long time with the hope of being bought out in one to two years. Our plan is really never to hold onto these for very long," Sonneborn said. "We want to create a successful business model and then sell it and pass it off to someone else to run. Josh and I just really enjoy the development process." □

Gabe House is a freelance writer in Springfield.

A flavor for everyone

From catering to house-flipping, savvy entrepreneurs see opportunity

By Gabe House

Josh Sonneborn, owner of Signature Event Rental, describes the company as his mainstay, the business he truly works at. Considering he has ownership interest in myriad areas – from event rental supplies to catering to bars and restaurants to rental properties to flipping houses – it seems a difficult proposition to pin him and his frequent business partner, Josh Lindvall, down.

"What we really are doing – we've got somewhere around 250 employees company-wide right now – is all about people," Sonneborn said. "If we have someone really motivated, we want to go into business with them and work with them to expand."

Their enterprise is most certainly expanding.

Sonneborn and Lindvall started 5 Flavors Catering in 2008. Shortly thereafter, they enticed chef Chip Kennedy – a Springfield native who had relocated to Portland – to become executive chef and a partner in the business Sonneborn describes as the upscale catering service Springfield had been lacking.

"It seemed like in the '90s the restaurant scene changed here – you saw places like Augie's, Sebastian's and Indigo, and it seemed like the market really opened up to a nicer style of food," Sonneborn said. "And then we had a lot of those people doing

a bit of catering, but nobody was really focusing on that style of food service at a true catering level of chef-created dishes."

According to Sonneborn, 5 Flavors sparked interest, thanks in large part to chef Kennedy's personal involvement in events – he will often create a custom menu with event organizers to truly personalize it.

"We do a lot of weddings. It's a majority of what we do, but we also have a lot of corporate customers and fundraisers, things of that nature," Sonneborn said. "I feel 5 Flavors is still really boutique. We've grown, it's doing well, but I think we still keep that smaller company feel where Chip's hand is in most every event. He does the menu, oversees the production of the food. He runs the show, he's the man out there."

Last year, they purchased Secret Recipes Catering and merged the two companies while retaining separate brand identities. Lindvall also owns Nelson's Catering with his brother, Jeff. Among the three catering services, Sonneborn said, one would be hard-pressed to find any particular point on the spectrum not being serviced.

"When you talk about Secret Recipes, 5 Flavors and Nelson's they're all very distinct brands," Sonneborn said. "(Overlap) was a concern when we brought on Secret Recipes. Josh and I have been friends for

goal oriented

travel

giving

living

college

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CATERERS

Sources: The caterers
(Listed alphabetically)

	COMPANY NAME ADDRESS	PHONE (-) WEBSITE (www.) EMAIL	OWNER(S)	MIN/MAX SERVED	PRICE RANGE PER PERSON	MENU SPECIALITIES	TYPES OF EVENTS CATERED	YEAR EST'D
1	Arena Food Service, Inc. 3101 Greenhead Drive, Suite B Springfield, IL 62711	217-698-2944 arenafoodservice.com info@arenafoodservice.com	Shaun Moore and Sherri Madonia	25-5,000	varies	Fully customized event services featuring modern renditions with a strong culinary foundation.	Galas, fundraisers, corporate and private events, weddings, class reunions	1985
2	5Flavors Catering 3086 Normandy Rd. Springfield, IL 62703	217-787-4654 5Flavors.com Info@5Flavors.com	Chip Kennedy, Josh Lindvall, Josh Sonneborn	30-2,000	\$25-\$50	Playful spins on old classics to cutting edge contemporary cuisine and custom menus created just for you.	Intimate gatherings to fund- raising galas and everything in between including weddings and corporate events	2009
3	Hamilton's Catering 101 Main Street Franklin, IL 62638	217-675-2720 hamiltonscatering.com info@hamiltonscatering.com	George Hamilton	50-5,000	\$8 and up	Prime rib, pork loin with bourbon/ peach glaze, parmesan crusted chicken, fried chicken	Weddings, holiday parties, business parties, family events, etc.	1913
4	Just the Basics Catering 15 S. Old State Capitol Plaza Springfield, IL 62701	217-899-7239 justthebasicscatering@gmail.com	Connie Regan	20-700	\$10 and up	Modern American, farm to table	All types	2016
5	Nelson's Catering 3005 Great Northern Rd Springfield, IL 62711	787-9443 Nelsonscatering.com Info@nelsonscatering.com	Josh Lindvall, Jeff Lindvall	10-10,000	\$8-\$30	Grilled foods	Corporate, non-profit, private	1995
6	Poe's Catering 295 East Andrew Road Springfield IL 62707	217-487-7601 poescatering.com poecater@msn.com	Lance Poe	20-5,000	varies	Fried chicken, BBQ, family recipes	All	1997
7	POUR Bars 3086 Normandy Rd. Springfield, IL 62703	217-679-2709 pourbars.com info@5flavors.com	Chip Kennedy Josh Lindvall Josh Sonneborn	30-2000	varies	Bar service for your formal wed- ding, backyard party, or anything in between. Poured wine with your dinner, specialty drinks, and professional bartenders.	All	2013
8	Secret Recipes Catering 3086 Normandy Rd. Springfield, IL 62703	217-585-1100 SecretRecipesCatering.com Info@SecretRecipesCatering.com	Josh Lindvall, Chip Kennedy, Josh Sonneborn	30-2,000	\$15-\$30	American home style cuisine. Chicken romano and our cheesy potatoes are fan favorites.	All	2003
9	Turasky's Catering 1020 West Jefferson Springfield, IL 62702	217-626-2803 turaskyscatering.com tony.turasky@live.com	Tony Turasky	30-50 & up	varies	On-site grilling, stuffed pork chops, roast beef top round with au jus gravy, marinated grilled chicken breasts, pulled pork, Italian beef, ribeyes and ribeye sandwiches	Wedding receptions, golf outings, company picnics, company parties, corporate events, banquets, fundraisers, etc.	1978
10	Twyford BBQ & Catering 2562 Twyford Road Jacksonville, IL 62650	217-370-2274 217-370-6353 twyfordbbq.com randy@twyfordbbq.com	Randy & Marla Twyford	25-500	\$10-\$50	BBQ ribs, brisket, pork, whole hog roasts, pork loin, chicken	Food truck locations, festival vending, drop off, buffets for corporate events and employee appreciation, weddings and other social events.	2008

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Join the club

By Eric Woods

Whitney Hubbard grew up in Greenfield, moved to Edwardsville for college and landed in Springfield in 2009. “I am very comfortable here. I have a lot of family here and Springfield was always the destination area from Greenfield. It is just the right size for me,” she said. Hubbard saw going from Edwardsville to Springfield as a nice transition. She has settled in to the capital city and serves on the board of the Springfield Ballet Company. However, she stays involved in her hometown as she also serves as the Greenfield Triennial Homecoming Pageant director. “My parents still live in Greenfield, and I do wish I was closer to them,” she said. Hubbard sees Springfield’s biggest issue as the ongoing state budget impasse which has affected businesses that count on the state for funding.

Growing up, Hubbard wanted to be a police officer. She even started college with a minor in criminal justice. “As I got older, I wanted to be more on the investigative side, but there was no straight path to do that,” she said. Her first job, as a young teenager, was as a dance and gymnastics instructor.

One summer she worked in a grocery store deli as the early morning doughnut fryer, a job that was not one of her favorites. “It was too early, and dealing with the grease was messy,” she said. In high school, Hubbard broke the school record in hurdles, a record that still stands today.

As the director of membership of Panther Creek Country Club for the past six months, Hubbard is in charge of everything having to do with current and potential members. She also assists in planning member events, along with various other club events that help to generate membership. The club holds numerous annual events, such as the summer kickoff party on Memorial Day weekend, a big formal holiday party in December and a welcome back party in January. This year, they will play host to the inaugural Lincoln Land Charity Championship, a new PGA Web.com Tour event. “It has been five years since we had the State Farm Classic here,” said Hubbard. “We are excited to be bringing professional golf back to Springfield.”

As the summer months approach and

outdoor activities gear up, Hubbard sees the club getting busier. “People have called to start a membership because they want to golf that next weekend,” she said. “I anticipate that we will have a big boom when the pool opens as well.”

To have a successful career in this field, Hubbard believes in focusing on building relationships. “Always be driven and goal oriented, and most importantly, be yourself. Do what you say you are going to do,” she said. Hubbard has enjoyed her time so far at Panther Creek and can see her career continuing for a long time to come. Although her parents live in Greenfield, she does have a sister and brother-in-law living in Springfield, so she would enjoy being able to stay close to family. She also has a two-year-old nephew and a niece on the way. “In 10 years, I may possibly be married with a couple kids. If not, I will definitely be active in my niece and nephew’s lives.” □

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



PHOTO BY MARANDA POTTERF

Whitney Hubbard

Title: Director of membership, Panther Creek Country Club
Education: B.S. in marketing from Southern Illinois University - Edwardsville
Family: Not married, no children

Favorites -

Movie: *Dirty Dancing*
Restaurant: Pao Bistro
Sports team: St. Louis Cardinals

Tidbits -

Collects carnival glass pieces
Wants to someday flip a house
Enjoys home improvement projects



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Melissa Parris takes new role at SB Financial



Melissa Parris

Melissa Parris has been promoted to financial advisor at SB Financial, a subsidiary of Security Bank, where she has been working with clients as a financial services assistant for six years. In her new role, Parris is able to help clients determine their financial goals and develop individualized plans to help them reach those goals. Parris has more than a decade of experience in the financial services industry and has her state life and health insurance licenses, as well as the FINRA Series 7 and 66 securities licenses.

In her new role she will assist clients with individual retirement accounts, employer-sponsored retirement plans, investment brokerage services, college savings plans, trust accounts and insurance products and services. "I'm excited that Melissa has taken the steps to become a financial advisor. She has been a valuable member of our team for some time, and I look forward to working alongside her to help more people plan for their financial future," said financial advisor Karen Hansen, who is also a member of the SB Financial team.

Sergio "Satch" Pecori inducted into SHG Hall of Fame

On Sunday, May 22, at the graduation ceremony for the class of 2016, the Sacred

Heart-Griffin High School community inducted Sergio "Satch" Pecori into the SHG Hall of Fame for the exemplary ways in which he has integrated the mission of SHG into his life. Pecori was born in Italy and immigrated to America at a young age. He attended St. Joseph's School, and at the time of his enrollment, knew very little English. Satch graduated from Griffin in 1968 and went on to earn a bachelor of science in civil engineering at the University of Illinois at Urbana-Champaign in 1973 and a master's in the same field in 1974. He later was a recipient of the Distinguished Alumnus Award from the University of Illinois at Urbana-Champaign's Department of Civil and Environmental Engineering. Satch joined Hanson Professional Services, Inc.

and worked his way up to being president and CEO. Under his leadership, the employee-owned Hanson has become an award winning, national consulting firm providing engineering, planning and allied services. Not surprisingly, Satch is a strong proponent of educational and mentoring opportunities. He has been instrumental in Hanson's development and implementation of the Grow Our Own minority participation program – designed to mentor Springfield's minority youth in the fields of science, technology, engineering and math. He has served on several local boards: Memorial Medical Health System, the Illinois State Chamber of Commerce, the Abraham Lincoln Presidential Library Foundation, the Hope Institute Foundation, Network Knowledge-PBS TV, the American Red Cross and Sacred Heart-Griffin's Advisory board.



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Springfield Plastics, Inc. promotes Jennifer Furkin to vice president of operations

The board of directors of Springfield Plastics, Inc. recently announced the appointment of Jennifer Furkin as vice president of operations. Furkin joined the company in 2000 and since that time has taken on increasing levels of responsibility and management within the organization. Her new position will require her to be involved in all daily operations of the company. The company has experienced high levels of growth over the past eight years and Furkin will play an integral role in future developments for the company. Furkin holds a bachelors degree in business administration from the University of Illinois Springfield and a masters degree in business administration from Benedictine University at Springfield.

University of Illinois golf coach earns sponsor exemption for Lincoln Land Charity Championship



Mike Small

Tournament officials announced today that the University of Illinois' men's head golf coach, Mike Small, has earned one of the championship's sponsor exemptions for the upcoming Lincoln

Land Charity Championship. Coach Small, the 2015 Dave Williams National Coach of the Year, has guided the Illini men's golf team to wins in seven of the last eight Big Ten Golf Championships. Small has directed his team to Top 5 finishes four out of the last five years at the NCAA men's golf championships, and has coached two NCAA individual champions in the past six years. Additionally, Small spent five years on the PGA Tour and what is now the Web.com Tour, and continues to compete and succeed at a handful of high-profile events each year. In 2013, Small qualified for his ninth PGA championship and 12th career major. The year 2013 proved to be a banner year for Small as he was inducted into the Illinois Golf Hall of Fame in October 2013 and became the youngest man to ever be enshrined in the hall of fame. The Lincoln Land Charity Championship, an inaugural Web.com Tour event, will be at Panther Creek Country Club July 14-17. Tickets are available for \$10 and weekly passes can be purchased for \$35. For additional information on the Lincoln Land Charity Championship please visit www.lincolnlndcharitychampionship.com. □



PHOTO BY MARANDA POTTERF

Nancy's Chicago Pizza

By Thomas C. Pavlik, Jr.

As with chili, horseshoes and burgers, the topic of Springfield's best pizza is usually going to be quite spirited. Perhaps that's why Springfield has seen an influx of new pizza joints over the past few months. The more the merrier, I say – it's all good for Springfield. And the addition of Nancy's Chicago Pizza is definitely good for Springfield.

Nancy's is a chain with locations in northern Illinois, Georgia and California. Springfield is its latest franchise.

Although I suspect there's no real way to verify, Nancy's boasts that it's the original inventor of the stuffed pizza. Frankly, I couldn't care less who invented it. But I do care about whether it's good.

My guests and I arrived very early in the lunch hour on Nancy's second day of operations. Usually I like to wait for a month or so after an opening before doing a restaurant review in order to let the kinks work out. But pizza sounded good.

For being in a strip mall, Nancy's space is nice. There's exposed ductwork on the ceiling and some nice stonework along the walls. If you're in the mood, there's a bar. Despite all the hard surfaces, the acoustics were good. But again – who cares? It's really about the pizza.

By the time we left toward the end of the lunch hour (we lingered for quite some time) we saw a steady stream of take-out customers and other diners who pretty much filled Nancy's to capacity. My guests and I recognized quite a few of the diners.

In addition to four types of pizza (stuffed, thin, rustic Italiano and pan), Nancy's has several pasta options (\$8.95 – \$14.95), salads, sandwiches and starters. We noted with interest the Godmother sandwich (breaded

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Wheelchair Access: Yes

Credit Cards: Yes

Atmosphere: ★★★★★

Service: ★★★★★3/4 (opening day issues to be expected)

Food: ★★★★★1/2

Price: ★★★★★ (on the higher end, but good value)

Suitability for Business Lunch: ★★★★★

OVERALL: ★★★★★1/4

chicken tenders, marinara and mozzarella on garlic bread – \$7.95), the garbage salad (mixed greens, pepperoni, Canadian bacon, mozzarella, black and green olives, mushrooms, green pepper, red onion, tomato and cucumber – small \$6.50 and large \$12.75), and the chicken tetrazzini (chicken breast, mushrooms, butter, parmesan sauce and spaghetti, baked with mozzarella – \$14.95).

We opted to start with an order of the meatball trio (served with marinara, \$7.95) while we waited for a wayward guest to arrive. They were attractively plated, generously sized, well spiced and moist. It set a positive tone for our visit. I could have used a bit more marinara sauce but that's a matter of personal preference.

For our entrees, we decided to go with a stuffed pizza and a thin pizza. Keep in mind that the stuffed pizza can take over 30 minutes to fully cook. Plan accordingly or order ahead.

For the stuffed, we ordered the Uncle Tony's (Italian sausage, pepperoni, green

peppers and onion – \$26.70 for a large). For the thin, we decided on sausage, green olives and pepperoni (\$19.95 for a large, plus \$2.50 for each ingredient).

Our stuffed pizza came out first. I'm not traditionally a big fan of stuffed pizza – too much bread and cheese. Nancy's version made me a believer. Somehow I found it to be much lighter than its peers. And, unlike so many others, it was adequately sauced. Everyone at our table was impressed with the meat-to-cheese-to-crust ratios. We were also uniform in our praise of the sauce, which contained a spice hint we liked but could not identify.

One of my guests, who eats his deep dish with a fork and knife, commented that the utensils were appropriately sturdy. Another guest commented that he particularly appreciated that the stuffed pizza had enough structure that he could eat it using his hands.

It being the second day of operations, there was an accident with our thin pizza which necessitated a re-fire from the

kitchen. At least three staff came over to apologize and upon ultimately reviewing the bill I noted a discount had been given. Not necessary but nicely done, Nancy's. More importantly, however, we all concluded that the forced delay was worth the wait.

I had been picturing more of a Gabatoni's style thin pizza but what we got was a little more substantial. The crust was certainly high-quality, well-cooked and had a nice "bite." My guests were, again, impressed with the ratios of ingredients-to-cheese. I like a place that doesn't cover up a mediocre pizza with a mound of cheese. We also enjoyed the tasty sheen of grease from the sausage and pepperoni that permeated each bite. The table's conclusion was that Nancy's thin crust pizza was equal, if not superior, to many of Springfield's better pizzas.

Service was, in the main, attentive and accurate – not bad for the second day of operations. Our drinks were very well monitored and we felt well attended-to. However, my one guest decided to try a cannoli for dessert (\$1.85) which failed to appear, despite repeated requests, until we asked for it in a to-go box as we left. Still, given that Nancy's just opened, these kinds of glitches are to be expected.

Nancy's entry into the crowded Springfield pizza market is a welcome addition. I'm not going to give up my love of thin, cracker-style pizza but when I'm in the mood to change things up, I'll be back. The only question: Which style of crust to go for? □

Thomas C. Pavlik is an attorney with Delano Law Offices, LLC, in Springfield.
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Collecting on judgments

By Thomas C. Pavlik, Jr.

Last month, Sarah Pavlik wrote about Small Claims Court and the process of converting a claim into an actual judgment. But getting a judgment doesn't mean that the judgment will get paid. In order to get paid, you have to collect on the judgment. Typically, the collection process is more difficult than actually getting the judgment.

Before discussing the collection process, it's important to understand that there are steps that can be taken in advance to make the entire process easier.

First, all business owners have to take a close look at their documents which create accounts receivables or other claims. In some situations, oral debts can be difficult to collect. Whenever possible, you should have some written evidence indicating that money is due and owing from the transaction. A written invoice, signed by a customer, will often be sufficient. Or, a more formal contract may be warranted, depending on the circumstances. Sometimes, 100 words or less might be sufficient to properly paper the transaction.

There is a second, and often more important, reason for having written evidence of the debt. In Illinois, the prevailing party in a lawsuit is not entitled to

attorneys' fees unless provided for by statute or in a written contract. In most situations, the typical business owner will not be able to rely on a statute to get attorneys' fees. However, the savvy business owner or operator uses a written document, signed by the customer, in which the customer agrees to pay reasonable attorneys' fees and costs in the event litigation is needed to collect a debt. Absent such a provision, it is often not economically practical for a business to collect on a debt.

Now that you have your judgment, what can you do with it?

First, don't be too worried if it takes some time to actually collect. Judgments carry interest after the date they are entered at the rate of nine percent per year.

Second, what actions can you take to convert the judgment to cold, hard cash?

Judgments can be recorded with the county recorder. A recorded judgment acts as a lien against any real property owned by the judgment debtor in that particular county, just like a tax lien, mechanics lien or mortgage. With virtually every county in Illinois having an online database to search for property owners, it's very easy to determine exactly where a debtor owns



property. For Sangamon County, the link is: <http://bit.ly/1Vh47FP>.

Although it may take several years, your debtor may eventually need to sell some real property, at which time s/he will have to address your lien. For those with less patience, there is a whole host of post-judgment remedies available.

Citations to discover assets allow for an examination of your debtor, under oath, as to the financial wherewithal to pay the judgment. The citation notice lists the financial documents the debtor needs to bring to court. The judge swears in the debtor, and you are then free to examine the debtor on his or her ability to pay. An examination of the financial records will often lead to the discovery of certain non-exempt assets that can be liquidated to satisfy the judgment.

In that regard, it's important to note that certain assets have been deemed exempt from collection – the theory being that a debtor should be left with a certain minimum amount of assets necessary to survive. Illinois' list of exempt assets is not as generous as other states. Common exempt assets include \$15,000 of equity in the primary residence, up to \$2,400 in a vehicle, a \$4,000 "wildcard" exemption that can be applied to any property, \$1,500 in "tools of trade," and certain retirement and other benefits like social security.

Assume that you find non-exempt assets of your debtor available to satisfy your judgment. Non-wage garnishments provide a means to get at those assets. For example, a citation exam might lead to the discovery of a bank account with funds available. The non-wage garnishment issues to the bank and, if the court approves, the bank will pay the funds to you. Or if your examination reveals that a third party is holding property for the debtor, the same process applies.

If you discover non-exempt assets being held directly by the debtor, you can ask the court for a "turnover" order directing that the debtor deliver that property to you so that it can be liquidated (in a commercially reasonable manner) with the proceeds being applied to the judgment. With the court's approval, it's possible to enlist the aid of the county sheriff to enforce that order.

If your citation exam shows that the debtor is employed, a wage garnishment affords another tool to recover on a judgment. Wages can't be garnished unless take home pay after taxes is more than \$371.25 per week. If that threshold is met, the amount of wages that can be garnished is limited to 15% of the weekly gross pay. If other judgment creditors got there before you, there may be nothing left to garnish until their judgment is satisfied. Certain benefits (such as unemployment, social security, public aid and pensions, if needed for support) cannot be garnished.

What about "professional debtors"? These debtors work the system and take advantage of every opportunity for delay and hindrance. Professional debtors often count on their creditors giving up. Don't. Use the tools available to you, and be persistent and patient.

The last resort for many debtors is bankruptcy. A discussion of how to approach this situation is beyond the scope of this article. However, whatever you do, file a proof of claim with the bankruptcy court when advised to do so.

In these days of increasingly tight profit margins, often one or two customers who refuse to pay can send you from black to red. Preventive measures will go a long way toward improving your chances of successfully, and economically, recovering those amounts. If necessary, obtaining those judgments is not as tough as it would seem. Armed with such a judgment, and with the collection tools available to all creditors, your chances of eventually getting paid aren't all that bad. □

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

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Website:

www.springfieldbusinessjournal.com

Email:

info@springfieldbusinessjournal.com

Facebook:

www.facebook.com/sbjmonthly

Twitter:

www.twitter.com/sbjmonthly

Editor and Publisher

Fletcher Farrar
fletcher@springfieldbusinessjournal.com

Associate Publisher

Michelle Higginbotham
michelle@springfieldbusinessjournal.com

Associate Editor

Scott Faingold
scott@springfieldbusinessjournal.com

Contributors

Colin Patrick Brady	Ginny Lee
Rhonda Buckhold	Shannon O'Brien
Terry Farmer	Catherine O'Connor
Gabe House	Thomas C. Pavlik, Jr.
David A. Kelm	Maranda Potterf
	Eric Woods

Production Designer

David Hine
ads@springfieldbusinessjournal.com

Editorial Designer

Diane Lyddon
ads@springfieldbusinessjournal.com

Business Manager

Brenda Matheis
brenda@springfieldbusinessjournal.com

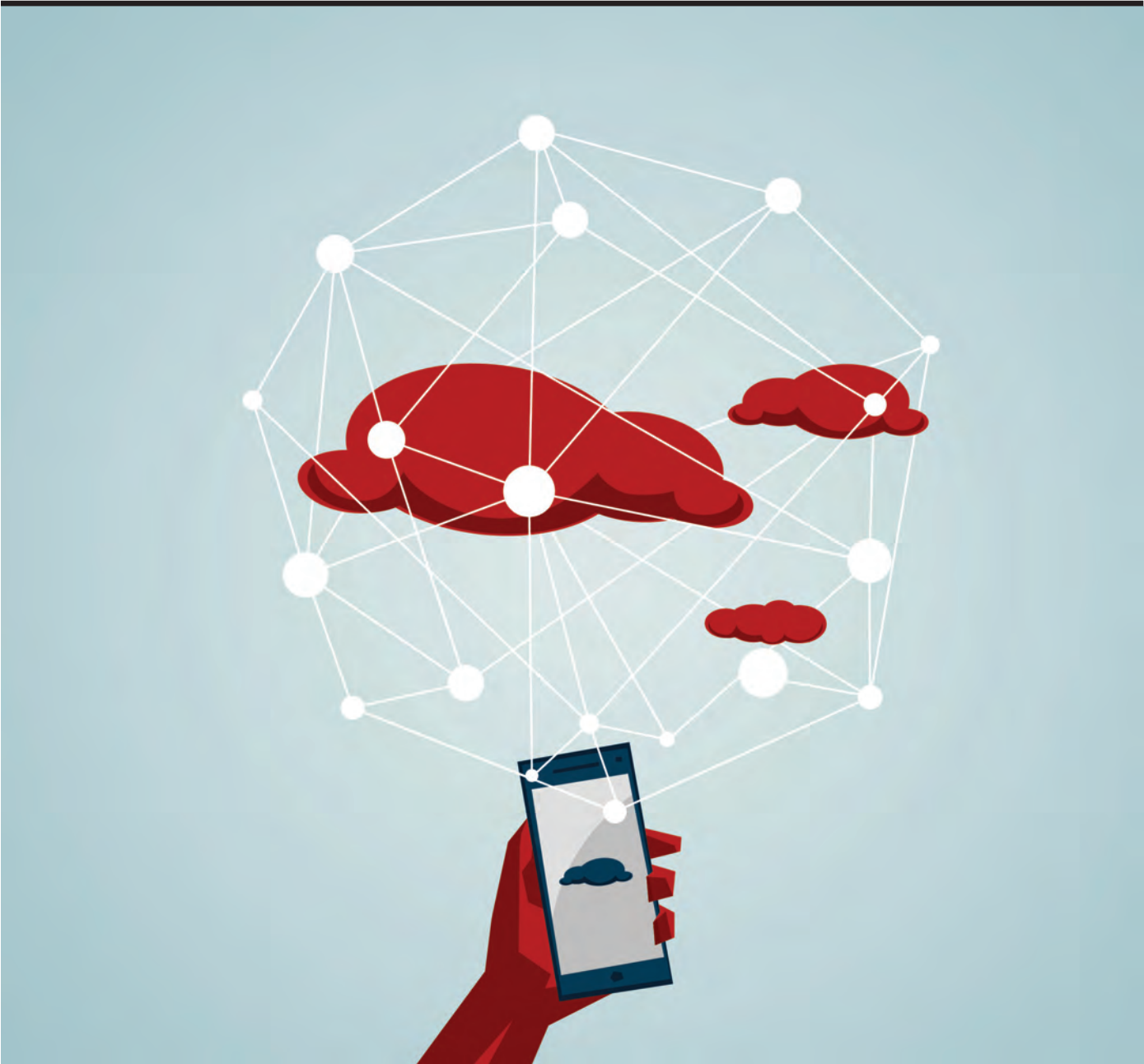
Advertising

Beth Parkes-Irwin
beth@springfieldbusinessjournal.com

Stacie Lewis
stacie@springfieldbusinessjournal.com

Teri Hill
teri@springfieldbusinessjournal.com

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Cloudy with a chance of file corruption

By Scott Faingold, associate editor

For me, a lifelong music fan and collector, the last few decades have been turbulent, to say the least. Being the right age to navigate the progression from vinyl to cassette to compact disc to MP3 and, most recently, to online streaming has meant that my music collection has had to transform itself numerous times. In fact, certain LPs I purchased as a teenager now reside – in some form – in “the cloud.” I’m no Deadhead, but man, what a long, strange trip it’s been.

For the most part, I have resisted listening to music via streaming – using online services such as Pandora or Spotify to play songs straight from the Internet, a process involving no physical object for the consumer to purchase or store. Until recently, anyway.

Over the last few years, my listening habits had gradually settled around my trusty iPod classic, 160GB (approximately 30,000 songs) worth of storage which managed to contain a navigable, functional version of my decades-in-the-making (and still expanding) collection. Loss of sound quality aside, it worked well for me. I could manage the music as I saw fit in various playlists or just listen to my entire collection on “shuffle play” – an experience sometimes akin to “coming unstuck in time” in the style of *Slaughterhouse-Five* protagonist Billy Pilgrim, as music from my teenage years was buttressed up against acquisitions made last week, etc., ad infinitum.

Alas, a few weeks ago my iPod met an ignominious fate involving a too-small sweatshirt pocket and a toilet bowl. As Apple had officially removed the iPod classic from the market in 2014, I decided to take my first earnest steps into the new streaming lifestyle. The lion’s share of my digital music collection already resided in my iTunes library so the Apple Music platform seemed the intuitive way to go – plus, they were offering a free three-month trial. After backing up all of my MP3s on a removable hard drive, I performed the small series of keystrokes necessary to upload all of the music I own into Apple Inc.’s version of that nebulous, all-encompassing Internet space known as “the cloud.” Suddenly, I could listen to my entire collection using my iPhone or other various devices.

Or could I? Over the first few days of listening, my experience was mainly positive. However, I gradually started noticing something strange. Certain individual songs were being replaced with alternate versions in a way that seemed unnervingly arbitrary. At first I thought I was imagining things, but it was true. A three-minute studio recording of a favorite song was inaccessible from my device, with a six-minute live version playing in its place. A jazz performance from 1959 was replaced with an entirely separate rendition (same bandleader, completely different musicians) from 1966. The version in my iTunes was thankfully unchanged, but

some algorithm used by Apple Music was blocking my access to certain parts of my own collection, at least while utilizing their platform. This seems unprecedented. After all, no corporation ever arbitrarily replaced a song on any of the “mix tapes” I used to make back in the ’80s.

In itself, this might not seem like a huge deal – after all, it’s just music, right? However, certain implications strike me as concerning in a more general way. As cloud storage becomes more prevalent, should users of Apple online products and other proprietary platforms be on guard against similar, possibly less harmless “switch-outs” in materials stored online? For instance, imagine an architectural plan or a corporate ledger being swapped for an earlier or close-but-no-cigar version somewhere else in the massive stockpile of cloud documents? A recent BBC news story reported that the Pentagon still uses floppy disks to coordinate its nuclear force. Maybe they have the right idea.

At the very least, my musical misadventure might act as a cautionary tale against overreliance on any single platform. At this point it seems that – free trial period notwithstanding – the price of cloud storage might just be eternal vigilance. □

Scott Faingold can be reached via scott@springfieldbusinessjournal.com.

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