



Security Bank recognizes accomplished women who are making a difference.

P. 14-22



**MINORITY
BUSINESS**

Access to capital is the biggest challenge facing minority-owned businesses in Springfield as discussed at a seminar held at UIS.

P. 13



**'SPRINGFIELD
LEAKS'**

Internet-based social media has created an environment for alternative approach to news reporting but is it serious journalism?

P. 29



**ALTERNATIVE
MEDICINE**

Complementary and alternative medicine (CAM) has its presence in Springfield providing options from the traditional clinic model.

P. 38

MAY 2013
(217) 726-6600

Springfield business journal

BUSINESS. NEWS. PAPER.

www.springfieldbusinessjournal.com
info@springfieldbusinessjournal.com

'A Cut Above' to get new look, location

Vacant Multistate Transmissions building on South Grand becomes barber shop and more

**By Eric Woods,
Correspondent**

Springfield business owner Trevor Miller is going back in time. The owner of A Cut Above Barber Shop, 1UP'n Limos & Party Buses, and Grasshopper Lawn Care is not only moving his primary office from South MacArthur Boulevard to the former Multistate Transmissions building on South Grand Avenue, but he is giving his new location a historical look to go with the history of the 1,500 square foot building he is renovating.

"I think it was a Texaco gas station in the 30s," said Miller, whose barber shop will occupy the front of the building and showcase a retro 1950s garage and gas station theme. Miller, a barber for the past nine years, has owned A Cut Above and his limousine and party bus businesses for almost five years. He has had the lawn care business for two years.

Miller credits Jeremy Bredemeyer, one of his barbers, with giving him the idea to create a historical theme in this manner. Bredemeyer has been working with Miller for a year and admitted that he is into antiques.

"A lot of us are into vintage cars," said Bredemeyer. "It ap-

*Continued on Page 7,
A Cut Above*

Infrastructure incoming

Sales tax, sewer increases to fund repairs

**Gabe House,
Correspondent**

A fiscal pathway for infrastructure repairs through a sales tax and sewer fee increases were approved by the City Council on April 16.

The City of Springfield has more than 600 miles of roadway

that fall under its jurisdiction. According to an analysis from the Springfield Office of Public Works, 46 percent of those roads are listed in less than good condition.

Then there are the 695 million miles of sewers – both sanitary and storm – that the city owns as well. Again, these are in less than ideal condition. In fact, the city is an Administrative Or-

der phase with the Environmental Protection Agency (EPA) that requires an assessment – and plan of completion – for necessary repairs and improvements to be made. A failure to do so could result in costly civil penalties.

Mayor Mike Houston proposed several different sales tax and sewer rate raises in order to raise the necessary funds

for Springfield's infrastructure needs. Of the four options presented to City Council, two were approved last month. Springfield's sales tax rate will increase from 8 to 8.5 percent (from 9 to 9.5 percent in the South Central Business District, where Legacy Pointe and Scheels are located)

*Continued on Page 11,
Infrastructure*

Sequestration hits Lincoln's Home



Supervisor Dale Phillips standing in front of the Lincoln Home which draws somewhere between 300,000 and 400,000 people spending approximately \$16.4 million in central Illinois. A five percent federal budget cut will result in \$140,000 reduction in operating budget.

Springfield gears up for tourist season

**By Betsy Butler,
Senior Correspondent**

Lincoln's Home, the only national park in Illinois, has long been an economic engine for Springfield and Sangamon County, but federal funding cuts may impact its hours of operations.

A recent study by Michigan State University for the National Park Service found that in 2011, nearly 300,000 people visited Lincoln's Home, spending \$16.4 million in communities surrounding the site.

At its peak in 2009, Lincoln's Home recorded a half a million visitors. While it has tapered off a bit, it has remained fairly consistent over the last decade, hovering around 300,000 to 400,000 visitors a year, according to Lincoln Home Supervisor Dale Phillips.

The federal fiscal crisis does

*Continued on Page 9,
Tourism*

COMING NEXT MONTH...



Springfield Business Journal will host its annual business roundtable for 2013.

Please send us your questions to info@springfieldbusinessjournal.com

CORPORATE REVIEW 2013

QUOTE - P. 49



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

"Data from the 2011 U.S. Census puts the state's net migration at 79,459 people – the second biggest population loss in the country."

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

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



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

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

For more ways our expertise delivers value no other carrier can match, visit ourwisdomisteeth.com.



OUR WISDOM IS TEETH.

• the rookery

Prayer breakfast set for May 2

The Governor's Prayer Breakfast is set for Thursday, May 2 at 7:30 a.m. at the Crowne Plaza Hotel. The subject of bringing together religious groups to address affordable housing through Habitat for Humanity will be discussed.

The keynote speaker is Dr. Tom Jones of Habitat for Humanity. Jones has been with the organization since 1991, having served as vice president and founding managing director of the Washington office from 1991 to 2005. He was named Habitat's ambassador-at-large in the office of the CEO in 2005.

Tickets for the event are \$20 (\$22 if purchased online). For more information, visit <http://www.illinoisgovernorsprayerbreakfast.com/>.

United Community Bank acquires seven new branches

United Community Bank, with headquarters in Chatham, Ill., recently entered into an agreement to acquire 7 banking offices from Heartland Bank and Trust of Bloomington, Ill. Office locations include Quincy, Macomb, Colchester and Bushnell, Ill. and Palmyra, Mo.

United Community Bank will acquire approximately \$188 million in deposits and \$84 million in loans. The transaction is subject to regulatory approval and is expected to be completed in October 2013.

"UCB is excited to further expand its presence in the western Illinois market," said United Community Bank Chairman Robert Narmont, "We will continue to provide our customers with exceptional service and the latest in traditional and online products."

"We believe UCB is the perfect choice for these branches because they are also a strong, well-managed community bank, serving markets much like ours," stated Fred Drake, Heartland Bank Chairman and CEO. "We will work closely with the UCB team to assist them in making this a smooth transition."

Upon completion, United Community Bancorp, Inc. will have an asset size of \$1.5 billion and 31 locations including the Illinois communities of Springfield, Chatham, Auburn, Augusta, Bunker Hill, Carlinville, Carthage, Divernon, Gillespie, Golden, Greenfield, Hamilton, Loami, Mt. Sterling, Pawnee, Pittsfield, Roodhouse and Winchester.

LLCC Transfer Fair rescheduled

The Lincoln Land Community College Transfer Fair, cancelled on March 25 due to weather conditions, has been rescheduled to May 8 and 9, from 10 a.m. to 1 p.m. both days in the A. Lincoln Commons on the Springfield campus.

Representatives from state universities will be in attendance May 8 to speak to LLCC students about transfer opportunities once they graduate from LLCC. Those universities are University of Illinois Springfield, Southern Illinois University Edwardsville, Southern Illinois University Carbondale, Illinois State University, Eastern Illinois University, Northern Illinois University, Western Illinois University and University of Illinois at Urbana-Champaign.

On May 9, representatives from private colleges and universities will be in attendance, including Kendall College, Blackburn College, Illinois College, Bradley University, Millikin University, Robert Morris University, Benedictine University at Springfield, Quincy University, MacMurray College and Monmouth College.

History museum to host exhibit on black marshals

Robert Moore, author of "The Presidents' Men: Black United States Marshals in America," will open a 1,000 square foot national traveling exhibit by the same name at the Springfield and Central Illinois African-American History Museum.

The exhibit will open with a reception, book signing and lecture by Moore on June 27 at 6 p.m. Moore's granddaughter will also be a guest singer at the reception.

The exhibit has been hosted by the Underground Railroad in Cincinnati, the federal courthouse in St. Louis, Alabama A&M University, museums in Rockford, Carbondale and several other venues in Springfield. New pictures of the reuniting of the black marshal who helped protect James Meredith 50 years ago during the integration at Ole Miss will be included.

Foreclosure sales leave mark on capital area

Unit home sales for single-family homes declined as did the median home sale price in the Capital Area during March 2013, according to the Capital Area Association of REALTORS.

For the month of March 2013, the median home sale price was \$93,900, a decrease of 20.4 percent from \$118,000 in March 2012. The first quarter 2013 median sale price was 102,500, reflecting a decrease of 9.5 percent from the \$113,300 price during the same period in 2012.

"If you factor out foreclosure sales for year-to-date through March the median home sale price was \$129,000, reflecting a 3.2 percent increase over the prior year price of \$125,000," said REALTOR Don Cave, CAAR president.

According to CAAR, there were a total of 261 homes sold in March 2013 as compared to 262 homes sold in March 2012, nearly unchanged. First quarter 2013 homes sales totaled 689, reflecting a 10.8 percent increase over the 622 sales year-to-date through March of 2012.

Foreclosure sales in March of 2013 were at an all-time high in the capital area with 67 sales, or 25.7 percent of all sales. This is up from 61 sales in February of this year and nearly triple the number of foreclosure sales during the prior March. During the first quarter 2013 there have been 172 foreclosure sales, more than double the 82 sales during the same period in the prior year.

Sales pending in March 2013 amounted to 387, demonstrating an 11.2 percent decline from the 436 sales pending during the same time in 2012.

The number of new residential listings taken in the Capital area for the month of March 2013 was 494, up 33.2 percent from the 371 listings during March of 2012. There were 1,402 listings at the end of March 2013, 2.2 percent decline from the 1,433 listings at the end of March 2012. As of April 7th there were 1,623 listings on the market which reflects a 5.4 month supply of inventory based on the average monthly sales rate over the past twelve months.

The Federal Home Loan Mortgage Corp. reported that the national average commitment rate for 30-year, conventional, fixed-rate mortgages was 3.57 percent in March 2013, down from the 3.95 average rate during March of 2012.

osheabookshelf.com

Books That Make Us Strong.



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

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

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



Prudential

Bring Your Challenges™

INVESTMENTS | INSURANCE | RETIREMENT

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

Go Ahead. Put all your eggs in one basket.



Let Allied Waste design a single stream recycling program for your business.



Contact Kathy Saunders today!

217-306-5880

SP-747320

kisaunders@republicservices.com

PRAIRIE DENTAL GROUP

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

The Art and Science of Beautiful Smiles

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

OFFICIAL DENTIST FOR THE



FOLLOW US ON FACEBOOK



Member
AMERICAN ACADEMY
OF COSMETIC DENTISTRY

217.546.0412

2900 Greenbriar Drive • www.prairiedentalgroup.com

regular meetings •

Monday

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

Tuesday

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

Wednesday

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

Thursday

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

Friday

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

Do you have a regular business meeting to include?
Send your regular meeting to info@springfieldbusinessjournal.com

Professional Women's Calendar of Events

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

Association for Women in Communications (AWC)

The Association for Women in Communications will host it's Annual Scholarship Reception, Wednesday, May 15, 5:30 pm at The State Journal-Register, One Copley Plaza, Springfield
For ticket prices and additional information, please visit www.awcspringfield.org

Illinois Women in Leadership (IWIL)

Illinois Women in Leadership will hold its Annual Scholarship Luncheon from 11:30 am to 1:00 pm on Thursday, May 16th at the Sangamo Club - 227 East Adams St. Springfield.
Our mission is to promote professional and develop members' leadership and management abilities. This is done through education, mentoring, networking, member participation, encouragement and support, friendship and community involvement.

Each year we provide scholarships to three young women graduating from high school and one adult woman entering college. Please come join us as we honor the recipients for this year scholarships.

Guests and potential new members are welcome to attend. The cost for members is \$18. Non-members and walk-ins are \$23. Reservation forms are available at www.iwil.biz. Reservations with payment must be received by 5 pm Friday, 10th May via the website or by mailing the registration form and payment to: IWIL, P.O. Box 5612 Springfield, IL 62705-5612.

Security Bank's Women of Influence 2013

Security Bank and Springfield Business Journal will host the 10th annual Women of Influence awards reception and ceremony, Tuesday May 14th, 5 pm to 7 pm at Erin's Pavilion, 4965 South Second Street, Springfield, IL 62703.

Join us in celebrating the accomplishments of these recipients at the 10th annual Security Bank's Women of Influence Awards. Hors d'oeuvres and beverages provided. This event is free and open to the Springfield Public. Please R.S.V.P. to 217-726-6600 or info@springfieldbusinessjournal.com.

Women Entrepreneurs - Central Illinois (WE-CI)

Women Entrepreneurs of Central Illinois's monthly meeting will be held on Wednesday, May 8th, from 5:30 pm to 7:00 pm, at Bella Milano 4525 West Wabash Ave. in Springfield, Ill.

Program: Caring for Ourselves While We Care for Others: Career women are still expected to fulfill traditional caregiving roles as mother, wife, and daughter. The aging of our society has prolonged senior caregiving phase. Methods for meeting these competing demands are still evolving. Sara Lieber of Senior Sidekicks, will discuss methods of managing these roles to meet the needs while preserving our health and sanity.

The cost for the meeting is \$22 for members, \$25 for guests, and \$30 for walk-ins. Please RSVP by noon, Friday, May 5th, 2013. Reservations are non-refundable. Additional information is available by contacting L. Gay Davidson, 725-8500 or at reservations@we-ci.org.



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



after hours •

Sgro shares love of diving

Julie Sgro

Profession:

Billing Assistant,
Alterna-Care Home Health System

Passion:

Diving

By Raegan Hennemann,
Senior Correspondent

When Julie Sgro was 16 years old, she packed up and moved away from her family and friends in Springfield to pursue an opportunity that would help her become a competitive diver. Today, she is making it possible for Springfield area youth to become successful divers without having to leave home.

Sgro, who is a part-time billing assistant for Alterna-Care Home Health System, opened the Illinois Diving Academy (IDA) in December 2009.

"My goal is to have kids hopefully enjoy diving as much as I did and to pursue it beyond just the high school realm in this area. Before I started IDA there really were no other options to do any competitive diving, to go to a (national diving competition) in Texas, to go to California, to even go to Iowa and dive. And it was pretty small scope," Sgro said. "So I wanted to expand that horizon, and improve the sport of diving in Springfield. If you look at cities like Indianapolis, every high school has a beautiful natatorium; it's a very valued sport. I think that we can add to the value of it (in Springfield). I know that diving did a lot for me and I'd like to pass that on to other kids."

Sgro's interest in the sport came about when she was 14 years old and her sister's friend, who was a diver, suggested she give it a try. Before that, Sgro spent seven years in gymnastics, which made for a smooth transition.

"I just thought I would give it a try," she said. "It came fairly naturally and I started to enjoy it. I started diving in lieu of gymnastics."

Before moving to Indianapolis in January 2002, Sgro spent a lot of time traveling to Bloomington or St. Louis to practice diving. While in Indianapolis, Sgro lived with host families until beginning a college diving career at The Ohio State University.

Not long after graduating, Sgro took a two-year hiatus from being involved with the sport. After that time away, she decided to share her passion and enjoyment of diving with youth.

"When I moved back to Springfield I just saw a need for something and hopefully I could have kids who could excel in the sport without obviously having to leave Springfield. That was my objective definitely," she said.

IDA has found its home at Eisenhower Aquatic Center, which is operated by Springfield Park District. The diving well has two one-meter springboards, which is not ideal for developing a highly competitive diving club. Sgro would love to have a 12-foot deep diving well with a three-meter springboard for her students.

IDA is a registered club through USA Diving, which offers opportunities for divers to compete in meets throughout the country. Since IDA's inception, more than 45 participants ranging in age from four to 18 years old have trained to dive.

"Every kid excels at different times. I've had a four and a half year old who is better than some of the older kids. With diving sometimes the younger ones are fearless, and they want to try, and they're good. And then sometimes it takes them until they're in high school before they feel they can work through something to where they can try it," she said. "Unfortunately with diving the only way to gain confidence is to actually do the dive so sometimes that plays a part with the younger ones and the older ones."

Sgro averages about 15 active divers at any point throughout the year. They practice three days a week for an hour and a half. The dedication of some of the athletes is already paying off - three divers have received scholarships to NCAA Division I schools and four divers recently qualified for the USA Diving National Preliminaries in San Antonio, Texas in July.

Like all sports, diving requires certain physical attributes such as flexibility and strength, but as Sgro knows, mental capacity is just as crucial. As a coach, it is challenging for her to know a kid has the physical ability to do a dive, but they cannot overcome the mental standoff taking place in their head.

"They cannot make themselves do it. That for me is the most frustrating even though all divers go through it. It's frustrating as a coach; it's something I didn't realize when I was diving," Sgro said. "But coaching now, you're like 'Well why don't you just



“Every kid excels at different times. I’ve had a four and a half year old who is better than some of the older kids. With diving sometimes the younger ones are fearless, and they want to try, and they’re good. And then sometimes it takes them until they’re in high school before they feel they can work through something to where they can try it.”

Continued on Page 7, After Hours



COMMUNITY BUSINESS REPORT

sbj

Forty
Under

Make your nomination today –
www.springfieldbusinessjournal.com

www.springfieldbusinessjournal.com

May 2013

Sibling stability

Sister Cities promotes cooperation

By Ashley Caldwell,
Correspondent

For more than 20 years Springfield has been taking part in a world diplomacy initiative brought to life by President Dwight D. Eisenhower in the 1950s.

Stemming from the President's belief in the importance of creating successful relationships among the cities of the world, Sister Cities International was formed as an organization to foster international civic relationships based on the cultural, educational and humanitarian efforts of their citizens.

In 1989, Springfield joined the ranks of more than 100 other countries around the world when a local chapter of Sister Cities was established and the Sister Cities Association of Springfield (SCAS) was formed.

The not-for-profit organization is responsible for promoting the affiliations with our sister cities and for overseeing exchanges that take place. For the community to participate in the program, the City of Springfield enters a partnership agreement to be officially recognized by Sister Cities International. SCAS is primarily responsible for all activities and programs that are initiated.

"It's their program and they handle everything," stated Kim Rosendahl, Director of Tourism for the Springfield Convention & Visitors Bureau. "But, the city is certainly very supportive of it and our mayor's office is very supportive of the program and so we usually get involved in any way that the Sister Cities Association asks us to get involved."

This involvement has ranged from meeting with delegations from Springfield's sister cities to being members of delegations sent abroad or even active participation within the associa-



Springfield delegation in San Pedro in January

tion.

In 1990, shortly after the inception of SCAS, Springfield formed its first Sister City partnership with Ashikaga, Japan. This relationship was brought about, according to Ashikaga Committee Chair for SCAS Carol Zerkle, at the urging of a local

educator who traveled to Japan and was highly impressed with what she saw.

Ashikaga is home to the Ashikaga Gakko, the oldest educational institution in Japan and the area has a long standing tradition of placing great value on education. Since their partnership began, Springfield and Ashikaga have

built on this mutual respect for learning, developing a cultural and educational exchange program that offers students from both countries the opportunity to travel abroad and immerse themselves in their sister city's

way of life.

SCAS hosts a program each summer where students can travel to Ashikaga, stay with a local family, attend local schools, and attend cultural events. In addition, Zerkle noted, during the 10th Anniversary Celebration of the Springfield/Ashikaga partnership in 2000, the cities took this dedication to education one step further creating Sister College partnerships between University of Illinois - Springfield and Lincoln Land Community College with schools in Ashikaga. Students at these schools can study at their Sister College and earn credits towards their degree at home by enrolling in certain programs.

Springfield signed its second Sister Cities partnership agreement in 1996 under Mayor Karen Hasara, joining up with San Pedro, Mexico. Springfield originally became involved with the city of San Pedro through the Sertoma Club—another civic organization that focuses on improving public environments for individuals suffering from hearing loss.

The Springfield chapter began working with the Sertoma Club in San Pedro, which eventually led to the two cities becoming sister cities. However,

this partnership is a bit different than relationship Springfield has with Ashikaga, explained Zerkle. "Both of them have educational, cultural and governmental exchanges as a basis," she stated, "but the thing that really separates them is that the San Pedro relationship is primarily humanitarian."

Based in a dry area at the foot of the Sierra Madre Oriental mountain range, San Pedro is not a part of the resort culture that many Americans associate with Mexico. Early in the relationship, members from SCAS traveled to San Pedro to get a closer look at their new sister city.

Mark Pence, former member of the SCAS board, was among this first delegation. "It was our turn to send some people down there to get to know their area, get a feel for what the concerns of their city happened to be, and to see how we might be able to help each other with those concerns," Pence said.

A number of projects have since been developed by SCAS to address some of these initial concerns, including sending delegates to assist with water purification and delivery for the city

• new businesses

• Acute Pixel, 1509 S. State St., Springfield, 62704, Angel Medina, (773) 603-2178.

• Angela D. Jones Custom Jewelry, 1124 N. Third St., Springfield, 62702, Angela D. Jones, (217) 679-3612.

• Angie Jackson Photography, 985 Fraase Road, New Berlin, 62670, Angela R. Jackson, (217) 341-4271.

• Anything Auctions, 240 N. Dirksen, Springfield, 62702, Janice S. Smith, Joshua L. Smith, (217) 638-8193.

• Batteries Plus Bulbs, 2400 Wabash, Springfield, 62704, Batteries Authority LLC, (636) 386-2677.

• BD Lawn Care & Landscaping, 1051 N. Patton, Springfield, 62702, Brandon Dougherty, (217) 638-9955.

• Beech Built Properties, 2485 Sand Hill Road, Springfield, 62707, Donald Beechler, Paula Beechler, (217) 638-7433.

• Beyond the Rainbow, 2512 Mandan Court, Springfield, 62702, Karen S. Cusumano, (217) 652-8831.

• Bliss Leak Directions Services, 308 W. Illinois St., New Berlin, 62670, Timothy A. Bliss, (217) 299-1278.

• Bob's Towing, 2032 N. 14th St., Springfield, 62702, Robert L. Sidener, Jr., (217) 971-3231.

• Books for Change, 2600 S. Pasfield St., Springfield, 62704, Allison N. Gnuse, (217) 299-0204.

• BST Construction, 8140 Donna Lane, Cantrall, 62625, Brent Steven Turner, (217) 415-9627.

Continued on Page 34,
New Businesses

• index

| | |
|------------------------------|-------|
| The Rookery..... | 3 |
| After Hours..... | 4,7 |
| Regular Meetings..... | 4 |
| Women's Calendar..... | 4 |
| New Businesses..... | 5,34 |
| Airport En/Deplanements..... | 6 |
| Building Permits..... | 6 |
| Security Bank's | |
| 2013 Women of Influence.... | 14-22 |
| Professional Services & | |
| Office Technology..... | 23-33 |
| Business Reading..... | 28 |
| Legal Filings..... | 34 |
| Law..... | 35 |
| Going Green..... | 37 |
| Health & Fitness..... | 38 |
| Business Lunch..... | 40 |
| Monthly Drive..... | 41 |
| Giving Back..... | 42-43 |
| Fast Tracks..... | 44-45 |
| Community Business..... | 46-47 |
| Opinion..... | 48 |
| Op-Ed..... | 46 |
| Business Card Directory..... | 46 |

Continued on Page 7,
Second Front



Take Care of All Your Business Needs with Illini Bank's Cash Management Services

- Complete Wire Transfers
- Transfer between Accounts & BANKS
- Online Bill Pay & Payroll
- Check Capture/Remote Deposit

Illini Bank®
www.illinibank.com Member FDIC

"If you're trying to defeat the human spirit, marathoners are the wrong group to target."

– Mighty Brighties on Facebook



Runners United to Remember

- 2nd Annual Run with a Mission 5K and Kid's Fun Run, April 13, 8 a.m. (5K), 9: Michelle Pulce, aka5k@yahoo.com
- Fat Ass 5K, May 11, 10 a.m., Seventh St. between Adams and Washington – FMI: www.fatass5k.com/, (217) 525-1111
- Lincoln Memorial Garden 8K Trail Run and Kid's Fun Run, May 18, 8 a.m., Lincoln Memorial Garden – FMI: www.getmeregistered.com/get_information.php?event_id=7859, Susan Helm, (217) 502-3992 or Lance Cull, (217) 652-5651
- Girls on the Run 5K, May 18, 10 a.m., Lincoln Land Community College – FMI: www.gotrcentralillinois.org/community-5k/, Kelsey Dyckman, (217) 726-9808
- 2013 Passavant-Powerade Race (5K/10K), May 25, 7:30 a.m., Passavant Area Hospital, FMI: https://www.passavanthospital.com/ai1ec_event/passavant-powerade-5k-and-10k/?instance_id=2843, Kevin Eckhoff, (217) 479-5858, kevin.eckhoff@passavanthospital.com
- 6th Annual Brian McMillen Memorial Run/Walk (5K/10K run, 1 mile walk), May 25, 8 a.m., Lincoln Land Community College – FMI: www.getmeregistered.com/get_information.php?event_id=8009, LLC Veterans Club, llccveteransclub@yahoo.com
- Color Blaze 5K, June 8, 11 a.m., Southwind Park – FMI: www.colorblaze5k.com/main/events/springfield-il/, help@colorblaze5k.com
- Run for Kids' Sake 5K Run/Walk, June 22, 8:30 a.m., Washington Park, FMI: www.facebook.com/RunForKidsSake5k, Cathy Strukely, 217-473-7652, RunForKidsSake5K@yahoo.com
- Road to Recovery 3K/5K Walk-Run, June 29, 10:30 a.m., Washington Park picnic pavilion – FMI: www.MHCCI.org, Raegan Hennemann, (217) 525-1064, mentalhealth@mhsil.com
- Scheels 5K/Run/Walk and Kiddie Run, July 6, 7 a.m., Scheels – FMI: www.scheels.com/events, Amy Beadle, (217) 726-6330
- Women's Distance Festival and Kids Run, July 13, 2013, 8 a.m., Washington Park, FMI: www.getmeregistered.com/get_information.php?event_id=7674, Diana Nevitt, (217) 498-9842
- Scheels Illinois State Fair Parade Run, Aug. 8, 5:30 p.m., Illinois State Fairgrounds' Ethnic Village – FMI: www.paraderun.eventbrite.com/, Lance Cull, ltcull@aol.com or Chris Stroisch, chris.stroisch@hotmail.com
- 1st Annual Springfield Marathon, Half-Marathon and 10K, Oct. 20, 7:30 a.m., University of Illinois Springfield – FMI: www.springfieldmarathon.net, Bill Stokes, (217) 553-7695

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

Building and Zoning Department - City of Springfield Building Permit Report

| | March | | January - March | |
|---|------------|------------|-----------------|------------|
| | 2013 | 2012 | 2013 | 2012 |
| New Single Family Residence | | | | |
| Permit | 6 | 19 | 7 | 25 |
| Valuation | 1,460,000 | 4,779,600 | 1,860,000 | 6,878,600 |
| Revenue | 1,485.69 | 5,457.90 | 1,850.53 | 7,795.28 |
| Dwelling Units | 6 | 19 | 7 | 25 |
| New Two Family Residence | | | | |
| Permit | 6 | 4 | 7 | 5 |
| Valuation | 1,886,000 | 1,230,000 | 2,147,000 | 1,440,000 |
| Revenue | 2,463.66 | 1,842.86 | 2,831.26 | 2,225.66 |
| Dwelling Units | 12 | 8 | 14 | 10 |
| New Multi-Family Residence | | | | |
| Permit | 0 | 0 | 0 | 0 |
| Valuation | 0 | 0 | 0 | 0 |
| Revenue | 0 | 0 | 0 | 0 |
| Dwelling Units | 0 | 0 | 0 | 0 |
| New Commercial | | | | |
| Permit | 12 | 7 | 18 | 10 |
| Valuation | 4,910,000 | 2,550,790 | 48,310,000 | 19,163,446 |
| Revenue | 9,170.20 | 9,999.06 | 141,331.20 | 64,910.24 |
| Total (New, Remodel, Addition & Misc.) | | | | |
| Permit | 220 | 347 | 539 | 734 |
| Valuation | 13,942,385 | 14,589,217 | 71,423,897 | 40,822,142 |
| Revenue | 34,564.46 | 37,662.88 | 221,202.57 | 124,448.36 |
| Dwelling Units | 18 | 27 | 21 | 35 |

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

| | March | | | Year-To-Date | | |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|----------------|
| | 2013 | 2012 | Change | 2013 | 2012 | Change |
| Airline Passengers Enplaning | | | | | | |
| American Eagle | 1,805 | 1,748 | 3.26% | 5,016 | 4,880 | 2.79% |
| United Express | 2,801 | 3,410 | -17.86% | 7,598 | 8,805 | -13.71% |
| Direct Air | 0 | 886 | 0 | 0 | 5,294 | 0 |
| Vision | 0 | 401 | 0 | 0 | 401 | 0 |
| Allegiant Air | 1,367 | 0 | 0 | 3,651 | 0 | 0 |
| Sun Country - Honor Flight | 158 | 0 | 0 | 158 | 0 | 0 |
| Sun Country - Riverside | 156 | 0 | 0 | 237 | 0 | 0 |
| Charter - Other | 0 | 0 | 0 | 0 | 194 | 0 |
| McClelland Aviation | 1 | 0 | 0 | 1 | 4 | -75.00% |
| Sub-Total | 6,288 | 6,445 | -2.44% | 16,661 | 19,578 | -14.90% |
| Airline Passengers Deplaning | | | | | | |
| American Eagle | 1,730 | 1,801 | -3.94% | 4,895 | 4,909 | -0.29% |
| United Express | 2,794 | 3,409 | -18.04% | 7,706 | 8,732 | -11.75% |
| Direct Air | 0 | 854 | 0 | 0 | 4,990 | 0 |
| Vision | 0 | 281 | 0 | 0 | 281 | 0 |
| Allegiant Air | 1,321 | 0 | 0 | 3,673 | 0 | 0 |
| Sun Country - Honor Flight | 158 | 0 | 0 | 158 | 0 | 0 |
| Sun Country - Riverside | 156 | 0 | 0 | 237 | 0 | 0 |
| Charter - Other | 0 | 0 | 0 | 0 | 98 | 0 |
| McClelland Aviation | 1 | 0 | 0 | 1 | 4 | -75.00% |
| Sub-Total | 6,160 | 6,345 | -2.92% | 16,670 | 19,014 | -12.33% |
| TOTAL | 12,448 | 12,790 | -2.67% | 33,331 | 38,592 | -13.63% |

**information provided by the Springfield Airport Authority*

**A Cut Above,
Continued from Page One**

peals to a guy's nature." Bredemeyer has been around hair for years as his mother was a cosmetologist. He will be moving with Miller when the barber shop officially shifts to the new location.

Not only will the barber shop be changing locations, but the limousine and lawn care businesses will also move to the South Grand Avenue building. In addition, Miller is adding a precision detailing and paintless scratch and dent removal business in the back.

"The back is all done and will open soon," Miller said.

Ben McCormick, owner of Springfield Clock Company, has had businesses on that block since 1973, with the clock company being a couple buildings down since 1987. "There is good traffic through here," McCormick said.

Miller concurred: "It is a better location for all businesses. There will be more parking and a better traffic count. Plus it will be closer to downtown and more of the state buildings."

Bredemeyer is also happy with the move. "This building has a lot more char-

acter," Bredemeyer said. "It is pretty show stopping."

Miller hopes to have the barber shop open by June 1 or soon after. Along with Miller and Bredemeyer, the barber shop employs one other barber, and Miller



Old Multistate Transmission building on South Grand

hopes to bring a fourth on board as well. He understands that will not be an easy task.

"A good barber can be hard to find," Miller said.

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

**Second Front,
Continued from Page 5**

and helping to get used equipment for their local fire department.

In addition, Pence said the association has developed an educational exchange program with San Pedro that has allowed educators to come to Springfield to take English courses, allowing them to improve their language skills and teach their students more efficiently.

Whether working to set up an educational or cultural program or offering assistance in times of need, the members of the Sister Cities Association of Springfield have dedicated a great deal of time and energy to maintaining civic relationships with their sister cities.

To aide in these efforts, the association, which generally maintains a membership of just 200 people, has brought in a steady flow of volunteers to help when needed. "We've had great volunteers in the organization and I tell you without them it would not be possible to do what we have done," Pence said.

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

After Hours, Continued from Page 4

try it? This is so easy.' It can be as simple as a front flip that tends to get kids caught up a lot, so it doesn't have to be a tough skill, or just even a front dive. Younger ones just can't envision themselves doing it without hurting. The reality is it can hurt. They have landed on their backs and they get a little red."

Sgro reflects back on her years of being coached to not only teach the technical skills of diving, but to become a role model.

"I like to give a critique and a positive because I had a coach who I very much enjoyed diving for and it's funny; I realized that's why I enjoyed diving for him. I didn't feel like I was always was just getting a critique. Especially for high schoolers, they already have a lot going on and to come to the pool and only get critiques is tough. I try my best to be able to read a diver, because I remember when you come to practice and nothing's going right and you're just feeling defeated.

"My coach from Ohio State said 'Some days it's not about getting better. It's just about not getting worse that day, just about making it through.' So I try my best to identify when those times are, to be sympathetic when I need to be and to be tough when I need to be. A good combination hopefully, that's what I strive for at least."

Even though Sgro gets to experience diving success through her students, she occasionally gets the urge to restart her diving career. Despite retiring from competitive diving in 2007, she has considered joining some of her former teammates to compete in events through U.S. Masters Diving.

"I'm not quite as flexible as I used to be and it takes me a little longer to recover. But I might do something, I miss the competition definitely," she said.

Raegan Hennemann is a senior correspondent for Springfield Business Journal. She can be reached at raegan@springfieldbusinessjournal.com

SANGAMON AUDITORIUM

Position Your Business Creatively With a Performing Arts Sponsorship



- We invite your company, your family, friends, employees, and clients to join the hundreds of other community members who are involved in the presentation of performances.
- Join other donors, volunteers, and staff who have a passion for enriching our community with world class performing arts.

**Contact Bob Vaughn, Director
Sangamon Auditorium
217.206.6150**

**For the most marketing exposure
contact Bob by May 9th**

www.SangamonAuditorium.org

WE'RE SOCIAL



HIPAA UP

Lunch & Learn Tuesday, May 7th, 11am - 12:45pm

American Harvest Eatery

FREE LUNCH provided by Affordable Shred

Final Omnibus Rule went into effect March 26, 2013

Learn What significant changes were made
New Deadline dates/ can you be grandfathered in?
The new rules the BA's must comply with
New Penalties and Enforcement
Employee Training requirements
Risk Analysis
Top 5 items HHS will be looking for in future Audits

**Educational
Session -
No Sales
Pitch**

You will receive free - 21+ HIPAA Identifier Desk Reference Guide
- Outline of major changes - 9 step Action Plan Summary

Next lunch session TBA for July 2013



**(217) 741-1577 Limited Seating!
tom@affordables shred.com**

**To Reserve, choose Menu item and get
Agenda call/text/email!**

CHP Certified HIPAA
Professional
HIPAA Academy



Tom Schreyer Certified HIPAA Professional

personality profile •

New chamber communicator

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield?

Utterback enjoys the versatility of what can be done in Springfield. “I love the drive-in,” he said. “It is one of my favorite things to do.” He is also a big fan of the restaurants in town.

What is the worst part about living in Springfield?

“Veteran’s Parkway is often busy, but that makes sense,” said Utterback. “It is only natural with the businesses out there.”

The biggest issue Springfield currently faces is...?

The infrastructure in Springfield is a problem, according to Utterback. “We are working on that,” he said. “The sewers, streets, and potholes need work. We need to get to it before it becomes too big a hassle.”

Employment –

“When I was 10, I wanted to be ... a stand-up comedian or a basketball play-

er.

First job? Utterback’s working life began in the grill area of McDonald’s during the summer when he was 16 years old.

Worst job? Utterback was once a painter at a metal factory over a summer.

“It seemed counter-productive,” he said. “The sweltering heat was awful.”

Current job and responsibilities?

Utterback has been with the Chamber since February. He is responsible for all communication aspects at the Chamber including public relations, event announcements, and all social media outlets. “I am the service spokesperson and the liaison between media and the Chamber,” he said. Utterback also shoots video and manages the interns, helping them learn their craft. “It is a good learning experience for them.” The transi-

tion from his former position as a newspaper reporter has been an interesting learning curve as he does get to utilize the skills learned in journalism.

Philosophical – What do you want to know about the future?

Utterback wants to know how his daughter will turn out. “I do not want to wish my time away, but I am interested to see the world she will be living in,” he said. “How much smaller can technology get, and where will technology go?”

How do you envision your life in 10 years?

Utterback hopes to have a nice home, be invested in the community, and be involved in more groups.

Advice –

Advice for someone seeking a career in your field? “You need to know how to do everything,” said Utterback who feels that being versatile and having a varied skill set is important. “You should be able to adapt to change with the times, otherwise you will get left behind.”

Who was your biggest influence? Utterback credits a former high school teacher for motivating him to do his best. “Mr. Elms was a hard-nosed writing teacher who insisted I work hard and commit 100 percent to what I was doing,” he said.

Achievements –

As a kid? Utterback was consistently on the high honors list and was also president of the art club in high school.



As an adult? “Having a daughter was one of the most amazing things in the world,” said Utterback.

Future –

Upcoming job news? Entrepreneurship Week begins May 14 with half-day seminars for the first two days. “They will give information and tips on how businesses can build and grow,” said Utterback. Startup Weekend will begin May 17 with between 50 and 100 participants in attendance. “Startup Weekend is a 54-hour event where developers, designers, marketers, product managers and startup enthusiasts come together to share ideas, form teams, build products and launch startups. This marks the first Startup Weekend to be held in central Illinois.”

Any vacation plans? Utterback has a vacation planned later in the year to Playa del Carmen in Mexico.

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

UNDERSTANDING YOUR BUSINESS TO PROVIDE RELIABLE ANSWERS

AT HPB, WE TAKE YOUR BUSINESS
AS SERIOUSLY AS YOU DO.

Eric Flick, Tony Nestler, Kevin Schultz, Bob Mizeur,
Leon Mizeur, Steve McAuliff, Dale Huston



Our experienced, professional bankers take the time to know you and your business. Armed with knowledge, experience and a passion for service, we'll work to meet your company's needs.

Choose your bank for the right reasons
and choose the team that is empowered to help you.

**HICKORY
POINT
BANK**
& TRUST, fsb

217.547.3600
3131 Wabash Avenue | Springfield, IL
hickorypointbank.com



Member FDIC

Tourism, Continued from Page One

not bode well for national parks. Phillips, who has been with the National Park Service for 37 years, said the sequestration means an immediate five percent cut to the operating budget resulting in a reduction of \$140,000 from the base.

"There are little to no discretionary funds," Phillips said. "All dollars have been dedicated to fixed operational costs."

The recent Lincoln movie, Phillips says, "hasn't really impacted visitor counts. As for what brings people to experience Lincoln, Phillips said people are just enthralled by the Great Emancipator.

"I wouldn't say our overall visitor numbers have been impacted by the movie but we have seen record book sales," Phillips said. "People seem to be buying more literature about Lincoln and really wanting to know more about him."

Phillips said visitor numbers for 2013 are on track to match previous years. "As weather starts to improve we'll see a bump in visits," Phillips said. "Spring break brought a flood of visitors; we were overwhelmed by the number of people."

As the site gears up for its busiest time of year, Phillips said that he anticipates having to turn visitors away.

"If one of our rangers has to call in sick or take leave, there are no overtime funds to bring someone in to cover that spot which may reduce the number of tours we can offer in a day," Phillips said. "We will be doing everything we can to continue to provide the same level of service."

The Lincoln legacy has always been good for Springfield. "Lincoln's Home definitely generates a lot of business – from downtown restaurants and retail to parking meters and for places like Scheels and White Oaks Mall," said Fred Puglia, executive director of Springfield Convention and Visitors Bureau.

"Everyone knows Jesus, Mickey Mouse and Lincoln," Puglia said. "Lincoln is wholesome and historical; Springfield's downtown, inner-city area has a lot of charm."

Downtown Springfield advocates could not agree more. "There is definitely a huge benefit for all of the shops and restaurants within a half mile of Lincoln's Home," said Victoria Ringer, Executive Director at Downtown Springfield, Inc.

Downtown business owners also cited the recent spring break as positive for business, including restaurants like Obed and Isaac's and The

Feed Store.

"During spring break, we were so busy (at Obed and Isaac's); I kept wondering where the people were coming from," said Karen Conn, president and chief executive officer of Conn's Hospitality Group.



Conn

"Quite honestly, I was shocked at the number of tourists visiting Lincoln's Home," Conn said. As for tourists staying at the Inn at 835, Conn says being off the beaten path means tourists really have to do their homework in order to find them. "We are working on improving our marketing between Obed and Isaac's and the Inn to offer a complete experience with transportation to the Lincoln Home."

Ann Laurence, owner of The Feed Store said, "We're moving into the busy season now.

"For us, it's word of mouth that generates business," Laurence said. "We forward calls from the restaurant to our home office after closing; I am amazed at the amount of calls we receive."

Laurence added, "there are days we struggle but things are fairly stable; we miss our day-to-day customers. As businesses have moved away from downtown, that has taken a toll."

According to Puglia, another large tourist draw to Springfield is Route 66. "It's really an amazing concept; Route 66 is simply a road but the amount of tourists it draws is impressive," Puglia said.

Puglia also pointed to New Salem, just south of Petersburg, as a big draw. "New Salem draws a huge number of people each year; it's really the first piece of the Lincoln jigsaw puzzle," he said.



Puglia

"One of the problems is that many times, tourists have no idea how much is really here," said Puglia. "Visitors travel in on the train and visit the Lincoln Presidential Museum and the Lincoln Home but there are many more historical sites—from the Old State Capitol to Lincoln's Tomb to the Illinois Military Museum, which is a treasure tucked away off of North Grand."

It's no secret that Springfield is a tourist city. The U.S. Travel Association's economic impact numbers for the Illinois tourism industry released in July 2012 showed the highest annual figure ever in Sangamon County. Overall, the economic impact of tourism in Sangamon County in 2011 reached \$378.76 million, a 6.7 percent increase in spending from 2010.

DSI announces tours

Downtown Springfield, Inc. will hold the 14th Annual Upper Story Tour on Thurs., May 2, from 5:00 – 8:00 p.m., which takes the public to view historical residential and commercial spaces often not otherwise accessible.

Following the tour a reception will be held from 7:00 – 9:00 p.m. at The Alamo. Ticket includes a complimentary beverage and light appetizers. Appetizers will be donated by Augie's Front Burner, Café Moxo, Cold Stone Creamery, Del's Popcorn, Head West Sub Stop, Maldaner's, Sebastian's and The Alamo.

Stops on the tour include, among others, the Lincoln Depot, where Abraham Lincoln gave his farewell address in 1861; the Ferguson Building, built in the early 1900s and currently housing Café Brio, current plans call for a fitness facility on the second floor and office space for floors three through seven; and the Booth Building, another building from the early 1900s that developers plan on renovating to house commercial and residential space.

Another downtown event is the Pied Piper Downtown Architectural Walking Tour, Wed., May 1 at 5:30 p.m. Anthony Rubano of the Illinois Historic Preservation Agency will discuss the architectural styles, materials, and treatments that make up downtown Springfield. He will also talk about design successes and areas for improvement along the way. The May tour will meet at the Lincoln-Herndon Law Office and travel around the Old State Capitol Square and end with a reception at the Widow at Windsor.

Additional tour dates are June 15; July 3; August 7; September 4; and October 2. Pied Piper tours are free, open to the public and last about 90 minutes. All tours begin in front of the Lincoln-Herndon Law Office except for the July tour which begins at the Lincoln statue at 2nd and Capitol streets.

"No question, tourism is the economic driver for Springfield," Conn said.

More than \$22 million in state tax receipts were direct result of the tourism industry in Sangamon County while local tax receipts directly impacted by the tourism industry were nearly \$7 million.

"The tourism industry has definitely helped us to maintain in a meager economy," Ringer said.

In 2010, the Springfield Convention and Visitor's Bureau conducted a visitor's survey in partnership with the University of Illinois Urbana-Champaign. From that survey, Lincoln's Home was cited as the most popular Lincoln site in Springfield with 84 percent visitation; it was followed by the Abraham Lincoln Presidential Museum with 78 percent visitation. Additionally, 57 percent of visitors surveyed

reported Springfield as their primary destination.

"The entire tourism industry has a huge impact on our economy and on our business," said Laurence.

"Without tourism, we'd be a pretty blasé community; Lincoln legitimized Springfield," Puglia said. "The strength of Lincoln is a big part of the economic engine for Sangamon County."

Betsy Butler is a senior correspondent for Springfield Business Journal.
She can be reached at betsy@springfieldbusinessjournal.com.

LAKE FRONT LOTS AVAILABLE

COMING SOON - JEFFERSON CROSSING

Will Divide/Build to Suit

Call Bill at HANDY LAND SERVICES, LLC • 217-341-5309

Mechanical Contractors Association of Central Illinois

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

MCAA
an affiliate



Jody Alderman • 217-321-0036



Chris Williams • 217-243-6531



Joel Petrie • 217-789-0966



Robert Mathews • 217-522-9793



Tom Doyle • 217-243-1013



Ryan Bangert • 217-787-6560



John Pasko • 217-528-4081



Lewis Williams • 217-753-4545



Jim Aherin • 217-529-6731



Steve Etheridge • 217-544-8451



Chris Cisne • 217-245-7181

Bike plan to curb vicious cycle?

Study aims to improve bicycle network in and around Springfield

Gabe House, Correspondent

Although Springfield's roads and sewers often take precedence in infrastructure concerns, there is one transportation network that can sometimes be overlooked. Our two-wheeled brethren also need safe thoroughfares on which to travel.

It is an issue that hasn't gone unnoticed, as evidenced by the Springfield Area Transportation Study bicycle and pedestrian plan completed in August of 2012. The 125-page report is included as part of the agenda of the SATS Long Range Transportation Plan that was adopted in 2010.

"I think in the past we've been a little road-centric and now we're seeing an indication that people want safe ... and efficient ways to travel in both walking and biking as well," said Linda Wheeland, a senior planner for the Springfield-Sangamon County Regional Planning Commission. "(It would be) an interconnected network so people can move through the area continually."

The proposed bicycle network of the SATS plan would essentially place a spider web of new paths, trails, signage and

lane markings to further expand on the already widely-traveled trails and roadways that already exist.

Todd Mitchell, owner of R&M Cyclery at 832 W. Washington St., said it would be a welcome addition since trails such as the Interurban and Wabash Trails are shared-use for cyclists as well as pedestrians.

"Springfield loves their bicycles," Mitchell said. "We support four shops in Springfield, along with Scheels too. I think there's a lot of cycling interest here so it makes the lack of bike-friendly riding areas even more highlighted."

And with more areas in which to ride bikes, business would likely improve for R&M and other bicycle shops in Springfield. Despite the most well-traveled trails being on the west side, Mitchell said business still increased for him when those opened up. It seemed to spark something of an internal debate in him.

“Springfield loves their bicycles. We support four shops in Springfield, along with Scheels too. I think there’s a lot of cycling interest here so it makes the lack of bike-friendly riding areas even more highlighted.”

Todd Mitchell, owner of R&M Cyclery

"You've seen where the money went in Springfield. It went west, and it is what it is," Mitchell said. "That's the critic in me, the punk rocker from days gone back. But the bike shop owner side of me says, 'That's still a bike trail. I don't care where they put it in at; at least they did it.'"

Ed Barsotti, the director of the League of Illinois Bicyclists and primary consul-

tant for the SATS plan, analyzed more than 500 sections in Springfield to determine viable bike routes and claimed the city to be something of a mixed bag in terms of bike-friendliness.



Wabash trail

Whereas the aforementioned existing trails are great for recreational use, and the west side of town has ample bike lanes and markings, Barsotti pointed out the downtown area is rife with possibility.

"Downtown there's a whole lot of pavement width that could be converted to bike lanes," said Barsotti, who estimated he's performed at least a dozen of these consultations for various Illinois towns. "The possibilities are there and the starting point was good, so hopefully that leads to a good network in the future."

While Wheeland said the city of Springfield has not formally adopted the plan – and there's currently a petition from the Springfield Bicycle Advisory

Council to bring more attention to it – she pointed out that this comprehensive study is a part of the LRTP, which is a 25-year plan in itself.

Mark Mahoney, director of the Springfield Office of Public Works, did say, though, that they are aware of the SATS plan and try to take it into account when opportunities to do so arise in the course of natural infrastructure maintenance and repair.

This piecemeal approach also has the added benefit of spreading the costs of improvements out. Federal funding and grants also exist, Wheeland said, for larger improvements should they come to fruition in the future.

The needs for these improvements, whether they are large or small, are multifaceted according to Wheeland.

"Well, I think they're all very important," Wheeland said. "Part of the reason people want to see new facilities are for recreational purposes, but also a lot of people rely on biking and walking to get where they're going."

Gabe House is a freelance writer from Auburn. He can be reached at info@springfieldbusinessjournal.com.

IL. Assoc. of School Administration

IL. Primary Health Care Association

IL. National Guard Training Facility

IL. State Police Federal Credit Union

EXCELLENCE AND PRIDE

PERHAPS YOU HAVE SEEN SOME OF OUR WORK.

COMMERCIAL • INDUSTRIAL • INSTITUTIONAL

Plumbing • Heating • Air Conditioning • Sheet Metal • Fire Protection

E.L. Pruitt Co.

Mechanical Contractors

Phone: (217) 789-0966 • Fax (217) 789-2694

3090 Colt Road • PO Box 3306 • Springfield, IL 62708

Phone: (217) 422-9590 • Fax (217) 422-9565

121 South Webster • Decatur, IL 62563

E.L. Pruitt Co. is a leading provider of HVAC systems, plumbing, piping and fire protection for commercial, industrial and institutional clients in Illinois.

E.L. Pruitt Co. is a registered design firm specializing in Design-Build and negotiated projects, including sealed drawings.

IL Registered Design Firm #062-047241 • IL Plumbing License #058-99730 • IL Fire Sprinkler License #FSC-0028

Lincoln Library

Memorial Medical Center

Passavant Area Hospital

St. John's Hospital

**Infrastructure,
Continued from Page One**

and the sewer rate will increase by 5 percent annually for the next 10 years.

"(Our proposal) looks at a three-year ramp up of improvements, spending \$86.6 million dollars on streets, sidewalks, and sewers, and we also proposed a 10-year, \$55 million plan for our sewers," said Mark Mahoney, the director of Public Works. "We also presented after the three-year period that we need to be on a maintenance budget of probably about \$22.5 million a year. We're currently spending about \$8 million a year.

"This ramp-up will get us caught up, dig out of this hole that we're in and then take care of what we have on a reasonable level thereafter," Mahoney said.

Sales tax hikes are often contentious affairs and the discussion among the city council members was no different. The aldermen, after several weeks of discussion over a number of meetings, on April 16 voted 6-3 in favor of the raise. The funds from the tax increase are for the repayment of the 15-year bond responsible for Houston's \$86.6 million plan, the majority of which will pay for repairs on the worst roads, sidewalks and sewers.

"The sales tax ... I just won't vote for," said Ward 1 Alderman Frank Edwards, who was true to his word as one of the three dissenters at the meeting. "Every business I talk to ... their business is in slowdown mode. If we take more spending away from people, it really hurts our overall economy, especially in Springfield with talk of pension reform, insurance reform and that means it's uncertain times. If we take more money from them, it hurts us."

Edwards said he believed there were other alternatives the city could pursue instead of the sales tax increases, but said

further explanation of them demanded a complete understanding of the city's budget.

"I think people tend to forget we are

said. "That increase was chosen because, while not a lock box, it is dedicated to paying off bonds and we have greater certainty that's what it will do, regardless of



Infrastructure work being done on 11th Street

spending a fair amount (already)," Edwards said. "I know in the scheme of things it's not much, but we're spending \$7 or \$8 million a year on infrastructure, and that's a fair amount of money. I understand we need to spend more, but I think there are other ways to do it."

The Greater Springfield Chamber of Commerce announced it supported the sales tax increase along with the sewer rate hike before the council voted. Steward Sandstrom, president and CEO of the Chamber, said the decision to support the sales tax increase was not taken lightly.

"In part, our group identified what needs are present today and into the future via our infrastructure committee that worked closely with the city," Sandstrom

what future councils decide."

The lock box aspect of the sewer fee – that the funds raised through the hike would go nowhere else but improvements to the sewers – was what appealed most to Sandstrom and the chamber in regard to that particular aspect of Houston's proposal.

"Sometimes we play with words, but in this case it's important to see the sewer fee as a fee and we view that differently from a tax increase," Sandstrom explained. "There is never a government source of revenue that we start thinking, 'Yeah, that's a great idea. Let's put more money into government coffers.'"

Mahoney said he believed the chamber of commerce truly understood the sig-

nificance of deteriorating infrastructure and what its subsequent repair could also mean. Perhaps not coincidentally, Houston was the president of the chamber in 2009, which was the last time Springfield encountered a sales tax increase. It was one-quarter of a percent in that instance.

"If we hadn't had that ... we would have basically nothing to spend now," Mahoney said. "They (the Chamber) understand the impact it will have if we don't take care of these problems, and it will damage our community more in the long run."

Additionally, when it comes to the matter of improving the city's sewer systems, Sandstrom explained it's a necessary task, but certainly not an enjoyable one.

"The trouble is that it's not sexy, and it's not fun," Sandstrom said. "Sewers aren't fun and neither is paying for them. It has to happen. Otherwise job creation from our existing businesses, much less luring the big businesses, the manufacturers in, will never happen."

Mahoney was also quick to point out that Houston's plan is essentially a step in reaching an even keel, to dig out from under mounting infrastructure repairs. More than 625 miles of roadway to maintain combined with dwindling funds led to a continuous game of catch-up. The added funds from the approved sales tax increase, he said, are to stop that ever-increasing decline.

"This is to put us on that path," Mahoney said. "This is not an expansion or modernization."

Gabe House is a freelance writer from Auburn. He can be reached at info@springfieldbusinessjournal.com.



TRENT PETERMAN
Senior Loan Officer
CELL: (217) 622-9407
NMLS: #267192

trent.peterman@thedrmc.com



Your Low Down-Payment Lender

FHA, VA and Rural Development
First-Time Buyer Programs

Work only with the best...

**Diamond Residential
Mortgage Corporation**

(217) 726-6864

LISTEN LIVE

Saturdays at 8 a.m.
"Let's Talk Mortgage"



CHRIS SCHALLER
Certified Mortgage Planner
CELL: (217) 341-6850
NMLS: #233271

chris.schaller@thedrmc.com



NANCY SUTZER
Loan Officer
CELL: (217) 725-6027
NMLS: #447050

nancy.sutzer@thedrmc.com



ANDREW TEPAVCHEVICH
Loan Officer
CELL: (708) 214-7879
NMLS: #905001
FL, IL, MO, IN, WI, MI

andrew.tepavchevich@thedrmc.com

2040 W. Iles • Springfield, IL 62704

www.ILmortgageman.com



Illinois Residential Mortgage Licensee

Programs available to qualified borrowers. Rates and programs subject to change without notice. Underwriting terms and conditions apply.

License # MB.6760694

Think Outside the Health Insurance Box

New products can help small groups gain control, lower costs

Self-funding Avoid premium taxes and state-issued mandates; eliminate carrier risk and profit

Captives Join other employers to boost retentions and pool risks

Exchanges Offer broad choice of certified health plans for one rate; balance employee choice vs. employer risk

Co-ops Pool with municipalities to negotiate improved coverage; meet cost and coverage goals while increasing choice

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



Your Best Interests at Heart

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

healthlink.com • 800-235-0306

minority business •

Minority Business Exchange

MBX

Pete Reeves

Welcome to the inaugural issue of the new column "The Minority Business Exchange" or "MBX"

where our focus will be the minority business experience. Minority-owned businesses are among the most important elements in the unprecedented growth, in both number and stature, of small business enterprises in the United States over the last decade.



In 2011, the U.S. Commerce Department's Minority Business Development Agency (MBDA) and U.S. Census Bureau released new data from the U.S. Census Bureau's 2007 Survey of Business Owners showing that the number of African American-owned firms in the United States increased by 60.5 percent between 2002 and 2007 to 1.9 million firms. African American-owned businesses also drove job creation over the five-year period, with employment growing 22 percent, exceeding that of non-minority-owned businesses.

"We are encouraged by the overall growth of the minority business community, including African American-owned businesses, but we still have a lot of work to do," said MBDA National Director David A. Hinson. "Creating new businesses and new jobs on a path to entrepreneurial parity in size, scope and capacity is our primary goal." While minority-owned firms are experiencing substantial growth, African American-owned businesses still only represent seven percent of all classifiable firms but 12 percent of the adult population.

MBX will work to promote the growth and global competitiveness of local minority businesses, so they are better equipped to create jobs, boost our local economy and compete in the global marketplace. We call this column MBX because our goal is to be interactive by design because we will utilize new media (i.e. Facebook, Twitter, eBlasts etc.) to engage our readers on the topics that we will be discussing. We are seeking an exchange of ideas, comments, stories, resources etc.

MBX will be a one-stop resource for small, minority and women owned businesses and those who are thinking of starting a business in Springfield and its surrounding areas. In addition, MBX will identify the Springfield area's most promising minority, disadvantaged and women entrepreneurs to profile and or seek their feedback on a host of local, state and federal issues affecting minority business ownership. Our objective is to assist these individuals in building sustainable businesses.

Therefore, our mission is: To deliver educational assistance to increase and strengthen small and minority owned business management for those seeking to start a business, grow a business or planning a business exit strategy, thereby enhancing the quality of life of residents in the form of business ownership and employment opportunities and increasing the tax base of the local, state and national economies.

We will be discussing a host of topics of interest to minority business owners including but not limited to Management Basics; Marketing, including Advertising and Sales Promotion; Business Plan Development; Accounting and Recordkeeping; Financial Analysis; Payroll & Employee Regulations; Legal Business Structures; Loan Packaging; Internet

Commerce; Maximizing Social Media; Government Contracting and MBE/WBE Certification.

Our goal is be a valuable resource, not only to today's minority entrepreneur, but to anyone concerned with the economic advancement of minorities in America. No other local column will provide such extensive coverage of the issues, events, and personalities that shape the local minority business experience.

Entrepreneurship Week

An event that we want to discuss in this inaugural issue is the upcoming Entrepreneurship Week sponsored by the Greater Springfield Chamber of Commerce's Quantum Growth partnership (Q5) and the University of Illinois Springfield (UIS). The week's events will focus on inspiration and innovation.

According to the joint press release, "Entrepreneurship Week, which will run from May 14-19, seeks to inspire, educate and empower individuals, teams and communities by assembling creative, innovative and enterprising individuals and matching them with our many community resources. Through two half-day seminars, Project Innovation IV and Startup Weekend, participants will be provided with the direction, skills and confidence needed to assemble real and meaningful ventures while catalyzing an entrepreneurial culture for sustainable economic and social development."

"Project Innovation exposes potential entrepreneurs to not only the public, but to real private equity and venture capital investors that would love to work with them to develop their company or their innovation," said Bruce Sommer, UIS Lecturer and Entrepreneur-in-Residence.

"The main purpose of this week is to build a stronger entrepreneurial culture in Springfield and Sangamon County," said Steward Sandstrom, President and CEO of the Chamber. "With the success story of Jardogs, a company that went from being the first winner of Project Innovation to employing 40 to 50 people to being purchased by a larger company, a pleasant byproduct of this week is jobs creation."

Applications are due no later than May 1. Deadline for registration for Project Innovation IV is 5 p.m. on May 10. Registration for Startup Weekend will run until 5 p.m. on May 10.

For more information, Springfield Chamber of Commerce Communications Manager Wayne Utterback at 217-502-4834 or Sommer at 217-899-3186.

Entrepreneurship Week is an excellent opportunity for local minority entrepreneurs, innovators and inventors to network and gain valuable information and contacts.

MBX is an interactive column so we are looking forward to hearing what you would like to see as future items of discussion in this column. Please feel free to send comments, concerns, ideas etc. to the email below.

Pete Reeves is Principal at VERVE Media Group. He can be reached at minbiz@gmail.com

COLLEGE SUCCESS

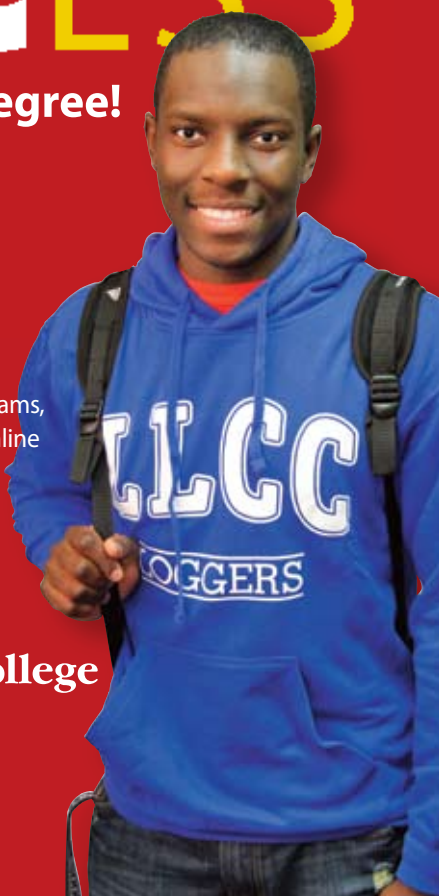
Take it to the next degree!

Our mission is student success. We help you every step of the way. Transfer programs, career training, continuing education, online learning. A state-of-the-art Workforce Careers Center. **Your** goal is to succeed. **Our** goal is to help you get there.



Lincoln Land
Community College

Register now for summer
and fall classes.



Capital talks; minorities walk

Awareness and access to money and programs key factors

By Roberta Codemo,
Correspondent

Access to capital in Springfield being the biggest challenge facing minority-owned businesses is the consensus opinion among local business owners and business development officials.

The issues was discussed at "Opportunities and Challenges for Minority-Owned Businesses" held on March 28 at the University of Illinois Springfield (UIS).

Bruce Sommer, visiting lecturer and entrepreneur-in-residence at the Center for Entrepreneurship at UIS' College of Business and Management, and Tim Rowles, executive director of the Springfield Black Chamber of Commerce, co-chaired the event attended by 45 people.

"We felt minority businesses are under-served in Springfield," Sommer said. Rowles, along with Linda Dillon, diversity counselor with the Illinois Small Business Development Center at Lincoln Land Community College, spoke on "Local Resources for Growing Your Business".

Rowles said he would like to see an Economic Development Hub, a joint venture to create formal partnerships between growing and emerging minority businesses and established businesses in the community.

Likewise, Dillon wants a place where small businesses could come together and have their needs met. People would benefit from coming to one location and getting help after hours. "It requires an orchestrated effort," Dillon said.

Starting a business has its own set of challenges. "Diversity just adds an additional challenge," Dillon said. "You have to rise above and overcome."

There are a number of diversity programs available. Dillon recommends individuals interested in entrepreneurial opportunities contact the Small Business Development Center (SBDC).

SBDC can help with business plans, finding funding sources and can put individuals in contact with the right people.

Frank McNeil, director of the Office of Business and Workforce Diversity at the Illinois Department of Transportation (IDOT), urged vigilance for opportunities for minority owned businesses in winning government contracts.

McNeil said African-Americans need to start businesses to become more self-sufficient and create jobs of their own. One way is to become a certified Disadvantaged Business Enterprise (DBE).

The goal of the program is to create opportunities for DBE firms to participate in IDOT highway construction projects. McNeil's office provides supportive services to firms who want to become DBE certified.

In District 6, which includes Springfield, there were a total of 37 DBE firms doing business with IDOT in 2012. Of these, five were African-Americans, one was Hispanic American, one was Asian Pacific, three were Asian Indian, one was Native American and 26 were Caucasian Women.

"I want to make sure people understand this is attainable but it takes a lot of sacrifice and hard work," McNeil said. "This isn't a quick fix. You're competing against firms who have been in business 10 to 15 years."

McNeil acknowledged without access to capital, it's hard. Without a strong portfolio, conventional lenders don't want to

take a risk. As a result, an individual's financials may be strong, but do not guarantee access to conventional financing.

"More needs to be done within the community," McNeil said. "There needs to be a commitment from the mayor's office on down."

Timothy Nesbitt, realtor/broker with Move Real Estate Association, started his full service real estate company in 2010 and specializes in investment properties.



Timothy Nesbitt, realtor/broker with Move Real Estate Association

Nesbitt acknowledged networking is key and credited Rowles for giving his fledgling business a boost.

"You have to get your foot in the door," he said. "If people don't know you, why should they work with you. You have to establish a relationship so people give you the opportunity to show you're gold." Nesbitt said. "I don't focus on the negatives. I could be discriminated against and not know it."

However, Nesbitt said Springfield needs to become a more minority business friendly city. Nesbitt said he would be hard-pressed to name five minority businesses. "We want to be part of the growth of our city," Nesbitt said.

Nesbitt believes the biggest challenge to business owners is themselves. "Fear is the biggest challenge," Nesbitt said. "People have to step outside their comfort zone. If you don't try, you automatically fail."

Nesbitt said the programs like the minority-owned business workshop at UIS are good. "One hindrance to success is not knowing where to go or whom to reach out to for help," said Nesbitt. "People need to know how to get access. There are people willing to assist you but you have to know how to find them."

Nesbitt concurred with McNeil that the City of Springfield could do a better job. "There needs to be a direct line people can call to contact decision makers," Nesbitt said. "You have to know someone who knows someone."

Peter Reeves, CEO of Biofuels America, Inc., started his business in 2007 and has partnered with Pure Lignin Environmental Technology. He has a biotech company in Jasper, Tenn. and plans a smaller one in Memphis.

The original plans called for building a facility in East St. Louis. His company takes waste material like wheat straw and converts the lignin into bioplastics.

While all businesses face obstacles, Reeves said minority businesses have additional challenges. "It is a lot more difficult for minorities to obtain capital," Reeves said.

Reeves pointed out traditional funding sources are family, friends and banks. A person may have a great idea, but without friends, family or access to funding,

nothing happens.

"Lenders need to start loaning money to main street businesses," Reeves said, explaining it would encourage more participation and the economy would rebound. Reeves would also like to see the City of Springfield create a business fund and see an increase in funding for the Micro-loan Program.

Reeves said businesses also need to look at alternative funding sources. One

option popular in the Haitian community is having individuals contribute monthly to a private loan fund. Another funding option is cloud based funding using sites like Kickstarter.

"Barber shops and beauty salons continue to be staples of the black community," Reeves said, adding he would like to see more minority businesses across the spectrum, particularly in construction, architecture and engineering.

Reeves would like to see black owned retail establishments on the east side. He said businesses are foreign-owned by companies based in Korea, India and the Middle East. Reeves pointed out people in the community spend their money there but the dollars aren't recirculated back

into the community.

"Capital flows out but it doesn't flow in," he said.

Reeves would like to see the development of a Springfield Entrepreneur Center that would serve as a one-stop resource center where individuals could come to hear a seminar or learn how to fill out an application or submit a bid.

"Minorities need to know what resources are available," Reeves said. "There are challenges and rewards to being an entrepreneur. The rewards outweigh the challenges."

Sommer was pleased with the turnout, and said the reaction from the participants was "great."

"There needs to be a stronger minority business base," Sommer said. "People are not aware of the opportunities and programs that can be accessed within the community."

Sommer said there is a correlation between the lack of access to resources and the lack of access to capital.

"The best resource for entrepreneurs is entrepreneurs," Sommer said. "We need to connect people who have started businesses with those who are just starting out so they can help each other."

"We would be able to highlight successful businesses and expose them to the community and encourage others to start their own businesses," Sommer said.

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

The Friendly Face of SBA Lending

Marine Bank's Mike Gillespie is here to help you make sense of your finances, maximize your profit, and find the financing solution that's right for you.

Mike Gillespie
Vice President
Commercial Lending

MARINE BANK
ibankmarine.com 726-0660

MEMBER FDIC

*Security Bank
and Springfield Business Journal
request the pleasure of your company at
a reception and ceremony in honor of*

*Julie Davis
Deb Marsaglia
Pam Molitoris
Janette Peak
Valera Yazell*

*Please join us in celebrating the accomplishments of these recipients
at the tenth annual Security Bank's Women of Influence Awards.*



The reception and ceremony will be held

Tuesday, May 14th, 2013

5:00 p.m. Reception • 6:00 p.m. Ceremony

Erin's Pavilion — Southwind Park

4965 South Second Street,

Springfield, IL



Hors d'oeuvres and beverages provided.

R.S.V.P. to 217-726-6600 or info@springfieldbusinessjournal.com



***We extend our congratulations to the Security Bank Women of Influence
and proudly recognize the accomplishments and achievements made by
women in Springfield and Sangamon County.***

Advertising Director
Jennifer Benanti

**Circulation and
Promotion Director**
Jamie Staadt

Copy Editor
Courtney Westlake

Senior Correspondents
Betsy Butler
Reagen Hennemann
Bridget Ingebrigtsen

Correspondents
Ashley Caldwell
Roberta Codemo
Teresa Paul
Amanda Reavy Simhauser
Mary Beth Stephens

Columnists
Jane Driver
Jean Jones
Sarah Delano Pavlik

Springfield
business journal
BUSINESS NEWS PAPER

2013

Security Bank's WOMEN of influence

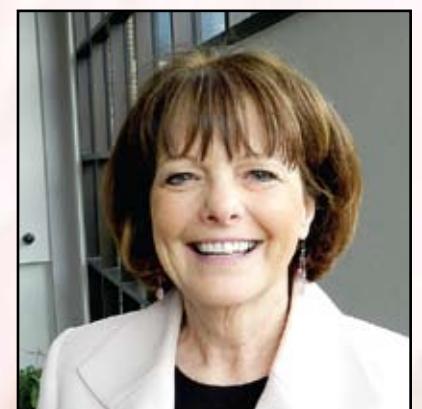
Security Bank and Springfield Business Journal are proud to bring you the ninth annual "Women of Influence" recognition program.

Women of Influence honors local women for their contributions to the Springfield area community. Selected by their peers through submitted nominations, all have made important contributions to the community at large.

Nominations were not limited to the business community for this program. The area's reputation as an exemplary place to live, work and raise a family is dependent upon the day-

to-day hard work and long-range foresight of each and every one of us. These women are significant for their valuable contributions in making Springfield the outstanding community that it is.

You are invited to join us in celebrating their achievements at a reception, Tuesday, May 14th; 5:00 p.m. reception, 6:00 p.m. awards ceremony at Erin's Pavilion – Southwind Park, 4965 South Second Street, Springfield. Please let us know if you will attend: (217) 726-6600 or info@springfieldbusinessjournal.com.



2013 Security Bank's Women of Influence

Julie Davis



SNAPSHOT

- **age:** 64
- **family:** Husband, Tom Frost, and two daughters
- **role:** Head of the Julie Davis Team at The Real Estate Group
- **motto:** "Success is never final and failure is never fatal. Courage is the only thing that counts."
- **interesting tidbit:** "I play golf because my husband loves to play, but I really wanted to be a sailor... I learned to how to play golf when I was 11 and I don't play any better than I did when I was 11. It truly isn't my sport, but I could have been a great sailor."

• bio:

Julie Davis is not a good follower.

"I think I've always marched to the beat of my own drummer in a way. I never wanted to do anything because that's the way everybody else was doing it," said Davis, head of the Julie Davis Team at The Real Estate Group.

Doing things her way has certainly paid off.

At 29, Davis started her own real estate company, Julie Davis, Inc. Realtors and quickly became a leader and mentor in Springfield's real estate and business community at a time when middle-aged men dominated the field. She's also carved a distinctive path as a dedicated volunteer for a wide array of non-profit organizations and events in her spare time.

Davis started in real estate on her 22nd birthday.

"At the time, nobody ever went into real estate out of college and the average age of a real estate sales person was 45, so I was a really an anomaly," she said.

Davis soon found she had a knack for providing relocation services and made it a focus.

"I built my company on relocation. We were the only company in Springfield that ever had a relocation department," she said.

Davis became the community's youngest owner of a real estate company, and the milestones continued. In 1987, she was the youngest person to receive the Capital Association of Realtors Realtor of the Year award and in 1988, she became the association's youngest president.

She was also tapped to serve on a number of panels to address housing, diversity and future planning issues for the city. After 22 years, Davis sold her company to Coldwell Bankers Devonshire.

"I worked as a CEO of a large regional real estate company and did consulting around the country," Davis said.



She also became a nationally known speaker, author and instructor on real estate and management issues, particularly how to design compensation plans for independent contractors.

Davis is also well known for her community contributions.

"I have a tendency to say yes to whoever asks, if it's a worthy cause," she said. "I don't want to agree to do something if I don't think I can make a difference or be successful. I just don't want to do something in name only."

Notable involvements include co-leading the campaign to build Sparc's development training center and starting the agency's annual Starry Night fundraiser. Davis also coordinated the fundraising drive for the Ronald McDonald House.

She's served on The Springfield Chamber of Commerce's board of directors and is immediate past president of Illinois Women in Leadership.

Davis has also sat on boards affiliated with both hospitals as well as Southern Illinois University School of Medicine and will be president-elect of the Friends of Memorial Hospital Board next year. She is also one of two "non-scientific" members of the Springfield Committee for Research Involving Human Subjects.

"The medical community is really near and dear to my heart. My dad and brother are both doctors and my brother did his residency (in Springfield)," she said.

Davis also has a strong love for musical theater and is heavily involved in the arts community, directing and stage managing numerous shows throughout the area.

Davis said she is most proud of her ability to help improve others' lives.

"I'm just this small town kid who grew up in Greenville, Ill. who liked to sit on the boat dock and eat hotdogs and fish, so it's surprising to me when someone says to me, 'You're the reason I got into the real estate business,' or 'You really inspired me to open my own company,'" Davis said. "To feel that you impacted or helped or touched or inspired somebody else down the line, that really feels good."

— Amanda Reavy Simhauser



Notable Nomination:

"I continue to be impressed with her energy, her quick mind, her insightful questions, her confident stature, her determination and her hard-won wisdom that she uniquely couples with a gentle humility that puts others at ease. She is an inspiring mentor willing to share her knowledge in such a way that uplifts the recipient."

- Nominator

2013 Security Bank's Women of Influence

Deb Marsaglia



SNAPSHOT

- **age:** 60
- **family:** Husband, Mike, two sons and five grandchildren
- **role:** President of Haenig Electric Company, Inc.
- **motto:** "Life is short; don't take it for granted. Live every second and give a stranger a smile because you never know what that smile will mean."
- **interesting tidbit:** "I never played with dolls as a child. I played with building blocks and Lincoln Logs."

• bio:

For 30-plus years, Deb Marsaglia has run a successful family-owned business as president of Haenig Electric Company, Inc.

The self-proclaimed tomboy has led professional organizations for women business owners and entrepreneurs and been heavily involved with the former Women in Construction and the National Electrical Contractors Association.

But her true passion and proudest accomplishment is her work to help victims of human sex trafficking heal and rebuild their lives through Grounds of Grace.

The Ministry provides housing and rehabilitative services for trafficking victims and outreach to raise awareness about the growing epidemic. Marsaglia helped found the program, which began in January 2011.

"We work with the FBI, all of the police agencies, to get the pimps off of the street and then take the women who've been trafficked into our program," she said.

The program provides a safe house for victims, teaches them life skills, such as how to make a budget, and provides education and job opportunities.

"We provide counseling and then we work with them to get them to a better life," she said.

Marsaglia, who serves as a director for Grounds of Grace, became involved through her best friend, Dana Pfeiffer, a faux finish painter and owner of FulfillYourDestiny: A ministry of Encouragement.

"She had the idea and she contacted me about it, and I said yes," Marsaglia said. "I am a total advocate of children, especially children who've suffered abuse. That is my heart."

The pair did their research and registered Grounds of Grace as a non-



profit.

"It's strictly run on donations or grants we receive and none of us take a salary," Marsaglia said.

Since its inception, Grounds of Grace has served eight victims, ranging in age from 18 to 64, and helped remove one pimp off of the street.

"When (the victims) come to us, their head is down, and they have no self-esteem whatsoever. The stories they tell you totally rip you apart," Marsaglia said. "Some have been sold by their families. Others had no options. But, when they come through the program, they smile. There's a glimmer in their eyes and that makes it all worthwhile."

Marsaglia said her goal is to educate people that human trafficking happens every day in the United States, including central Illinois.

"People think it's across the ocean or in New York and California, but is happening locally," she said, noting Springfield's proximity to two major interstates makes it appealing to trafficking rings.

Marsaglia said she's always felt called to help victims of sexual abuse.

"It's just amazing how many people out there have been through circumstances, maybe not human trafficked but abuse, and that just makes you want to help that much more," she said.

Marsaglia said she is thankful that her position as a business owner gives her the flexibility to make time to make a difference in these women's lives.

"If I get tied up with Grounds of Grace, I can work until midnight from home if need be," she said.

Since Marsaglia and her husband bought Haenig Electric on April 1, 1980, she has also devoted her time and talents to Habitat for Humanity and Mini O'Beirne Crisis Nursery, among other charities.

Though juggling the day-to-day demands of a business with her commitment to Grounds of Grace can be difficult, Marsaglia said a smile from someone she has helped makes all of the hard work worthwhile.

"Follow your heart and go where your heart leads you," she said. "You will get more out of helping people than anything else in your life. The rewards of a smile are huge."

— Amanda Reavy Simhauser



Notable Nomination:

"She has worked in the business (Haenig Electric Company) for thirty some years, is an office holder of several organizations... is a big supporter of buy local and most importantly, is a wonderful wife, parent and grandparent."

- Nominator

2013 Security Bank's Women of Influence

Pam Molitoris



SNAPSHOT

- **age:** 48
- **family:** Husband, Charles, and one son
- **role:** Executive director of the Central Illinois Foodbank
- **motto:** "Do the right thing, no matter how hard it is."
- **interesting tidbit:** "I was an A-plus art student and was encouraged when I was young to be an interior decorator, but instead, I wanted to be a firefighter."

• bio:

Destiny brought Pam Molitoris to the Central Illinois Foodbank.

"If you had asked me 15 years ago if I would be sitting in a building that operates forklifts and pallet jacks, I would have thought there's no way I'm going to do that," Molitoris said. "It just happened, and I really do think it was meant to be. It's destiny."

Now in her 11th year at the foodbank and 10th as executive director, Molitoris can't imagine being any place else.

Thanks to growth under her leadership, the foodbank will nearly triple its size by moving to the former Pepsi-Cola Bottling Co. building at 1937 E. Cook St. in late spring or summer.

"I think we're moving toward our biggest accomplishment," Molitoris said of the relocation. "There are a lot of people out there that need our help, and we're going to be able to more effectively help them."

The Mattoon native is passionate about serving others by helping them reach their full potential.

"I think there's a connotation with helping that you're doing something for someone. My main goal with my child, with the people I'm close to, with the employees and clients is to help people learn to be the best they can be," she said.

After earning a bachelor's degree in psychology, Molitoris originally set out to work with children. She worked at Big Brothers Big Sisters as the program director and then did fundraising for the Girl Scouts of Central Illinois before joining the foodbank.

Her predecessor, Tracy Ryan, pursued her about the position, and Molitoris was amazed by the commitment of the foodbank's volunteers and staff.

She came on as assistant director and moved to the top post after a year. Her first tasks were to secure the food bank's financial stability and



improve its efficiency.

At the time, the foodbank distributed 3.2 million pounds of food. Today, distribution is at 8.5 million pounds.

Molitoris says one of her key focuses is relationship building, which is essential for fundraising and the foodbank's overall success. The daughter of a missionary and a United Methodist minister, Molitoris calls herself a fundraiser at heart.

"To go up to someone you don't know and ask for money, that's scary. But, to have a conversation with someone who cares about what you do and ask the question, 'Are you interested in helping out,' is not a hard question to ask," she said.

Therefore, Molitoris encourages her staff to treat people with kindness and respect and to never miss an opportunity to make a personal connection.

She also works hard to foster a team atmosphere, something she learned from her mother, who was born and raised in Japan.

"I was taught that we are a family and you're always responsible to other people and you never stand alone," Molitoris said.

Her family history also fostered a deep understanding of diversity issues.

"I recently sat on the diversity team at Feeding America, and that's an important issue for me," Molitoris said. "My mother and father moved to the United States in the late '50s, and it wasn't a real great time for Japanese (citizens) in the states, so I grew up with some things that weren't always easy. I try to be more sensitive to underrepresented populations, and I feel very strongly about lifting people up."

As she prepares for the foodbank's move to a new home, Molitoris has high hopes for the future, including a possible community garden with space to teach children and families how to grow their own food.

"I'm a very strong believer in empowering people and giving people the tools they need and helping them understand what their potential is," she said.



Notable Nomination:

"Pam never speaks in 'me' language -- always 'we.' She makes things happen and with purely unselfish motivations."

- Nominator

— Amanda Reavy Simhauser

2013 Security Bank's Women of Influence

Janette Peak



SNAPSHOT

- **age:** 48
- **family:** Husband, Paul, three children and six grandchildren
- **role:** Co-owner of PJP Autos
- **motto:** "My mother would always say, 'Go to work and be the best worker you can be.' My professional motto is (to) treat others like you would want to be treated."
- **interesting tidbit:** Peak's desire to ride in an antique car on her wedding day in October 2002 led her husband to the used car business that the couple would eventually buy and turn into PJP Autos.

• **bio:**

Janette Peak believes her life experiences have made her stronger.

"With adversity, you can either give up or you can go forward. And I've chosen not to give up," she said.

As the co-owner of PJP Autos with her husband, Paul, Peak has experienced her share of adversity.

The used car dealership at 3100 S. Douglas Ave. was forced to rebuild after a tornado tore through a section of Wabash Avenue on March 12, 2006. Less than five years later, disaster struck again when a November 2010 blaze badly damaged the business.

Each time, the business not only returned but expanded.

"I do like a challenge. In the challenging times, I realize I can't do it on my own, but I know it's possible to be done," Peak said.

The Chicago native came to Springfield to attend Sangamon State University and later met her husband in 2000 through their church, Abundant Faith Christian Center. The couple married in April 2002 and that October, they started their business.

"The interesting story was (before the wedding) my husband was in transition for a job, and I wanted an antique car for us to get away in after the ceremony. He went and found one – there was an antique car business on Douglas – and the guy offered him a job to come work for him," Peak said.

The couple soon bought the business and PJP Autos was born.

Peak said she had never had an interest in cars but had always dreamt of owning her own business. Plus, she says she and Paul make a good team.

"We understand how to stay in our own lane... and respect each other's skills and talents," Peak said.



Notable Nomination:

"She is active in her church, women's groups and in the business community. She is a true leader with strong ethics that we can all strive to achieve."

- Nominator



Therefore, the family-owned business had a strong foundation to help them cope with the challenges ahead.

"After two life-changing events, it was exhausting," Peak said of both rebuilding projects. "The second time, it was just like, 'Do I have the strength?'"

But she persevered. Just days after the fire, the Peaks set up a temporary sales office in a trailer on the property.

"We learned from the first one that sometimes people, when they see the building gone, they assume the building is no longer operating, but we wanted to let them know we are the business," Peak said. "I'm so proud to say we didn't have to let any employee go."

The couple built a new dealership building at the location as well as a new service center. Since rebuilding, the Peaks began a giving program in which they ask their employees to choose a favorite charity and donate a minimum \$5 per payroll. At the end of each month, a charity's name is drawn to receive the total collection for the month, and the Peaks match the amount.

"What I love about the program is that we're not just giving to one charity," she said.

Peak said giving has always been important to her. She was an active Big Brothers Big Sisters volunteer and for 10 years, she and Paul ran a ministry at Abundant Faith to help people suffering from drug and alcohol abuse, physical abuse and self-esteem issues.

Peak also serves on The Greater Springfield Chamber of Commerce's board of directors and is involved with Illinois Women in Leadership. She is also currently working to get her master's degree in organizational behavior from Benedictine University.

Peak says she is thankful for the lessons she's learned from the obstacles she's faced.

"One thing it taught me personally is that I could not do all of this alone without the help of God, having a stable and good relationship with my husband and having a great staff and support in the community," she said.

— Amanda Reavy Simhauser

2013 Security Bank's Women of Influence

Valera Yazell



SNAPSHOT

- **age:** 61
- **family:** Three children and two grandchildren
- **role:** Vice President of Health Partnerships at Noll Medical Pavilion
- **motto:** "Do what you love."
- **interesting tidbit:** Yazell had worked as an education consultant for Stedman Graham, Oprah Winfrey's partner, for six years, helping manage his Teens Can Make It Happen program.

• **bio:**

At 61 years old, Valera "Val" Yazell says she's never had a job.

"I don't consider myself having a job because I've always loved what I've done," the Springfield resident said.

Her enthusiasm, passion and love of people have led to a diverse professional career that spans four decades and has leapt from teaching to business ownership to consulting to health care and social services.

"I'm a jack of all trades," said Yazell, currently vice president of health partnerships at Noll Medical Pavilion. "People energize me, so I'm always going to be involved in something."

She started her career as a kindergarten teacher at Riverton Elementary School in 1972. After three years, she stopped teaching fulltime to raise her three children, though she continued to substitute teach and operated a tutoring service out of her home.

In 1987, Yazell bought a local bridal shop.

"My ex-husband was out of a job (at the time) and we were looking for a business opportunity, and this one came up and I thought, 'I can do this,'" Yazell said, saying she was attracted to the challenge of it.

She did her research and worked with the Service Corps of Retired Executives (SCORE) to open Bridal Expressions.

"I found I had a business sense that I didn't really realize that was there," Yazell said.

The business thrived for ten years before she decided to sell it and start her next endeavor.

"I was successful at my business, so I had friends who came to me and asked me how to do a few things, so then I created my own consulting



firm, Making Waves," Yazell said. "The reason I chose (the name) Making Waves was because you've got to shake things up a little bit for change and to take things to the next level."

Yazell also became more heavily involved with The Greater Springfield Chamber of Commerce, joining its board of directors and serving as chairman in 2010.

"Giving back to the community is huge to me. I had just spent 10 years in business where the community gave to me, and I just had a strong sense of commitment to give back," Yazell said. "I saw The Chamber as one way to meet other business owners but also as a way to give back some of my talents to the community."

In May of 2012, Yazell stepped up to serve as The Chamber's interim president and CEO until Steward Sandstrom took over the post in July. Yazell said she loved the opportunity to help promote Springfield's economic interests and stayed on as part of the transition team for the new leadership until December.

Yazell also serves on The Hope Institute for Children and Families' board of directors, where she was asked to join Noll Medical Pavilion in February to assess its business model and work with its partners. Hope operates the pavilion, which provides medical, dental, behavior and rehabilitative health care services to developmentally disabled children.

"It was another stretch for me. My background is business and education, and this is healthcare and social service," Yazell said. "I just don't figure I can't do it. The environment in (the pavilion) and with the partners is fantastic, and we all want to help children with developmental disabilities and to help their parents and to give them as many resources as possible."

Yazell said she is excited to see where her latest career move takes her.

"I just try to stay open to possibilities. I can't imagine myself retiring anytime soon," she said. "There's too much to do."

— Amanda Reavy Simhauser



Notable Nomination:

"She has demonstrated her leadership through The Chamber over the past five years, serving as one of the few female presidents of the board of directors. Then, when The Chamber was without staff leadership, she stepped into that role to help our business community continue to grow."

- Nominator

Your Contributions to Business and Community are Exemplary
Congratulations and Thank You.
From the Officers and Employees of Security Bank

2013

Security Bank's
WOMEN
of influence



Julie Davis



Pam Molitoris



Deb Marsaglia



Janette Peak



Valera Yazell



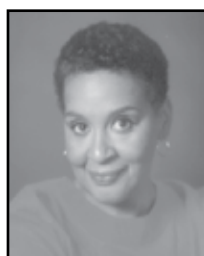
Security Bank realizes the importance of women in the Springfield community. That is why we are proud to underwrite this program for raising the awareness of women who have made a difference. These individuals contribute to the community in which they reside. Congratulations to this year's Women of Influence for all of your past and future accomplishments from everyone at Security Bank.

www.securitybk.com
**SECURITY
BANK**
Member FDIC  (217) 789-3500

Celebrating 10 years of excellence



Tara Zook Benner, M.D.
(2006)



Carolyn Blackwell
(2005)



Theresa Boley
(2011)



Carole Britton
(2005)



Rachel A. Broughton
(2012)



Julie Cellini
(2004)



Beverly Christian
(2004)



G. Virginia Conlee
(2012)



Karen Conn
(2011)



Cindy Davis
(2007)



Julie Dirksen
(2010)



Sheryl Dougherty
(2011)



Joan C. Freitag
(2007)



Dr. Mary Frisk Loken
(2008)



Marie A. Giacomelli
(2010)



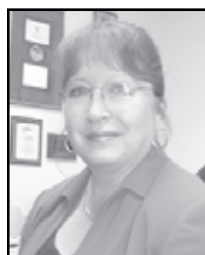
Teresa Haley
(2012)



Karen Hanson Pletsch
(2010)



Nina M. Harris
(2007)



Lea Hudson
(2004)



Marilyn A. Kushak
(2007)



Desiree Logsdon
(2009)



Naomi Lynn
(2005)



Connie Matrisch
(2011)



Sue Myerscough
(2009)



Jackie L. Newman
(2006)



Dr. Victoria
Nichols-Johnson, MD
(2009)



Sampa Das Ostrem
(2012)



Carolyn Oxtoby
(2004)



Karen E. Paisley
(2006)



Sarah Delano Pavlik
(2007)



Carlissa Puckett
(2008)



Veronica Robison
(2008)



Diane K. Rutledge, Ph.D.
(2006)



Paula Ryan
(2011)



Lisa Schad
(2005)



Amy Segatto Perrin
(2010)



Linda Shanklin
(2010)



Judith G. Stephens
(2008)



Rita Monkman-Tarr
(2005)



Evelyn Brandt Thomas
(2008)



Brenda Thompson
(2006)



Michelle Tjelmeland
(2009)



Helen Tolan
(2004)



Rita Victor
(2004)



Susan Wallace
(2009)



Dr. Charlotte Warren
(2009)



Carol Watts
(2006)



Elizabeth Wooley
(2007)



Brenda Yarnell
(2010)



Julie Zara
(2012)

We recognize the past recipients of Security Bank's Women of Influence.



Security Bank, with Springfield Business Journal, is proud to recognize local women for their achievements. Women of Influence honors local women for their valuable contributions to their profession and in making the Springfield community a better place. Thank you for your efforts in everything that you do.



Businesses serve up Wi-Fi

Investing in customer service

By Roberta Codemo,
Correspondent

People on the go looking for a Wi-Fi hot spot to tap into to find not many businesses offer that service to their customers in Springfield. For those businesses that do, the payoff translates into higher customer satisfaction.

Barnes & Noble has offered customers free Wi-Fi through AT&T for several years. "It's another service we offer," said Mark



Barnes & Noble

Steger, store manager. "We want this to be an inviting place to come explore and hang out."

Steger added it's important that businesses such as his offer this service to customers. People depend on their electronic devices and like the convenience of being able to download books on their Nook or e-reader.

"It's a service customers come to ex-

pect," said Steger. "It's a nice convenience."

A lot of customers take advantage of the service. "Customers grab a bite to eat or get a latte from the café and sit down and pull out their laptops," said Steger. "People spend more time in the store."

Having Wi-Fi gives customers more options for shopping for reading material. "Customers can browse the store or shop digitally," said Steger.

The store rarely has problems with its Wi-Fi service. "Once in a while we have to reboot," said Steger.

Customers appreciate the service. "We get a lot of positive comments," said Steger.

Steve Luparell said Boone's Saloon has offered free Wi-Fi through Comcast since opening in September 2011. "It's a good deal," he said. "We have an Internet connection so why not let others take advantage of it? We have a lot of business people who come in."

Initially, he had problems with it. "We didn't have it labeled good enough," said Luparell. When your laptop or electronic device would search for it, it would pull up half a dozen hits. "Now we have it labeled Boone's Free Wi-Fi. It seems to be working okay."

Luparell sees a lot of people come in with their laptops

and tablets. "Everyone has a cell phone," he said. "I see a lot of people on their cell phones using it. People don't have to go through their cell phone provider and don't have to use their data package."

He doesn't track the number of customers who use it. Luparell said usage depends on the time of day. "Most people come in, eat lunch and leave," he said.

Luparell sees it as smart move. It's a service he wanted to provide. "It doesn't cost me anything," he said. "It's a fixed cost. I'm already paying for it."

He said he wants people to know it's available. "People will be able to take advantage of it," said Luparell.

Mark Forinash opened Café Moxo six years ago. He has offered free Wi-Fi through Comcast from the beginning.

"Their service is unmatched," he said. "We've had one outage that lasted about 15 minutes."

Forinash said not many downtown businesses offer Wi-Fi. "Businesses are behind the 8 ball if they open and don't offer Wi-Fi," he said. "Why wouldn't you want your patrons to come in and feel comfortable? I want this to be a gathering place."

Offering Wi-Fi expands his customer base. People come in who are out enjoying leisure time or who are holding a meeting. "We want to make it convenient for people to get work done," said Forinash.

"It costs us the same amount of money as it does to provide napkins," added Forinash. "We have to have Internet to run our high speed credit card machine."

Most restaurants are in business to turn as many tables as they can. "Our business model lends itself to a relaxed, comfortable atmosphere," said Forinash. "We're a non-white tablecloth restaurant. We want people to be comfortable. That far outweighs the time people spend on the Internet."

His business caters to customers who have to get work done. "We have the opportunity to offer food options to people as they work," said Forinash.

Forinash has customers that come in three or four days a week. "We build relationships with our customers. When businesses don't invest in customer service, the doors close."

Over the past four years, Forinash has seen a move towards Wi-Fi account-

ability. "I've never had to lay out rules of conduct," he said. It's understood when you use a business establishment's Wi-Fi service that you make a purchase.

Forinash sees this as an opportunity. He wants to offer great food, great service and a great atmosphere. "My customers appreciate it."

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



Café Moxo



S.E.A. GROUP, INC.
INNOVATIVE SOLUTIONS

S.E.A. Group has been serving the Springfield area for more than 28 years as a recognized, dependable information technology service provider. We are pleased to offer the following services:

- **Staff Augmentation:** Our Technical Recruiters will find you the resources that you need any time, any where.
- **IT Consulting:** We are pleased to offer the following services: Networking Solutions and Support, Backup & Recovery / Disaster Recovery, and Storage Area Networking. S. E. A. Group has a variety of vendors and industry partnerships to serve your business needs.
- **Infrastructure Solutions:** Our expertise in infrastructure planning, installation and support are designed to enhance your IT capabilities.
- **Structured Cabling:** Ready to handle the largest and the smallest of fiber and copper installations, our Structured Cabling team is fully qualified and are trained Systimax installers.



201 W. Pine Street

(217) 523-1717

www.seagr.com

PROFILES:

Mary Curl – P. 26

LISTS:

Staffing Agencies – P. 24

Law Firms – P. 32

Major Staffing Firms

(Ranked by Number of Full-Time In-Office Employees)

| | Agency Name Address City, State, ZIP Code | Telephone (-) Fax (=) Web Site (www.) E-Mail | Full-Time Employees | Part-Time Employees | Local Executive(s) | Areas of Specialization | W-2's Issued 2012 | Year Established |
|---|--|---|------------------------|------------------------|---|--|-------------------------|---------------------|
| 1 | Express Employment Professionals 3000 Professional Drive Springfield IL 62703 | 217-528-3000 217-528=3400 springfieldil.expresspros.com jobs.springfieldil@expresspros.com | 21 | 1 | Jim & Carole Britton, owners Kayla Edwards, manager J.T. Britton, manager | Administrative, accounting, customer service, industrial, information technology, specialized recruiting, on-site services, HR services, payroll services. | DND | 1980 |
| 2 | Manpower 2719A W. Monroe St. Springfield IL 62704 | 217-528-2323 217-528=6264 manpower.com springfield.il@manpower.com | 13 | 0 | Ginette Comstock, regional dir. | Professional, administrative, industrial, accounting, customer service, HR services, direct hire, on-site services, recruitment process outsourcing | DND | 1948 |
| 3 | Alice Campbell Staffing Inc. 2121 W. White Oaks Drive, Suite D Springfield IL 62704 | 217-793-5522 217-793=5527 acstaffing.com jean@acstaffing.com | 4 | 2 | Jean Campbell, manager Alice Campbell, president | Administrative, clerical, professional, financial, customer service; temporary, temp-to-hire, direct placement, payroll services, skills assessment. | DND | 1981 |
| 4 | Kelly Services, Inc. 3001 Montvale Drive, Suite B Springfield IL 62704 | 217-793-1226 217-793=0101 kellyservices.com 2442@kellyservices.com | 3 | 0 | Sean J. Walker, district manager | Staffing solutions-temporary, temporary to hire, direct placement, vendor on site, clerical, light industrial | DND | 1946 |
| | UniQue Personnel Consultants Inc. 2501 Chatham Road, Suite 310 Springfield IL 62704 | 217-787-9400 217-787=9991 uniquepers.com info@uniquepers.com | 3 | 0 | Gary R. Hunsche, president | Full service staffing agency including temp and direct- hire, clerical, light industrial, professional and executive HR consulting and outplacement services | DND | 2002 |

Sources: The Staffing Firms

DND - Did Not Disclose



Alice Campbell Staffing sets a “HIRE” standard.

When you need to add new employees to your team,
consider Alice Campbell Staffing’s Temp-to-Hire option.

Alice Campbell Staffing handles all the details, including:

- Recruiting based on specific job requirements
- Skills assessments using Provelt.com
- Thorough interviewing
- Education and employment verification
- Reference checks, background checks and drug testing

*After 90 days, the temporary employee is eligible for hire.
No contracts. No additional fees.*

Call to learn more about why employers choose
Alice Campbell Staffing for their hiring needs.



Alice Campbell Staffing

2121 West White Oaks Drive | Springfield, IL 62704
217.793.5522 | www.acstaffing.com

Internet speeds increasing

By Roberta Codemo,
Correspondent

Internet providers in the Springfield area are offering customers faster Internet speeds to meet growing demands and remain competitive in the market.

Comcast Cable is a provider of video, high-speed Internet and phone services with 51.3 million customers nationwide. The company recently increased speeds for its residential Xfinity Internet plans in most of Illinois.

"This is the eleventh year in a row we've increased speeds," said Angelynn Amores, regional director of corporate

ness Class customers.

Demand for broadband has increased on average 50 percent a year over the past several years. Comcast has more than 49,000 miles of fiber.

Unlike other networks, Comcast can add lanes to handle increased broadband demands. There are currently more than 30 fiber "highways" each capable of carrying 100 gigabytes of data.

On April 17, Comcast further upgraded its Performance tier, increasing to 25 Mbps downstream from 15 Mbps and 5 Mbps upstream from 2 Mbps.

John Crowley, Comcast's regional senior vice president, explained that as customer demands and technology evolve, "Comcast has continued to increase its broadband speeds. Whether chatting,

surfing, streaming, gaming, Skypeing or downloading, families will get the superfast, high-performing Internet service they need, with no extra charge," Crowley added.

Erin McGrath, spokesperson for AT&T, said customers enjoy AT&T's U-verse service, an integrated bundle of TV, Internet, voice and wireless services. "Customers say they're more satisfied with the reliability of our Internet service compared to major cable customers," McGrath said.

AT&T offers U-verse packages with download speeds up to 24 Mbps and access to more than 30,000 Wi-Fi hot spots. Approximately 54 percent of U-verse broadband subscribers have Internet speeds up to 12 Mbps or higher.

Recently, AT&T announced a three-

year \$14 billion investment plan designed to expand and enhance its wireless and wireline IP broadband networks. Project Velocity IP will let AT&T expand its U-verse availability across its service area and upgrade Internet speeds to 75 Mbps.

AT&T plans to expand its U-verse services by more than 8.5 million customer locations by 2015, for a total of 33 million. There are more than 7.7 million U-verse high-speed Internet users.

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

Windstream: New name has a history

The name is new but, Windstream has been part of the Springfield business community since the mid-1980s.

"Our roots go back to Consolidated Communications," said Angelynn Weihmeir, regional director. McLeod purchased Consolidated Communications in 1997 and sold it to PAETEC in 2007. Windstream acquired the company in 2011.

Windstream is a nationwide \$6 billion company headquartered in Little Rock, Ark. It is a network communications provider and designs customized voice, data and networking solutions for business, education, finance, government, healthcare, retail and other industries.

"We provide businesses a foundation to build on," said Weihmeir. "Whether the business has one or multiple locations, we can build a secure voice and data network to allow users to communicate with one other."

Windstream sends voice, data, Internet and video over one network. "We share bandwidth across multiple services," said Weihmeir. "This allows us to utilize close to 100 percent of our network."

The company works with larger employers in the area. Customers include Springfield Clinic, Bunn-O-Matic Corporation, Marine Bank, Illinois Education Association, the State of Illinois, Illinois Rural Health Care Network and R.W. Troxell & Company.

"The business is doing well," said Weihmeir. "We just opened an office in Peoria."

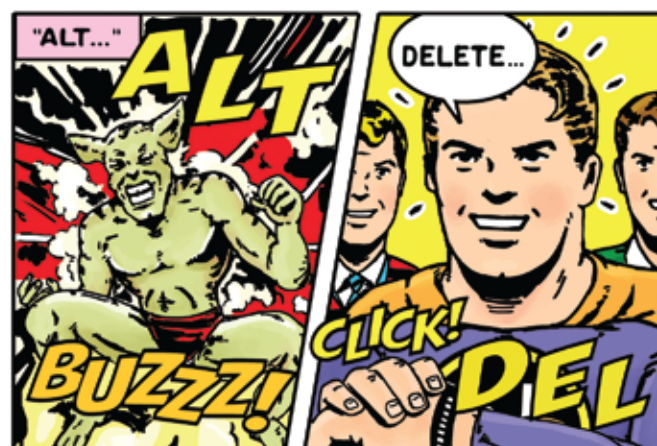
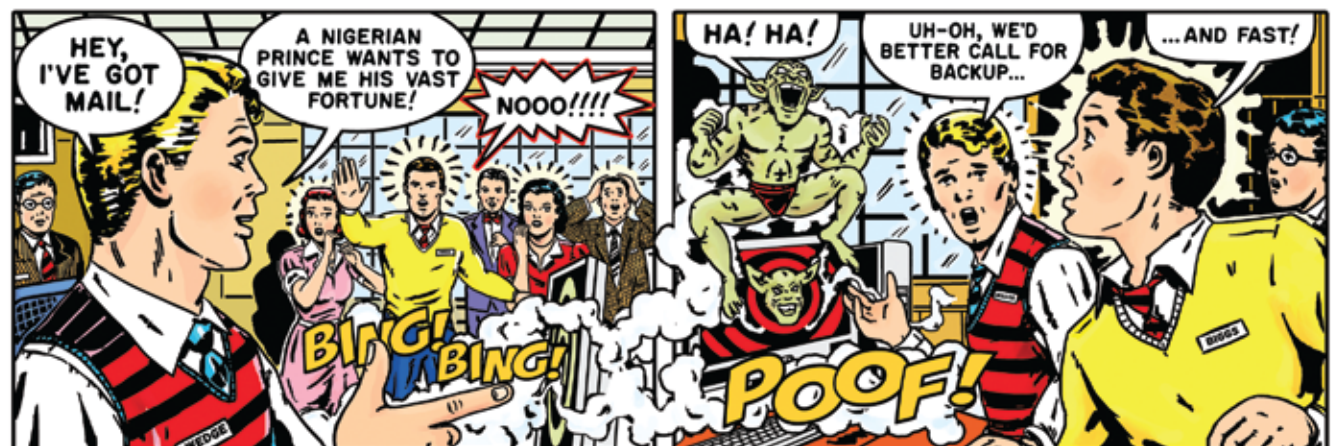
Weihmeir said the company may not be a household name but, "people in the industry know us," she said.

communications. The increase affects more than two million customers in Illinois, northwest Indiana and southwest Michigan.

Amores said Springfield is a thriving business and educational community. "In order for Springfield to compete, its residents must have access to high-speed Internet," Amores said.

Download speeds for the residential Xfinity Blast! plans have increased up to 50 Mbps and upload speeds have increased up to 10 Mbps, while download speeds for Xfinity Extreme 50 plans have increased up to 105 Mbps and upload speeds have increased up to 20 Mbps. Xfinity Performance plans have download speeds up to 25 Mbps and upload speeds up to 5 Mbps.

Comcast also recently introduced Comcast Business Services, which offers Internet, ethernet, TV and voice services. The starter Business Class plan increased download speeds to 16 Mbps and upload speeds to 3 Mbps, while download speeds increased to 27 Mbps and upload speeds increased to 7 Mbps for premium Busi-



LRS NETWORK SUPPORT
FROM LRS WEB SOLUTIONS

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

personality profile •

Banking on success in HR

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield? Curl likes the fact that Springfield is centrally located. “We can get to Indianapolis, St. Louis, and Chicago in a short drive,” she said. “Different flavors are easy to get to.”

What is the worst part about living in Springfield? “As the capital city, we need to have a major focus on infrastructure,” said Curl. “We are working on it, but we need to speed it up a bit. This is a tourist town.”

The biggest issue Springfield currently faces is...? Keeping small businesses up and running is an issue and something Curl finds troublesome. “It breaks my heart to see businesses go out of business,” she said.

Employment –

“When I was 10, I wanted to be ... an airline stewardess.”

First job? Curl started working at Lee’s

Deluxe Cleaners when she was a junior in high school. “I paid my way through private high school to help my mom and dad out with that job,” she said.

Worst job? “I have never had a bad job,” said Curl, who has worked since she was 16. “I have only had four jobs in my career, and I have loved them all.”

Current job and responsibilities?

Curl has been in her position with Illinois Bankers Association for 10 years. She serves as both executive assistant to the company’s CEO as well as the company’s lone human resources representative. “I handle payroll, benefits, keeping up with current laws, and constantly updating the policy manual,” she said. “I love it here. I have a great boss and a great staff.” Curl has also served on the CIC-SHRM

my grandkids will be healthy and happy,” said Curl.

How do you envision your life in 10 years? Curl hopes to be retired but still volunteering, which is something that is very important to her.

Something you learned early in life and still use? “Never give up on what you believe in,” said Curl.

Advice –

Advice for someone seeking a career in your field? Curl advises anyone looking to get into the human resources industry to get a degree and whatever other certifications they can. “UIS has a tremendous HR program,” she said.

Best advice you have ever been given? “Life is short. Enjoy it, love it, embrace it,” said Curl. “My dad used to tell me that all the time.”

Achievements –

As a kid? Curl was a part of 4-H as a child and earned a first place blue ribbon during the Illinois State Fair for sewing a straight hemline on an apron.

As an adult? Curl is proud of her three children. “They are beautiful, smart, and healthy,” she said.

Future –

Upcoming job news? The Illinois Bank-



ers Association has been in existence for 121 years. “We will continue to represent banks of all sizes at the state and federal level,” said Curl. “We will also continue to educate them to help them stay compliant on all regulations.”

Any vacation plans? In November, Curl and her husband will travel to Ft. Lauderdale for their anniversary. “It will be just the two of us,” she said.

I want to retire when I’m ... (age)? “I am hoping for 65,” said Curl.

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

Working for You CEFCU® Business Services

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

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

CEFCU
Not a bank. Better.®



Federally Insured by NCUA



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

facebook.com/cefcu



BUSINESS ***CAN'T*** ***WAIT***

TO REACH THE CLOUD FASTER.

Access the Cloud up to 66 times faster than DSL and T1 with Comcast Business Internet. With our flexible Ethernet solutions, businesses can quickly scale bandwidth from 1Mbps to 10Gbps. It's cost-effective, too. Don't wait. See how much you could save over the phone company when you switch to Comcast Business.

Go to ***business.comcast.com*** or Call ***800.501.6000***

COMCAST
BUSINESS

Restrictions apply. Not available in all areas. Speed comparison between Comcast 100Mbps service and standard 1.5 DSL or T1 (downloads only). Actual speeds vary and are not guaranteed. Savings may vary depending on your level of service. Call for details. Comcast © 2013. All rights reserved.

Reduce your emails – and your frustration

I remember a professor in engineering school talking about the impact of the fax machine on the engineering field. He warned us of the dangers of this new, instantaneous communication tool to an engineer.

He said that there was too much on the line – health, life, safety and money – for an engineer to answer anything without careful thought. And he was right.

But if my professor was rattled by the fax machine, I can't even imagine what he would think of what would soon follow – email. Nevertheless, his concern about instantaneous communication, no matter what medium is used, is still valid.

Most people just don't know how to use email properly, and instead of it being an effective communication tool, it often becomes a tool for miscommunication and inefficiency.

Given my frustration with email, when I saw a book called "Send: Why People Email So Badly and How to Do It Better," I knew I had to read it. Written by David Shipley and Will Schwalbe, this book addresses the many pitfalls of email, and provides clear rules for constructing effective emails, as well as proper etiquette for email users.

It is amazing to me how all of us email as much as we do without knowing how to use it properly. But it's hardly a boring book of rules. It has email horror stories and success stories to break up the mo-



Book Review

Tom Fitch

notony.

The book starts with a story about Michael Brown, the director of the Federal Emergency Management Agency, who sent out these emails during the very worst days of Hurricane Katrina:

"Are you proud of me? Can I quit now? Can I go home?"

"If you'll look at my lovely FEMA attire you'll really vomit. I am a fashion god."

"I'm not answering that question, but do have a question. Do you know of anyone who dog-sits?"

I'm sure everyone has their own horror stories of email gone bad, although hopefully they weren't made public like Brown's emails. But the book is very relatable to everyone and our love-hate relationship with email.

I love email because it gives me the ability to communicate with who I want and when I want on my terms. But I'll admit, for the most part, I hate receiving email.

It's not that I necessarily dislike email itself – but I don't like that I get so much of it and I can't control when I get it. It seems like every email I receive is accompanied with an expectation of a quick response. It's a constant game of tag – you're it.

The authors cover all of the "electronic" sins that exist: improper uses of the CC and BCC fields; lack of decorum and deference appropriate to professional relationships; delicate revelations that

should only be tackled in a face-to-face encounter; and potentially threatening or offensive language.

The authors suggest, and I agree, that the one thing that ALL email users want is fewer emails. I've yet to meet anyone who expresses disappointment about the lack of emails they receive. But, on top of that, it's what each email means – more work for us.

Each email comes with an expectation of a response or a request to do something. It's easy to feel out of control as our inboxes fill up. So how do you get some of that control back? The answer is less email.

According to the authors, the primary culprit for your email problem is you. Yep, you are the cause of your email problems because, if you are like most people, you possess poor email skills and etiquette. If you follow the authors' direction, your email skills will not only improve but will be so effective that you will reduce the amount of emails you receive.

The book "Send" isn't just a book about email. It's a book about communication. The authors do a good job putting email into context with other forms of communication. In certain situations other forms of communication are much more appropriate than email, but too many of us use email because it's easy and safe.

For instance, if you have difficult news to share with a client, you may take the easy way out and send an email instead of picking up the phone. This type of practice will only work against you.

I did some unscientific research and found several sources that claim the av-

erage employee receives and sends more than 100 emails per day. Think about that for a moment. At 100 emails per day (not counting SPAM) that totals more than 25,000 emails per year.

Assuming each email requires an average of 90 seconds, then that equates to 625 hours per year spent on email. So, a full time employee who works a total of 2,080 hours per year spends at least 30 percent of their time on email.

Imagine if, by becoming better at email, you could free up an additional ten percent of time that you currently spend on email.

What would you do instead? If you are supervisor, can you imagine what your staff could do with an additional ten percent of time? There's no question that email is one of the best things to happen to business, but as the authors point out, it has its drawbacks.

If you're serious about maximizing your time and your staff members' time, then I recommend getting a copy of "Send" and making it a must-read for people in your organization. I've implemented some changes as a result of the book and have noticed the number of emails I receive has gone down – and my frustration level has decreased as well.

Tom Fitch is an avid book reader and business professional from Springfield

Hillier Records Management

For organized data management storage.



The Hillier Advantage Includes:

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

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

217-525-8550

Springfield Leaks raises questions

'Blog' media emerges in Springfield

By Job Conger,
Correspondent

The increasing popularity of Internet-based social media has created an environment for alternative approach to traditional news reporting.

One such website is Springfield Leaks (<http://www.springfieldleaks.com/>), a blog that went live in January.

To date, stories covered by Springfield Leaks include an alleged conflict of interest in a state pension court decision; the death of a Springfield school student; a number of crime stories; and breaking news like motor vehicle accidents.

When Springfield Business Journal contacted the Web site asking for an interview, the enterprise, which has no spokesperson and will not share names anyone connected with it, agreed to respond to questions submitted via e-mail.

Questions submitted asked if anyone with Springfield Leaks has written for other news media; whether anyone there has experience in other writing; how is advertising solicited; how is news collected and how are contributed news vetted; what, if any, payment is offered for news tips; and is there a date in the future when Springfield Leaks intends to go public with names of volunteers and paid staff. The responses to these questions were: "N/A."

However, Springfield Leaks did respond with the following: "The organizers of Springfield Leaks are motivated by a lot of the violence in Springfield, Illinois. A lot of the main central news media in Springfield doesn't cover and tell the full version of stories. They have a lot of censors (sic) in place that may restrict what gets covered. We have run across many stories that we believed should have been published or people should have been aware of but were not."

The response continued: "It's called Springfield Leaks because we tend to get a lot of information first before other news organizations, as well as some of the information that are given may be leaks from inside courthouses, police department, closed door meetings or anywhere."

The Springfield Leaks Web site and Facebook presence (<http://www.facebook.com/pages/Springfield-Leaks/>) invites news tips from the public, and guarantees anonymity to all who contribute tips. The guarantee of anonymity extends to everyone involved with the enterprise.

"Springfield Leaks is more like a safe haven for the people who have information and who want to shine light on topics and issues that need to be addressed, but don't necessarily want their name attached to it," the response said, also noting "We're looking to cover news all over Springfield."

When asked if all tips were investigated and verified with at least a second source for credibility, the respondent said, "Several people are involved with investigating tips."

Asked what they would like the public to know, to address any misperceptions of the enterprise, the response was: "We don't just cover a specific area, race or news. The people that are behind this website are just looking to getting the truth out and having people in Springfield help us with that goal."

Local media are aware of Springfield Leaks. Jim Leach, news director for Midwest Family Broadcasting, visits the blog.

"I've seen the website, but I don't know anything about its vetting process," Leach said. "I've seen some things that were interesting there and worthy of follow-up. I wouldn't vouch for anything there or anyplace else on the Web without doing the necessary legwork to confirm."

"We put our names on what we do, and that carries with it a level of confidence that the listener can have in what we're reporting. I think there is a place in the modern era for information to be shared in a variety of ways."

"As with anything on the Internet, the consumer has to be cautious. I follow

(Springfield Leaks) and countless other blogs to be aware of what's creating buzz out there. Their mission is different than our mission," Leach said.

Bruce Rushton, a reporter for Illinois Times, takes a dim view of Springfield Leaks. "You have to be aware of it. It's a blog; it's not serious journalism," Rushton said.

Because of credibility problems, Rushton eschews social media while conceding some reliance on Facebook to communicate with newsmakers who maintain low public profiles elsewhere, especially politicians.

"By and large I don't use social me-

dia," Rushton said. "There are huge issues with remaining anonymous. I don't want to call it journalism. I wouldn't call Springfield Leaks a source, any more than I'd call a person who talks to me briefly in an elevator."

"I think Springfield Leaks has as much in common with serious journalism as a Big Wheels has with a Harley Davidson. I don't like anonymous sources at all. I would encourage folks to give it the attention it deserves," Rushton said.

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

Websites are now free for Illinois businesses.



with Google™

Join us in person and get a
FREE website for your business.
Space is limited, so RSVP today!

Tuesday, May 28

Open 9:00 a.m. – 3:00 p.m.

Springfield, IL

RSVP for this free event at: www.illinoisgetonline.com



Free website includes domain name and hosting for one year.

professional services & office technology •

Jardogs innovation pays-off

Acquired by health information company

By **Robeta Codemo,**
Correspondent

Jardogs – a Springfield start-up – was recently acquired by a leading health information technology company.

Allscripts, an electronic health records company headquartered in Chicago with annual revenues of \$1.46 billion, announced the acquisition of Jardogs, the Springfield-based company best known for its FollowMyHealth patient health

portal. The purchase was announced March 5.

"This acquisition was very important," said Steve Schwartz, Allscripts senior vice president of business development. "We're very excited. This is a very good fit."

Jardogs will deliver comprehensive care coordination and population health management across acute, ambulatory and home care systems.

The acquisition advances Allscripts vision of a connected community of health that connects providers and patients. "It provides a 360 degree view of health

care," said Schwartz.

Jardogs Chief Information Officer James Hewitt and President John Pacione, both of whom formerly worked for Allscripts, will remain with Jardogs. Hewitt will assume a strategic role within Allscripts.

Schwartz said the company's 35 to 40 employees will remain in Springfield and long-term plans are to more closely integrate the group with the development group in North Carolina. It will function as a business unit within Allscripts.

FollowMyHealth is a patient-engagement platform that gives patients free use of an online portal and allows them to actively participate in their health care. Patients have immediate access to their medical records.

Springfield Clinic helped the Jardogs get off the ground and allowed it to incubate solutions in a real world environment.

"There was a growing demand from patients to have better access to their electronic health record," said Mark Kuhn, assistant administrator for Springfield Clinic. "Patients are becoming more knowledgeable about their health care."

Jardogs started in 2009. It offers cloud based patient and consumer engagement technology that enables communication and collaboration between physicians, caregivers and medical consumers.

The company launched FollowMyHealth in 2011 and saw it grow to about 13,000 hospitals and health care providers nationwide. Patients at Springfield Clinic and Memorial Health Systems, which operates Memorial Medical Center and Memorial Physician Services, have access to FollowMyHealth, among other hospitals and health care facilities.

Kuhn said FollowMyHealth has 22,000 active patient users and was growing at the rate of 1,500 a month. "It is a secure means for patients to have access to their electronic medical records at the Clinic and other locations," Kuhn said.

Dr. David Graham, senior vice president and chief information officer and chief medical information officer for Memorial Health System, said part of Memorial's overall strategy is to engage and involve patients more closely with their medical care.

Memorial had the opportunity to partner with Jardogs during the early design/development phase of FollowMyHealth to ensure it fit the needs of patients and providers. "We were a development test case," Graham said.

"The response has been very positive," Graham said. "Over 5,000 patients have signed up. Patients who are using it feel more connected to their health care team."

Graham has seen a similar response from physicians and providers. Initially, physicians were afraid it would create more questions, interruptions and give patients more ways to reach them. However, physicians have discovered it improves the accuracy and value of their communications with their patients.

"Physicians and patients have a trusted relationship that forms the core of a

patient's health care," Schwartz said. With FollowMyHealth, doctors are able to reinforce care plans with the patient and share information with patients. In turn, patients can send a message to their doc-



Jardogs (Allscripts) office

tor, request a prescription refill or make an appointment from the convenience of their own home.

Allscripts plans to develop FollowMyHealth among Allscript's 180,000 customers nationwide. Currently, the number of providers who use FollowMyHealth numbers over 10,000.

Schwartz said the idea of physicians and patients engaging in online health care is the future of health care. "Engaging the patient is a big part of health care," he said. "The health relationship extends beyond the practice."

Graham said the acquisition is a good move for Jardogs. "It will give them a stronger presence in the market, allow them to grow their products and services and continue to allow them to have ties with the local community," Graham said.

"We're excited about it," Graham said. "It allows a Springfield started company to interact on a larger scale and is a great success for Springfield."

Allscript's acquisition of Jardogs and Israel-based dbMotion Ltd. is part of a broader plan to invest about \$500 million this year, according to Allscript officials. dbMotion provides a healthcare solution that integrates patient information from disparate health information technologies and delivers it to clinicians at the point of care.

Allscripts worked closely with Jardogs to develop the FrontDesk patient check-in kiosk, which was Jardogs first product. Allscripts has no plans to change Jardogs' name or the name of its products.

The kiosks feed into the electronic health records system. If a piece of demographic information is changed, for example, the information feeds directly into the patient accounting system and health records.

In 2009, the kiosk won first prize in Springfield's inaugural Project Innovation contest, which was sponsored by the Mid-Illinois Medical District, Greater Springfield Chamber of Commerce, Southern Illinois University School of Medicine and Bluestem Ventures.

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

When your phone system is down, your business is down.

AmeriCALL

Communications Company, Inc.

Locally owned - Locally operated.

Serving over 2,200 satisfied customers.*

Central Illinois' **ONLY**
authorized NEC dealer

* Over 97% customer
retention rate



217.522.CALL (2255)

www.americallinc.com

NECA NEC
NEC Unified Solutions
Authorized Dealer
We service most other brands.

Proudly Serving the Springfield Business Community

For more than 40 years, it has been our great pleasure to be a part of Springfield's legal and business communities. Community service is a Heyl Royster core value.

Heyl Royster has more than 100 lawyers in six offices in Illinois who provide exemplary legal services to businesses, professionals, healthcare organizations, governmental entities, universities, insurance companies, and other major organizations.

We have successfully defended clients in all of the federal courts and in each of the 102 counties in the State of Illinois. We also counsel clients on all aspects of business life.



Heyl Royster Springfield Office:

3731 Wabash Ave. • Springfield, IL • 62791 • 217.522.8822

Gary Borah, Office Managing Partner

Springfield • Peoria • Urbana
Rockford • Edwardsville • Chicago

www.heyloyroyster.com



RUNNING ON THE RIGHT TRACK SINCE 2005

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

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



1028 S Grand Ave
Springfield, IL 62704
ph. 217.241.8554
www.goweb1.com

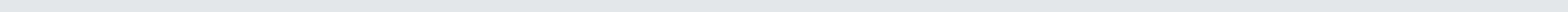


Major Law Firms

(Ranked by Number of Local Lawyers)

| | Firm Name Address City, State, ZIP Code | Telephone (-) Fax (=) Web Site (www.) E-Mail | Number of Local Lawyers | Number of Partners | Managing Partner(s) | Partial List of Primary Areas of Practice | Year Established |
|----|--|---|-------------------------------|--------------------------|---|--|---------------------|
| 1 | Sorling, Northrup, Hanna, Cullen & Cochran Ltd. 1 N. Old State Capitol Plaza, Suite 200 Springfield IL 62701 | 217-544-1144 217-522=3173 sorlinglaw.com businessdevelopment@sorlinglaw.com | 34 | 19 | John A. Kauerauf, R. Lee Allen, Peggy J. Ryan, James G. Fahey, Jeffrey R. Jurgens | General business law, estate planning, litigation, governmental rela- tions, insurance, banking, utility regulation, environmental, health care | 1945 |
| 2 | Brown, Hay & Stephens LLP 205 S. Fifth St., Suite 700 Springfield IL 62701 | 217-544-8491 217-544=9609 bhslaw.com | 31 | 19 | Jeffery M. Wilday | General civil litigation and appellate practice, real estate, education, probate, estate planning, banking, family, energy, employment, environ- mental, business and health care, criminal | 1828 |
| 3 | Giffin, Winning, Cohen & Bodewes PC 1 W. Old State Capitol Plaza, Sixth Floor Springfield IL 62701 | 217-525-1571 217-525=1710 giffinwinning.com | 13 | 7 | Creighton R. Castle | Litigation practice, legislative/governmental affairs, real estate develop- ment, business, commercial, banking, estate planning & probate | 1911 |
| 4 | Heyl, Royster, Voelker & Allen 3731 Wabash Ave. Springfield IL 62711 | 217-522-8822 217-523=3902 hrva.com | 12 | 8 | Gary L. Borah | Personal injury, litigation, workers' compensation, employment law, business and corporate transactional law, professional liability, civil rights | 1933 |
| | Hinshaw & Culbertson LLP 400 S. Ninth St., Suite 200 Springfield IL 62701 | 217-528-7375 217-528=0075 hinshawlaw.com | 12 | 11 | J. William Roberts | Business and corporate practice, governmental affairs, insurance litiga- tion, real estate, estate and asset protection planning, trust and probate administration, business formation, financing and other transactions | 1934 |
| | Kanoski Bresney 2730 S. MacArthur Blvd. Springfield IL 62704 | 217-523-7742 217-523=1412 kanoski.com info@kanoski.com | 12 | 1 | Ron Kanoski, Todd Bresney | Personal injury, medical and professional malpractice, workers' com- pensation, wrongful death, product liability | 1979 |
| | Rammelkamp Bradney PC 741 South Grand Ave. West Springfield IL 62704 | 217-522-6000 217-522=6018 rblawyers.net info@rblawyers.net | 12 | 9 | Gary L. Cline | Civil trial, appellate practice, insurance, municipal, school law, probate, real estate, workers' compensation, corporation law, litigation practice, elder law, employment law, family/divorce law | 1895 |
| 8 | Feldman, Wasser, Draper & Cox 1307 S. Seventh St. Springfield IL 62703 | 217-544-3403 217-544=1593 feldman-wasser.com | 9 | 5 | Howard Feldman | Civil litigation, criminal defense - state and federal courts, construction law, divorce, related family law, wills, estates, civil rights, employment law | 1987 |
| 9 | Barber, Segatto, Hoffee, Wilke & Cate 831 E. Monroe St. Springfield IL 62701 | 217-544-4868 217-544=5225 barberlaw.com | 7 | 6 | Carl O. Hoffee | General civil litigation and appellate practice, estate planning, probate, banking, corporate, business and family law, real estate, media, tax, bankruptcy, workers' compensation | 1897 |
| | Delano Law Offices, LLC 1 SE Old State Capitol Plaza Springfield IL 62701 | 217-544-2703 217-544=4664 delanolaw.com delano@delanolaw.com | 7 | N/A | Sarah Delano Pavlik | General practice, personal injury, workers' compensation, medical malpractice, estate planning and probate, business litigation, business planning and transactions, real estate | 1964 |
| | Hodge Dwyer & Driver 3150 Roland Ave., P.O. Box 5776 Springfield IL 62705-5776 | 217-523-4900 217-523=4948 hddattorneys.com edwyer@hddattorneys.com | 7 | 5 | Katherine D. Hodge Edward W. Dwyer N. LaDonna Driver | Environmental | 1991 |
| | Livingstone, Mueller, O'Brien & Davlin PC 620 E. Edwards St. Springfield IL 62703 | 217-525-1070 217-525=1080 lmobd@livingstonelaw.com | 7 | 6 | L. Robert Mueller, Dennis S. O'Brien | General litigation, negligence, workers' compensation law | 1953 |
| | Stratton, Giganti, Stone, Moran & Radkey 725 S. Fourth St. Springfield IL 62703 | 217-528-2183 217-528=1874 stratton-law.com | 7 | 5 | William F. Moran III | Family law, estate planning, criminal law, traffic, real estate, health care, employment matters, appeals, banking, corporate and business law, labor law, elder law, personal injury, municipal law | 1980 |
| 14 | Drake, Narup & Mead PC 107 E. Allen St. Springfield IL 62704 | 217-528-9776 217-528=9401 dnmpc.com | 6 | 3 | David Drake Richard Narup Randall Mead | Trial attorneys, personal injury, insurance defense, general practice, medical malpractice | 1989 |
| | Gates, Wise & Schlosser PC 1231 S. Eighth St. Springfield IL 62703 | 217-522-9010 217-522=9020 gwspc.com gordon@gwspc.com | 6 | 4 | Gordon W. Gates | Commercial & real estate transactions, commercial litigation, employ- ment issues, business bankruptcies, criminal defense, drivers license reinstatement, personal injury & malpractice | 1997 |
| | Graham & Graham Ltd. 1201 S. Eighth St. Springfield IL 62703 | 217-523-4569 217-523=4656 | 6 | 2 | Hugh J. Graham III | General trial practice, medical-related litigation, business transactions, real estate | 1897 |
| | HeplerBroom, LLC 400 S. Ninth St., Suite 100 Springfield, IL 62701 | 217-528-3674 217-528-3964 heplerbroom.com srk@heplerbroom.com | 6 | 2 | Larry Hepler | Insurance defense, personal injury, corporate and business law, probate, utilities, banking, medical malpractice defense, employment, commercial litigation. | 1894 |
| | Londrigan, Potter & Randle PC 1227 S. Seventh St. Springfield IL 62703 | 217-544-9823 217-544=9826 lprpc.com info@lprpc.com | 6 | 5 | James R. Potter | Personal injury, products liability, medical malpractice, corporate, job discrimination | 1923 |
| | Scott & Scott PC 611 E. Monroe, Suite 200 Springfield IL 62701 | 217-753-8200 217-753=8206 scottandscottlaw.com | 6 | 2 | R. Stephen Scott, Gregory A. Scott | Family, tax, commercial, employment, bankruptcy, real estate, personal injury, estate planning, probate, corporate | 1947 |
| | Sgro, Hanrahan & Durr & Rabin, LLP 1119 S. Sixth St. Springfield IL 62703 | 217-789-1200 217-744=1711 casevista.com greg@casevista.com | 6 | 4 | Gregory P. Sgro | Auto Accidents, injuries to children, work injuries, death claims, social security disability, estates / wills, collections, real estate development | 1999 |
| 21 | Hart, Southworth & Witsman 1 N. Old State Capitol Plaza, Suite 501 Springfield IL 62701 | 217-753-0055 217-753=1056 | 5 | 4 | Mike Southworth | Business law, real estate, banking, corporate, probate, estate planning, municipal tax-exempt financing | 1985 |
| | Metnick, Cherry, Frazier & Sabin, LLP 1 W. Old State Capitol Plaza, Myers Bldg., Suite 200 Springfield IL 62701 | 217-753-4242 217-753=4642 springfieldlawfirm.com michelle@springfieldlawfirm.com | 5 | 4 | Michael Metnick | Family, criminal defense, personal injury, workers' compensation, employment law | 1983 |
| | Mohan, Alewelt, Prillaman & Adami 1 N. Old State Capitol Plaza, Suite 325 Springfield IL 62701 | 217-528-2517 217-528=2553 mohanlaw.com info@mohanlaw.com | 5 | 5 | Fred Prillaman | Business, corporate, environmental, construction, trials, appeals, real estate development, estate planning, family law, personal injury | 1975 |
| | Zack Stamp Ltd. 601 W. Monroe St. Springfield IL 62704 | 217-525-0700 217-525=0780 zackstamp.net zstamp@601w.com | 5 | 3 | Zack Stamp | Government relations, insurance regulatory, civil litigation, business and corporate law, employee benefits, military law, tax law | 1997 |

Sources: The Law Firms.



Leading Springfield Area Lawyers

Barber Segatto Hoffee Wilke & Cate
Barber Segatto Hoffee Wilke & Cate
Barber Segatto Hoffee Wilke & Cate
Barry Hines—Attorney at Law
Bellatti Barton & Cochran LLC
Brown Hay & Stephens LLP
Brown Hay & Stephens LLP
Brown Hay & Stephens LLP
Brown Hay & Stephens LLP
Bruce S Bonczyk Ltd
Feldman Wasser Draper & Cox
Feldman Wasser Draper & Cox
Feldman Wasser Draper & Cox
Feldman Wasser Draper & Cox
Freeborn & Peters LLP
Gates Wise & Schlosser PC
Gates Wise & Schlosser PC
Gates Wise & Schlosser PC
Gates Wise & Schlosser PC
Gates Wise & Schlosser PC
Giffin Winning Cohen & Bodewes PC
Giffin Winning Cohen & Bodewes PC
Giffin Winning Cohen & Bodewes PC
Giffin Winning Cohen & Bodewes PC
Harrison & Held LLP
HeplerBroom LLC
HeplerBroom LLC
Heyl Royster Voelker & Allen PC
Heyl Royster Voelker & Allen PC
Heyl Royster Voelker & Allen PC
Heyl Royster Voelker & Allen PC
Heyl Royster Voelker & Allen PC
Heyl Royster Voelker & Allen PC
Hinshaw & Culbertson LLP
Hinshaw & Culbertson LLP
Hinshaw & Culbertson LLP
Hinshaw & Culbertson LLP
Hinshaw & Culbertson LLP
Hinshaw & Culbertson LLP
Hinshaw & Culbertson LLP
Hinshaw & Culbertson LLP
Hinshaw & Culbertson LLP
Hodge Dwyer & Driver
Hodge Dwyer & Driver
Hodge Dwyer & Driver
Kopeck White & Spooner
Metnick Cherry Frazier & Sabin LLP
Metnick Cherry Frazier & Sabin LLP
Metnick Cherry Frazier & Sabin LLP
Metnick Cherry Frazier & Sabin LLP
Mohan Alewelt Prillaman & Adami
Mohan Alewelt Prillaman & Adami
Mohan Alewelt Prillaman & Adami
Morrill and Associates PC
Quinn Johnston Henderson, et al.
Rammelkamp Bradney PC
Rammelkamp Bradney PC
Reid Law Office LLC
Sgro Hanrahan Durr & Rabin LLP
Sgro Hanrahan Durr & Rabin LLP
Sgro Hanrahan Durr & Rabin LLP
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Sorling Northrup
Wolter Beeman & Lynch
Wolter Beeman & Lynch
Wolter Beeman & Lynch
Zack Stamp Ltd

217.544.4868 Close/Private Held Bus; Comm Lit; Land Use/Zoning/Condemn; Real Estate: Comm
217.544.4868 Elder; Real Estate: Comm
217.544.4868 Civil Appellate; Close/Private Held Bus; Real Estate: Comm
217.698.8444 Agriculture; Real Estate: Comm; Trust/Will/Estate
217.793.9300 Agriculture; Close/Private Held Bus; Real Estate: Comm; Tax: Individual; Trust/Will/Estate
217.544.8491 Employment: Mgmt; Gov't/Municipal/Lobby/Admin; School
217.544.8491 Civil Appellate; Civil Rights/Constitutional; Comm Lit; Crim Defense: White Collar; Employment: Mgmt
217.544.8491 Family
217.544.8491 Association & Non-Profit; Close/Private Held Business; Trust/Will/Estate
217.525.0700 Construction
217.544.3403 Comm Lit; Crim Defense: DUI; Crim Defense: Felonies/Misd
217.544.3403 Civil Rights/Constitutional; Employment: Employee; False Claims Act/Whistle Blower
217.544.3403 Construction; Family; ADR: Family
217.544.3403 Family
217.544.3403 Construction
217.535.1060 Gov't/Municipal/Lobby/Admin
217.522.9010 Bankrupt/Workout: Comm; Close/Private Held Bus; Comm Lit; Land Use/Zoning/Condemn; Re: Comm
217.522.9010 Crim Defense: DUI; Crim Defense: Felonies/Misd
217.522.9010 Crim Defense: DUI; Crim Defense: Felonies/Misd
217.522.9010 Civil Rights/Constitutional; Crim Defense: DUI; Crim Defense: Felonies/Misd; Employment: Employee
217.522.9010 Crim Defense: DUI; Crim Defense: Felonies/Misd; Crim Defense: White Collar
217.525.1571 Association/Non-Profit; Gov't/Municipal/Lobby/Admin
217.525.1571 Comm Lit
217.525.1571 Comm Lit; Gov't/Municipal/Lobby/Admin
217.525.1571 Bankruptcy/Workout: Commercial; Comm Lit; Creditor Rights/Comm Collections; Real Estate: Comm
217.546.7777 Trust/Will/Estate
217.528.3674 Class Action/Mass Tort Def; Ins/Ins Cov/Reinsurance; PI Def: General; Products Liability Def; Toxic Torts Def
217.528.3674 Civil Appellate; Comm Lit
217.522.8822 Med-Mal Defense; PI Defense: General; Products Liability Defense
217.522.8822 Employment: Mgmt; Work Comp Defense
217.522.8822 Med-Mal Defense
217.522.8822 Products Liability Defense; Toxic Torts Defense
217.522.8822 PI Defense: General; Prof'I Mal Def: Legal/Tech/Financial
217.522.8822 Employment: Mgmt; Med-Mal Defense; PI Defense: General; Prof'I Mal Def: Legal/Tech/Financial
217.528.7375 Comm Lit; Construction; Gov't/Municipal/Lobby/Admin
217.528.7375 PI Defense: General; Work Comp Defense
217.528.7375 Civil Appellate
217.467.4941 Comm Lit; Crim Defense: White Collar
217.528.7375 Close/Private Held Bus; Trust/Will/Estate
217.528.7375 Banking
217.528.7375 Comm Lit; Employment: Mgmt; Gov't/Municipal/Lobby/Admin
217.528.7375 PI Defense: General; Prof'I Mal Def: Legal/Tech/Financial
217.528.7375 Comm Lit; Crim Defense: White Collar; Gaming & Casino; Gov't/Municipal/Lobby/Admin
217.528.7375 Civil Rights/Constitutional; Employment: Mgmt; Gov't/Municipal/Lobby/Admin; School
217.528.7375 Gov't/Municipal/Lobby/Admin; Ins/Ins Cov/Reinsurance
217.523.4900 Environmental
217.523.4900 Environmental
217.523.4900 Environmental
217.726.7540 Civil Appellate; Comm Lit; Franchise & Dealership
217.753.4242 Family Appellate; Family
217.753.4242 Criminal Appellate; Crim Defense: DUI; Crim Defense: White Collar; Employment: Mgmt
217.753.4242 Crim Defense: Felonies/Misd; Crim Defense: White Collar; Family
217.753.4242 Crim Defense: DUI; Crim Defense: Felonies/Misd
217.528.2517 Construction
217.528.2517 Construction; Environmental
217.528.2517 Trust/Will/Estate
217.528.2517 Construction; Environmental
217.789.5411 Gov't/Municipal/Lobby/Admin
217.753.1133 Med-Mal Defense; PI Defense: General
217.245.6177 Comm Lit; Ins/Ins Cov/Reinsurance; PI Defense: General; Public Utilities: Gas/Water/Electric
217.245.6177 Comm Lit; PI Defense: General; School; Work Comp Defense
217.546.1001 Close/Private Held Bus; Tax: Business; Tax: Individual; Trust/Will/Estate
217.789.1200 Real Estate: Assoc/Condo; Real Estate: Comm; Real Estate: Res
217.789.1200 Social Security Disability
217.789.1200 Real Estate: Comm; Work Comp
217.544.1144 Close/Private Held Bus; Real Estate: Comm; Tax: Business; Tax: Individual; Trust/Will/Estate
217.544.1144 Association/Non-Profit; Close/Private Held Bus; Labor: Mgmt; Real Estate: Comm; Real Estate: Res
217.544.1144 Close/Private Held Bus; Comm Lit; Health; Real Estate: Comm
217.544.1144 Land Use/Zoning/Condemn; Public Utilities: Gas/Water/Electric; Work Comp Defense
217.544.1144 Close/Private Held Bus; Real Estate: Comm; Real Estate: Tax; Tax: Business; Trust/Will/Estate
217.544.1144 Association/Non-Profit; Banking; Gov't/Municipal/Lobby/Admin
217.544.1144 Civil Appellate; Employment: Mgmt; PI Defense: General
217.544.1144 Banking; Close/Private Held Bus; Mergers & Acquisitions
217.544.1144 Close/Private Held Bus; Mineral & Natural Resource; Real Estate: Comm
217.544.1144 Health
217.544.1144 Agriculture; Real Estate: Comm; Real Estate: Res; Trust/Will/Estate
217.544.1144 Close/Private Held Bus; Employment: Mgmt
217.544.1144 Election, Political & Campaign; Gov't/Municipal/Lobby/Admin
217.544.1144 Agriculture; Comm Lit
217.544.1144 Family
217.544.1144 Banking; Close/Private Held Bus; ADR: Comm Lit; Real Estate: Comm; Tax: Business
217.544.1144 Banking; Close/Private Held Bus; Real Estate: Comm
217.753.4220 Personal Injury: General; Personal Injury: Prof'I Malpractice
217.753.4220 Personal Injury: General; Personal Injury: Prof'I Malpractice; Work Comp
217.753.4220 Personal Injury: General; Personal Injury: Prof'I Malpractice; Work Comp
217.525.0700 Gov't/Municipal/Lobby/Admin

Leading Lawyers NetworkSM
Find a better lawyer, faster.SM

312.644.7000
LeadingLawyers.com

A Division of Law Bulletin Publishing Company—est. 1854

legal filings •

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

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

Lawsuits

- 03/19/13 – Illinois Valley Construction, Plaintiff, Vs. Paul Evans, Defendant, Agreement.
- 03/25/13 – William B. Knight, Troy Alexander, Thorn Creek Insurance Service, Plaintiffs, Vs. Brian Lawlyes, Lawlyes & Lawlyes, Agreement.
- 04/04/13 – Susquehanna Commercial Finance, Plaintiff, Vs. Secret Recipes Inc., David M. Linn, Travis A. Schutte, Contract.

Chancery

- 03/20/13 – Household Finance Corporation, Plaintiff, Vs. Unknown Heirs and Legatees of Timothy Wells, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/20/13 – PHH Mortgage Corporation, Plaintiff, Vs. Isabel Manker, Fred Manker, Unknown Owners and Non Record Claimants, Unknown Occupants, Defendants, Foreclosure.
- 03/20/13 - PNC Bank, Plaintiff, Plaintiff, Vs. John M. Findlay, Latasha Findlay, Defendants, Foreclosure.
- 03/21/13 – US Bank National Association, Plaintiff, Vs. Brendan M. Linehan, Sandra M. Linehan, Unknown Owners

and Non Record Claimants, Defendants, Foreclosure.

- 03/22/13 – Marine Bank, Plaintiff, Vs. Unknown Heirs and Legatees, West View Park Homeowners Association, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/23/13 - Oscar Patton, Plaintiff, Vs. State of Illinois, Defendant, Injunction.
- 03/25/13 – Ace Sign Company Inc., Plaintiff, Vs. Jeremy Conoway, ASI Designs & Signs, Defendants, Injunction.
- 03/25/13 – Midfirst Bank, Plaintiff, Vs. Karen E. Samples, Unknown Owners and Non Record Claimants, Defendants, Unknown Occupants, Foreclosure.
- 03/25/13 – The People of the State of Illinois, Plaintiff, Vs. John R. Dickerson, Defendant, Injunction.
- 03/27/13 – Antoine Lacey, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 03/27/13 – Flagstar Bank, Plaintiff, Vs. Christopher W. Brown, Unknown Heirs and Legatees, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/27/13 – Harry Mustari, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 03/27/13 – Joel Zapata, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 03/27/13 – Ruben Hernandez, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 03/28/13 – G&L Associates Inc., Plaintiff, Vs. City of Springfield, Defendant, Foreclosure.
- 03/28/13 – PNC Bank National Association, Plaintiff, Vs. Rodney W. Naylor, Patricia Y. Naylor, Koke Mill East Homeowners Association, Defendants, Foreclosure.
- 04/01/13 – Flagstar Bank, Plaintiff, Vs. Daryl Callovini, Unknown Heirs and Legatees, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 04/02/13 – Andrew Myers, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 04/02/13 – Green Tree Servicing, LLC, Plaintiff, Vs. Robert L. Hopp, Brookside Villa Condominium, Foreclosure.
- 04/02/13 – Joseph Zmuda, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 04/02/13 – Marine Bank, Plaintiff, Vs. Reginald Stewart, Unknown Tenants, Unknown Owners and Non Record

Claimants, Defendants, Foreclosure.

- 04/03/13 – Irving Madden, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 04/03/13 – PNC Bank, Plaintiff, Vs. Delbert L. Hullinger, Defendant, Foreclosure.
- 04/03/13 – Stanley Head, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 04/03/13 – Willie J. Booker, Plaintiff, Vs. Pat Quinn, Lisa Madigan, State of Illinois, Defendants, Injunction.
- 04/04/13 – EverBank, Plaintiff, Vs. Jacob W. Williams, Lindsey A. Williams, Foreclosure.
- 04/04/13 – Flagstar Bank FSB, Plaintiff, Vs. Andrea Kueper, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 04/04/13 – PNC Bank, Plaintiff, Vs. John S. Harris, Jeanie L. Harris, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 04/08/13 – Bank of America, Plaintiff, Vs. Angela Nolan, Thomas Nolan, State of Illinois, Capital One Bank, Citibank, Forest Hills Homeowners Association, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 04/08/13 – PNC Bank National As-

sociation, Plaintiff, Vs. Timothy Rolens, Defendant, Foreclosure.

- 04/09/13 – Daniel Irizarry, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 04/10/13 – Fashionus Foy, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 04/10/13 – Illini Bank, Plaintiff, Vs. Golds Gym of Springfield, Inc., Department of the Treasury, Internal Revenue Service, Carroll Seating Company Inc., Lindsay Electric, Defendants, Foreclosure.
- 04/10/13 – US Bank National Association, Plaintiff, Vs. Roberto O. Gillespie, Defendant, Foreclosure.
- 04/11/13 – Miguel Castillo, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 04/11/13 – PNC Bank National Association, Plaintiff, Vs. Christopher L. Holthaus, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 04/11/13 – US Bank National Association, Plaintiff, Vs. Leanne K. Trembley, Illinois Housing Development Authority, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

new businesses •

New Businesses, Continued from Page 5

- Burtle Motors, 14085 State Route 4, Auburn, 62615, Ernest Robert Burtle, (217) 341-0815.
- C.A.A.B. Mowing and Property Care, 510 E. Mulberry, Chatham, 62629, Clayton W. Branham, (217) 341-5437.
- Capital City Ground Control, 4304 Lynhurst Road, Springfield, 62711, Ethan T. Hochstein, (217) 381-7357.
- Churchills Equipment Repair, 4044 Brickler Road, Springfield, 62707, Connie Churchill, (217) 899-3621.
- Christian Lawn Care, 1633 S. Glenwood, Springfield, 62704, Jason P. Malli-coat, (217) 622-1105.
- Consumer Protection Legal Services, 413 S. Seventh St., Springfield, 62701, Blake Thomas, (217) 528-0177.
- Downstatediscounts.com, 1913 Creighton Road, PO Box 4281, Springfield, 62708, Jerry A. Rothenberg, (217) 685-8954.
- Dream Big, 9766 Gilreath Road, Chatham, 62629, Chantel Corrie, (217) 714-6078.
- Fitness Massage, 2330 S. MacArthur, Springfield, 62704, Shouqiang Ding, (312) 813-7020.
- Fraud Legal Services, 413 S. Seventh St., Springfield, 62701, Blake Thomas, (217) 528-0177.
- Grace Properties, 324 Keystone Drive, Chatham, 62629, Bruce Bradley, Karen Bradley, (217) 836-6354.
- Hangups by Hickman, 1921 S. Grand Ave. East, Springfield, 62703, Luann Hickman, (217) 891-4622.
- Healthy Beginnings Chiropractic, 960 Clocktower Drive, Suite B, Springfield, 62704, Andrea Verdeyen, (618) 210-1111.
- Homestead Nursery, 605 Locust St., Mechanicsburg, 62545, James F. Cleaver, Jr., (217) 341-2193.
- Hunan Express, 238 S. Dirksen Parkway, Springfield, 62703, Kerong Chen, (217) 525-8888.
- I & T Services, 1205 S. Grand West, Springfield, 62704, Dawn Ross, (217) 553-4512.

- Jujabee Café, 3236 Ginger Creek Drive, Springfield, 62711, Tuyen Nguyen, Hau Nguyen, (217) 801-2493.
- KAT Express, 6235 State Route 97, Pleasant Plains, 62677, Mitchell Nein, (217) 414-0647.
- Kopacetic Creations, 233 W. Kenney St., Diveron, 62530, Kurt L. Garlo, Angela J. Garlo, (217) 652-9132.
- Lawn Pro, 1315 Wabash Ave., Springfield, 62704, John Weems, (217) 801-5557.
- Loose Ends, 987 Clocktower Drive, Suite A, Springfield, 62704, J. Renee Lyons, (217) 801-8742.
- Northern Light Direct Response T.V., 1816 N. 20th St., Springfield, 62702, Carolyn L. Williams, (708) 501-3968.
- Peek at Me 4D Ultrasound Studio, 2925 S. Meadowbrook Road, Suite D, Springfield, 62711, Michele R. Clark, Denise R. Farnam, (217) 737-3745.
- Perfect Peace Property Management, 1231 W. Lawrence, Springfield, 62704, Irvin D. Williams, Sr., (217) 220-5976.
- Picture Perfect Photography, 2473 Ladley Court, Apt. 6, Springfield, 62703, Stephen M. Johnson, (217) 220-2671.
- Precision Pool & Spa, 124 Downing Drive, Chatham, 62629, Jarrod Perce, (217) 553-5269.
- S & B Commercial Cleaners, 825 High Pointe Drive, Springfield, 62702, Robert B. Helmerichs, Shelly L. Helmerichs, (217) 899-5936.
- Second Time Around, 2440 Denver Drive, Springfield, 62702, David Fishburn, Elizabeth Fishburn, (217) 744-7873.
- Skinny Road Farms, 9014 Wandering Trails Lane, Dawson, 62520, Charles C. Carver, Jr., Tami L. Carver, (217) 494-4223.
- Small Wares Equip. and Sales, 524 N. Sixth St., PO Box 75, Auburn, 62615, Dominic Langiano, (217) 438-9999.
- The Clay Comb Barber Shop, 715 Seventh St., Riverton, 62561, Leslie Claycomb, (217) 717-6175.

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

Tom & Karen Paisley,
Owner/Operators

Professionals you can
trust in moving

ICC No. MC-2934 ILL CC 2934-MC

RAMMELKAMP BRADNEY
• Attorneys at Law •

| | | |
|---------------------|--------------------|-------------------|
| Jacksonville | Springfield | Winchester |
| 217-245-6177 | 217-522-6000 | 217-742-5215 |

~ Of Counsel ~
Robert E. Bradney

Rammelkamp.com

Think twice before hitting 'send'

Law

Thomas C. Pavlik, Jr.

Perhaps you've seen the recent headlines about the purported power of the Internal Revenue Service (IRS) to read your emails without a search warrant or any other due process. Although the IRS has walked back from that statement, everyone needs to be concerned about email. Do you send upwards of a hundred emails a day? Late at night, do you email from home on your smart phone? Do you communicate with your customers and employees via text messages?



Virtually everyone uses email as an essential business tool. It has become as common, if not more common, than placing a phone call. Because of its speed and overall convenience, email has replaced the interoffice memorandum as the preferred method of communication. With such ubiquity, however, has come a certain sense of informality. Texting takes that informality to a whole new level. But that sense of informality, combined with the convenience of email and texting, poses a distinct litigation threat to business owners.

The first threat stems from the fact that many employees send electronic communications containing conclusions that they would never put in a formal business memorandum. One way or another, emails and texts are preserved for posterity – whether on paper or in electronic format. As such, when litigation ensues, the smart lawyer uses the available discovery tools to obtain such information in the same way as he or she would obtain traditional paper documents.

In fact, even before first meeting with clients I ask them to send me all email threads regarding the dispute. More often than not, electronic communications obtained in discovery (the pre-trial exchange of information) present a treasure trove of information.

For example, I was involved in litigation where my client's employee sent an email in which she questioned certain actions of the client. On its face, the email was incredibly damaging. After interviewing the employee, it became clear that the email was based on nothing but surmise and conjecture.

The damage, however, was done. Despite the employee's explanation, the plaintiff built a major portion of its case around the email. Its theory, of course, was that anything in writing must be true. As a general rule, people are more inclined to believe what they see rather than what they hear. Although the matter was ultimately resolved in my client's favor, the client could have avoided expense and anguish had the employee simply given more thought before hitting the "send" button.

Similarly, what about the text or email that attempts to placate a complaining customer? Are your employees more likely to overpromise or go beyond mere puffery in a way they wouldn't if constrained to the traditional business letter?

What can the business owner do? Obviously, you should warn your employees that, despite the "delete" button, emails and texts exist in near perpetuity. Electronic messages sent in haste, or in an emotional moment, often come back to life in the courtroom – generally on a 8'x12' blowup in front of the jury. We particularly see this in family law cases where the parties engage in "text wars." You should also discuss with your em-

ployees that emails are no different than the traditional interoffice memo. Ease and convenience are no excuse for failing to adhere to proper business standards. As in all situations, honesty and accuracy are the touchstones that should be instilled in your employees.

The second threat stems from your employees' inappropriate use of electronic messages. Inappropriate messages sent over the company's e-mail system could expose the company to harassment, defamation, or other claims. One study found that more than 50 percent of employees had received pornographic, sexist, or racist emails at work.

To reduce these risks, many employers monitor their employees' use of email and Internet access in the workplace. Such monitoring poses its own risks so employers should be familiar with the law in this area and should implement policies and practices that minimize the risk of lawsuits.

Under federal law, the monitoring of emails by an employer is governed primarily by the Electronic Communications Privacy Act of 1986. Under this act, the lawfulness of particular monitoring activities will depend heavily upon whether employees' messages are intercepted during transmission or are retrieved from storage on the company's server.

In general, "real time" monitoring is permitted only under certain situations. The common exception is when the employer has notified its employees that their communications will be monitored. I recommend that such notice (1) be in writing, (2) state that any private, non-business-related communications are done at the user's own risk, with no expectation of privacy, and (3) state that a password is not an indicator of personal privacy.

In contrast, monitoring of messages stored on an employer-provided server is generally fair game so long as the employer is the provider of the email system. However, disclosure of such communications to third parties is restricted. Accordingly, before discussing such messages with anyone other than the employee at issue, seek competent legal advice. The safest course of action is to view only those messages stored on your server.

To the extent current Illinois law addresses this issue, it largely mirrors federal law. Nonetheless, if you plan to implement a monitoring policy, talk to your attorney first as the law in this area is ever changing.

Finally, the smart business owner institutes a code of conduct for its employees' Internet and email use. That code of conduct should prohibit the transmission of threatening, discriminatory, offensive, harassing, obscene and derogatory messages or material. Whether or not you choose to monitor, the code of conduct should also notify your employees that they have no expectation of privacy with respect to their email.

Email and, to a lesser extent text messages, are an integral and necessary part of today's business world. However, as with every other part of your business, do your best to mitigate their dangers.

Thomas C. Pavlik, Jr. is an attorney from Springfield

Every Patient Matters!

Springfield Clinic's mission is to provide the **highest quality health care** to the people of Central Illinois.

Our network of care includes:

- 375+ Board-Certified Physicians & Mid-Level Providers
- Nearly 80 Medical Specialties
- More than 20 Medical Offices in Springfield & Central Illinois
- Outreach Locations throughout Central Illinois

217.528.7541 • 800.444.7541
www.SpringfieldClinic.com

SPRINGFIELD CLINIC
Leading the Way

ICLE ILLINOIS INSTITUTE for CONTINUING LEGAL EDUCATION

SmartBooks®

Unclutter your bookshelves.

Over 115 Publications with How-To Direction on Applying the Law



EDITABLE FORMS



PRACTICAL EXPLANATIONS



SEARCHABLE



www.icle.com/smartbooks/information.aspx

Local Golf Outings

GOLF DISCOUNT PROUDLY SUPPORTS LOCAL CHARITABLE OUTINGS.

GOLF OUTINGS RECEIVE 10% OFF ALL PURCHASES!

3040 LINDBERGH BLVD.
SPRINGFIELD, IL 62704
217-698-8509MONDAY-FRIDAY 10 AM – 7 PM
SATURDAY 9:30 AM – 6 PM
SUNDAY 11 AM – 4 PM

May

- 3 – Big Brothers Big Sisters Golf Outing, Piper Glen Golf Club, 12:30 p.m. Shotgun Start, Chris Hembrough, (217) 753-1216, Scramble
- 4 – T.J. Welch Memorial Golf Outing, Northridge Hills Golf Course, 9 a.m. and 1 p.m. Starts, Derek James or Howard Pillsbury, (217) 243-4241
- 10 – Laborers Golf Outing, Lincoln Greens Golf Course, 11:30 a.m. Shotgun Start, Jim Sutzer, (217) 786-4111
- 13 – 4th Annual Bergners St. Jude Golf Outing, Edgewood Golf Course, 8 a.m. Shotgun Start, Crystal, (217) 494-1529
- 13 – CFA Cigars For The Troops Golf Outing, The Rail Golf Course, 1 p.m. Shotgun, Dave Briton, (217) 744-1710
- 16 – 17th Annual WSEC-TV Golf Scramble, The Rail Golf Course, Noon Shotgun Start, M.J., (217) 483-7887 X222, Scramble
- 17 – Jacksonville Chamber of Commerce Golf Outing, The Links Golf Course, 12:30 p.m. Start, Ginny Fanning, (217) 245-2174, Scramble
- 18 – 2nd Annual Brown Bomber Reunion benefiting No Mountain Too High Christian Ministry, Long Bridge Golf Course (nine holes), 10 a.m. Shotgun Start (women), 1 p.m. Shotgun Start (men), Michelle Buerkett, (217) 744-8311
- 20 – Contact Impact 2013, The Rail Golf Course, 12:45 p.m. Shotgun Start, Cindy Drum, (217) 753-3939 X11
- 20 – 7th Annual Springfield Christian School Golf Outing, Illini County Club, 12:30 p.m. Shotgun Start, John Engle, (217) 494-7405
- 20 – 20th Annual Springfield Golf Classic, Panther Creek Country Club, Noon Shotgun Start, Sarah Tapscott, (217) 787-5864, Best Ball Scramble
- 20 – Blue Cross Blue Shield of Illinois Corporate Cup, Panther Creek Country Club, 7 a.m. Shotgun Start, Sarah Tapscott, (217) 787-5864, 3 Net Best Ball
- 23 – Mini O'Beirne Crisis Nursery Golf Outing, Piper Glen Golf Club, Noon, Shotgun, Andy Koester, (217) 483-6537
- 24 – 8th Annual Lincoln Land Down Syndrome Society Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Ryan Johnson,

(217) 414-0213, Scramble

- 24 – Jacksonville Rotary, Northridge Hills Golf Course, 1 p.m. Start, Derek James or Howard Pillsbury, (217) 243-4241, Scramble
- 24 – Lake Homeowners Improvement Golf Outing, Lincoln Greens Golf Course, 11 a.m. Shotgun Start, Jim Sutzer, (217) 786-4111
- 31 – Hooters Golf Outing, Lincoln Greens Golf Course, 10 a.m. Shotgun Start, Jim Sutzer, (217) 786-4111

June

- 1 – Don "Poochie" Byus Charity Outing Benefiting American Cancer Society, The Links Golf Course, 11 a.m. and 1 p.m., Keith Ward, (217) 479-4663
- 3 – 7th Annual St. John's Children's Hospital Golf Challenge, Panther Creek Country Club, 12:30 p.m. Shotgun Start, Peggy Goone, (217) 544-5437
- 5 – Esper Figueras Golf Outing, Lincoln Greens Golf Course, Noon Shotgun Start, Jim Sutzer, (217) 786-4111
- 6 – 20th Annual POE Golf Outing, The Rail Golf Club, 7:30 a.m. and 12:30 p.m. Shotgun Starts, Mary Johnson, (217) 525-0365, Scramble
- 6 – 31st Annual SHG Scholarship Scramble, Piper Glen Golf Club, Noon Shotgun Start, Erica Cusumano, (217) 787-9732, cusumano@shg.org, Scramble
- 7 – Rochester High School Football Team Golf Outing, Lincoln Greens Golf Course, 12:30 p.m. Shotgun Start, Jim Sutzer, (217) 786-4111
- 8 – Dennis James Memorial Bud Light Three Man Charity Outing, Northridge Hills Golf Course, 10 a.m. Shotgun Start, Derek James or Howard Pillsbury, (217) 243-4241
- 8 – Drive Out Cancer Golf Outing Benefiting St. Jude's Children Research Hospital, The Rail Golf Course, 1 p.m. Shotgun, Jeff Dorr, (217) 652-3978
- 8 – Long Bridge Golf Course 15th Annual Summer Bash, Long Bridge Golf Course (18 holes), 11 a.m. Shotgun Start, Michelle Buerkett, (217) 744-8311
- 8 – Play for the Cure, Brookhills Golf Course, Morning and afternoon flights (Times TBA), Bob Mabie, (217) 787-8576
- 9 – 5th Annual Fr. Franzen Memorial Golf Outing, Edgewood Golf Club, 1 p.m. Shotgun, Doug Krones, (217) 483-4581
- 9 – 18th Annual Scottie Open Golf Outing sponsored by the Waverly Sports Boosters, Terry Park Golf Course, 11 a.m. Shotgun start, Nancy Heriford, (217) 971-8719.
- 10 – 50th Annual CAAR Summer Outing Benefiting SCCF Realtors Fund, Edgewood Golf Course, 11:30 a.m. Shotgun Start, Kathy Nicholson, (217) 698-7000
- 10 & 11 – Michale Candioto Youth Outing, Brookhills Golf Club, 8 a.m. Start, Bob Mabie, (217) 787-8576
- 13 – Home Builders Association of Illinois Golf Outing, Piper Glen Golf Club, Noon Shotgun Start (Best Ball), Evelyn Yowell, (217) 753-3963
- 14 – 14th Annual "Golf Fore Kids" Lutheran Child and Family Services Charity Golf Outing, Edgewood Golf Club, 12:30 p.m. Shotgun

Start, Neil McCutchan, (217) 523-4725

- 14 – Carpenters Union Golf Outing, Lincoln Greens Golf Course, 7:30 a.m. and 1 p.m. Shotgun Starts, Jim Sutzer, (217) 786-4111
- 18 – Lions Club Charity Outing, Piper Glen Golf Club, 1 p.m. Shotgun, Andy Koester, (217) 483-6537
- 19 – 28th Non-Annual CaddyShack Open supporting (charity TBA), Piper Glen Golf Club, 12:30 p.m. Shotgun Start, Joanie Whaley, (217) 241-6202
- 21 – Coach Wolff Outing, Lincoln Greens Golf Course, 11:30 a.m. Shotgun Start, Jim Sutzer, (217) 786-4111
- 23 – Ladies Own the Course/Susan G. Komen Breast Cancer Research Outing, Northridge Hills Golf Course, Noon Shotgun Start, Derek James or Howard Pillsbury, (217) 243-4241, Four-woman scramble, Ladies only event
- 24 – 13th Annual Bill Glenn EIU Invitational, Piper Glen Golf Club, 1 p.m. Shotgun Start, John Smith, (217) 962-0888
- 24 – Jacksonville Chamber of Commerce Golf Outing, Jacksonville Country Club, 12:30 p.m. Start, Ginny Fanning, (217) 245-2174, Scramble
- 25 – 7th Annual Patrick Sheehan Memorial Golf Outing, Edgewood Golf Club, 1 p.m. Start, Aaron Winkler, (217) 741-3413
- 25 – 19th Annual Ronald McDonald House Golf Classic, Piper Glen Golf Club, Noon Shotgun Start, Megan Mueller, (217) 528-3314 x148, Four-Person Scramble
- 27 – Springfield Home Builders Association Golf Outing, Edgewood Golf Course, Noon Shotgun Start, Lee-Ann Burgener, (217) 698-4941, Scramble
- 28 – Camp COCO Golf Outing - SIU School of Medicine, The Rail Golf Club, 12:30 p.m. Shotgun Start, Ruth Slottag or Karen Carlson, (217) 545-2955
- 29 – MLD Charity Golf Outing, Northridge Hills Golf Course, 8 a.m. – 5:30 p.m. Open Tee Times, Derek James or Howard Pillsbury, (217) 243-4241

July

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

August

- 2 – 4th Annual Elijah Iles House Golf Outing, Piper Glen Golf Club, 12:30 p.m. Shotgun Start, Farrell Gay, (217) 698-6223 or Mike Denk, (217) 546-9537
- 5 – Ansar Shriners Charity Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Andy Koester, (217) 483-6537
- 16 – Jacksonville Chamber of Commerce Golf Outing, Northridge Hills Golf Course (18 Holes), 2 p.m. Start, Ginny Fanning, (217) 245-2174, Four-Person Scramble
- 23 – Josh Langfelder Sangamon County

(Ranked in calendar order of event)

- Recorder Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Misty Buscher, (217) 726-0632, Foursomes
 - 27 – 9th Annual Birdie Fore the Zoo, Lincoln Greens Golf Course, Noon Shotgun Start, Kim Alexander, (217) 585-1821, Scramble
 - 23 – Fundraiser for local charity to be determined, Long Bridge Golf Course, 4:00 p.m. Shotgun Start, Michelle Buerkett, (217) 744-8311, Scramble
 - 31 – Patriot Golf Outing, Northridge Hills Golf Course, Noon Start, Derek James or Howard Pillsbury, (217) 243-4241, Scramble
- ### September
- 5 – Friend in Deed Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Edie Weaver, (217) 788-1356
 - 6 – 15th Annual Springfield YMCA Golf for Kids Charity Tournament, Lincoln Greens Golf Course, Noon Shotgun Start, Jane Frech, (217) 544-9846 X116
 - 6 – 20th Annual Calvary Charity Golf Classic, Piper Glen Golf Club, 1 p.m. Shotgun Start, Tina Casper, (217) 546-9700 X210
 - 7 – MacMurray College Men's Golf, Northridge Hills Golf Course, 11:30 a.m. Start, Derek James or Howard Pillsbury, (217) 243-4241, Scramble
 - 8 – NFL Kickoff Golf Outing, Long Bridge Golf Course (nine hole), 10 a.m. Shotgun, Michelle Buerkett, (217) 744-8311
 - 9 – 2nd Annual Dave Cope Swing For The Love Of It Memorial Golf Outing, The Den Golf Course, Noon Shotgun Start, Megan Mueller, (217) 528-3314 x148, Scramble
 - 9 – Fellowship of Christian Athletes Local Qualifier, Illini Country Club, 1 p.m., Four-Person Scramble, John Gilchrist, (217) 546-4614
 - 9 – State Senator Sam McCann Golf Outing, Panther Creek Country Club, 12:30 p.m. Shotgun Start, Jerry White, (217) 622-7127
 - 12 – Chatham Chamber of Commerce Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Andy Koester, (217) 483-6537
 - 13 – American Business Club 8th Annual Charity Open Benefiting UCP Land of Lincoln, Piper Glen Golf Club, Noon Shotgun Start, Andy Koester, (217) 483-6537
 - 13 – Lutheran High School Golf Outing, Lincoln Greens Golf Course, 9 a.m. Shotgun Start, Buzz Sperry, (217) 546-6363
 - 14 – 22nd Annual Derek Dolenc Memorial Golf Outing supporting the Derek Dolenc Cancer Patient Assistance Fund at Memorial Medical Center's Regional Cancer Center, Edgewood Golf Club, 10 a.m. Shotgun Start, Kent Dolenc, (217) 553-4449
 - 14 – Bud Light Benefit Outing, The Links Golf Course, 12:30 p.m. Shotgun, Keith Ward, (217) 479-4663
 - 20 – Be a Hero For Babies Golf Outing supporting March of Dimes, Piper Glen Golf Club, 10 a.m. Shotgun Start, Kathy Starkey, (217) 793-0500
 - 20 – Holes fore! Habitat Golf Outing, Lincoln Greens Golf Course, 12 p.m. Shotgun, Brittany Elder, (217) 523-2710
 - 23 – 10th Annual Orthopedic Center of Illinois Foundation (OCIF) Chip in Fore Charity!, Panther Creek Country Club, 12:30 p.m. Shotgun Start, (217) 547-9100
 - 27 – Lincoln Land Community College 21st Annual Baseball Team Golf Outing, Piper Glen Golf Club, 12:30 Shotgun, Ron Riggie, (217) 786-2426
 - 28 – 7th Annual Mark Timm Memorial Golf Outing, Brookhills Golf Club, 9 a.m. and 1 p.m. Starts, Bob Mabie, (217) 787-8576
- ### October
- 7 – Fellowship of Christian Athletes State Qualifier, Illini Country Club, 12:30 p.m., Four Person Scramble, John Gilchrist, (217) 546-4614

For Your Family
and Its Future.

D. Patrick Scheina

CLU®

Financial Representative
McClure Financial Group

(217) 793 - 3900



Northwestern
Mutual®

© 2004 The Northwestern Mutual Life Insurance Company, Milwaukee, WI. Northwestern Mutual, David Patrick Scheina is an Insurance Agent of Northwestern Mutual Life and disability insurance, annuities.

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

Underground storage tanks still a concern for business

In the Springfield area, there are a number of closed or abandoned gas stations.

There are also a number of properties that house used car lots, convenience stores, fast food restaurants and other small businesses throughout the area. These commercial parcels often house underground storage tanks (USTs). In such situations, most prospective buyers have a good hunch that USTs may be present and some remediation will be necessary. However, there are commercial sites that have been reconfigured and industrial sites that do not lend themselves to guessing if USTs reside at the facility.

Here's a quick hypothetical: Springfield Widget recently bought the adjoining parcel to expand its warehouse space. The company did not do a Phase I or Phase II environmental assessment but did have its HR manager walk the site to check for hazards prior to closing. Earlier this spring, as the drought broke and the creek behind the warehouse topped its banks, Springfield Widget discovered the parcel contained a UST because the creek flowed through a rear parking lot, down into the UST and forced waste oil out of the tank and down the creek bed. State of Illinois inspectors discovered contamination five miles downstream from the site.

Springfield Widget never operated the UST, did not specifically purchase the UST as part of the acquisition and argued they were not liable for remediation or UST removal. Similarly, an owner who buys a corner lot to put in a used car operation may know about the USTs on the property but s/he never operated them and had no intention of buying them when they negotiated the purchase.

Liability for USTs turns on the date of ownership as defined by U.S. Environmental Protection Agency (EPA) rules and regulations. The date to remember in determining ownership is Nov. 8, 1984. If a UST was last used prior to Nov. 8, 1984, the last known owner is responsible for the UST. If the UST was last used on or after that date, state regulators, with EPA guidance, assign ownership to the current owner of the property, even if the current owner never used the UST or knew of its existence.

The specific language from EPA, and adopted by Illinois in the Illinois Gasoline Storage Act, reads: "In the case of a UST in use on Nov. 8, 1984, or brought into use after that date, any person who owns a UST used for storage, use or dispensing of regulated substances; and In the case of any UST in use before Nov. 8, 1984, but no longer in use on that date, any person who owned the UST immediately before the discontinuation of its use." (41 Ill. Adm. Code 174.100 implementing the Illinois Gasoline Storage Act [430 ILCS 15]).

In the instance of Springfield Widget, if the UST that leaked waste oil was last used on or after Nov. 8, 1984, the company would be liable for cleanup and removal even though they never used the UST and did not even know of its existence. If Springfield Widget can prove that it was not in use after that date, then state regulators would attempt to determine the last known owner/operator pre-Nov. 8, 1984 and make attempts to force the party to remove and remediate.

For property owners who know about



Going Green

David A. Kelm

and wish to remove USTs and for owners who are caught by surprise that they have to take action regarding USTs, Illinois established the Leaking Underground Storage Tank Fund (LUST) in the mid-90s to assist eligible UST owners with costs associated with removal. Costs to remove USTs can exceed \$100,000.

The LUST fund is an insurance policy funded by the Motor Fuel Tax and an environmental impact fee on gasoline and governance is shared by the Illinois Envi-

ronmental Protection Agency (IEPA) and the Illinois Office of the State Fire Marshal (OSFM). The deductible for eligible facilities is \$5,000 after which eligible removal costs are covered by LUST funding.

UST removal is not something that can be undertaken by a facility owner or by an environmental consultant alone. In Illinois, UST removal must be done by a licensed UST contractor. Many UST contractors work with facility owners and OSFM/IEPA to file the appropriate paperwork to receive the greatest amount of LUST reimbursement as possible.

Companies need to seek appropriate counsel, beyond that of an in-house at-

torney or corporate attorney, on the front end when purchasing a facility as well as when looking to sell a UST facility to ensure liability is as limited as possible.

Registered USTs can be searched on the OSFM website at:

<http://www.sfm.illinois.gov/commercial/ust/database.aspx>

Information on the LUST fund can be found at:

<http://www.epa.state.il.us/land/lust/index.html>

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



Herman Miller Modern Classics exclusively here!

WILEY
Office Furniture

301 East Laurel Street
Springfield, IL 62703
Springfield@WileyOffice.com
544.2766 • wileyoffice.com



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

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

There's work to be done.

Healthcare options

Alternative medicine available

By Teresa Paul,
Correspondent

Complementary and alternative medicine (CAM) has its presence in Springfield providing options from the traditional clinic model.

CAM is the term for medical products and practices that are not part of standard medical care. Integrative medicine is the combination of practices and methods of alternative medicine with evidence-based medicine.

Craig Backs, M.D. of internal medicine, has his own practice and business, Personal Medicine, 2921 Greenbriar Drive in Springfield which opened in 2011. Backs had a traditional medical practice for 27 years then took a job as an administrator for three years at St. John's Hospital as their chief medical officer. Backs returned to his own medical practice in 2011.

Backs said 10 years ago, unless methods were tested in a double blind study, he would tell his patients to follow what was medically proven.

"Now, if a patient has researched something on their own and they are either doing it or want to try to do it and they are getting results, I am more willing to work with them on those less traditional methods," Backs said.

"I think many physicians are nervous to try anything different than what we were taught in medical school," Backs said. "I think we have to have the humility to understand much of what we were taught in medical school could be proven to be wrong and new evidence should be taken into account."

"I like spending more time helping patients consider lifestyle changes that might help them take fewer medications or have fewer medical procedures by improving their wellness and not by just making them less sick," Backs said.

Backs takes care of adult patients with diabetes, high blood pressure, heart disease, asthma and chronic medical conditions.

"Our special focus is to maximize your health nutrition, exercise and lifestyle enhancement," said Backs.

"I am a traditional western-style doc-

tor," Backs said. "I still manage things the way another physician would but I describe myself as more open minded about alternatives and how they interact with traditional medicine."

Another feature of Backs' medical practice is his intent is to maintain a smaller clientele of patients that can be provided a higher level of availability and personal service where there is thoroughness from the physician, to be more available than the average physician.

"I am available to my patients 24 hours a day, seven days a week, and 365 days a year," Backs said. "I am available by cell phone if I am not in the office."

The valued benefit is supported through an annual membership fee which affords them this higher level of service.

"This is something different for the Springfield area but is common in the highly populated metropolitan areas, like

Chicago, New York and Los Angeles," Backs said.

Insurance does not cover the annual enrollment fee but does cover doctor visits for medically necessary treatment.

"My business is picking up," Backs said. "What I am hearing from a lot of patients who are interested in my

services, is that they rarely see their doctor," Backs said. "While seeing your nurse practitioner or physician's assistant works most of the time, there is a higher level of confidence when patients can talk to their doctor."

Naprapathy

Naprapathy is a branch of alternative healthcare that started in 1908 by Dr. Oakley Smith, DN and specializes in muscular skeletal disorders as well as nutritional counseling. Paul Mach, DN of Holistic Healthcare Alliance at 1208 S. Sixth St. in Springfield said naprapathy is licensed in the State of Illinois.

Mach, a doctor of naprapathy, works with the nutritional guidance aspect of this natural healthcare field.

"I work with appropriate natural healthy foods based upon each individual's requirements, specialized lab work, and individualized vitamins, minerals and nutrients to support the body," Mach said.

"I find out what's causing the problem," Mach said. "Everybody out there is working with symptoms. With symptomatic treatment you are going to make someone feel better instantly, but you are not going to take care of the root problem by addressing the cause."

"I am doing things naturally to get the body to function optimally. Holistic healthcare is a whole body approach to health and wellness based upon physiological and biological principles."

"Its goal is to discover and resolve the underlying root causes of your health concerns: predominantly physically; but also encouraging the patient to explore the mental, emotional and spiritual elements. We all know we need to eat healthy and take vitamins, but do not know how. What I do is educate patients based on science and the latest research," Mach said.

Most of his patients are female ranging from age 30 to age 70, are dealing with obesity, hormone issues, mood and fatigue concerns, stress and sleep issues and are progressively feeling worse or dismissed with no resolution in sight or are seeking a more natural drug-free method of wellness.

"Females tend to be more concerned and intuitive about their health and so I see more female than male patients as a result," Mach said.

Mach refers to his approach to health care as complementary natural healthcare and not alternative medicine. His services are not covered by insurance, he does not prescribe or eliminate medications and no differential diagnosis is made.

Acupuncture

Acupuncture is another aspect of alternative medicine. An acupuncturist requires a master's degree and not a doctoral.

James Sullivan, M.Ac, L.Ac, acupuncture specialist, has been in private practice for 20 years and has been in Springfield since 2002.

"I help those with infertility issues, back pain, neck pain, and fibromyalgia pain," Sullivan said. "I also help with depression, stress and anxiety."

"I truly practice oriental medicine," Sullivan said. "It is a tool in the toolbox for wellness. Just as you would not expect your medical doctor to fix your teeth, oriental medicine is a specialty field."

Sullivan said he sees 10 patients a day and business is doing well. The term alternative medicine does not scare away patients. Sometimes his practice is referred to as complementary medicine.

Sullivan said sometimes his services are covered by insurance. He is licensed through the State of Illinois and is nationally certified through the National Certification Commission for Acupuncture and Oriental Medicine (NCCAOM).

It takes 3,000 hours of education to be certified with NCCAOM.

Sullivan is the past president of the Illinois Acupuncture Association and had taught at the SIU School of Medicine.

Tobias Donaker, an acupuncturist, is with the Center for Living at St. John's Hospital. Donaker is nationally board certified and licensed through the state.

"An acupuncturist inserts very fine

needles into specific points on the body to help with muscular-skeletal conditions and functional disorders," Donaker said.

"Muscular-skeletal disorders are related to pain; nerve pain, muscle pain, arthritis pain and fibromyalgia," Donaker said. "Functional disorders are not related to a broken bone or a damaged organ but

they are not operating optimally." Insomnia, tinnitus which is ringing of the ears, nausea, anxiety and depression are some examples.

"We insert needles on the body to reset the way your

brain is firing," Donaker said. "It brings down your fight and flight response to neutral which allows your body to level out naturally without using anything but your own body systems to auto-regulate. Over time hormones start releasing in a more regular way."

"You will see people use acupuncture for infertility and other hormonal imbalance," Donaker said.

Acupuncture can treat for conditions that are not going to go away such as arthritis for symptom management.

"Acupuncture will not get you better with arthritis but will help manage the pain," Donaker said. "But for sports injuries and post-surgery, acupuncture will improve your condition. While the tissue is trying to heal, acupuncture will help bring the pain level down and help increase the blood flow to the area to help the area heal faster."

Donaker said acupuncture is good to have after surgery before going to rehabilitation or physical therapy as acupuncture relaxes the muscles and allows a patient to do their physical therapy more effectively.

"The pain information going back to the brain is reduced so you feel less pain," Donaker said. "It is a mode of treatment. We do accept insurance for those insurance companies that cover acupuncture."

"Alternative medicine is an old term that is used and we need to get away from using that term," Donaker said. "Primary care physicians are referring people to acupuncture; as in my case I am at the hospital. Doctors see the benefit of the patients using less medication and they may not have to take it to the next step of surgical intervention."

"The reference is moving away from alternative and moving more toward complementary or integrative medicine. Acupuncture is being used along with normal Western medicine," Donaker said.

A disconnect still exists between traditional medicine and complementary and alternative medicine.

"Older doctors may not see any use for acupuncture, but doctors in the coastal states or new medical student graduates see the benefits of acupuncture," Donaker said. "Healthcare is more integrative in showing patients how to take care of themselves, not getting them out of pain, but changing lifestyle by recommending a patient to start exercising, start eating better and avoiding environmental pollutants."

Teresa Paul is a freelance writer from Taylorville. She can be reached at info@springfieldbusinessjournal.com

“Now, if a patient has researched something on their own and they are either doing it or want to try to do it and they are getting results, I am more willing to work with them on those less traditional methods.”

Craig Backs, M.D. of internal medicine and owner of Personal Medicine

Heading to College Checklist

- ✓ Books
- ✓ Mini-Fridge
- ✓ X-Box
- ✓ Laptop
- ✓ Athens State Bank Debit Card

ATHENS STATE BANK

LOCATIONS:

- ATHENS • 217-636-8214
- SPRINGFIELD • 217-487-7766
- PETERSBURG • 217-632-5500
- NEW SALEM • 217-632-2100

WEB: www.athensstatebank.com

Athens State Bank has fee-free ATM machines in Casey's General Stores in and around all of these college communities:

- Bloomington-Normal
- Carbondale
- Champaign-Urbana
- Charleston
- Jacksonville
- Lincoln
- Macomb
- Springfield

Check out our ATM locator on our new bank website to find all of our 35 convenient ATM locations.

Only one bank offers the most convenient access to your cash, whether you are home or away!

Locate an Athens State Bank ATM. Scan this QR code with your smartphone

Member FDIC



stroke intervention

THE BIG DIFFERENCE, ONLY AT ST. JOHN'S.

Each year, nearly 630,000 Americans survive a stroke only to face long-term disability. And little things they once took for granted suddenly become big challenges.

Fortunately, St. John's new minimally invasive coil embolization treatment can repair a brain aneurysm and stop a stroke *before* it starts. Using advanced imaging, St. John's stroke interventionist guides a tiny coil through an artery in a patient's leg to the brain, repairing the aneurysm and preventing a stroke. It's the little thing that makes a big difference.

At St. John's, we believe in visionary medicine.

We believe in inspired care.



**St. John's
Hospital**

AN AFFILIATE OF HOSPITAL SISTERS HEALTH SYSTEM





You can light up a room.

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






APRIL 3 – JUNE 14, 2013

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

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

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

1724 S. MacArthur Blvd, Springfield, IL DONSMITHPAINT.COM 217-522-9919



Greg Curl
Regional President


Mark DiMarzio
Vice President,
Mortgage Lender
NMLS#662506

Deb Foster
Vice President,
Mortgage Lender
NMLS#662507

Nancy Richards
Vice President,
Commercial Lending

No matter what your financial needs are – whether you need a checking account or want to expand your small or large business or farming operation – we want to help. Maybe you want to buy a home or make some major improvements, or perhaps you want to buy that new car, motorcycle, or boat – let us help!

**Local people
meeting local needs**



First Bankers Trust Company

2201 Wabash Ave., Springfield, IL

MEMBER FDIC firstbankers.com | (217) 546-6151 LENDER

business lunch •

Chili the star attraction at Millie's

By Tom Collins

Everyone has his favorite chili. I've lost count of the varieties of chili I've had or heard about. In fact, a few of my friends are part of a "group" that, for years, has met for lunch every month in an attempt to sample Springfield's many varieties of "tavern chili." So, when a Springfield Business Journal reader suggested that we try Millie's Chili, I called on a few members of that group so that I could draw on their years of experience. I took it as a good sign that my guests advised me that they dine at Millie's on a

Although Millie's was pretty barren when we arrived around 11:45 a.m., it was packed by 12:15 p.m. with barely an open table. Our fellow diners were a mix of construction crews, families and business diners. We saw quite a few familiar faces. The best part was that, despite being so crowded, there was barely a line – Millie's does its best to get food to its customers quickly.

My guests and I opted to order the daily special (\$7.00 – small chili and tamale or one-half of a chicken salad sandwich plus drink), a large chili (\$4.50, small is

Millie's Chili

Overall Rating: ★★★★★

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

Address: 1911 West Iles,
Springfield, Ill. 62704
Phone: (217) 546-7885; take out
available
Hours: Mon. – Sat., 11 am to 7 pm

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



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

regular basis. If I ever get an invite from them, I plan to join them.

Millie's is located at Montvale right next to the Office Tavern. The layout is simple. Diners line up at a counter to place their orders. All service is done in plain view. There's a soda fountain and a counter containing a variety of hot sauces, condiments and chili add-ons. You carry food to your own table on cafeteria trays. There's nothing fancy here, but that's to be expected at a chili parlor.

There's more than chili on the menu here. Other offerings include tamales (\$2.00 each), the Southwest Springfield Salad (\$5.50), nachos (\$3.00 with meat and cheese, \$2.50 cheese only), chicken salad sandwich (\$3.50), and a variety of hot dogs (\$2.75 - \$3.75).

Millie's also has a large carry-out operation, including selling frozen chili by the "brick" (\$8.50) or bowl (\$2.50). I believe the frozen chili comes without beans, but Millie's makes it easy by offering canned Brooks beans on premises.

When we arrived Millie's wasn't crowded, which allowed me the luxury of asking the server all sorts of questions. Turns out the Millie's Flat Dog (\$3.75) is simply a hot dog cut into fourths and placed face down on a plate topped with your choice of chili and cheese. Burgers (\$4.00) come either in patty shape or in loose meat.

Significantly, Millie's chili comes in only one flavor – mild. This came as somewhat of a surprise to me since I've grown accustomed to having a choice of heat. That's where the hot sauces come in handy – if you want to kick it up a notch, there are about a half-dozen or so choices. It was clear I was a newbie, and only after lunch did I discover that there was a different concoction, served on the side but dished out from behind the counter, available to add some spiciness. I wish my guests, or better yet the staff, had mentioned it.

\$3.25), a Coney Dog (\$3.75) and a loose meat burger and chips (\$4.00 for burger, \$1.25 for chips).

My one guest encouraged me to get the burger (I declined), only later telling me it was the weak point of the menu. The loose meat burger, on the other hand, was reported to be just right. The Coney Dog came with an appropriately sized soft bun, with just the right balance of toppings so that the All American goodness of the hot dog itself was not drowned out. The tamale was a bit on the small side, but was otherwise adequate. However, in the interest of full disclosure, I'm not a big tamale fan and probably shouldn't be passing judgment.

The chili was the star of our lunch. It offered a rich depth of flavor paired with the subtle hues of its secret spice mix. I particularly appreciated that it wasn't drowning in oil/grease nor was it overwhelmed by too many beans. All in all it was a well-balanced chili. Obviously it's the chili that keeps bringing my guests back. I can see why.

The only consensus complaint related to value. Based on the relatively small volume of food we ordered, the overall price of the meal seemed a bit high. Still, it wasn't enough to drive away a packed house the day we visited. I know I'll be back.

Tom Collins is a freelance writer from Springfield

• monthly drive

2013 Chrysler 300C – Power, prestige, presence

By Jane Driver

Spring is eventually going to come and stay here. In the meantime, I drove to Landmark Chrysler to test drive the Chrysler 300. The one John Driver wanted me to drive is still in the showroom, so I requested a 300C and Ron Lowder, my salesman, obliged. The sticker on my 2013 Granite Crystal colored vehicle with Dark Frost Beige light leather interior is \$39,480, but the website shows an adjusted price of \$36,980.

Chrysler is after the upper end European market with this full-sized sedan, but they kept many American style components – roomy seats, burled wood accents, and a large dashboard area. No one would ever mistake this for a European vehicle.

Then they put 300 horses under the hood on a 6-cylinder engine and got a lot of acceleration while it sips gas at 19 miles per gallon in the city and 31 on the highway.

Burled walnut surrounds the upper half of the steering wheel, with leather wrapping on the bottom. I don't like this combination; your hands don't slide around the wheel smoothly, but it does look good. Wood accents continue in the center console and even onto the surface of the drink holder cover.

Even though it was cold and windy

which is reassuring. Entry and exit were very easy.

The driver's compartment is roomy with a vertically and horizontally adjustable steering wheel. Chrysler gives you great lumbar support and the seats, while wide, have a good stiffness to their support, which I like.

Large windows gave me an expansive view out the front and back; and I could

see almost straight back. That's something you don't see much anymore. But when it came time to shift into drive, I couldn't figure out the gear shifter. This is the oddest contraption yet. You grip this shifter that is shaped like a bar of soap, and press a button on the left side that is tilted at about 45 degrees to change gears. I had to look down at it every time to make sure I was holding it correctly.

Driving down Old Chatham Road, I could definitely hear the bumps, but could not feel them and when I swerved to avoid a rather large pothole, the

car easily moved with me and settled

down fairly quickly. I drove to Lincoln

Land Community College to test corner-

ing in the parking lot and it behaved well,

very tight turns for such a large car.

Sitting in the back seat would be a true

luxury especially if you sit behind some-

one as short as me; there was an over-

abundance of room in back. And, with

the large windows, the area feels even

larger.

Acceleration is

impressive; this 300

wanted to get home.

The brakes were a bit

soft, but responsive.

Getting your

luggage in and out

will be a little diffi-

cult due to the high

threshold, but the

trunk was large and

deep.

The "Imported

from Detroit" im-

age fits well with

the 300C. When you sit in it, you under-

stand the impression Chrysler is imbuing

– power, authority, presence, command,

and definitely in an American way. If they

could just change that gear shifter.

2013 Chrysler 300C

Driven at:

Landmark Chrysler Jeep Fiat

2331 Prairie Crossing Drive

Springfield, Ill. 62711

(217) 862-5300

landmarkchryslerjeep.net



Sticker price as driven: \$39,480

MPG: 19 city; 31 highway

Notables:

Comfortable seats front and back
Good Acceleration; Wide view windows

Awkward gear shifter and
sunroof controls; Road noise



2013 Chrysler 300C

out, I decided to open the sunroof. Two controls are needed for the sunroof, one to open and one to close and I kept using the wrong one. Couldn't Chrysler have figured out how to have just one control?

Large circular dials house your speed, engine speed and vehicle information. And the soft blue lighting evokes both a 1950s and 21st century feel. And yes, they still have the analog clock over the media center. Redundancy on the steering wheel and touch screen allows you to decide which way to control radio, phone and other necessities.

The doors open to almost 90 degrees, and close with a resounding "thunk,"

Jane Driver is a freelance writer from Springfield. She can be reached at jane@springfieldbusinessjournal.com

CRAIG A. BACKS, MD, LLC

Internal Medicine • Concierge Practice

CRAIG A. BACKS, MD

Care That Exceeds Expectations.

Your Medicine Should Be Personal Medicine.

2921 Greenbriar Drive, Suite C
Springfield, IL 62704
P: 217-321-1987
drb@craigbacksmid.com
www.craigbacksmid.com

Ed Mahoney, Broker Associate

RE/MAX PROFESSIONALS COMMERCIAL PROPERTY **CREN** Commercial Real Estate Network

Mobile: 494-6468 • Office: 787-7215 • www.edmahoney.net • edmahoney@remax.net

| | | | |
|---|--|---|--|
| 6151 MAIN, SALISBURY \$102,900 FOR SALE APPROX 5000 SQ. FT. BUILDING WITH APPROX 1 ACRE OF LAND. 3 FURNACES + AC IS NEW. COMMERCIAL KITCHEN 2 REST ROOMS. VERY WELL MAINTAINED. LOT IS PARTIALLY FENCED. 4 LOTS INCLUDED WITH BUILDING. | | 1020 S. SPRING \$400,000 FOR LEASE OR SALE. EASILY DIVISIBLE, CENTRALLY LOCATED, OFFICE BUILDING SOUTH OF STATE COMPLEX. FORMERLY OCCUPIED BY THE STATE BOARD OF ELECTIONS. | |
| 623-629 E. MONROE \$199,900 TWO CONNECTED BUILDINGS TOTALING OVER 35,000 SQ. FT. INCLUDING LOWER LEVEL. BUILDINGS IN GOOD CONDITION ACROSS THE STREET FROM FEDERAL COURTS BUILDING AND MUNICIPAL CENTER WEST. ALSO INCLUDES TAX ID # 14340131032. | | 455 W. CARPENTER \$400,000 MEDICAL OFFICE BUILDING WITH FULL BASEMENT WHICH IS FULLY SPRINKLED AND AN OUTSIDE ACCESS. APPROX 1.4 ACRES. LOCATED IN THE MEDICAL DISTRICT. ALSO INCLUDES TAX ID #14280402038, #14280402037, #14280402023. | |

Info Deemed Reliable But Not Guaranteed. This display was created 04/01/13. While the information was believed accurate at that time, all information is subject to verification.

Exquisite Cuisine

Professional Staff

Elegant Atmosphere

Begin a new Tradition at Gallagher's

OPEN TUESDAY - SATURDAY
DINNER STARTING AT 4:30 PM

LOOK FOR NEW MENU ITEMS
COMING SOON!

2242 S. SIXTH STREET • SPRINGFIELD, IL
217.522.8888

Gallagher's
Steak House
Spirits • Provisions

UNDER NEW MANAGEMENT

YMCA launches campaign, GOTR starts season

HDR forms foundation

HDR is launching the HDR Foundation to expand opportunities for employees and the company to give back to the community. The HDR Foundation will provide grants to 501(c)3 nonprofit organizations whose work mirrors the markets HDR serves, such as healthcare, education, water and energy. HDR employees will staff the foundation, sponsor grant applicants and be engaged in the grant-giving process.

Habitat receives awards, donation from Lay-Z-Boy

Habitat for Humanity of Sangamon County has been selected as one of 12 “Honorable Mentions” by Habitat for Humanity International’s Affiliates of Distinction program. The Affiliates of Distinction program was established this year by Habitat for Humanity International to honor those Habitat affiliates that meet or exceed best-practice standards and to uphold their work as best practices. Habitat for Humanity of Sangamon County is the only Habitat affiliate in Illinois to receive the honor.

Habitat for Humanity builds affordable homes and sells them, through zero-interest loans, to partner families. Since its founding in 1989, Habitat for Humanity of Sangamon County homeowners have contributed \$453,302 in taxes and revenue to local government and generated over \$2 million in additional income to local government, businesses and employees.

“Habitat for Humanity is proud to

Giving Back

Jean Jones

receive recognition of our work to move families out of poverty housing, while also contributing to the economic impact of Sangamon County,” said Sarah Mackey, executive director of Habitat for Humanity.

It was also announced that all homes built by Habitat for Humanity of Sangamon County in 2013 will have furniture provided by **Lay-Z-Boy**. The first Habitat homes to receive the furniture are the townhomes in Enos Park. Lay-Z-Boy delivered the furniture on Saturday, April 6. The townhomes are the first completed new construction in the Enos Park Neighborhood built in accordance to the neighborhood design standards.

Heyl Royster wins food drive

Heyl Royster finished first in its category in the Illinois State Bar Association’s Lawyers Feeding Illinois food and fundraising drive and competition. Heyl Royster took the top honor by raising more than \$12,800 and 2,547 pounds of food items.

Heyl Royster has six offices in Illinois, including Springfield. In Springfield, the proceeds of the campaign benefitted the Central Illinois Foodbank, which serves 168 agencies.

Lawyers Feeding Illinois, an initiative of the Illinois State Bar Association and its president, Urbana attorney John E. Thies, raised more than 1.27 million meals in a

statewide campaign held February 18 to March 1. The campaign was conducted in cooperation with Feeding Illinois, and all donated food and money benefitted the eight regional food banks serving Illinois. Lawyers Feeding Illinois was chaired by Thies’ wife, Terry.

The effort was also supported by Illinois judges, who placed collection containers for non-perishable food items in courthouses in all parts of the state. Additional financial support for the project came from Attorneys’ Title Guaranty Fund, ISBA Mutual Insurance Company and the Lake County Bar Association.

YMCA launches campaign

The Springfield YMCA kicked off its annual fundraising effort, the Strong Kids Campaign, on April 17 with a breakfast in the Walnut Room at the Downtown YMCA branch. The Strong Kids Campaign is designed to raise money for its scholarship program for local children and families. The campaign will run from April 17 through May 22.

“Every dollar raised for Strong Kids stays in our community to fund YMCA youth and family scholarships,” said John Pine, YMCA member and 2013 campaign chair. “Strong Kids provides membership and program assistance to those who want to participate in the YMCA, but are financially unable. At the Y, we make sure everyone, regardless of age, income or background, has the opportunity to participate.”

Springfield YMCA programs and services helped more than 37,000 individu-

als in 2012. Also in 2012, the YMCA provided nearly \$340,000 of subsidized program services to individuals and families with limited financial resources and served 16,052 youth in a variety of programs from soccer to swimming to summer camp. Last year the YMCA provided 1,699 youth scholarship memberships and 320 summer camp scholarship weeks.

CAAR trivia to benefit Contract Ministries

The Capital Area Association of REALTORS® will hold its “Pirates of the CAARibbean” Trivia Night on Thursday, May 2 to benefit Contract Ministries, which is the primary benefactor for CAAR’s fundraising efforts this year.

The public is invited to attend this event, held at the Knights of Columbus Hall. Attendees for the trivia night may sign up in groups or as individuals who wish to be assigned to a group. The cost is \$20.00 per person (maximum of 10 per table) for advanced registration. The cost for walk-ins is \$25.00 each. A prize will be awarded for the best costume and the best decorated table. The winning table will receive a cash prize. Beer, wine and soda are included in the admission fee and there will be food available for purchase.

Previous benefactors of CAAR’s fundraisers include the Land of Lincoln Honor Flight, M.E.R.C.Y Communities, Central Illinois Foodbank, Hoogland Center for

Continued on Next Page

WUIS IS A COMMUNITY SERVICE OF THE CENTER FOR STATE POLICY & LEADERSHIP AT UIS

WUIS 91.9

WUIS.org

MY SOURCE

npr

MORNING EDITION
ON POINT
HERE & NOW
ILLINOIS EDITION
TALK OF THE NATION
FRESH AIR
ALL THINGS CONSIDERED
MARKETPLACE
THE WORLD
Q
BBC

NEWS AROUND THE CLOCK

Continued from Previous Page

the Arts, Southwind Park, The Salvation Army, the Iles House Foundation, Habitat for Humanity and Springfield Green.

"With the increased economic challenges that our population is facing, now more than ever, it is important that we support organizations such as Contact Ministries," said CAAR President Don Cave. For details on the event or to learn more about how you can donate an auction item or help with the event call CAAR at (217) 698-7000 or visit SeeHouses.com.

APL 'Dog Days of Spring'

The Animal Protective League and **Terry Farmer Photography** are presenting "Dog Days of Spring", a portrait special for dog owners and their pets, while raising funds and promoting awareness for APL programs and services.

Participants' \$50 session fee is a tax-deductible donation to APL and helps the organization house, rehabilitate and adopt out more than 1,500 cats and dogs each year. Each donor will receive a 7-inch gift print in return. Photo sessions may take place in the purchaser's home, photographer's studio, a local park or setting of the purchaser's choosing.

Appointments are limited and being accepted through the month of May by calling Terry Farmer Photography at (217) 698-6000. For more information, visit terryfarmer.com or call the Animal Protective League at (217) 544-7387.

GOTR starts season

Girls on the Run of Central Illinois announced the start of the spring 2013 season with the largest program enrollment to date with 664 girls participating in the healthy lifestyle curriculum.

The Girls on the Run program is being offered at 38 schools with 49 teams overall this spring and will serve girls across Sangamon County as well as Christian, Logan, Macon and Morgan counties. Girls in third through eighth grades will participate this season, which runs from March to May. The spring enrollment will also celebrate the 3,000th girl to go through the local program.

The Girls on the Run program uses running to inspire girls to be joyful, healthy and confident. The curriculum is fun and challenging, covering meaningful topics such as self-awareness, building healthy relationships, and developing personal strengths while engaging in physical activities. It also includes lessons devoted to a community service project completed by each team, as well as a fun, non-competitive 5k run open to the community at the end of the 10-week season.

Girls on the Run is an international organization that began in 1996 to promote physical, emotional and social development in girls before they reach high school. Girls on the Run came to Springfield in 2004 and has served more than 3,000 girls in central Illinois.

The after-school lessons are led by trained coaches who guide the girls through the 10-week program and help prepare them for a lifetime of self-respect and healthy living. At the end of the program season, girls and their coaches run or walk a 5k together. The 5k will be held on Saturday, May 18 at Lincoln Land Community College in Springfield, and is open to the entire community.

Union Pacific donates to Lincoln Library

Union Pacific Corporation, the railroad created by Abraham Lincoln, is help-

ing celebrate his legacy with a \$500,000 gift to the Abraham Lincoln Presidential Library Foundation. The foundation will use the donation to support the work of the Abraham Lincoln Presidential Library and Museum, the state-run institution dedicated to studying Lincoln's life and telling his story to the world.

"It is an honor to support an organization focused on preserving the legacy of President Abraham Lincoln," said Bob Turner, senior vice president, corporate relations of Union Pacific Corporation. "We are committed to meeting the challenge given to Union Pacific more than 150 years ago by President Lincoln himself - to connect and support the transportation needs of the United States."

Lincoln established the original Union

Pacific by signing the Pacific Railway Act in 1862. The transcontinental railroad opened the west to commerce and development, and more than 150 years later Union Pacific provides the nation with environmentally responsible, safe and efficient freight transportation.

"This gift from Union Pacific underscores the partnership between our two institutions. Union Pacific has supported our museum, library and foundation since our campus founding," said Wayne Whalen, board chairman for the Abraham Lincoln Presidential Library Foundation.

Beyoncé sings for Goodwill

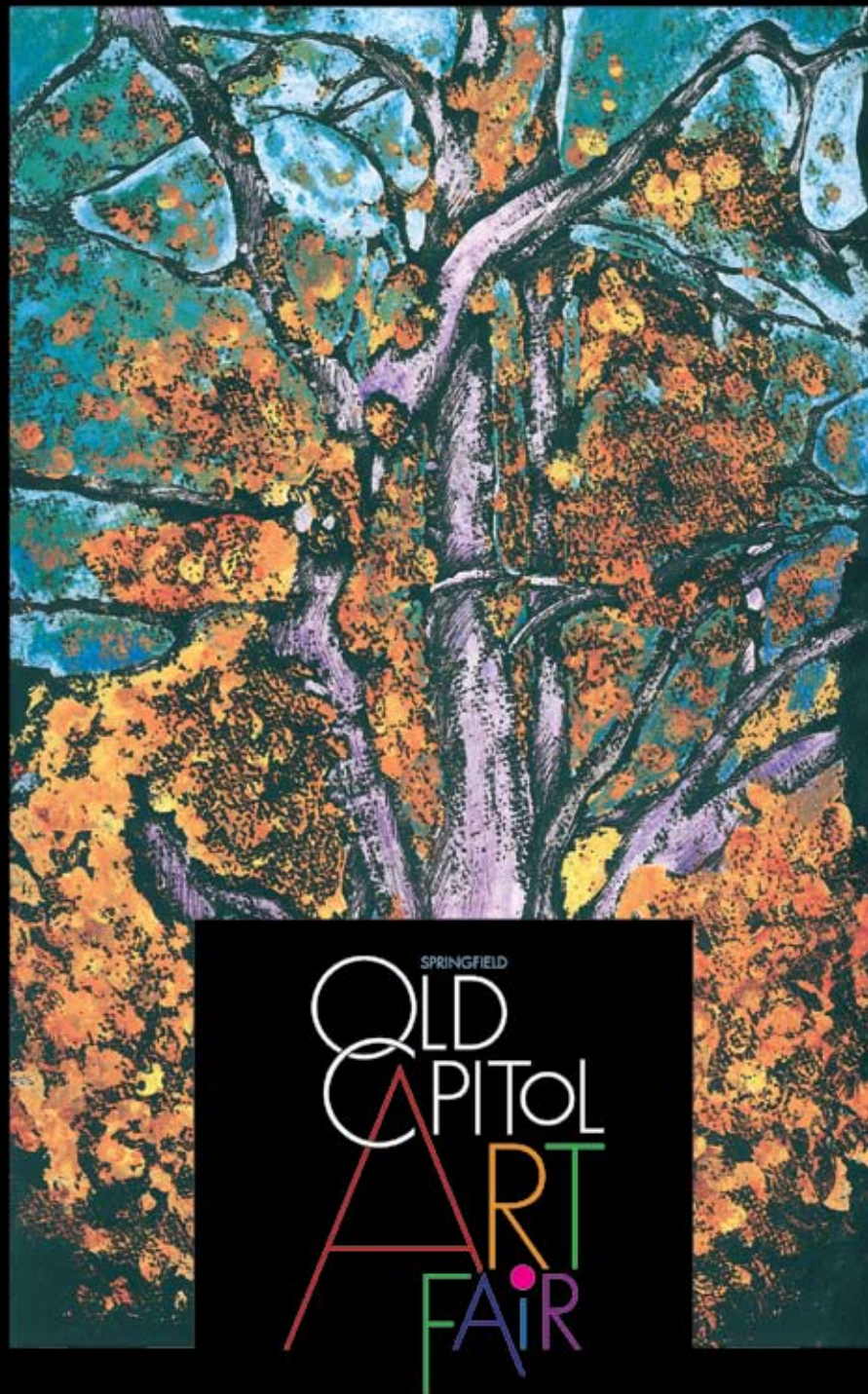
Goodwill Industries International announced that Beyoncé Knowles-Carter will lend her voice to help raise awareness

about Goodwill's mission of transforming lives through the power of work.

Beyoncé will encourage fans to support Goodwill by promoting donation drives at 28 tour venues in 24 North American cities, collecting clothing, electronics and small household goods. The revenue from the sale of these donations will directly benefit local Goodwill agencies in their work to help people with disabilities and disadvantages, and anyone facing challenges to finding employment.

Jean Jones is a freelance writer from Springfield.

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



MAY 18 & 19 • DOWNTOWN SPRINGFIELD

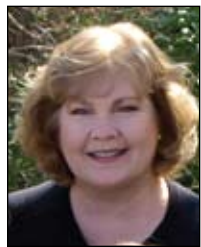
SATURDAY 10 AM - 5 PM • SUNDAY 10 AM - 4 PM

PRESENTED BY  **PNC**

fast tracks •

Hall earns credential

Molly M. Hall, IOM, CAE of Petersburg, Ill. is one of 144 association executives nationally who recently earned their Certified Association Executive credential from the CAE Commission of ASAE, joining more than 3,900 industry leaders worldwide.



Hall

Hall is Executive Director of the Energy Education Council, a national non-profit headquartered in Springfield, Ill. The EEC is a registered 501(c)3 organization that creates multi-media communications to educate consumers on safety, efficiency and renewable energy. In addition to direct outreach, EEC and its Safe Electricity program work with University of Illinois educators, several hundred utilities nationally and many others to advance life-saving, energy-saving awareness. Hall has been EEC Executive Director since 2002.

The CAE program serves to elevate professional standards, enhance individual performance, and designate those who have acquired and can demonstrate knowledge essential to the practice of association management. The CAE program is accredited by the National Commission for Certifying Agencies.

To earn the CAE credential, candidates must submit an application satisfying professional experience and education requirements. Successful applicants must next pass an examination on all aspects of association management. Once earned, the certification must be renewed every three years through additional studies and leadership activities.

In addition to her recent CAE accomplishment, Hall completed the U.S. Chamber's Institute for Organizational Management, earning the IOM credential in 2012.

UIS Illinois Innocence Project honors three

On April 6, the Illinois Innocence Project at the University of Illinois Springfield honored Chicago Tribune columnist Eric Zorn, University of Illinois College of Law Professor J. Steven Beckett, and project volunteer Kiran Desai with Defenders of the Innocent Awards during their sixth annual reception.

Zorn has been exposing flaws of the criminal justice system and informing the public with his columns in the Chicago Tribune. Zorn covered the infamous Jeanine Nicarico case and the wrongful convictions of many individuals, including Alex

Hernandez, Rolando Cruz, Herb Whitlock and Juan Rivera. Zorn also chronicled the death penalty abolition movement.

Beckett is the director of Trial Advocacy at the University of Illinois College of Law. In addition to teaching about trial advocacy, client counseling, evidence and white-collar crime, he serves as a liaison for students enrolled in the Illinois Innocence Project course and externship. He is the lead counsel of a team of three attorneys who individually represent the Slover family. Beckett has donated pro bono hours to advance their case.

Desai first began volunteering with the Illinois Innocence Project in 2012. He brings years of experience working professionally in the data management field and is able to apply that knowledge to assist with managing large amounts of data for grant reporting, client management, and other office needs.

Wynn receives award, Deeder named employee of the month

Chester A. Wynn, Passavant Area Hospital President & CEO, is the 2013 recipient of the Prairieland United Way's Helen Baldwin Distinguished Service Award. Wynn received the Award during the Prairieland United Way Campaign Wrap-up Breakfast April 10.



Wynn

The Helen Baldwin Distinguished Service Award recognizes individuals who go above and beyond in their volunteer activities for the Prairieland United Way.

Wynn supports the campaign each year through his role as President and CEO at Passavant. As the largest employer in Jacksonville, Passavant employees raised over \$30,000 for this past year's campaign. Wynn and his wife, Leanna, served as campaign co-chairs in 2005 raising \$525,000.

Passavant Area Hospital's March 2013 Employee of the Month is Kala Deeder, Imaging Services. Kala is a radiologic technologist and has been employed at Passavant two years. She is a graduate of Lincoln Land Community College.



Deeder

The Employee of the Month at Passavant receives a cash award, an Employee of the Month lapel pin, wall plaque, engraved writing instrument, coffee mug, meal certificates for use in the hospital cafeteria, and a day off with pay.

Hingle named chair of ACP

Dr. Susan Thompson Hingle has been named chair of the board of governors of the American College of Physicians, the nation's largest medical specialty organization.

Hingle has been a Fellow of the American College of Physicians since 2001. FACP is an honorary designation that recognizes ongoing individual service and contributions to the practice of medicine. In 2006, she was honored with ACP's prestigious Walter J. McDonald Award for Young Physicians. Additionally, in 2011 and 2012 she was awarded the John Tooker Evergreen Award for Chapter Management and Innovation.

Hingle previously served as governor of ACP's Illinois Downstate Chapter. Governors are elected by local ACP members and serve four-year terms. Working with a local council, they supervise ACP chapter activities, appoint members to local committees, and preside at regional meetings. They also represent members by serving on the ACP board of governors. Hingle served on the ACP Chapters Subcommittee in 2011, ACP Women's Task Force in 2006, 2007 and 2012, and ACP Volunteerism Subcommittee from 2003-2008.

Board-certified in internal medicine, Hingle is professor of clinical medicine at the Southern Illinois University School of Medicine. She earned a bachelor's degree from Miami University and a medical degree from Rush University Medical College. She completed an internal medicine residency at Georgetown University Medical Center, where she served as chief resident of internal medicine.

Rull named outstanding teacher

Dr. Gary M. Rull, associate professor of internal medicine at Southern Illinois University School of Medicine, has been selected as Outstanding Teacher of the Year by the SIU Academy for Scholarship in Education.

The award is given annually to recognize an SIU faculty member who has demonstrated exceptional skill and commitment to teaching.

"Dr. Rull is an innovator in education," said Dr. Debra Klamen, associate dean for education and curriculum. "He created a geriatrics curriculum designed around a simulated senior couple and standardized the teaching of history and physical exams across the curriculum."

Rull serves as director of the SIU Doctoring curriculum. He is a fellow in the American College of Physicians, a member of Alpha Omega Alpha National Medical Honorary Society, and was elected secretary of the SIU School of Medicine Alumni Board of Governors.

He has received awards including the Laureate Award from the Illinois downstate region chapter of the ACP and the Best Full-Time Faculty Teacher of the Year Award given annually by the SIU residents. He has had four medical education articles published.

Rull joined the SIU faculty in 2001. He completed his internal medicine residency at SIU in 2001, followed by a year as chief resident for SIU. He earned his medical degree with honors at SIU in 1998 and earned his bachelor's degree summa cum laude at SIU Edwardsville in 1992. He is board certified in internal medicine.

Khan named chief

Dr. Aziz Khan has been named chief of the Division of Hematology/Oncology and chief medical officer at Simmons Cancer Institute at Southern Illinois University School of Medicine in Springfield.

Khan will continue SCI's multi-

disciplinary approach to treating cancer patients. "This approach, which allows the patient to see all of the doctors in one setting in one day, is unique in this area," he said. "Together, the team of physicians and medical staff then can formulate a treatment plan for the patient. This allows treatment to begin earlier in many cases."

Khan is a professor in the Department of Internal Medicine at the School of Medicine and specializes in gastro-intestinal malignancies, leukemia, lymphomas, blood-related disorders, lung and breast cancer. He has been at Simmons Cancer Institute since 2007.

Previously, Khan was a faculty member at University of Southern California Keck School of Medicine in Los Angeles from 1991-2007.

He completed fellowships in medical oncology and hematology at USC/Los Angeles County Medical Center 1990 and 1991. He completed his internal medicine residency at Georgetown University General Hospital in Washington, D.C. in 1988. He earned his medical degree from Allama Iqbal Medical College in 1982 and his bachelor's at Forman Christian College in 1975, both in Lahore, Pakistan.

Khan is board certified in internal medicine and medical oncology. He has published 18 journal articles and abstracts. His research interests include colorectal malignancies and hematological malignancies. He was twice awarded the Spirit of the Norris Award for outstanding service and commitment at the Norris Comprehensive Cancer Center 2002 and 2005.

Schultz joins Hanson, Madaus celebrates 25 years, Doyle earns PE

Hanson Information Systems, Inc. announces the hiring of Jennifer Schultz for the position of Client Communications Specialist, effective April 1.

Schultz brings more than 20 years of marketing and business development experience to HIS, with specialties in the areas of business communications and community outreach. Schultz holds a bachelor's degree from the University of Illinois at Urbana-Champaign and a master's in business administration from the University of Illinois Springfield.



Schultz

Edward Madaus, senior technician, celebrated 25 years of service at Hanson Professional Services Inc.'s Springfield, Ill., headquarters.

Madaus joined Hanson in 1988 and serves the firm's power and industry market. He has extensive experience in computer-aided design and drafting and has generated thousands of drawings and figures for environmental, civil, structural, mechanical and electrical projects. His field assignments have included construction observation projects, industrial hygiene, archaeological investigations and Superfund environmental work. He also has experience in geographic information systems for water-resource projects.

Madaus earned an associate degree in mechanical design in 1986 from the Morrison Institute of Technology. He has



Madaus

Continued on Next Page

Peoples Bank & Trust
We Put People First.™

WWW.BANKPBT.COM

What's Experience Worth in Your Business Banking Relationship?

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

David Stake | Business Banker
866-234-0952

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

• fast tracks

Continued from Previous Page

served as a volunteer with Engineers in the Classroom.

Joe Doyle, P.E., LEED® AP, mechanical engineer at Hanson Professional Services



Doyle

Inc., earned his professional engineer license in Illinois. Doyle serves the government and energy market at the company's headquarters in Springfield.

Doyle joined Hanson in 2008. He is responsible for the analysis and design of heating, ventilating and air-conditioning, energy and plumbing systems for commercial, educational, governmental and military facilities.

Doyle has a bachelor's degree in mechanical engineering from Southern Illinois University Edwardsville. He is a member of the American Society of Heating, Refrigerating and Air Conditioning Engineers.

Security Bank promotes two



Boyd

John Boyd and Valerie Tibbs have been promoted at Security Bank.

Boyd was promoted to Assistant Vice President/Assistant Corporate Secretary of Commercial Operations. He has been with Security Bank for 13 years in the Commercial Loan Department.



Tibbs

Tibbs has been promoted to Assistant Vice President of Information Technology. She has been with Security Bank for 15 years in the Information Systems Department as a Network Administrator.

Gettleman joins Williamsville State Bank & Trust

Patrick Gettleman has accepted a position as loan officer and Vice President of Williamsville State Bank & Trust. Patrick will be responsible for Lending Operations at the Williamsville branch including mortgage, commercial, farm, installment and period loans. He comes to WSB&T with 12 years of banking and lending experience in the central



Gettleman

Illinois banking industry.

Nicoud adds Leonard

Brad Leonard joined Nicoud Insurance as a sales executive. He comes to the agency with seven years of experience in the banking industry. Leonard graduated from Illinois State University in 2005 where he earned his degree in Business Administration.



Leonard

CAAR announces recipients

At its annual awards program, held on March 21, the Capital Area Association of REALTORS® honored certain individuals for their contributions to the real estate industry and community.

Susan Madison, ABR, CRS, GRI, SRES was selected as the 2013 REALTOR® of the Year. Madison joined the association in 1985 and is currently affiliated with RE/MAX Professionals. Madison has chaired and served on numerous CAAR Committees including the Board of Directors.



Madison

The Rising Star Award was presented to Kathy Garst. Garst has been a member of the association since April 2011 during which time has played an active role in the association through its Marketing & Member Services Committee.



Garst

The REALTOR® Community Service Award was presented to Kaye Brittin, ABR, GRI and John Klemm. Brittin has been a member of CAAR since 1998 and is currently affiliated with RE/MAX Professionals and serves on CAAR's Board of Directors. Klemm has been a member of CAAR since 1977, serves as the Vice Chair of the association's REALTOR and Developer Committee and is currently affiliated with Sangamon Realty.



Brittin



Klemm

The Hall of Fame Award was presented to Maurice "Tip" Tippet and Nancy Long.



Tippet



Long



Lyons

Strategic Planning, REALTOR & Affiliate and Social Committees. She is employed by Illinois Real Estate Title Center.

Also, Ralph Hurwitz (Hurwitz Enterprises), Domer Huffman (Huffman Real Estate), Ronald D. Ladley (Charles E. Robbins, REALTORS) and Randy Raynolds (Coldwell Banker Honig-Bell) were all recognized as having achieved the 40-year REALTOR Emeritus status.

At the evening's celebration a special presentation was made to Joan Robbins, the wife of Charles Robbins. She and many REALTORS from the firm were present for the unveiling of a plaque to be used in the rededication of the Charles E. Robbins Conference Room.

Also, special guests retired State Senator Larry Bomke and his wife Sally Jo were present to receive CAAR's recognition and appreciation for the senator's many years of public service.

Diamond Mortgage adds Sutzer

Nancy Sutzer has joined the lending team at Diamond Residential Mortgage Corporation as a senior loan officer.



Sutzer

Tippet, GRI has been a member of CAAR since 1987 and is affiliated with Charles E. Robbins, REALTORS. Tippet has previously served on the Multiple Information Service and REALTOR & Developer Committees. Nancy Long, ABR, GRI, CRS has been a member of CAAR since 1986 and is affiliated with The Real Estate Group. She has served the local and state associations in various leadership capacities and served as CAAR's president in 2009.

The Affiliate of the Year award was presented to Dana Lyons. Lyons has been an affiliate member of the association since 2003 and has served on a variety of committees including the Marketing & Member Services,

affordable housing lender, specializing in first time home buyer products, providing education and product development.

Sutzer is an affiliate member of the Capital Area Association of Realtors, Illinois Women in Leadership and the advisory council for the Illinois Housing Development Authority.

Sangamon County earns safety award

Sangamon County earned the 2012 Loss Control Member of the Year Award from the Illinois Public Risk Funds because of two successive years of positive results in reducing workplace injuries.

"This is an honor for all of the employees of Sangamon County who have done their jobs well while making safety a priority," said County Auditor Paul Palazzolo said. "But most importantly for taxpayers, this award recognizes savings to the county budget with lower premiums for Workers' compensation insurance and reduced expenses for lost time resulting from injuries."

Among other criteria, the award recognizes the county for conducting accident investigations then generating improvements from those investigations, holding regular safety training for employees and having an active safety committee.

The Sangamon County Board, together with Palazzolo, established a Workplace Safety Board in late 2010 to review employee injuries and recommend changes that can inhibit similar injuries from recurring. It is a non-paying board comprised of three union employees, three non-union employees, three elected members of the Sangamon County Board and the County Auditor.

The Board meets monthly to review cases and recommend procedural changes that can reduce the risk of similar injuries in other departments.

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



Everyone's favorite place for lunch, dinner and special occasions!

Bella Milano

THE ART OF ITALIAN

Select one of our three choices of rooms for your next Baby or Wedding Shower, Bridal Luncheon, or Sunday, Wedding Brunch. Make every event special at Bella Milano for Anniversaries, Birthdays, and Graduations parties.

The Tuscan Room accommodates 60 guests and is equipped with drop down screen, DVD, WiFi, plug-in custom sound system and everything you need to make those business meetings productive.

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

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

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

community business •

Halverson celebrates 35 years

Halverson Construction Co., Inc. is celebrating 35 years in business.

In April 1978, Vern E. Halverson founded Halverson Construction Co., Inc. to perform heavy/highway construction in Illinois. The company's first office staff included Vern and his wife Mary. Halverson's experience as a surveyor, layout engineer, superintendent, estimator and project manager provided a foundation upon which the company succeeded.

Since 1978, Halverson Construction Co., Inc. has become a family owned, union, heavy and highway contractor. They have grown to become an industry leader for the bridge, highway, earthwork and piling construction, carrying out a broad spectrum of challenging construction projects. Halverson has become known for their ability to deliver projects on schedule and for their innovative engineering for construction challenges.

In 2002, with the addition of several employees, Halverson branched out to commercial construction, focusing on building construction for all market segments.

CMT receives awards

Crawford, Murphy & Tilly received Engineering Excellence Awards from the American Council of Engineering Companies organizations in Illinois, Missouri and Ohio. The firm collected a total of four awards in the 2013 competition in the categories of transportation and waste and storm water.

ACEC Illinois selected Springfield's Spring Creek Wastewater Treatment Plant for a Special Achievement Award. The new 32 million gallons per day plant came on line in July 2012, providing the capacity to meet regulatory requirements and consumer demand into the future. With a peak flow of 80 million gallons per day, the new plant process features vertical loop activated sludge reactors, UV disinfection, and one of the largest biological nutrient removal facilities in Midwest. The project features state-of-the-art systems integration designed for the fully automated facility that replaces the original plant built in 1928.

CMT engineers in Illinois were also given a Merit Award for their efforts on the \$50 million Repair Runway 06-24 project at Joint Base McGuire-Dix-Lakehurst, New Jersey. The addition of hardened overruns resulted in a new military design standard for lighting, marking and signage that can be applied at other military airfields. A wide-range of pavement rehabilitation methods were used to maximize the reuse of pavement and reduce costs.

The Fassnacht Creek Waterway Improvements project was awarded a Grand Award from ACEC Missouri. The project alleviated flooding conditions on roadways in and nearby a popular park in Springfield, Mo., while retaining the park's historic elements and enhancing recreational experiences. A value engineering solution was provided that cut 50 percent off of the cost of replacing three roadway bridges in the park.

In Ohio, CMT was honored for their work on the Election House Road Relocation at Fairfield County Airport in Lancaster, Ohio. The project allowed the airport to extend its runway and accommodate a wider range of corporate aircrafts, an economic development for the county.

McGladrey ranks on list of firms

McGladrey LLP was recently ranked as the fifth largest accounting, tax and busi-

ness consulting firm in the United States for the seventh consecutive year by Accounting Today.

The "Top 100 Firms" article highlights McGladrey's distribution of iPads to all employees, as well as the subsequent development of unique apps.

Other McGladrey activities include the reunification of McGladrey & Pullen and RSM McGladrey under the McGladrey brand, the relocation of the firm's headquarters to Chicago, the naming of a new national industry leader and major industry leaders, the selection of McGladrey as one of six firms to oversee banks in a national mortgage settlement and the acquisition of Forward Hindsight.

Zara's receives APN certification

Zara's Collision Center has been recognized by Chrysler and General Motors as a collision repair facility certified by Assured Performance Collision Care. The announcement was made by Zara's co-owner Brad Zara.

"Only one out of every 20 collision repair shops nationally has met the Assured Performance criteria," said Zara. "The certification assures that we possess the proper tools, equipment, facilities and trained staff required to repair vehicles to Chrysler and General Motors specifications to ensure the fit, finish, durability, value and safety of the vehicle."

Assured Performance Collision Care is a non-profit consumer advocacy organization comprised of nearly 3,500 collision repair businesses nationwide.

Horace Mann nominated for Halo Award

The Cause Marketing Forum recently announced Horace Mann is one of four finalists for its annual Halo Award, which recognizes excellence in cause marketing campaigns.

The entry, titled Horace Mann: Turning Agents into Educators, highlights Horace Mann's relationship with DonorsChoose.org, an organization that helps teachers get classroom supplies through donations. It describes how Horace Mann agents have served as DonorsChoose.org representatives, teaching teachers and school administrators about the program.

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

Since becoming a national sponsor of DonorsChoose.org, Horace Mann has established a relationship with the non-profit organization that is mutually beneficial. Promoting these relationships is the mission of the Cause Marketing Forum, established in 2002 to increase the number of company and non-profit alliances.

The winner will be announced May 30 in Chicago.

LLCC board of trustees endorses student success initiatives, plans commencement

The Lincoln Land Community College Board of Trustees endorsed new student success initiatives in a March meeting.

Chris Barry, LLCC director of student success and retention, said new student orientations and an early alert system for students facing academic challenges are producing positive results.

"LLCC is committed to helping every student succeed," said Barry. "We have evidence that our new orientation process is starting students on the right path, with fewer calls for technology assistance

and positive feedback from faculty and students."

The orientations, mandatory for all new degree or certificate-seeking students, introduce them to campus, academic and technology services, and other new and returning classmates. Students register online for classes during these sessions. The early alert system tracks students at two weeks for attendance, and six to eight weeks for performance in several general education courses. Barry also led a pilot College Prep Summit for Springfield public high school juniors.

Board chair Cinda Edwards praised the college's focus on student success. "To succeed, everyone needs help along the way. These initiatives are wonderful and will positively impact our students."

Vice chair Justin Reichert added, "The more we can do early in the process to assist students in taking advantage of all the resources available to them, the more likely they will be to succeed."

"Student success is a vital part of our strategic plan," said LLCC President Dr. Charlotte Warren. "More than 100 faculty and staff participated in this college-wide effort establishing programs to ensure that students who enter LLCC complete their programs successfully."

Lincoln Land Community College will conduct commencement exercises on Friday, May 17 at 7:30 p.m. at the Prairie Capital Convention Center in Springfield.

Holly Black of Taylorville has been selected as commencement speaker. Black is graduating with an associate in arts in psychology with a 4.0 GPA. Black is president of the LLCC Honors Program Student Organization and serves as the student representative on the Honors Program Advisory Workgroup. She is secretary of the Alpha Epsilon Chapter of Phi Theta Kappa and was a Girl Scouts of America Gold Award recipient. She will transfer to Illinois State University where she plans to major in food nutrition and dietetics.

Black is also serving as a marshal at commencement with B. Colin Heshmat of Chatham. Heshmat is graduating with an associate in science in liberal arts with high honors. He will transfer this fall to the University of Illinois at Urbana-Champaign and major in mechanical engineering. Both Black and Heshmat are members of the LLCC chapter of Phi Theta Kappa, an academic honor society for students at two-year colleges, and represented LLCC recently on the PTK All-Illinois Academic Team.

James Matheis of Springfield will be recognized with the 2013 LLCC Honored Alumni Award. Matheis received an associate in arts in liberal arts in 1979. Following Lincoln Land, Jim enrolled at Sangamon State University, now the University of Illinois Springfield, and received his bachelor's degree in environmental studies. He is retiring May 1 as the executive director of Lincoln Memorial Garden, where he has been working for more than 30 years.

Following the commencement ceremony, the LLCC Alumni Association is hosting a reception for graduates, their families and guests.

UIS offers active military and veterans credit, transfer event

The University of Illinois Springfield is making it possible for active military and veterans to earn credit for prior learning, while sharing their experiences with other service members.

Two new eight week online courses, starting June 3, will allow service mem-

bers to share their experiences through an online discussion board. Participants will be allowed to moderate discussion and suggest topics.

Students will also be journaling and writing a portfolio about their military service. One class will be offered exclusively to combat veterans, while the other is open to any active duty service member or veteran enrolled in classes at UIS. Students may earn up to 12 credit hours for their participation.

"A course in which all fellow students have a military background will allow students to be more expressive, and provide insight into issues of which non-military persons have no understanding," said Kevin Beeson, visiting clinical professor of Experiential and Service-Learning at UIS.

Beeson will teach one of the classes, along with Sarah Stover, visiting assistant director of applied study term. Army Master Sgt. Anthony O'Neal, a UIS junior Liberal and Integrative Studies major, and Pastor Allen Ebbler of Casey, Ill., a U.S. Army Veteran who served in Desert Storm, came up with the idea for the classes and approached Beeson.

O'Neal and Ebbler hope the courses will help create networks between students with similar military experiences, so that they can provide support for each other.

"When you get back from active duty, there is a space in time where it is hard to adapt to civilian life. To be able to come into a class where other students have the same background is an invaluable aid to helping through that transition period," said Ebbler.

Beeson and Stover will not play the role of a therapist, but will direct students to mental health resources when necessary.

O'Neal realizes that not all service members will want to take part in the class, but he thinks it will serve as a good resource for those who decide to join.

"When I attend this class I hope to see that the idea of helping others be able to communicate stories of what they have experienced will actually help to move them on," said O'Neal.

The University of Illinois Springfield is making it easy for transfer students to enroll next fall. Transfer Express is a series of five one-stop, one-day events, beginning on April 27 and running through August 17. Students from area community colleges, other universities, and those who never finished college, can get everything taken care of for Fall 2013 classes in a single day.

Transfer Express will have its first session on April 27 from 9 a.m. to 1 p.m. in the Admissions Office in University Hall. Other dates for Transfer Express are June 22, July 18, August 8 and 17.

Prospective transfer students should bring their official sealed transcripts and application fee. Students can talk to an advisor about transferring credits, fill out an application, be admitted, secure financial aid, and even register for classes before leaving. Veterans and other students seeking application fee waivers are encouraged to contact the Admissions Office prior to arrival at (217) 206-4847 or admissions@uis.edu.

No advance registration for Transfer Express is necessary. Students expecting to be admitted should have a 2.00 cumulative transfer GPA on a 4.0 scale, have 30 transfer hours by entry to UIS in the fall, and if they are seeking financial aid they should have filed the 2013-2014 FAFSA (UIS school code 009333). Students must

Continued on Next Page

Continued from Previous Page

be applying for an on-campus program.

Questions may be directed to the UIS Office of Admissions at (217) 206-4847 or to Transfer Coordinator Raymond Barnett at rbarn2@uis.edu.

FLS to focus on consumer fraud

Fraud Legal Services (FLS) was founded to combine the reach of the Internet with the strength of a traditional law practice to defend consumer fraud victims across the United States.

It is the first Illinois law practice to focus exclusively on the Consumer Fraud Act, the first virtual law office in the US to focus exclusively on consumer protection and the first law firm to implement an online fraud Case Submission system for clients.

The firm's practice areas include representing victims of fraudulent charges, contracts, mandatory arbitration clauses, false advertising, misleading labeling, warranties and defective goods and services. FLS will negotiate with the company on the client's behalf, plus represent the client in arbitration, small claims and both state and federal courts.

DSI announces art project

Downtown Springfield, Inc. announced a new public art project, ARTIFICIATION: The Downtown Mural Project, a series of large scale murals being created by local artists. The first mural site is the north wall of the Alamo building.

The first mural will be created by Michael Mayosky, a local mural and performance artist. For over five years Michael has envisioned creating a mural in tribute

Abraham Lincoln. To date he has completed over 100 paintings of Lincoln. Mayosky will be on hand during the Upper Story Tour reception at the Alamo, May 2 from 7:00 – 9:00 p.m. for mural discussion and offer a "sneak preview" of the mural design. The mural is scheduled to be completed during the Taste of Downtown, July 12 & 13.

To further illustrate the visual impact and scope of the mural project, Troy Freeman of Dig-it-all Designs created a video presentation depicting several potential mural sites and concepts. The presentation is available at www.downtownspringfield.org.

Once ARTIFICIATION is completed, Springfield will join other cities with public art projects such as Philadelphia, Dallas and Minneapolis.

For more information about Mayosky and to reference his collection of work go to www.michaeljmayosky.com.

For more information on the project as a whole or to give a financial contribution to ARTIFICIATION, visit DSI's website.

Hanson reports revenue, announces board of directors, hosts job shadow

At the Hanson Group Inc. and Hanson Professional Services Inc. shareholder meeting on April 16, the company reported its 2012 gross revenue as \$70.9 million.

The company announced directors of Hanson Group Inc., the firm's holding company. They include Eugene Wilkinson, P.E., S.E., chairman emeritus; Sergio Pecori, P.E., president and CEO; Kirk Brown, P.E., senior policy adviser; John

Coombe, P.E., S.E., vice president and secretary; Robert Cusick, P.E., S.E., vice president; and Jo Ellen Keim, CPA, vice president and treasurer.

The company also announced its board of directors for Hanson Professional Services Inc., including Wilkinson, chairman emeritus; Pecori, president and CEO; Coombe, executive vice president, secretary and chief operating officer; Cusick, executive vice president and chief technical officer; Keim, senior vice president, treasurer and chief financial officer; Jeffery Ball, P.E., senior vice president and infrastructure market principal; John McCree, P.E., senior civil engineer; and Edward Morales, R.A., LEED® AP, architect.

Hanson Professional Services Inc. hosted several high school students for a day of learning about the engineering profession.

Hanson participated in Pleasant Plains High School Junior Job Shadow Day on March 21. Five juniors from the school's pre-engineering program spent several hours with Hanson engineers and technicians. The students were given an overview of various services and disciplines for civil, electrical and mechanical projects. The students arrived in the morning and stayed through early afternoon. Hanson provided lunch.

Hanson hosts students throughout the year for job-shadowing events

ICBA supports same-day ACH

The Independent Community Bankers of America expressed its support for same-day Automated Clearing House capabilities and encouraging community banks and other institutions to adopt same-day ACH services.

"Same-day ACH capability helps community banks stay at the center of serving their customers' payment needs, particularly as they strive to remain competitive in their marketplace," said Bill Loving, ICBA chairman and president and CEO of Pendleton Community Bank in Franklin, W.Va. "ICBA believes that an accelerated transition to same-day ACH is vital to all financial institutions and customers."

ICBA said same-day ACH levels the playing field between community banks and larger competitors, including non-bank providers, and enables the faster flow of funds, reduces settlement risk for financial institutions, and supports emerging payments such as mobile and person-to-person.

Technological innovation has raised customer expectations regarding faster payments. If lower-cost enhancements like same-day ACH can be supported with changes like rules modifications and selected advances in technology, banks should consider proactively supporting such an evolution.

"The expansion of FedACH SameDay Service supports industry movement toward faster clearing and settlement of ACH payments while meeting the changing needs of financial institutions of all sizes and their customers," said First Vice President of the Federal Reserve Bank of Atlanta and Federal Reserve Retail Payments Product Director Marie Gooding.

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

Congratulations



Finalist for the IBA Silver Dome Award as "Station of the Year"

Congratulations to our other finalists as well:

Ray Lytle ~ Best Radio Personality

Kramer/Kramer's Gamers ~ Best Radio Personality

Greg Bishop ~ Best Use of New Media

Johnny Molson ~ Best Humorous Commercial for "Easterday Plumbing"

OPINION

Turning the page

This month we say farewell to two local columnists: Chad Kruse, *Going Green* and Dale Simpson, *City Codes*. Each were unique in their own right.



Brant Mackey

PUBLISHING

came to us in the fall of 2007 with an interest in covering local environmental business issues. As an attorney for the state his interest in ecology began far before it was the trendy thing to do.

He was also passionate about the community, teaching local youth competitive swimming and volunteering for local organizations. I actually met him a year earlier while volunteering at the Springfield Old Capitol Art Fair.

Kruse is also a triathlete who completed the PPD Beach 2 Battleship Iron Distance in 10 hours and 37 minutes – I am in awe.

Kruse will be relocating to Chicago with his wife and their new born baby..

Simpson began writing in December 2008. As the former Fire Marshall for the City of Springfield he brought a wealth of information about safety and the reasoning behind local codes in a simple and forthright manner.

I believe his candor is the reason that people respect him so much. Even when he took the unpopular side of the proposed sprinkler system legislation the ensuing letters to the editor did not attack him personally.

Simpson remains active in retirement using his knowledge to consult for insurance companies and spending time with his grandchildren. Also worth mentioning, he is a lifelong “north-ender” to Springfield.

In keeping with our tradition of local news and information their replacements are local writers.

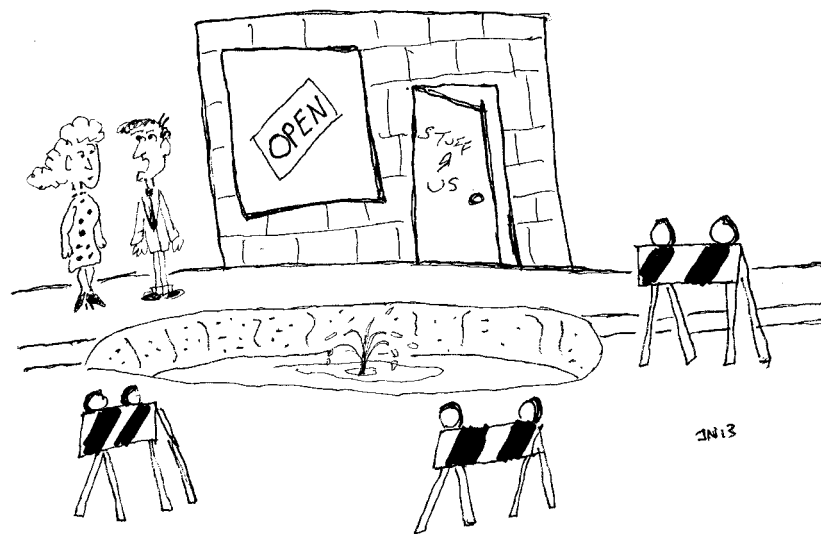
We are pleased to announce that Dave Kelm has accepted the responsibility to continue *Going Green*. Like Kruse, I met Kelm while participating in a community event – Men in Tights. Neither of us belonged in tights.

Kelm is an attorney with a general practice focusing in business and environmental law recently contracted by the State Fire Marshal.

Our new column, *Minority Business Exchange (MBX)*, will be penned by Pete Reeves. Reeves, also a native Springfieldian, is an experienced journalist who, ironically, we met when we profiled him and his interest in the black press in the April 2013 issue.

We are anxious to see what they have to offer.

Brant Mackey is publisher and editor of Springfield Business Journal. He can be e-mailed at: brant@springfieldbusinessjournal.com



“Let’s hope the sales tax increase doesn’t affect business.”

EDITORIAL

Letter to the editor: Infrastructure improvements create jobs

The Greater Springfield Chamber of Commerce would like to commend Mayor Mike Houston and the Springfield City Council for taking the first steps toward investing in a solid and strong infrastructure program for streets, sidewalks and sewers. Together they demonstrated leadership that will fundamentally improve our city’s infrastructure and transportation network.

In regard to ordinance 124, the three-year \$86 million proposal to significantly ramp-up investments and focus on repair in our streets, sidewalks and storm sewers, The Chamber thanks Aldermen Sam Cahnman, Tim Griffin, Cory Jobe, Gail Simpson, Kris Theilen and Doris Turner.

With ordinance 127, an initial investment of \$60 million in sewer upgrades and repairs over the next 10 years and an overall 30-year, \$100 million investment

that helps protect our community from federal mandates that would be far more expensive. The Chamber thanks Aldermen Griffin, Jobe, Frank Lesko, Joe McMenamin and Thielen for their support and to Mayor Mike Houston for casting the deciding vote.

The City of Springfield will become safer and create a better quality of life for residents, encourage existing businesses to grow and be more attractive to new businesses. The Chamber also supports the City’s intent to use local businesses and labor to invest in our community and hope the businesses receiving the contracts for the upcoming projects will take the Source Sangamon Challenge.

– Greater Springfield Chamber of Commerce

Letter to the editor: Strengthening young athletes (April 2013)

I wanted to let you know how much I enjoyed your article highlighting youth sports performance training opportunities in Springfield. We are so fortunate to have such talented individuals and organizations in our area. I also wanted to make you aware if you are not already that AthletiCare started the Acceleration program in 1999, and this sports performance enhancement program continues to train hundreds of athletes per year including many local state champions and those who have gone on to higher levels.

As a sports medicine professional who

is passionate about youth sports injury prevention, fitness, and performance, in addition to treatment and rehabilitation, I applaud you for bringing this topic to public awareness, and if you ever would like to do further features regarding any area in sports medicine, please do not hesitate to give me a call.

– Diane Hillard-Sembell, M.D.; Orthopaedic Surgeon, Knee and Sports Medicine Specialist, Springfield Clinic; Medical Director, AthletiCare Sports Medicine

LETTERS TO THE EDITOR

Springfield Business Journal welcomes all letters to the editor. We look forward to providing an open forum for you to express your views. Please include your name, address and telephone number for verification. Please send them to: Editor, Springfield Business Journal, P.O. Box 9798, Springfield IL 62791 or e-mail them to info@springfieldbusinessjournal.com. Letters may be edited for clarity, space or libel.

HOW TO CONTACT THE PRESIDENT

Office of the President and Vice President: The White House, 1600 Pennsylvania Ave., Washington, D.C., 20500; main telephone number: (202) 456-1414; comment line: (202) 456-1111; e-mail: president@whitehouse.gov

Que sera, sera. Maybe

The future – as the old song goes – is not for us to see; but that doesn’t stop us from trying to see what the future will be.



Joe Natale

WORKING BLUE

For instance, if you could know who was going to win this year’s World Series, then you could make a fortune, although good money says it’s not going to be the Chicago Cubs.

Of course, I would like to know what the future holds, even if it’s knowing the last word of this column is going to be “mayonnaise.”

Lately, with the stock market charging towards 15,000, I have been checking the stock index futures before the opening bell, but finding them to be a riddle wrapped in a mystery inside an enigma.

Usually, you would think that if there is seemingly bad economic news, the markets would reflect that. Well, that’s not necessarily true. Conversely, if there is seemingly good economic news, the markets would reflect that, too. Don’t bet on it.

Compounding confounding stock futures is confusing financial news reporting, which occasionally seems to be emitting from an alternate universe. On one fine spring day a couple weeks ago, there were two headlines on the Yahoo financial page. MarketWatch reported: “Stocks open, little changed.” CNBC echoed: “Stocks open flat after weak jobless claim.” Actually, the Dow Jones Industrials opened up 56 points. Apparently, anything in this volatile market under a triple digit opening is considered flat-lining.

One day’s futures does not a market make, but for people who are trying to rebuild their retirement accounts and assorted portfolios after the 2008 crash, it’s a tad scary.

Fear not. Matt Krantz, a financial markets reporter for USA Today, advises not to “make the mistake of reading too much into the futures market and what it means to stocks. The stock index future price is the market’s consensus on how the market will open. Sometimes it’s dead-on with the actual market open, but other times, it’s not.”

Recently, I mentioned these weighty financial issues during a non-tax deductible lunch with a perennially frustrated Cubs’ fan, who is neither a financial advisor nor plays one on television, and his take away was this: “You have to learn to read between the lines. Please pass the mayonnaise.”

Joe Natale is a freelance writer from Springfield.

He can be e-mailed at: joe@springfieldbusinessjournal.com or follow Joe on Twitter at twitter.com/workingblue

Address:

P.O. Box 9798, Springfield, Ill. 62791
1118 W. Laurel, Springfield, Ill. 62704

Telephone: (217) 726-6600
Fax: (217) 726-8300

Website:

www.springfieldbusinessjournal.com

Email:

info@springfieldbusinessjournal.com

Facebook:

www.facebook.com/sbjmonthly

Twitter:

www.twitter.com/sbjmonthly

Publisher and Editor

Brant W. Mackey
brant@springfieldbusinessjournal.com

Associate Editor

Joe Natale
joe@springfieldbusinessjournal.com

Copy Editor

Courtney Westlake

Senior Correspondents

Betsy Butler
Raegan Hennemann
Bridget Ingebrigtsen

Correspondents

Roberta Codemo
Tom Collins
Jane Driver
Gabriel House
Jean Jones
Chad Kruse
Sarah Pavlik
Teresa Paul

Amanda Reavy Simhauser
Mary Beth Stephens
Eric Woods

Business Manager

John Schilsky
john@springfieldbusinessjournal.com

Advertising Manager

Jennifer Benanti
jennifer@springfieldbusinessjournal.com

Circulation and Promotion Manager

Jamie Staadt
jamie@springfieldbusinessjournal.com

Office Administration

Shawn M. Berry
shawn@springfieldbusinessjournal.com

Office Staff and Support

Mitchell Ladd
info@springfieldbusinessjournal.com

Springfield Publishers Inc.**Board of Directors**

Brant Mackey and John Schilsky

SPRINGFIELD BUSINESS JOURNAL is published monthly by Springfield Publishers Inc., P.O. Box 9798, Springfield IL 62791. The contents of SPRINGFIELD BUSINESS JOURNAL are copyrighted, and material contained herein may not be copied or reproduced in any manner without the permission of the publisher. Manuscripts, photographs, illustrations and letters to the editor are welcome, but SPRINGFIELD BUSINESS JOURNAL can take no responsibility for them while in transit or in the office of the publication. Letters may be edited. Information published in SPRINGFIELD BUSINESS JOURNAL is gathered from reliable sources, but the accuracy of this information cannot be guaranteed. Opinions expressed in SPRINGFIELD BUSINESS JOURNAL are those of their authors, and no information or opinions expressed in SPRINGFIELD BUSINESS JOURNAL represent an endorsement or solicitation for purchase or sale by SPRINGFIELD BUSINESS JOURNAL or its staff.

Illinois by the numbers: five alarming trends

Understanding Illinois' demographics and population trends is fundamental to understanding the mounting economic pressures on state government finances.



Douglas L. Whitley

OPINION

Illinois has changed a great deal in the last several decades. The Illinois Chamber's evaluation of the data suggests the state's elected leaders must make aggressive moves to promote job growth and improve the business climate in Illinois.

After looking through various demographic data from myriad sources, the Chamber has identified five distinct trends that merit attention:

Trend 1 – Illinois is Losing Highly Skilled Residents: In all, Illinois lost more than a half-million residents between 2000 and 2009. Data from the 2011 U.S. Census puts the state's net migration at 79,459 people – the second biggest population loss in the country. A report from the Illinois Policy Institute shows that in 2009, Illinois lost a net of \$1.5 billion in taxable income through out-migration. Between 1995 and 2009, the report said Illinois netted a loss of 366,616 tax-paying households, resulting in a loss of \$26 billion in taxable revenue.

Trend 2 – Illinois is Hemorrhaging Jobs: As the State of Illinois Economic Forecast points out, Illinois' recession was more severe than the nation's, and its recovery has been slower. Illinois has recorded a net loss of 270,000 jobs since the beginning of the recession in December 2007.

Some industries have been especially hard hit. Illinois lost 34 percent of its manufacturing jobs from 1997 to 2012. Construction jobs – which pay almost 24 percent more than the national average – decreased 29.6 percent from 2000-2012.

Illinois' job growth has trailed the national pace for the last 10 years and, as the State of Illinois Economic Forecast points out, our state ranked 48th in the country in private sector job growth in June 2011.

Trend 3 – Illinois' Population is Aging...with Serious Implications for State

Budgets: The population of Illinois, like much of the U.S., is aging dramatically. The number of residents 60 years old and older is expected to increase from two million to more than 3.6 million by the year 2030 – a 77 percent increase – according to the Illinois Association of Area Agencies on Aging.

From 2002-2011, there was an 11.2 percent increase in the number of Illinois residents collecting Social Security. The cost shot up 50.7 percent in the same time period, in part due to the growing number of people who receive Social Security Disability Insurance (SSDI), which compensates people who cannot work or have limited capacity to do so because of a disability. In 2011 alone, Illinois residents were paid \$20.7 million in Social Security benefits, compared with \$13.5 million in 2002. In addition, 52 percent of Illinois seniors did not have any retirement savings except for what they received from Social Security in 2010.

Thanks to advances in health care, life expectancy for senior citizens is much greater than ever before. While this is a welcome trend, it puts added pressure on Social Security and contributes to Illinois' signature financial problem – public employee pensions.

With an unfunded liability in excess of \$96 billion, the pension situation truly has become a crisis that affects the state's ability to finance more traditional government priorities like education, parks and infrastructure. Achieving a legislative solution to the pension issue is a critical demonstration to private sector employers that the state is restoring fiscal discipline.

Trend 4 – Poverty on the Rise in Illinois: Two recently released reports shine a disturbing light on how the state's economic struggles have affected families. Statistics cited in the Voices for Illinois Children's Illinois Kids Count 2013 report and Heartland Alliance 2013 Report on Illinois Poverty show that Roughly 4.1 million Illinois residents – or about 33 percent of the state's population – live in or near poverty. The federal poverty level (FPL) for a four-person family is \$23,021 in income per year, and the extreme federal poverty level is \$11,511 or below. The number of Illinoisans living at or be-

low the FPL increased 40.2 percent from 2000-2011.

To arrest these disturbing trends, we must work to improve the economy and accelerate private sector job growth. Our goal should be to make every Illinois resident a productive member of society. The more people who support themselves, pay taxes and contribute to the economy, the less demand there is for government programs and services.

Trend 5 – Illinois' Growing Tax Burden: The good news is that Illinois has a diverse economy that benefits from many positive geographic and economic strengths, including the third largest population center and market in the country; extensive transportation, distribution and infrastructure hub for all modes (including pipelines and fiber networks); and a high-quality and highly productive workforce.

Unfortunately, however, in recent years the state's positive attributes have often been overshadowed by the many negatives. Currently, Illinois' corporate income tax rates are third highest in the country. Workers' compensation costs and minimum wage requirements are fourth highest in the nation. Likewise, several tax rates that vary among jurisdictions such as property taxes, sales taxes, motor fuel taxes and hotel/motel taxes are also among the nation's highest.

The Solution – Jobs and Economic Growth: Illinois elected leaders need to come together and find a way to make that solution a reality. We cannot be complacent about small job growth numbers. If we continue on the current path, our businesses and residents will be taxed out of Illinois or will continue to look beyond our state for greener pastures and peace of mind.

More than one-quarter of our state's residents are 18 years of age or younger. To help ensure a brighter future for them – and to make Illinois an attractive place for them to live and work – our priority must be to pursue policies that assure Illinois is dedicated to being a robust, job-making machine.

Douglas L. Whitley is president and CEO of the Illinois Chamber of Commerce

ROSES and THORNS

A Rose – To the Women of Influence in our own lives.

A Thorn – To the State of Illinois for faxing us (instead of emailing) information about "No Print Day – Employees Encouraged to Minimize Paper Consumption." You used paper.

A Thorn – To Federal budget cuts at the Lincoln Home.

A Rose – To businesses that understand providing free Wi-Fi is good customer service.

A Rose – To 'A Cut Above' putting the old Multistate Transmissions building on South Grand back into use.

A Rose – To the Sister Cities Association of Springfield in their continuing endeavours to foster world diplomacy for Springfield.

LOOKING BACK

5 years ago in the Business Journal (May 2008) ...

- Capital campaigns by various entities including the YMCA, St. Joseph's Home, Sacred Heart Griffin, Southwind Park, among others were competing for local donations.

- Prairie Capital Convention Center announced a \$3 million renovation to the parking garage; the beginning of a complete overhaul of the convention center.

- The Quantum Growth Partnership Strategic Leadership Council created an initiative dedicated to the economic growth in the medical industry.

- The 2008 Women of Influence were Dr. Mary Frisk Loken, Carlissa Puckett, Veronica Robinson, Judith G. Stephens and Evelyn Brandt Thomas

BOOK OF LISTS

In each issue of the Business Journal, we publish at least one or more lists of local businesses by major business categories. In the month prior to publication, we announce which lists will be published the following month. If your business is included in our monthly and annual lists, take a moment each month to check our upcoming list(s). If you have changes, additions, deletions, etc., e-mail us at: info@springfieldbusinessjournal.com. NEXT MONTH: Major Employers and Manufacturers.

business card resource directory •

The Barkmeier Group, Inc.

Jerald T. Barkmeier, J.D., CFP®
Certified Financial Planner™ Professional

Two Lawrence Square
Suite 2B
Springfield, IL 62704

Phone: (217) 492-1040
Fax: (217) 522-6806
Email: jbarkmeier@barkmeiergroup.com

BENJAMIN F. EDWARDS & CO.
INVESTMENTS for GENERATIONS

David L. Brumme
Financial Consultant
Vice President - Investments

3400 Hedley Road
Springfield, IL 62711
Telephone 217-726-5862
Toll Free 877-303-9981

Member SIPC
david.brumme@benjaminfedwards.com

Daphne L Carter
Financial Advisor

2629 Chatham Road
Montvale Junction
Springfield, IL 62704
217-698-9693

Edward Jones®
MAKING SENSE OF INVESTING

www.edwardjones.com

Leslie J. Fyans Jr., M.A., Ph.D.
Clinical Psychologist

3001 Spring Mill Drive
Springfield, IL 62704
793-8900

Mike Custer
Sales Associate

229 East Jefferson
Springfield, IL 62701
P: 217 744 8587 | 800 332 6142
M: 217 836 0900 | F: 217 528 0464
mcuster@isringhausen.com
www.isringhausen.com

ISRINGHAUSEN
Our priority is you.

JOHN W. MYERS, JR., CPA

900 East 15th Street
Beardstown, IL 62618
P: 217.323.5166
F: 217.323.5505

2908 Greenbriar Drive, Suite B
Springfield, IL 62704
P: 217.726.7091
F: 217.726.7944
jmyers@myersandmyerscpa.com

Connie M. Matrisch
President and CEO

PRO COM SERVICES
OF ILLINOIS INC.

2427 S. MacArthur Blvd.
P.O. Box 202
Springfield, IL 62705-0202
(217) 744-4006
Fax (217) 544-1005
matrisch.connie@pro-comservices.com
www.pro-comservices.com

Kathy Garst
Sales Associate
Broker/Realtor

217-306-6063

3701 W. Wabash Ave. • Springfield, IL 62711
217-787-7000, Ext. 206

"You'll like us. . . if you can find us"

RECYCLED RECORDS INC.

625 East Adams
Springfield, IL 62701
(217) 522-5122
Fax 525-2917
www.recycledrecords.com • e-mail usedcdlp@recycledrecords.com

WANTED TO BUY
ANTIQUES • JEWELRY • FURNITURE • TOYS • RECORDS • TAPES • CD's
POTTERY • COLLECTIBLES • ONE PIECE OR ENTIRE ESTATE

Gary Kessler
Mark Kessler

R. W. TROXELL & COMPANY
INSURANCE

214 South Grand Avenue West • Springfield, IL 62704
217-321-3157 • Cell: 217-414-5574
E-mail: mreisinger@rwtroxell.com

MICHAEL J. REISINGER
COMMERCIAL & RESIDENTIAL AGENT

BRAD SCHROEDER 217-546-7408
217-836-2723

SCHROEDER'S DJ SERVICE

- Your Entertainment Solution Since 1985
- Music from the 40's to Today's Top Hits
- Weddings, Banquets, Parties

VOTED BEST DJ BY SJR
www.schroedersdjservice.com

HEATING & AIR COND. PLUMBING, ELECTRICAL & HOME IMPROVEMENTS APPLIANCE SERVICE

THOMAS E. STREDER, JR.
PL. LIC. #058119116
CCCDI # XC 1955

BACK FLOW PREVENTION TEST & SERVICE

Streder Plumbing & Heating

P.O. Box 2913
SPRINGFIELD, IL 62708

217-525-0924

TREMCO
ROOFING & BUILDING MAINTENANCE

Commercial Low Slope
Roofing Products and Services

217-306-5610 • djanssen@tremcoinc.com
www.tremcoroofing.com

Part of the RPM Building Solutions Group

Write ON COMMAND

Bridget Ingebrigtsen,
Owner

217-787-0772 • writeoncommand.com

Wykoff Law Office, LLC

Mark Kevin Wykoff, Sr.
Attorney at Law

Criminal, DUI & Traffic Defense

616 South Grand Avenue West
Springfield, IL 62704-3637
Telephone 217-522-3319 www.WykoffLaw.com

YOUR BUSINESS CARD HERE

\$59.⁹⁵ / Month

Call Jennifer Benanti at 217-726-6600 for details.
(12 Mo. Commitment required for listed rate)

Springfield business journal
BUSINESS. NEWS. PAPER.

P.O. Box 9798 • Springfield, IL 62791 | 1118 W. Laurel • Springfield, IL 62704
Telephone - (217) 726-6600 • Fax - (217) 726-8300 • Email - info@springfieldbusinessjournal.com



Wes Barr
Hero Campaign Co-Chair



2013 Heroes for the American Red Cross Illinois Capital Area Chapter

We salute these individuals, businesses and organizations for raising funds to provide emergency assistance to local disaster victims.



Rachael Buraski
Hero Campaign Co-Chair /
Green Dodge



Zach Bromley
Wells Fargo Advisors



Scott Clarke
State of Illinois



Ginny Conlee
Volunteer



John Coombe
Hanson Professional Services



Mark K. Cullen
City of Springfield



Carolyn Farrar
Community Volunteer



Teresa Haley
NAACP President



Terri Hempstead
American Red Cross



Wesley Lind
American Red Cross



Lee Malany
Disaster Action Team



Mark Roberts III
GoWeb1



Major Troy G. Scott
U.S. Army



Colleen Stone
American Red Cross



Arie Van Proyen
Marine Bank



Susan Wallace
Wells Fargo Mortgage



Eric Welch
Volunteer



Lynn Wilson
Lynn Wilson Construction



Joe Wortley
Chase Bank



Ace Hardware



American Red Cross Associate Board



Bank of Springfield



BlueCross BlueShield of Illinois



Brown, Hay & Stephens



Brandt



Bunn Corporation



Concordia Village



County Market, Alert Works Radio, WICS



E. L. Pruitt Co.



Express Employment Professionals



First Presbyterian Church



GoWeb1



Green Family Stores



H. D. Smith



Hanson Professional Services



Harold O'Shea Builders



Horace Mann



Hospital Sisters Health System Employees



Illini Bank



Int'l Association of Firefighters Local 37



Marine Bank



MCS



Mike Williams Plumbing



Pawnee Junior Beta Club



Qdoba Mexican Grill



Red Cross Disaster Action Team



Springfield Clinic



St. Agnes School



St. John's Children's Hospital



Scheels



Springfield Noon Lions Club



WMAY Talk-A-Thon

Become a local hero today.
Contact the **American Red Cross**
at **(217) 787-7602.**

THERAPEUTIC BUSINESS BANKING

"For us, choosing UCB was easy. Being a locally owned business, it's important to us to have a bank that's local too. They make us feel like part of the UCB family. UCB has been there every step of the way, whether helping us get started six years ago, or by supporting our expansion last year. UCB is our bank."

- Kirsten Transue
Leah Boente-Hulcher
Brigitte Cutler
- Owners

**PhysioTherapy
Professionals**
Springfield, Illinois



UNITED COMMUNITY BANK
The Leader of Community Banking

787-3000
UCBbank.com

MEMBER FDIC

Springfield Chatham Auburn Bunker Hill Gillespie Greenfield Loami Pawnee Divernon Carlinville Pittsfield Winchester Roodhouse
Subsidiaries: Marine Bank and Trust in Carthage, Hamilton & Augusta; Brown County State Bank in Mt. Sterling & Golden