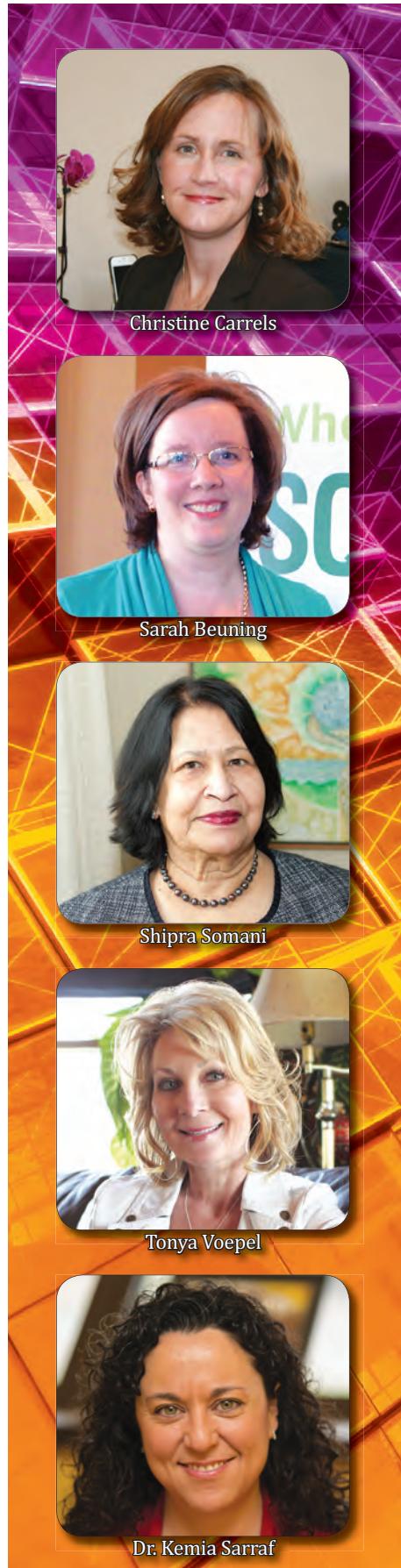


MAY 2014

# Springfield business journal

217-726-6600 • info@springfieldbusinessjournal.com

www.springfieldbusinessjournal.com



2014

Security Bank's  
**WOMEN**  
of influence

PAGES 17-23

Security Bank and *Springfield Business Journal* are proud to bring you the 11<sup>th</sup> annual Women of Influence. This program 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 Springfield area's reputation as an exemplary place to live, work and raise a family is dependent upon the day-to-day hard work and vision of each and every one of us. These women are significant for their valuable contributions in making Springfield an outstanding community.

You are invited to join us in celebrating their achievements at a reception on **Tuesday, May 13**, at Erin's Pavilion in Southwind Park. The reception will be held at 5 p.m. with an awards ceremony to follow at 6 p.m. Please let us know if you plan to attend by calling 217-726-6600 or emailing info@springfieldbusinessjournal.com.

**SECURITY BANK**

FDIC

## INSIDE NEWS THIS MONTH



### Craft beer in Springfield

Smaller brands claim their share of the market

p. 8

### Evelyn Brandt Thomas

60 years of hard work and dedication

p. 3



### Simply Fair

Fair trade goods come to town

p. 10-11

### Business networking

It really is who you know

p. 4-5



### Papa's Midwest Kettle Corn

Delicious new popcorn shop in Chatham

p. 24

**LeadingLawyers.com**  
the top lawyers in Illinois  
based upon a survey of their peers

**Leading Lawyers**  
Find a better lawyer, faster

U.S. POSTAGE PAID SPRINGFIELD BUSINESS JOURNAL PERMIT NO 209

CHANGE SERVICE REQUESTED  
SPRINGFIELD BUSINESS JOURNAL  
P.O. Box 398 Springfield, IL 62705

# CREATE Your Story!

TM

A graduate degree can give you an advantage over your competitors and put you on the road to a new and exciting profession. Earn a degree designed with your skills in mind.



"The program at Benedictine worked out great for me. I was able to work full time while going to school in the evenings only two days a week. I enjoyed traveling to different schools to observe and volunteer. My student teaching experience was a very positive one. I learned so much from my professors at Benedictine. They were all helpful and wanted nothing more than to see me succeed. By the end of the program, I felt very confident and prepared to interview. I became a teacher."

- Emily Scannura, MAEd '09  
Art Teacher, Ball Elementary School

## WE'RE PROUD OF OUR ALUMNI.

**Now, let us help you  
ACHIEVE your career  
goals...**

### Graduate Programs

- Masters of Business Administration (MBA )
- Master of Arts in Education (MAEd)
- Master of Education in Reading/Literacy (MEd)
- Master of Science in Management and Organizational Behavior (MS)

 **Benedictine  
University®**  
AT SPRINGFIELD

► Enroll now. Ask about Greater Springfield Chamber of Commerce Membership 25% Tuition Discount.

Call 525-1420, ext. 3555 for more information or visit [springfield.ben.edu](http://springfield.ben.edu)

► The graduate programs at Benedictine University at Springfield.

1500 N. Fifth St. • Springfield, IL 62702 • (217) 525-1420 • <http://springfield.ben.edu>

## EVELYN BRANDT THOMAS



PHOTO BY ERIC WOODS

# Inspiring hard work and dedication for 60 years

By Eric Woods

Evelyn Brandt Thomas was born in 1923 in the former Salisbury Township near Pleasant Plains. "That was back in the sticks," said Brandt Thomas. Growing up, grade school consisted of less than 10 students. In fact, there were only two students in her second-grade class. When Brandt Thomas went to Springfield High School, however, it was a whole new experience. "I went from a school of seven to one with 400." She went on to graduate at age 16 in 1940, but she was not finished with her schooling. Brandt Thomas went on to obtain an accounting degree from Illinois Business College.

"I was always interested in business," said Brandt Thomas, who grew up on a farm. She admittedly never had a bad job in her life. Her first position was in the advertising department at the *Illinois State Journal* in 1941. "I was the baby in the advertising department."

Brandt Thomas was married to her husband, Gordon, in 1950. They were married for 53 years until Gordon passed away in 2003. Brandt Thomas has lived in Springfield since 1952, and her favorite parts of the city are the business, social and medical communities. One issue she sees, however, is the lack of local business growth.

"We are not getting new tax dollars into Springfield," said Brandt Thomas. "Places come and go. We need to grow." Brandt Thomas is an active member of Illinois Women in Leadership, Illinois Symphony Guild, Springfield Noon Lion's Club, and is a charter member of Pleasant Plains Community Club. She loves traveling and has been all over the world. In fact, she once traveled around the world on the Concorde. Her favorite travel spot is Hawaii.

In 1953, Brandt Consolidated was founded by Brandt Thomas and her brother, Glen, who borrowed a tractor in order to assist local farmers by applying anhydrous ammonia to the farms. The early success quickly led to a liquid fertilizer line. Fast forward 60 years, and Brandt is now a leading manufacturer of agricultural specialty products and one of the largest employers in Springfield. "We are dedicated to helping growers adopt new technologies to enable their success," said Brandt Thomas, who currently serves as a board member, corporate secretary and treasurer. She works mainly with nonprofit organizations handling donations and fundraisers. Brandt Thomas still works almost every day and has no plans to retire.

In the early years, the business ran 24

hours a day, seven days a week, according to Brandt Thomas. "The long days and hard work have paid off," she said. "We were pioneers for the development of liquid fertilizers. People soon discovered they no longer have to lift the heavy dry bag and can lift the hose instead."

The company is also a sponsor of Justin Allgaier in the NASCAR Sprint Cup series. Brandt Thomas plans to attend several of the races this year. She was even able to take a spin with Allgaier around the track not too long ago. "We went about 110 miles an hour," she said. Brandt Thomas herself even owns and drives a street legal race car after business hours.

"If you have a desire for this industry, anything is possible," said Brandt Thomas. "Having an agricultural background is important. Fewer people are being raised on a farm now." Brandt Thomas worked on her family's farm until age 25. She did everything from milking cows to carrying wood, taking care of the garden and helping with canning.

Brandt Thomas has acquired a vast amount of knowledge over the years, much of which she credits to her father who said that hard work never hurt anybody. "Be conscientious. If you do it right, it

will pay off," she said. She has learned that keeping a tight rein on finances and being somewhat frugal are important as well. Also, having a good reputation and keeping one's word is crucial in order to be successful. "Our integrity has always been one of our top goals."

"Always be honest with your customers," said Brandt Thomas. "Ours always know they can count on us. Some trust us so much they even pre-pay. We have had a good reputation from day one." To get to this point, however, a company must be aware of each customer's needs and take care of them regardless of the situation, according to Brandt Thomas. Not doing so can quickly lead to bad publicity.

A lifetime of hard work and success will be earning Brandt Thomas a new honor this spring. She will become only the eighth recipient of an honorary doctorate from the University of Illinois Springfield. This award will be given to her at the university's commencement ceremony in May. She is very proud of her achievements and enjoys being a role model for others. □

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

Springfield Business Journal | May 2014 | 3

# Networking for business, friendship and charity

By David A. Kelm

The old adage "It's not what you know, it's who you know" takes on added resonance in Illinois' capital city. Springfield, while topping 110,000 in population, is still very much a small town in its pride of place, its success in retaining community and in its pleasure of gathering together for good works. Springfield has a rich history of civic clubs, church organizations and business groups which have brought together like-minded citizens intent on improving themselves through leadership opportunities, building their businesses by growing their networks and leaving a legacy of a Springfield better than the one they found. Many major projects in Springfield have been accomplished via donations of time and treasure from the city's leading civic organizations. By way of full-disclosure, I am a member of several organizations,

including the American Business Club of Springfield, the Chatham Chamber of Commerce, the Kiwanis Club in Chatham, Masonic Lodge #500 and the Springfield Valley of Scottish Rite Masons.

The Junior League of Springfield dates back to 1939 as a local group and became affiliated with the national organization in 1950. Today, the local Junior League has just over 200 sustaining members and about 50 active members. Megan Swanson, the chapter's president, said that the goal of Junior League is to assist members in becoming "trained volunteers and effective civic leaders who are focused on bringing long lasting change." Locally, Junior League hosts an annual fundraiser, "Kitchens in Bloom," which is coming up May 4. Membership is open to women 21 and over with a new membership group starting in September.

The Citizens Club of Springfield is one of the newer clubs in Springfield and has developed a truly civic-minded focus. Bob Gray, the president, indicated that the Citizens Club grew out of the desire to mimic the City Club of Chicago to "inform the citizens of substantial quality of life issues facing Springfield." The club hosts a monthly "policy breakfast" on the fourth Friday of each month at the Hoogland Center with a speaker and lively discussion. The Citizens Club has also become the de facto "debate society," hosting debates for gubernatorial, congressional and mayoral candidates. Membership is open to everyone and the club currently has about 130 members.

Kiwanis International has been part of Springfield since the 1920s. There are two clubs in Springfield, with the Downtown group meeting at noon each Wednesday



and the Evening club getting together on the second and fourth Monday of each month. "Kiwanis is about service to the kids of the world," according to Jerry Goldblatt, member of the Downtown club and the Central Illinois Lieutenant Governor for Kiwanis International. Kiwanis Springfield-

[st-johns.org](http://st-johns.org)

**MAKOplasty® only at St. John's Hospital**

**From knee pain to blazing a new trail.**

**Your path to a pain-free life.** If knee discomfort is holding you back, the specialty team at St. John's Orthopedic Care can help. As the area's only resource for minimally invasive MAKOplasty® partial knee replacement, we'll help you get back to life sooner. And because it's an effective, lasting solution, you'll return to the things you enjoy, faster.

Elevating orthopedic care to a higher standard. Yours.

**St. John's**  
Orthopedic Care

AN AFFILIATE OF HOSPITAL SISTERS HEALTH SYSTEM



Downtown was involved with Kiwanis Park, Kiwanis Stadium at UIS and the fully accessible playground at Southwind Park. Membership is open, with between 30 and 40 members currently in the club. Fundraisers include Kiwanis Peanut Days and holiday cheese sales.

One of the largest international organizations, boasting 1.2 million members worldwide, Rotary International in Springfield is approaching its 100th anniversary in the capital city. As part of the celebration, "local Rotary clubs will be dedicating a sundial at Southwind Park

on May 12," according to David Stake, president of Rotary Springfield. Many families in Springfield look forward to Rotary's main fundraiser each year, Rotary Citrus, where money raised from cases of oranges and grapefruits benefits the two main focus areas of hunger and literacy.

Stake said that when a "few Rotarians get involved, good things happen!" There are five Rotary clubs in the Springfield area with membership open to all.

Springfield is home to the largest chapter of National AMBUCS, known locally as the American Business Club. Beginning in 1925, the club numbers 170 members focused on raising money for other charitable organizations, volunteer groups and individuals. "Our largest effort is raising money and building Amtrykes for children with physical disabilities," said Rob Witner, the club's president. Amtrykes are

specially designed and individually fitted bikes that are built by club members and given to children and families throughout the region. This year ABC will give away between 50 and 60 bikes while raising and donating approximately \$200,000 to local charities and volunteer organizations.

Springfield is home to many other respected organizations, such as Frontier's International, Lions Club, Knights of Columbus, Shriners, veterans' organizations, church groups, political clubs (we are the capital, after all) and groups dedicated to business and commerce. And, Springfield is a better place because of the men and women who network to better themselves, give their time to better their club and raise untold sums to better their community. □

*Dave Kelm is an attorney in Springfield. He can be reached at DavidAKelm@gmail.com*



# LINCOLN LAND TITLE & ABSTRACT COMPANY

726 South 2nd Street  
Springfield, IL 62704

Phone: (217) 525-1542 Fax:(217) 525-0032  
[www.lltatitle.com](http://www.lltatitle.com)

**We specialize in title insurance, construction escrow, and closings!**

## The friendly face of commercial 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**  
726.0660 • [ibankmarine.com](http://ibankmarine.com)

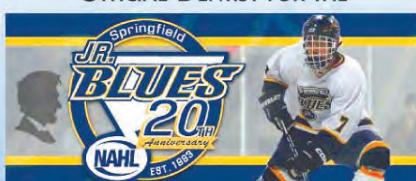
## PRAIRIE DENTAL GROUP

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



217.546.0412

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

## CRAFT BEER



Will Decker of Norb Andy's Tabarin poses with a selection of craft spirits.

PHOTOS BY GINNY LEE

## Springfield embraces the art of craft beer

By Scott Faingold

"There's a cliché that Springfield is what they call a 'Bud Box' town," says Bill Liesse, Springfield-area sales rep for Peoria-based Specialty Distributing of Illinois, which specializes in craft and import beer, spirits and wines "but that has certainly been changing."

Indeed, while big-name, corporate brews like Budweiser and Miller are not going anywhere, an increased share of the local market has recently been claimed by the products of microbreweries and microdistilleries, including a few notable inroads being made by Springfield-produced beers. It's a trend that has become standard in major metropolitan areas nationwide in recent decades but which has only become prominent in this region in the last few years, with Rolling Meadows leading the charge (see accompanying story, p. 8) and Obed & Isaac's and Engrained's house brands each claiming their niche. Meanwhile those bellying up to the bluntly named Craft Beer Bar are confronted with a staggering array of microbrew choices from all over the map.

Will Decker, owner of Norb Andy's Tabarin (518 E. Capitol Ave.), has recently thrown in his lot with small liquor manufacturers while simultaneously throwing down a gauntlet after increasing frustrations with giant liquor distributor Wirtz Beverage Group came to a head in March of this year. "We ordered our liquor for St. Patrick's Day, which as you know, is a huge event downtown, and it never showed up," he says, shaking his head as though still not able to believe it. "They never delivered anything."

The problem had its roots in the fact that last year Wirtz had deemed Norb Andy's too small to merit its own sales rep, forcing Decker to do all of his business with the distributor through a call center in Arizona. "Forced" is an appropriate word, as Wirtz is the sole regional source for many of the most popular national liquor brands, including perennial

favorites such as Jack Daniels, Tanqueray, Johnnie Walker and Captain Morgan. "We got really frustrated with that and decided we didn't have to be tied to Wirtz here just because they feel the customers have to have these products," says Decker. "We've always wanted to branch off and do something different so we looked at this as the perfect time to move forward and try to focus more on smaller brands." It is also important to Decker that Norb's support other small business owners. "So far it's gone pretty well," he says. "It's not a complete overhaul just yet, we still have some brands that people will know and already appreciate but we're gonna slowly try to move in the direction of carrying things that not many bars in this town will carry – and also try to do it at a reasonable price."

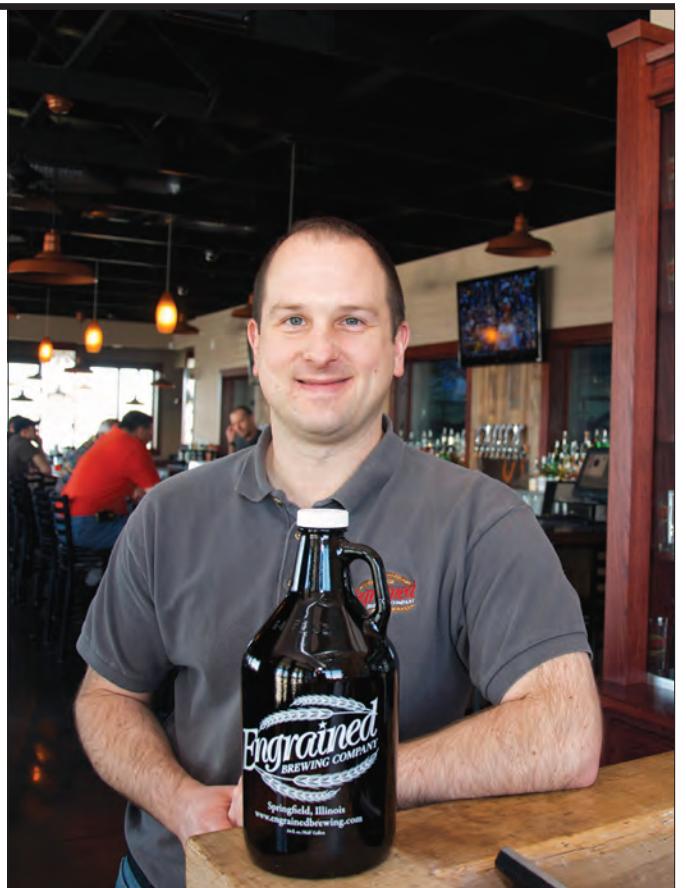
The Craft Beer Bar, which opened at Fifth St. and Monroe Ave. in downtown Springfield in November 2013, offers up to 155 different brands of bottled beer along with 14 taps which rotate constantly. Business is good, according to manager Steve Balen. "The winter was brutal for everybody but obviously we survived," he chuckles. "People like the wide selection. I think we're here for the long haul."

Crystal Bales, assistant manager of Obed & Isaac's (500 S Sixth St.), which celebrated its two-year anniversary in February, is similarly optimistic. "We do see a huge trend toward craft beers – we find that people are going toward craft beers more than domestics. When we first opened, people would compare the craft beer to a domestic – we don't find that anymore." Obed's serves its own products almost exclusively, and a recent "Hops Madness" contest among patrons found the brewpub's signature beer, Ditzie Blonde, to also be its most popular, along with their Blackberry Wheat and Mother Road varieties.

Brent Schwoerer, owner and founder of Engrained (1120 Lincolnshire Blvd.) came to the business of brewing through his own



The bar at Obed & Isaac's



Brent Schwoerer of Engrained with growler

love of craft beers. "I just think you can't have better beer than fresh," he declares. As for his nine-month-old restaurant and brew pub's business, "It's going well," he says. "We had some growing pains early on when we first opened but we managed to work our way through that and we're excited for what the summer will bring."

Schwoerer notes that in addition to a

local following, Engrained regularly plays host to craft beer enthusiasts from out of town. "There's a group of people that seek out brew pubs, so we get a lot of that and definitely even within Springfield people who come specifically for the microbrewery." Engrained has had less luck with their rotating "guest taps" of other craft beer brands. "I've found them to be

largely unsuccessful, they just don't sell," he shrugs. "Everybody just comes in for our beer and I've basically had to reduce the number of guest taps that we offer. These are excellent craft beers too, but people come in here for the local beer. We do try to offer a variety of styles and selections."

Variety seems to be the key to the local craft beer market. With smaller brands

infiltrating other local pubs and restaurants as well as liquor and grocery stores, there seems to be no end in sight of options for adventurous local beer enthusiasts. □

*Scott Faingold is associate editor of the Springfield Business Journal. He can be reached via scott@springfieldbusinessjournal.com.*

## 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

# Crafting a plan

## How a new college grad created greater Springfield's first microbrewery, and how Rolling Meadows is doing now

By Zach Baliva

If you want to get Chris Trudeau riled up, ask him about American beer.

He gets louder. His heart races. He starts talking quickly, passionately. "If you ask the average American what a beer is like they'll describe something light. Something blonde in color like a simple lager, but that's just one type among many. There is really so much more to it," he says.

Trudeau studied in the Pacific Northwest, where he became enamored of the micropub scene. He returned home to Illinois with a plan and convinced his mother to join him in starting a craft brewery. The family pooled its money and Trudeau studied beer-making. When three friends joined in, Rolling Meadows Brewery began. The production brewery located in Cantrall (12 miles north of Springfield) is a seven-barrel brew house. There, Trudeau and his fellow brewmasters, Dustin Regan and Seth Koerner, create Rolling Meadows' signature beers such as Lincoln's Lager, Springfield Wheat and Abe's Ale. Seasonals include R.M. Blueberry Lager (made with fruit from nearby Jeffries Orchard), White I.P.A. Weiss Beer with Hops, and Blood Orange Hefeweizen. Lincoln's Lager is a dark drink with hints of coffee and smoke while Abe's Ale (8.5 percent ABV) is made with deep malted barley and molasses. Trudeau says its vanilla aroma and oatmeal raisin cookie taste set it apart from standard pale ales.

Trudeau got into brewing in Vancouver, BC. The business idea came when he stumbled across a home-brew kit his brother had left at home. The Trudeau's had more than enough space on the family farm – Rolling Meadows. The land is home to an artesian well that provides water for beer-making, and expansive fields (800 acres of soybeans and corn) where the family now grows its hops, wheat, and herbs. They started building the two-story 2,500-square-foot brewing facility in 2010.

Rolling Meadows started cranking batches of beer into the market in 2011 but only after Trudeau navigated a few barriers to entry. He did his research and found that what sinks most self-distributors are the costs associated with building a brand. Since Trudeau had studied graphic design and brand identity, he was able to keep those costs in-house and get Rolling Meadows Brewery off the ground quickly.

The company hit a major snag early on that threatened to scuttle the whole venture. Rolling Meadows had ordered its equipment and started construction at the farm, intending to self-distribute its craft brews, when InBev (Anheuser-Busch) filed a lawsuit designed to end self-distribution in the state. "I think they didn't want small craft guys to have a foot in the market. If us little guys have to share profits and go through a distributor, it becomes impossible," Trudeau explains. He soon found himself in Springfield, speaking before the General Assembly.

It was David versus Goliath. And this time David won. Media coverage got the public on Trudeau's side, and Illinois ultimately passed bills protecting self-distribution. Although the proposed bill carried a higher cap, Pete Crowley of the Illinois Craft Brewers Guild said in 2011 that



Chris Trudeau at work

PHOTOS BY DAVID A. ANTHONY

the Associated Beer Distributors of Illinois persuaded legislators to water down the bill and pass a more limiting version that allows those producing 15,000 barrels a year or fewer to self-distribute up to 7,500 barrels.

Trudeau won't say exactly how much beer he and his partners produce each year, but insists they come "nowhere close" to Illinois' cap. He brews as demand dictates, and each batch yields 14 kegs. "We don't have worldwide aspirations. We're a nano-brewery," says Trudeau. "We're happy to be small so we can focus on quality. Our beers are artisanal."

Rolling Meadows is capitalizing on the capital city's emerging interest in microbrews. While The Brewhaus was once the obvious choice for adventurous beer drinkers, the last four years have seen Obed & Isaac's, Engrained Brewing Company and Craft Beer Bar enter the Springfield Scene (see accompanying story, p. 7). Still, Trudeau says craft beer hasn't come close to peaking in the area. "I still see the dominance of the big three beer makers. Just look at the store shelves. There's not a lot of true diversity here yet," he says, adding that companies like Miller and Coors are littering the market with what he calls "fake crafts" like Blue Moon (Coors), Miller Fortune (Miller), and Shock Top (Anheuser-Busch). "They don't want to cede market share to us, so they make pretend craft beers that they



Rolling Meadows headquarters in Cantrall

can price lower than we can. It's OK by me because if someone tries those other beers they eventually find us," he says.

Rolling Meadows Brewery partners with local restaurants like Maldaner's and American Harvest Eatery, whose chefs grow vegetables at the farm to use in dishes they pair with Trudeau's beer. Many local stores, bars and restaurants (Wolfie's, Augie's Front Burner, The Barrel Head, Andiamo, Donnie's Homespun, Friar Tuck, Illini

Country Club, Ross Isaac, Fire and Ale, and others) carry Rolling Meadows products. The production brewery is open for tours and guests by appointment only. □

**For more information visit**  
[www.rmbrewery.com](http://www.rmbrewery.com)

*Zach Baliva is a media producer and journalist living in Springfield. He can be reached at zach.baliva@gmail.com*

## NEW BUSINESS LISTINGS

Affordable Cleaning Services  
2428 Tamaroa Trail City/St/Zip: Springfield IL 62702 Phone: 303-6584  
Business Owners: Barbara S. Hamlin, David A. Hamlin

Alpha Properties  
365 Walnut Glen Dr. City/St/Zip: Springfield IL 62707 Phone: 487-9144  
Business Owners: Eric A. Hansen

America's Cup  
100 West Main Street City/St/Zip: Pleasant Plains IL 62677 Phone: 626-1258  
Business Owners: Larry W. Pankey, Diane Pankey

Bay Consolidated Industries  
1828 W. Iles City/St/Zip: Springfield IL 62704 Phone: 361-5678  
Business Owner: Bryan J. Tippy

Bee Free Financial  
210 Yeoman Drive City/St/Zip: Springfield IL 62704 Phone: 217/220-1701  
Business Owner: Deborah A McCrary

Big Belly Bodywork  
1024 W Lawrence Ave City/St/Zip: Springfield IL 62704 Phone: 217/717-6121  
Business Owner: Lauren Michelle Susko

Big Time Fitness  
2321 Bates Avenue City/St/Zip: Springfield IL 62704 Phone: 217/891-0691  
Business Owner: Jeremy M Ferry

Bunnys Baskets/"Tha 7th Chamber Enterprises"  
1107 N 3rd Street City/St/Zip: Springfield IL 62702 Phone: 217/685-9449  
Business Owners: Verlean Henderson, Sean Tucker

CERBERUS bint & Ascheron  
1720 S. 7th St. City/St/Zip: Springfield IL 62703 Phone: 528-8074  
Business Owners: Carmen R Jimerson Cross, Jules Dion Garcia

Dalliance Spa & Salon  
314 E Adams Street City/St/Zip: Springfield IL 62701 Phone: 217/257-9060  
Business Owner: Shandi Brown

Dieu's Alterations  
1601 S MacArthur Blvd City/St/Zip: Springfield IL 62704 Phone: 217/787-3460  
Business Owner: Nadine M Tran-Dang

Draper Soft Plastics  
2715 S. Whittier City/St/Zip: Springfield IL 62703 Phone: 341-6291  
Business Owners: Tim Crumly, Doug Melcher

EBCO  
7080 Minder Rd. City/St/Zip: Rochester IL 62563 Phone: 720-2049  
Business Owners: Erik W. Roller, Bryan Roller

Fry Tuck Pointing  
16111 Stuart Rd City/St/Zip: Waverly IL 62692 Phone: 217/473-0383  
Business Owner: Lauren E Fearneyhough

Gritty & Pretty Boutique  
719 N 8th City/St/Zip: Springfield IL 62702 Phone: 217/303-2623  
Business Owner: Christina Lazzeri

GSmith Wire Workz  
7809 Dawson Lane City/St/Zip: Riverton IL 62561 Phone: 217/720-3131  
Business Owner: George William Smith Jr

Heartfelt1316  
926 S. 13th City/St/Zip: Springfield IL 62703 Phone: 331-4679  
Business Owner: Randy Bramlett

Identity Shield Services  
220 N Amos City/St/Zip: Springfield IL 62702 Phone: 217/502-9711  
Business Owner: Stacey L. Courtwright

Just In Case Firearms  
2035 Randall Court City/St/Zip: Springfield IL 62703 Phone: 217/816-7202  
Business Owner: Michael Alan Johnson

La Vierre Audio  
3750 Winchester Rd City/St/Zip: Springfield IL 62707 Phone: 217/414-3491  
Business Owner: Philip R Scharf

LA.CNA Homecare Services  
4000 Treviso Dr Apt 202 City/St/Zip: Springfield IL 62703 Phone: 708/250-9652  
Business Owner: Loretta Anderson

Landis Enterprises Domestic Services  
580 North St. City/St/Zip: Springfield IL 62704 Phone: 553-5445  
Business Owner: Larry G. Landis

Legacy Quana INC.  
125 Twin Oaks Drive City/St/Zip: Rochester IL 62563 Phone: 217/220-8254  
Business Owner: Melissa R. Williams

Looking Glass Home Inspections  
1737 N 32nd St City/St/Zip: Springfield IL 62702 Phone: 217/801-2607  
Business Owner: Shaun L Cave

The Maintenance Guys  
1812 S Park Ave City/St/Zip: Springfield IL 62704 Phone: 217/553-7076  
Business Owners: Luke M Goodall, Nicholas S Skaggs

Maximize Achievement!  
2136 S Lincoln Ave City/St/Zip: Springfield IL 62704 Phone: 217/414-8496  
Business Owner: Paul B Hudson

Pawtastic Bakery  
6601 Wesley Chapel Road City/St/Zip: Chatham IL 62629 Phone: 416-2550  
Business Owner: Beth M. Wright

Pingwin Technology  
626 S. Lincoln Ave. City/St/Zip: Springfield IL 62704 Phone: 217/953-0342  
Business Owner: Matthew S. Emmons

Shear Gypsy  
917 Clocktower City/St/Zip: Springfield IL 62704 Phone: 781-1918  
Suite 240  
Business Owner: Melissa Harrington



**As adjustable  
as our furniture.**

**Wiley Office has all styles of office  
furniture for all styles of budget.**

{ Herman Miller: Sense Rectangular Desk }

Your local link to:



**WILEY**  
Office Furniture

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



Office spaces that combine comfort and technology will help increase staff collaboration and productivity. Look to our on-staff, certified designers to reduce brick and mortar cost so you can focus on your business instead of designing and assembling furniture. We offer turnkey service for design, delivery, and installation.

Stop by our showroom to see new and nearly new products. Select from leading names like Herman Miller, Kimball, Geiger, and National. Or, buy local online because we are the Office Furniture USA franchise for downstate Illinois.

# Simply Fair sells beautiful items for a higher purpose

By Ginny Lee

Laura Camp and Charlyn Fargo Ware had been friends for four or five years before they started brainstorming about opening their own business. Both wanted to do something that would help people. They attended the 2013 Fair Trade Conference in Raleigh, N.C., a year ago and both agreed they'd like to open a fair trade shop in Springfield.

Simply Fair at 2357 W. Monroe (corner of W. Lawrence and W. Monroe) opened Oct. 10 last year, and business has been steadily growing, much of it through word of mouth. All products are certified fair trade, Camp said, and crafts from 38 different countries are represented.

The shop carries charming papier mâché animals from Haiti, pillows from India made from cotton and old VCR tapes, art made from the tops of oil barrels, picture frames made from bicycle chains, and striking jewelry made from stained carved gourds with silver fittings.

Fabric crafts are some of the most beautiful items in the store. Bright Peruvian wall hangings made from sheep wool and

cotton, and hand-painted silk scarves from Nepal are truly eye-popping.

Visitors will find purses made in Cambodia from cement bags, fabric hats from Nepal, baskets from Swaziland and Uganda and adorable children's wool sweaters from Ecuador.

The shop features sculptures made from Kisii stone from Kisii, Kenya. The stone is soft, and men carve it with machetes, then women polish it down to a soft finish, Camp said.

Simply Fair carries edibles too. A variety of coffee beans from Rwanda, Peru, Mexico and other countries and roasted in Calhoun County by Bunkhouse Joe, and a dozen varieties of delectable chocolate from the aptly named Divine Chocolate. Visitors to Simply Fair are always offered samples of this Divine chocolate, which is made from cocoa beans grown in the rainforests of Ghana.

Shoppers can also find cookie mix, soup mix, salsa mix and dog biscuits made by the American company The Women's Bean Project, which trains chronically unemployed women to create gourmet

food items, and also gives them job skills.

Skin care products made in Nashville, Tenn., at Thistle Farms by members of the Magdalene Project are also on the shelves. Magdalene employs women who were previously prostitutes, addicts or involved in sex trafficking.

Camp does the ordering, display and merchandising for the shop while Ware handles the bookkeeping and checks in all merchandise. "We both have strong personalities," Camp joked recently. "We're like yin and yang - we both bring opposite strengths."

Both are proud that they carry goods from programs that enable women in Third World countries to become entrepreneurs. Many items are made by former sex workers who have been rescued, Camp said. "When a sex worker has a child, particularly a daughter, that child also becomes a sex worker," Camp said. "When a mom is rescued, the child is put in school and is rescued from being a sex worker."

Simply Fair carries items made by women in Uganda from the Beads for Life





**EdMahoney, Broker Associate**

**RE/MAX® PROFESSIONALS**

**COMMERCIAL PROPERTY**

Mobile: 494-6468 • Office: 787-7215 • [www.edmahoney.net](http://www.edmahoney.net) • [edmahoney@remax.net](mailto:edmahoney@remax.net)

**CREN**  
Commercial Real Estate Network

**435 W. WASHINGTON**  
FOR SALE, \$249,000. BRICK OFFICE, 2600 SQ. FT. CLOSE TO CAPITOL. TWO PAVED LOTS FOR AMPLE PARKING. UPDATES INCLUDE ROOF, HVAC, AND KITCHENETTE.  


**900 CLOCKTOWER**  
FOR SALE, \$259,000 OR LEASE \$10/SQ. FT. NET. FREE STANDING 2,000 SQ. FT. WITH 1360 SQ. FT. COVERED DROP OFF AREA. CURRENTLY DRY CLEANING BUT COULD HAVE MANY POSSIBLE USES.  


**3220 PLEASANT RUN**  
FOR SALE, \$1,150,000. OFFICE BUILDING WITH 5200 SQ. FT. AVAILABLE FOR LEASE, REMAINDER OCCUPIED BY OWNER.  


**455 W. CARPENTER**  
FOR SALE, \$400,000. 7965 SQ. FT. MEDICAL OFFICE WITH FULL BASEMENT, FULLY SPRINKLED AND OUTSIDE ACCESS. APPROX. 1.4 ACRES.  


Info deemed reliable but not guaranteed. This display was created 4/23/14. While the information was believed accurate at that time, all information is subject to verification.



**Mr. Klean**

**217-741-6592**

**Full Service Commercial Cleaning**

- Janitorial services provided daily, weekly, biweekly or monthly
- Customize all janitorial services to meet your needs
- Floor Care - carpet cleaning; stripping & waxing
- Employees are well trained, responsible, mature & take pride in work
- Call today for your free estimate; see the difference for yourself

Locally owned and insured  
Amy & Mike Knowski  
mrklean2013@yahoo.com 217-741-6592

## "Planning your Future with someone you Trust"



Experienced • Comprehensive • Responsible  
**Wealth Management**

**SkinnerCopper&Ehmen**  
wealth management·LLC\*

217.753.4020 • [www.scewealth.com](http://www.scewealth.com) • 3000 Professional Dr. • Springfield

\* Registered Investment Advisory Firm



Laura Camp and Charlyn Fargo Ware amongst their finery

PHOTOS BY GINNY LEE

program. Women make beads and go to school to become entrepreneurs. "Then they are given micro-loans, and 80 percent of them are still in business two years after completing this program," Camp added.

If an African village has a fair trade co-op, girls can wait until age 18 before being married, rather than being married at 13 as is typical, Camp explained. "These girls won't be sold as brides," Camp said. "Americans don't wrap our brains around

this idea. Our store has a powerful purpose."

Simply Fair's merchandise is beautiful and it is also artfully arranged in a bright, friendly space. "The community has really supported us," Ware said, "and we are so grateful."

Camp and Ware also give talks to groups about the fair trade business. □

*Ginny Lee is a Springfield writer and photographer with an entrepreneurial spirit.*

## Illini Bank would like to welcome DEAN GRAVEN and PAM McCORMICK to the Mortgage Lending Team!

Please contact Dean or Pam for expert mortgage assistance with your home loan needs including Purchase Loans, Down Payment Grants, Construction or Refinance Loans.

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

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

Member FDIC 

Dean Graven (NMLS # 1184083) | Pam McCormick (NMLS # 438500)



# Problem Solvers



## Leading Springfield Area Lawyers

Bernard G. Segatto, III	Barber Segatto Hoffee Wilke & Cate	Springfield	217.544.4868	Closely/Privately Held; Comm Lit; Land Use/Zoning/Condemn; Real Estate: Comm
Randall W. Segatto	Barber Segatto Hoffee Wilke & Cate	Springfield	217.544.4868	Elder; Real Estate: Commercial
R. Kurt Wilke	Barber Segatto Hoffee Wilke & Cate	Springfield	217.544.4868	Civil Appellate; Closely/Privately Held; Real Estate: Commercial
Barry Hines	Barry Hines - Attorney at Law	Springfield	217.698.8444	Agriculture; Real Estate: Commercial; Trust/Will/Estate
Michael Glenn Barton	Bellatti Barton & Cochran LLC	Springfield	217.793.9300	Agriculture; Closely/Privately Held; RE: Comm; Tax: Individual; Trust/Will/Estate
Denise M. Druhot	Brown Hay & Stephens LLP	Springfield	217.544.8491	Employment: Mgmt; Gov't/Muni/Lobby/Admin; School
Amy K. Schmidt	Brown Hay & Stephens LLP	Springfield	217.544.8491	Family
Robert A. Stuart, Jr.	Brown Hay & Stephens LLP	Springfield	217.544.8491	Assoc/Non-Profit; Closely/Privately Held; Trust/Will/Estate
Bruce S. Bonczyk	Bruce S Bonczyk Ltd	Springfield	217.525.0700	Construction
J. Randall Cox	Feldman Wasser	Springfield	217.544.3403	Comm Lit; Crim Defense: DUI; Crim Defense: Felonies/Misd
Carl R. Draper	Feldman Wasser	Springfield	217.544.3403	Civil Rights/Constitutional; Employment: Employee; False Claims Act/Whistle Blower
Howard W. Feldman	Feldman Wasser	Springfield	217.544.3403	Construction; Family; ADR: Family
Kelli Ellen Gordon	Feldman Wasser	Springfield	217.544.3403	Family
Stanley N. Wasser	Feldman Wasser	Springfield	217.544.3403	Construction
John E. Stevens	Freeborn & Peters LLP	Springfield	217.535.1060	Gov't/Muni/Lobby/Admin
Gordon W. Gates	Gates Wise Schlosser & Goebel	Springfield	217.522.9010	Bankrupt/Workout: Comm; Closely/Privately Held; Comm Lit; Land Use/Zoning/Condemn; RE: Comm
Todd M. Goebel	Gates Wise Schlosser & Goebel	Springfield	217.522.9010	Crim Defense: DUI; Crim Defense: Felonies/Misd
Frederick J. Schlosser	Gates Wise Schlosser & Goebel	Springfield	217.522.9010	Crim Defense: DUI; Crim Defense: Felonies/Misd
Bradley B. Wilson	Gates Wise Schlosser & Goebel	Springfield	217.522.9010	Civil Rights/Constitutional; Employment: Employee
D. Peter Wise	Gates Wise Schlosser & Goebel	Springfield	217.522.9010	Crim Defense: DUI; Crim Defense: Felonies/Misd; Crim Defense: White Collar
Herman G. Bodewes	Giffin Winning Cohen & Bodewes PC	Springfield	217.525.1571	Assoc/Non-Profit; Gov't/Municipal/Lobby/Admin
Creighton R. Castle	Giffin Winning Cohen & Bodewes PC	Springfield	217.525.1571	Comm Lit; Tax: Business; Tax: Individual
David A. Herman	Giffin Winning Cohen & Bodewes PC	Springfield	217.525.1571	Comm Lit; Gov't Municipal/Lobby/Admin
R. Mark Mifflin	Giffin Winning Cohen & Bodewes PC	Springfield	217.525.1571	Comm Lit; Gov't Municipal/Lobby/Admin
John L. Swartz	Giffin Winning Cohen & Bodewes PC	Springfield	217.525.1571	Bankrupt/Workout: Comm; Comm Lit; Creditor's Rights/Comm Collect; Gov't/Muni/Lobby/Admin; RE: Comm
Thomas G. Hamill	Harrison & Held LLP	Springfield	217.546.7777	Trust/Will/Estate
Lance T. Jones	HeplerBroom LLC	Springfield	217.993.7151	Comm Lit; Employment: Mgmt; Gov't/Muni/Lobby/Admin
Stephen R. Kaufmann	HeplerBroom LLC	Springfield	217.528.3674	Class Action/Mass Tort Def; Ins/Ins Cov/Reinsurance; PI Defense: General; Products Liab Def; Toxic Tort Def
Thomas H. Wilson	HeplerBroom LLC	Springfield	217.528.3674	Civil Appellate; Comm Lit
Gary L. Borah	Heyl Royster Voelker & Allen PC	Springfield	217.522.8822	Employment: Mgmt; Work Comp Defense
Adrian E. Harless	Heyl Royster Voelker & Allen PC	Springfield	217.522.8822	Med-Mal Defense
Michael T. Kokal	Heyl Royster Voelker & Allen PC	Springfield	217.522.8822	Products Liability Defense; Toxic Torts Defense
Gary S. Schwab	Heyl Royster Voelker & Allen PC	Springfield	217.522.8822	PI Defense: General; Prof'l Mal Defense: Legal/Technical/Financial
Daniel R. Simmons	Heyl Royster Voelker & Allen PC	Springfield	217.522.8822	PI Defense: General; Work Comp Defense
Edward R. Gower	Hinshaw & Culbertson LLP	Springfield	217.528.7375	Comm Lit; Construction; Gov't/Muni/Lobby/Admin
Raylene DeWitte Grischow	Hinshaw & Culbertson LLP	Springfield	217.528.7375	PI Defense: General; Work Comp Defense
William P. Hardy	Hinshaw & Culbertson LLP	Springfield	217.528.7375	Civil Appellate
Rodger A. Heaton	Hinshaw & Culbertson LLP	Springfield	217.467.4941	Comm Lit; Crim Defense: White Collar
James M. Lestikow	Hinshaw & Culbertson LLP	Springfield	217.528.7375	Closely/Privately Held; Trust/Will/Estate
Michael D. Morehead	Hinshaw & Culbertson LLP	Springfield	217.528.7375	Banking
Andrew M. Ramage	Hinshaw & Culbertson LLP	Springfield	217.528.7375	Comm Lit; Employment: Mgmt; Gov't/Muni/Lobby/Admin
Russell L. Reed	Hinshaw & Culbertson LLP	Springfield	217.528.7375	PI Defense: General; Prof'l Mal Defense: Legal/Tech/Financial
J. William Roberts	Hinshaw & Culbertson LLP	Springfield	217.528.7375	Comm Lit; Crim Defense: White Collar; Gaming/Casino; Gov't/Muni/Lobby/Admin
Charles R. Schmadeke	Hinshaw & Culbertson LLP	Springfield	217.528.7375	Civil Rights/Constitutional; Employment: Mgmt; Gov't/Muni/Lobby/Admin; School
Robert E. Wagner	Hinshaw & Culbertson LLP	Springfield	217.528.7375	Gov't/Muni/Lobby/Admin; Insurance/Insurance Coverage/Reinsurance
N. LaDonna Driver	Hodge Dwyer & Driver	Springfield	217.523.4900	Environmental
Edward W. Dwyer	Hodge Dwyer & Driver	Springfield	217.523.4900	Environmental
Katherine D. Hodge	Hodge Dwyer & Driver	Springfield	217.523.4900	Environmental
A. Michael Kopec	Kopec White & Spooner	Springfield	217.726.7540	Civil Appellate; Comm Lit; Franchise & Dealership
Paul E. Adami	Mohan Alewelt Prillaman & Adami	Springfield	217.528.2517	Construction
Joel A. Benoit	Mohan Alewelt Prillaman & Adami	Springfield	217.528.2517	Construction; Environmental
Cheryl S. Neal	Mohan Alewelt Prillaman & Adami	Springfield	217.528.2517	Trust/Will/Estate
Frederick C. Prillaman	Mohan Alewelt Prillaman & Adami	Springfield	217.528.2517	Construction; Environmental
Stephen Scott Morrill	Morrill and Associates PC	Springfield	217.789.5411	Gov't/Municipal/Lobby/Admin
James E. Neville	Neville Richards & Wuller LLC	Springfield	618.277.0900	Med-Mal Def; PI Def: General; Products Liab Def; Transportation Def; Toxic Tort Def
Timothy S. Richards	Neville Richards & Wuller LLC	Springfield	618.277.0900	Med-Mal Defense; PI Defense: General; Products Liab Defense; Toxic Tort Def
Robert G. Wuller, Jr.	Neville Richards & Wuller LLC	Springfield	618.277.0900	PI Defense: General; Real Estate: Tax
Matthew J. Maddox	Quinn Johnston Henderson Pretorius & Cerulo	Springfield	217.753.1133	Med-Mal Defense; PI Defense: General
Larry D. Kuster	Rammelkamp Bradney PC	Jacksonville	217.245.6177	Comm Lit; PI Defense: General; School; Work Comp Defense
David R. Reid	Reid Law Office LLC	Springfield	217.546.1001	Closely/Privately Held; Tax: Business; Tax: Individual; Trust/Will/Estate
Michael M. Durr	Sgro Hanrahan Durr & Rabin LLP	Springfield	217.789.1200	Real Estate: Assoc/Condo; Real Estate: Commercial; Real Estate: Residential
Donald J. Hanrahan	Sgro Hanrahan Durr & Rabin LLP	Springfield	217.789.1200	Social Security Disability
Gregory P. Sgro	Sgro Hanrahan Durr & Rabin LLP	Springfield	217.789.1200	Land Use/Zoning/Condemn; Real Estate: Commercial; Work Comp
R. Lee Allen	Sorling Northrup	Springfield	217.544.1144	Closely/Privately Held; RE: Comm; Tax: Business; Tax: Individual; Trust/Will/Estate
Stephen J. Bochenek	Sorling Northrup	Springfield	217.544.1144	Assoc/Non-Profit; Closely/Privately Held; Labor: Mgmt; RE: Comm; RE: Res
James D. Broadway	Sorling Northrup	Springfield	217.544.1144	Closely/Privately Held; Comm Lit; Health; RE: Comm
Gary A. Brown	Sorling Northrup	Springfield	217.544.1144	Land Use/Zoning/Condemn; Public Utilities: Gas/Water/Electric; Work Comp Defense
Michael C. Connelly	Sorling Northrup	Springfield	217.544.1144	Closely/Privately Held; Real Estate: Comm; Real Estate: Tax; Tax: Business; Trust/Will/Estate
William R. Enlow	Sorling Northrup	Springfield	217.544.1144	Assoc/Non-Profit; Banking; Gov't/Muni/Lobby/Admin
James G. Fahey	Sorling Northrup	Springfield	217.544.1144	Civil Appellate; Employment: Mgmt; PI Defense: General
Mark H. Ferguson	Sorling Northrup	Springfield	217.544.1144	Banking: Closely/Privately Held; Mergers & Acquisitions
C. Clark Germann	Sorling Northrup	Springfield	217.544.1144	Closely/Privately Held; Mineral/Natural Resource; Real Estate: Commercial
Lisa Harms Hartzler	Sorling Northrup	Springfield	217.544.1144	Health
John A. Kauerauf	Sorling Northrup	Springfield	217.544.1144	Closely/Privately Held; Employment: Mgmt
James M. Morphew	Sorling Northrup	Springfield	217.544.1144	Election, Political & Campaign; Gov't/Muni/Lobby/Admin
David A. Rolf	Sorling Northrup	Springfield	217.544.1144	Agriculture; Comm Lit
Peggy J. Ryan	Sorling Northrup	Springfield	217.544.1144	Family
Stephen A. Tagge	Sorling Northrup	Springfield	217.544.1144	Banking; Closely/Privately Held; ADR: Comm Lit; RE: Comm; Tax: Business
Todd M. Turner	Sorling Northrup	Springfield	217.544.1144	Banking; Closely/Privately Held; Real Estate: Commercial
Bruce A. Beeman	Wolter Beeman & Lynch	Springfield	217.753.4220	Personal Injury: General; Personal Injury: Prof'l Malpractice
Francis J. Lynch	Wolter Beeman & Lynch	Springfield	217.753.4220	Personal Injury: General; Personal Injury: Prof'l Malpractice; Work Comp
Randall A. Wolter	Wolter Beeman & Lynch	Springfield	217.753.4220	Personal Injury: General; Personal Injury: Prof'l Malpractice; Work Comp
Zack Stamp	Zack Stamp Ltd	Springfield	217.525.0700	Gov't Municipal/Lobby/Admin

A lawyer CANNOT buy the distinction of being a Leading Lawyer. This distinction was earned by being among those lawyers who were most often recommended by their peers in statewide surveys. Respondents COULD NOT recommend themselves or lawyers at their law firm. For a complete list of all Leading Lawyers and to view profiles of the lawyers listed on this page, go to [www.LeadingLawyers.com](http://www.LeadingLawyers.com).

**Leading Lawyers**<sup>SM</sup>

*Find a better lawyer, faster.*<sup>SM</sup>

312.644.7000 | [LeadingLawyers.com](http://LeadingLawyers.com)

A Division of Law Bulletin Publishing Company—est. 1854

# LAW FIRMS

Sources: The Law Firms.  
(Ranked by Number of Local Lawyers)

FIRM NAME STREET ADDRESS CITY/ST/ ZIP	PHONE (-) FAX (=)	WEBSITE (www.) E-MAIL	NUMBER OF LOCAL LAWYERS	NUMBER OF PARTNERS	MANAGING PARTNER(S)	PARTIAL LIST OF PRIMARY AREAS OF PRACTICE	YEAR EST'D
<b>1</b> <b>Sorling, Northrup, Hanna, Cullen &amp; Cochran Ltd.</b> 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 relations, insurance, banking, utility regulation, environmental, health care	1945
<b>2</b> <b>Brown, Hay &amp; Stephens LLP</b> 205 S. Fifth St., Suite 700 Springfield, IL 62701	217-544-8491 217-544=9609	bhslaw.com	30	18	Jeffery M. Wilday	General civil litigation and appellate practice, real estate, education, probate, estate planning, banking, family, employment, environmental, business and health care, traffic / criminal	1828
<b>3</b> <b>Rammelkamp Bradney PC</b> 741 South Grand Ave. West Springfield, IL 62704	217-522-6000 217-522=6018	rblawyers.net info@rblawyers.net	15	10	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
<b>4</b> <b>Giffin, Winning, Cohen &amp; Bodewes PC</b> 1 W. Old State Capitol Plaza, Sixth Floor Springfield, IL 62701	217-525-1571 217-525=1710	giffinwinning.com kwalbert@giffinwinning.com	13	5	Christopher F. Sherer	Litigation practice, legislative/governmental affairs, real estate development, business, commercial, banking, estate planning and probate	1911
<b>4</b> <b>Heyl, Royster, Voelker &amp; Allen</b> 3731 Wabash Ave. Springfield, IL 62791	217-522-8822 217-523=3902	firm@heylroyster.com	13	8	Gary L. Borah	Personal injury defense litigation, workers' compensation, employment law, medical and professional liability defense, insurance litigation, appellate practice, business and transactional law, civil rights	1933
<b>5</b> <b>Hinshaw &amp; Culbertson LLP</b> 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 litigation, real estate, estate and asset protection planning, trust and probate administration, business formation, financing and other transactions	1934
<b>6</b> <b>Kanoski Bresney</b> 2730 S. MacArthur Blvd. Springfield, IL 62704	217-523-7742 217-523=1412	kanoski.com info@kanoski.com	11	2	Ron Kanoski, Todd Bresney	Personal injury, medical and professional malpractice, workers' compensation, wrongful death, product liability, nursing home negligence	1979
<b>7</b> <b>Feldman, Wasser, Draper &amp; Cox</b> 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
<b>7</b> <b>Barber, Segatto, Hoffee, Wilke &amp; Cate</b> 831 E. Monroe St. Springfield, IL 62701	217-544-4868 217-544=5225	barberlaw.com	7	5	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
<b>7</b> <b>Delano Law Offices, LLC</b> 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
<b>7</b> <b>HeplerBroom, LLC</b> 4340 Acer Grove Drive, Suite A Springfield, IL 62711	217-528-3674 217-528=3964	heplerbroom.com srk@heplerbroom.com	7	3	Stephen R. Kaufmann	Insurance defense, personal injury, corporate and business law, probate, utilities, banking, medical malpractice defense, employment, commercial litigation	1894
<b>7</b> <b>Hodge Dwyer &amp; Driver</b> 3150 Roland Ave. Springfield, IL 62703	217-523-4900 217-523=4948	hddattorneys.com ldriver@hddattorneys.com, edwyer@hddattorneys.com, khodge@hddattorneys.com	7	5	Katherine D. Hodge, Edward W. Dwyer, N. LaDonna Driver	Environmental	1991
<b>7</b> <b>Londigan, Potter &amp; Randle PC</b> 1227 S. Seventh St. Springfield, IL 62703	217-544-9823 217-544=9826	lprpc.com info@lprpc.com	7	5	James R. Potter	Personal injury, products liability, medical malpractice, corporate, job discrimination	1923
<b>7</b> <b>Stratton, Giganti, Stone, Moran &amp; Radkey</b> 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
<b>8</b> <b>Drake, Narup &amp; Mead PC</b> 107 E. Allen St. Springfield, IL 62704	217-528-9776 217-528=9401	dnmpc.com	6	4	David Drake, Richard Narup, Randall Mead, Kirk W. Laudeman	Trial attorneys, personal injury, insurance defense, general practice, medical malpractice	1989
<b>8</b> <b>Gates, Wise, Schlosser &amp; Goebel</b> 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, employment issues, business bankruptcies, criminal defense, drivers license reinstatement, personal injury & malpractice, DUI & traffic	1997
<b>8</b> <b>Sgro, Hanrahan, Durr &amp; Rabin, LLP</b> 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
<b>8</b> <b>Scott &amp; Scott PC</b> 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
<b>9</b> <b>Graham &amp; Graham Ltd.</b> 1201 S. Eighth St. Springfield, IL 62703	217-523-4569 217-523=4656		5	3	Richard Wilderson, Bradley Huff, Nancy Eckert-Martin	General trial practice, medical-related litigation, business transactions, real estate, health law, probate	1897

# LAW FIRMS CONTINUED

Sources: The Law Firms.  
(Ranked by Number of Local Lawyers)

FIRM NAME STREET ADDRESS CITY/ST/ZIP	PHONE (-) FAX (=)	WEBSITE (www.) E-MAIL	NUMBER OF LOCAL LAWYERS	NUMBER OF PARTNERS	MANAGING PARTNER(S)	PARTIAL LIST OF PRIMARY AREAS OF PRACTICE	YEAR EST'D
<b>9</b> Hart, Southworth & Witsman 1 N. Old State Capitol Plaza, Suite 501 Springfield, IL 62701	217-753-0055 217-753-1056		5	4	Richard Hart, Mike Southworth, Samuel J. Witsman and Timothy J. Rigby	Business law, real estate, banking, corporate, probate, estate planning, municipal tax-exempt financing	1985
<b>9</b> Livingstone, Mueller, O'Brien & Davlin PC 620 E. Edwards St. Springfield, IL 62703	217-525-1070 217-525-1080	livingstonelaw.com lmbod@livingstonelaw.com	5	6	L. Robert Mueller, Dennis S. O'Brien	General litigation, negligence, workers' compensation law	1953
<b>9</b> 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
<b>9</b> 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	Paul Adami	Business, corporate, environmental, construction, trials, appeals, real estate development, estate planning, family law, personal injury, probate	1975
<b>9</b> 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
<b>10</b> The Law Offices of Frederic W. Nessler & Associates, Ltd. 536 N. Bruns Lane, Suite 1 Springfield, IL 62702	217-698-0202 217-698-0203	nesslerlaw.com	4	1	Frederic W. Nessler	Personal injury, workers' compensation, medical malpractice, wrongful death, clergy misconduct, nursing home abuse	1977
<b>10</b> Wolter, Beeman & Lynch 1001 S. Sixth St. Springfield, IL 62703	217-753-4220 217-753-4456	wbllawyers.com wbl@wbllawyers.com	4	3	Randall Wolter, Bruce Beeman, Francis Lynch	Personal injury, professional malpractice, workers' compensation	1997
<b>11</b> Koepke & Hiltabrand 2341 W. White Oaks Dr. Springfield, IL 62704	217-726-8646 217-726-8861	kandhlfarm.com kkoepe@koepkelaw.net	2	2	Kurt M. Koepke	Personal injury, worker's compensation defense	2004

*103 years*  
(1911-2014)

The partners and associates with Giffin, Winning, Cohen & Bodewes, P.C. would like to take this opportunity to thank our clients and the Springfield community for their support for more than 100 years.

<u>Partners</u>	<u>Associates</u>
HERMAN G. BODEWES	MOLLIE M. TOWNSEND
R. MARK MIFFLIN	STEVEN A. MILBURN
DAVID A. HERMAN	MATTHEW R. TRAPP
CREIGHTON R. CASTLE	JASON F. BROKAW
CHRISTOPHER E. SHERER	
KERRI A. DOLL	
	<u>Of Counsel</u>
	ROBERT S. COHEN
	JOHN L. SWARTZ
	RONALD W. PERIARD

**GIFFIN WINNING  
COHEN & BODEWES, P.C.**  
ATTORNEYS AT LAW

ONE WEST OLD STATE CAPITOL PLAZA • MYERS BUILDING • SUITE 600  
P.O. Box 2117 • SPRINGFIELD, ILLINOIS 62705-2117  
TELEPHONE 217.525.1571 • FAX 217.525.1710  
[WWW.GIFFINWINNING.COM](http://WWW.GIFFINWINNING.COM)

**SORLING  
NORTHRUP**  
ATTORNEYS

is pleased to announce that

**Emily B. Cour**  
and  
**Brian D. Jones**

have become shareholders of the firm

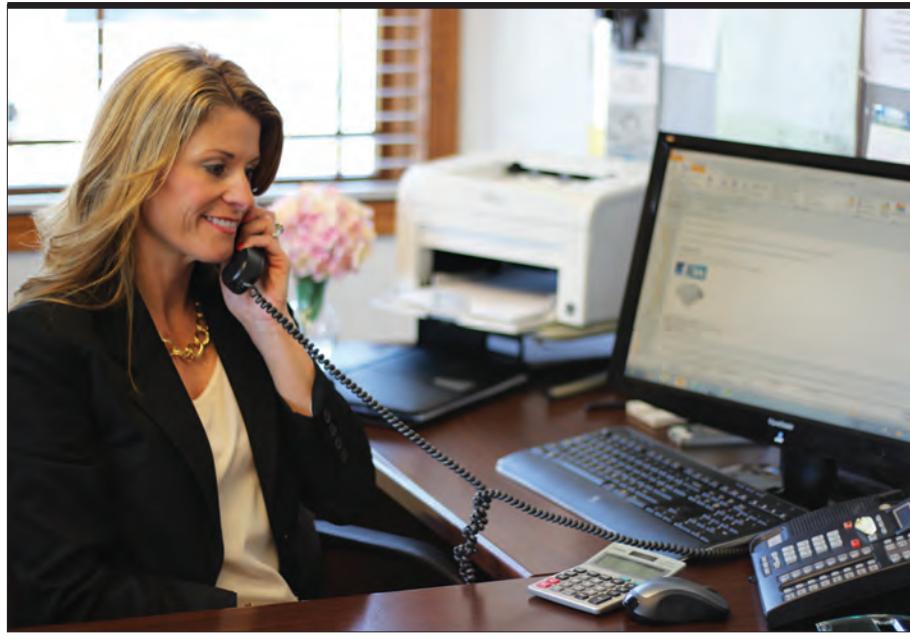
and that

**Angela Fyans-Jimenez**

has joined the firm as an associate.

1 North Old State Capitol Plaza, Suite 200 • Springfield, Illinois • 62701  
217-544-1144 • [www.sorlinglaw.com](http://www.sorlinglaw.com)

## STAFFING



Kayla Edwards of Express Employment Professionals

PHOTO BY HEATHER STANLEY

# Local staffing firms noticing improvement

By Gabe House

Things come in boxes. When more boxes are being made, more things are being manufactured to go in them. This means the economy is improving.

It's a rudimentary barometer of economic recovery, but it makes sense, said Ginette Comstock, the regional director of Manpower in Springfield. If anyone would notice an increasingly healthy job market in Springfield, it would be the staffing firms that directly help people find employment. The consensus - box analogy aside - is one of cautious optimism.

"It's improving, and I can say that with all honesty," said Kayla Edwards, director of client services for Express Employment Professionals. "It's been a slow rebound, though."

Something Comstock and Edwards both have experienced in their respective positions is a similar overall volume compared to recent years despite having a widening client base. The typical large-volume clients, Comstock said, simply don't have the same high headcounts as they used to. That's not to say they don't still need a greater, more fluid workforce at times, though.

"There's so much uncertainty in the business world ... companies just cannot predict the future," Edwards said. "That can cause them to be hesitant to really add to their headcount, but as the economy recovers even slightly, and there is an uptick in their business, they need extra hands to get it done."

And there are always certain fields that seem to constantly be clamoring for bodies. Sean Walker, district manager for Kelly Services, Inc., said there are three that stand out to him: food staff positions, nursing and health care and people with commercial driver's licenses (CDL). Another profession Walker mentioned was information technology (IT) roles of all sorts. But, he explained, bringing people into the Springfield area to fulfill those roles can be a daunting task, particularly when they are being recruited from larger metropolitan areas.

"Often, the pay is less, people start looking at school systems and housing prices ... you can get a good deal on a

house, there's a lower cost of living, but there also isn't as much of a social aspect," Walker said. "There's a lot of give and take."

Edwards said Express is also actively seeking to bring IT workers to Springfield through recruiting since, in her opinion, there is far more opportunity than there are qualified workers.

"There are about 20 of us (recruiting) in Springfield, and we have a network of franchise locations that can help us across the country," Edwards said. "They can direct people our way, and we do try to pull people to Springfield. We're trying to promote Springfield as a great place to live, work and raise a family."

If the Bureau of Labor statistics is to be believed, Springfield might need some help in appealing to transplanted workers. Although Illinois' unemployment rate has decreased from 9.1 percent in September 2013 to 8.7 percent in February, Springfield's rate has actually increased from 7 percent to 8.6 percent in the same timeframe.

Still, Walker sees things in a different light.

"There were some layoffs out there that hurt our market, but other folks have been hiring," Walker said. "(But) people are getting jobs. It's a good market out there for people who have skills and are willing to go out there and work hard to get a job."

There are other factors, though. The Affordable Care Act sent - and is arguably still sending - waves through the business world. Confusion regarding its impact, implementation and rules has had effects, but now, Comstock said, businesses are coming to terms.

"I started engaging in some of those conversations last year, but most of our clients under the ACA threshold weren't going to be getting close to it," Comstock said. "Those near or already over it realized they were just going to have to deal with it." □

*Gabe House works in the lending department at United Community Bank. He can be reached at 217-787-3000 or ghouse@ucbbank.com*



**My Friends**  
Discovery Center

We currently have Preschool openings  
Stop by anytime for a tour, no appointment needed!

3301 Conifer Dr. • 217-787-1400  
[www.myfriendsdiscoverycenter.com](http://www.myfriendsdiscoverycenter.com)



**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

## RECYCLING FITS

GOOD FOR OUR PLANET  
GOOD FOR YOUR BUSINESS



- Office Buildings
- Retail/Restaurants
- Apartments
- Schools
- Residential
- Churches
- Government
- Special Events
- Manufacturer/Warehouse
- Healthcare
- Stadiums/Conventions
- Material Recovery Diversion
- LEED Certified Projects

**We put the pieces together.**

**ALLIED WASTE SERVICES**  
A REPUBLIC SERVICES COMPANY

**Call us today to get started** **217-306-5880** [www.disposal.com](http://www.disposal.com)



**HIGHER PLAIN**  
STAFFING



**FINDING THE BEST EMPLOYEES FOR YOUR STAFFING NEEDS**

**Full Service Staffing Agency**  
**Unmatched Customer Service**  
**Best in Class Candidates**  
**Fast Job Placement**  
**Affordable Rates**

**Specializing in:**

- Temp Solutions • Temp to Perm
- Permanent

**Springfield**  
**217-358-7667**  
[www.higherplain.com/staffing](http://www.higherplain.com/staffing) • [info@higherplain.com](mailto:info@higherplain.com)

**Jacksonville**  
**217-245-5700**

# STAFFING FIRMS

Sources: The Staffing Firms.  
(Ranked by Number of Full-Time In-Office Employees)

	AGENCY NAME STREET ADDRESS CITY/ST/ZIP	PHONE (-) FAX (=)	WEBSITE (www.) E-MAIL	FULL-TIME EMPLOYEES	PART-TIME EMPLOYEES	LOCAL EXECUTIVE(S)	AREAS OF SPECIALIZATION	W-2'S ISSUED 2012	YEAR EST'D
<b>1</b>	<b>Express Employment Professionals</b> 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
<b>2</b>	<b>Manpower</b> 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
<b>3</b>	<b>Higher Plain Staffing</b> 1122 Wall Street Jacksonville, IL 62650	217-245-5700 217-245=5700	www.higherplain.com/staffing info@higherplain.com	7	1	Luke Crawford	Area of Specialization Full service staffing agency including temp, temp-to perm, permanent, clerical, light industrial, professional and executive	DND	2011
<b>4</b>	<b>Alice Campbell Staffing Inc.</b> 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
<b>5</b>	<b>Kelly Services, Inc.</b> 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
<b>5</b>	<b>UniQue Personnel Consultants Inc.</b> 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



## Alice Campbell Staffing

**Your LOCAL Staffing Partner**  
**Family-Owned and Operated for 33 Years**



**Why do employers choose Alice Campbell Staffing?**

**Here's what some of our clients say...**

"We have worked with Alice Campbell Staffing for many years. The service is exceptional. They truly care not only about their customers, but also the people they employ."

"We use Alice Campbell Staffing for our temp-to-hire positions. Alice Campbell Staffing has an expertise that we lack in-house. The process is easy and cost-effective."

"We called Alice Campbell Staffing on a Thursday in need of a dispatcher to start on Friday. They sent a great person who we ended up hiring. I looked like a hero!"

**2121 West White Oaks Drive, Springfield, IL 62704**  
**(217) 793-5522 • www.acstaffing.com**



## SEA GROUP



Strategic Staffing



Structured Cabling



Security Solutions

**Providing Innovative Solutions Since 1984**



201 W. Pine St. • 217-523-1717 • www.seagrp.com

2014

Security Bank's  
**WOMEN**  
of influence

Sarah Beuning • Christine Carrels • Dr. Kemia Sarraf  
Shipra Somanı • Tonya Voepel

Springfield  
**business journal**

 SECURITY  
BANK  
Member FDIC



PHOTOS BY DAVID DEMURO

Sarah Beuning sees challenges as opportunities.

"When you think about starting over, the best thing to do is to jump in with both feet," said Beuning. "Say yes a lot. You have to be open to new experiences."

She moved to Springfield because of her husband's job. He was offered a tenure-track position at the University of Illinois Springfield. "We weren't married," said Beuning. "I said yes to him and a new job. I followed my heart."

She grew up in Sauk Centre, Minn., and has three younger brothers. Her parents placed a real emphasis on education and being involved in the community. "They were incredible role models for education," said Beuning.

She traveled abroad and gained a wide world view and an understanding of her place in the world. "I take advantage of every opportunity to learn and grow," said Beuning.

Her parents taught her the value of an education and the importance of community. Beuning is open to all kinds of people. "You can learn from anyone," she said.

There was no question that she was going to go to college and graduate school. "As a kid, not everyone gets that," said Beuning. She always believed she could do anything she set her mind to.

Beuning is very goal-oriented and a problem-solver. "I was always interested in the law and wanted to be a lawyer," she said. "I enjoy the process of learning about the law." She wanted to be involved in her profession and is licensed to practice in three states. She has had the opportunity to work in both law firms and private industry.

She has always had a strong passion for the arts and providing educational opportunities to children most at risk because of home insecurity and poverty issues and believes these are important issues in the community. She has worked with the Family Service Center. "They do

amazing work," said Beuning. "I would like to do more with them."

She sees community involvement as a way of learning and being part of something. "Each of us needs others in our lives to support us," said Beuning. She is fulfilled being part of the community she is living in. "It's important to be satisfied and happy with where you are in life."

Illinois Women in Leadership is key to this community, Beuning said, and the people she has met through this organization have made her network stronger. She is both grateful and proud to have been invited to be president. "It was an honor to be asked," she said. "It was a pleasure to serve. It's a great organization for women in Springfield."

Beuning is impressed with the arts opportunities available in Springfield. She sits on the Springfield Ballet board of directors and the Sangamon Auditorium advisory board. A good friend, Jamie Stout, invited her to join the Springfield Ballet board. "I was impressed with everything they do," she said. "The company gives back to the community."

Other community organizations she has been involved with include Springfield Young Philanthropists, Community Foundation of the Land of Lincoln, Girl Scouts of Central Illinois and the Illinois State Bar Association High School Mock Trial Tournament. "I mostly do what I like," said Beuning.

She is honored to be nominated for this award. "The fact that it exists is important for women," said Beuning. Involvement in women's organizations has shown her how much impact women have on a community. "It recognizes the influence women have. I'm honored to be part of this."

She wants the opportunity to grow and learn more and take on new responsibilities moving forward. "I aspire to not be afraid of change," said Beuning. □

- Roberta Codemo

## Sarah Beuning

### SNAPSHOT

**AGE:** 39

**FAMILY:** Husband, John Martin, and one daughter

**ROLE:** Director of Human Resources and legal counsel for Tom Lange Company, Inc.

**MOTTO:** It can't hurt to ask.

**INTERESTING TIDBIT:** Beuning moved here in 2006 and didn't know anyone and was very fortunate to be invited to a meeting of Illinois Women in Leadership. The group has been tremendously important to her in developing a network and sense of community.





## Shipra Somani

### SNAPSHOT

**FAMILY:** Two daughters

**ROLE:** Retired social worker

**MOTTO:** Those who have good health and sound mind, how lucky and blessed we are. Those who have that have a moral obligation to help those less fortunate than we are.

**INTERESTING TIDBIT:** I helped a patient who couldn't qualify for public assistance obtain medical help and supplies he needed. He was so appreciative, he broke into tears and held my hand. That is a very precious memory to me.

Shipra Somani might possibly be busier now as a retiree than she was during her nearly 50-year career as a social worker.

"My daughters always used to say, 'Mom, we could never find you in your office, at work ... and now, we can't find you either,'" Somani said with a chuckle. "There is always something to do."

Somani, retired since 2005, began her career in 1960 as a caseworker at the Child Guidance Center in Calcutta, India, for four years. Next, she worked as a neighborhood development supervisor for the Hill House Association in Pittsburgh from 1966-1974. Finally, she came to Memorial Medical Center in Springfield as a renal social worker in 1974. Somani has been here ever since.

"I came to Springfield, because my husband took a job with the (Southern Illinois University) school of medicine, and so I had to follow," Somani said. "I always worked. I don't enjoy sitting at home. I'm not a good housekeeper, and I don't enjoy decorating and shopping."

"So Memorial was looking for a social worker and the medical director was adamant that one must have three years of experience. I had eight years, so I was hired immediately."

Somani worked with dialysis patients in a wide range of capacities. She helped those patients with transportation to and from treatment, arrangement of home health care services, enrollment in Medicare and disability benefits and general counseling.

"I always liked working with the people, and doing whatever I could do," Somani said. "It was very gratifying."

Somani still greatly enjoys working with people. She's extremely active as a volunteer for various organizations. She has volunteered for the Ronald McDonald House charity, is a member of the National Kidney Foundation of Illinois and is a volunteer for the Simmons Cancer Institute, among a host of others.



PHOTOS BY DAVID A. ANDERSON

Somani is also a member of the Asian Indian Women's Organization, a Springfield-based nonprofit that also works with a number of charitable organizations under its own umbrella.

"We do a lot of fundraising," Somani said. "That keeps me very busy."

Somani, a devout Hindu, is also a board member and executive for the Hindu Temple of Greater Springfield, located in Chatham. She was also one of the primary donors, she said, in the purchase of the church a handful of years ago.

Despite her daughters' seeming inability to reach Somani via phone - "I'm terrible with returning and checking messages" - she still sees them quite often, she said. Her younger daughter lives in Denver, and her eldest lives in Washington, D.C.

"I travel often to visit them," Somani said. "I probably visit once every six weeks or so, because my grandchildren are so little. Family is very important to me."

To say Somani has a full plate is a bit of an understatement. Does she plan on slowing down, and perhaps reducing the

amount of time she spends with charitable organizations or her involvement in the Hindu Temple?

"I do not think so," Somani said. "I enjoy being busy. It's probably just my nature. I enjoy bringing change. Part of it is personal satisfaction."

"I think there are so many opportunities and social agencies in Springfield. If people want to help, there is a chance; there's no doubt about that." □

- Gabe House  
Springfield Business Journal | May 2014 | 19



Security Bank's  
**WOMEN**  
of influence



## Tonya Voepel

### SNAPSHOT

**FAMILY:** Married to Dave Voepel for 22 years, with 16-year-old daughter, Ellie

**ROLE:** Owner, Voepel Publication Services and president, Share the Spirit Foundation

**MOTTO:** "One shoe can change a life." —Cinderella

**INTERESTING TIDBIT:** I learned to sew in 4-H and made a lot of my clothes in high school – everything from a winter coat to a bathing suit.

When Tonya Voepel prepared for a 60-mile breast cancer awareness walk in 2002, she was shocked at how much money was spent on shoes. She was also shocked at how empowering it felt to raise money for a worthy cause.

And that is where the Share the Spirit Foundation began.

"We were so overwhelmed by the fact we can raise money for a worthy cause that we wanted to keep going," said Voepel, whose partner in Share the Spirit is her sister-in-law, Karen Voepel. "She and I decided to continue to raise funds but put them towards children in need of shoes."

Tonya and Karen – she lives in Colorado – each hold annual "Shoes for Kids" events in their home states and have done so since Share the Spirit officially began in 2003. Donors are invited to the events so they can help firsthand with the children and also get an opportunity to see their money at work in the community.

"We work with administrators, teachers and social workers to select 50-65 students at a time from area schools (to receive new shoes)," Tonya explained. "We also like to give (the children) the chance to shop, instead of just giving them a pair of second-hand shoes. A lot of kids have never been told, 'Pick out what you want.' They usually can't believe what they're hearing at first."

While Tonya focuses on her Illinois shoe events, Karen is doing the same in Colorado, but the two also come together to raise funds for other events as they see fit. With the help of an outreach coordinator, Share the Spirit has organized nature hikes (and the donation of funds and boots needed for such an endeavor), a shoe drive in conjunction with U.S. Army soldiers for Iraqi schoolchildren and fundraising for those affected by Hurricane Katrina in 2005.

"We keep it local, so people here know our hearts are very close to the community, but our community is really bigger than just us," Tonya said. "So any time we can help a little bit anywhere, we try to do that also."



PHOTOS BY KELLY FIFIELD LANE

In addition to all of those activities, the foundation also has an annual holiday outreach for a local family in which gifts, clothing and various items are provided. There is always something in the works, Tonya said.

Professionally, Tonya is her own boss at the aptly named Voepel Publication Services, a graphic design business in Springfield she has owned for nearly 20 years. Being able to set her own work hours, Tonya said, has been a huge benefit for her work with Share the Spirit. Coincidentally, knowing a number

of other local business owners can also come in handy with fundraising.

"It definitely has helped being a small business owner in downtown Springfield," Tonya said. "It allows us to access other small businesses and fundraisers, (and) every little bit counts."

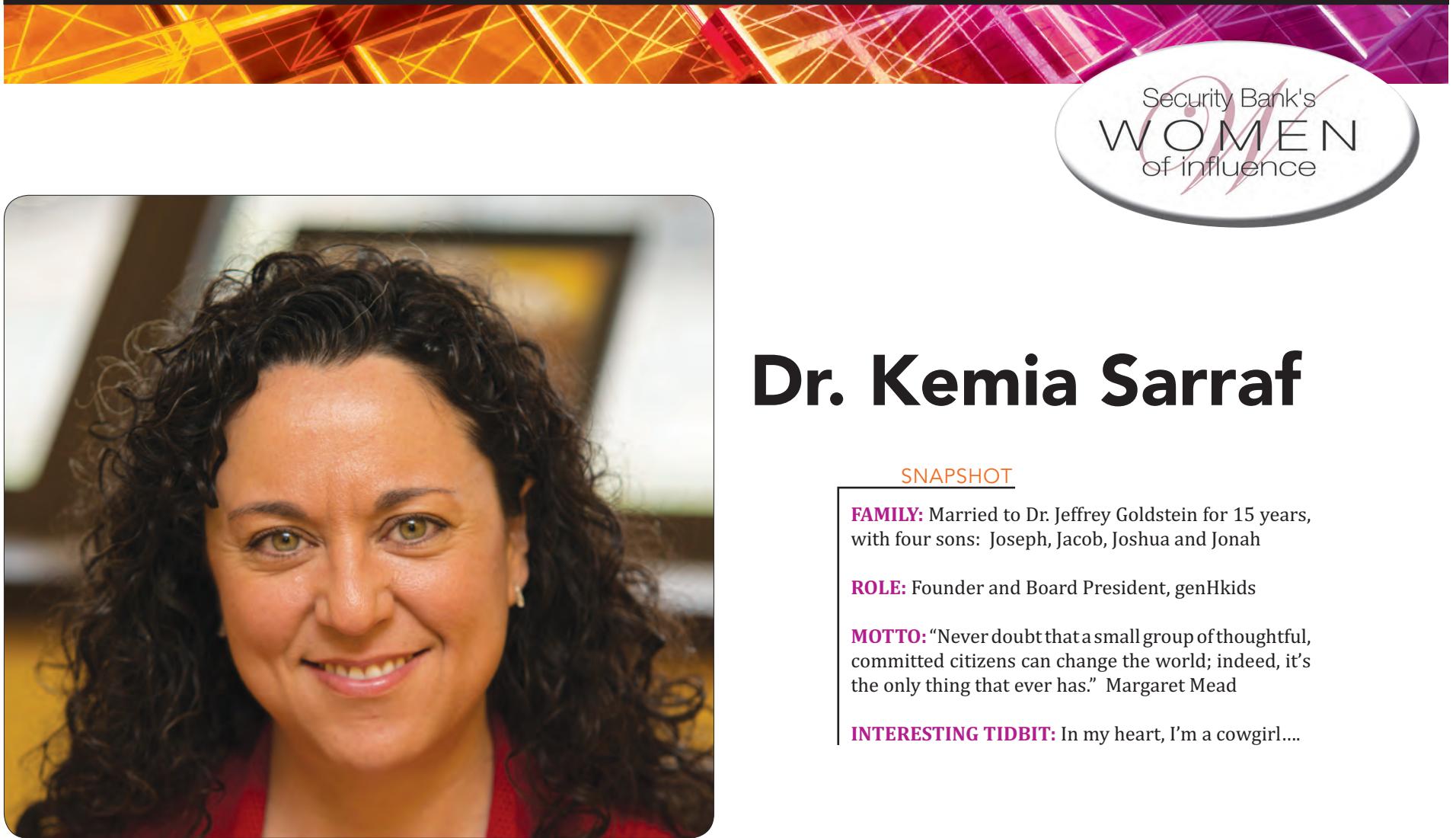
Of course, Tonya said, fundraising can be a daunting task. But as with anything else, practice makes perfect.

"I think you have to put yourself out there, and it can sometimes be uncomfortable, but you have to meet people, and you have to

get involved," Voepel said. "Once I started meeting other people and getting involved with other groups, it got easier to talk to them about Share the Spirit."

"It really pays off, and when you see these little kids, that's the thing. It's something that just comes together almost effortlessly on the part of everybody just taking a little bit of burden, and it adds up to something really special for these kids." □

- Gabe House



PHOTOS BY DANIEL BAILEY

Dr. Kemia Sarraf explained the 2008 inception of the genHkids Coalition by citing the "tipping point" phenomenon detailed in Malcom Gladwell's book of the same name, published in 2000.

"Interest builds until you have a tipping point, (and) I think in this community, we had reached that point where people were beginning to understand the full weight of the obesity epidemic," said Sarraf, the founder and president of genHkids. "Even beyond that, they were beginning to understand it's not just about childhood obesity. There's a deeper problem. As a nation, we are raising under-nourished and under-active children and that is affecting their health regardless of obesity."

National problems, Sarraf explained, can have local solutions. She began to approach various organizations in the area that have an interest in a more health-conscious future and the education required to instill those values in the community and its children. The response was emblematic of the tipping point she spoke of.

"It wasn't terribly difficult to get people at the table and ask for help," Sarraf said. "Looking back, it truly was astonishing to me how quickly the coalition came together."

Under two program banners of "Eat real" and "Move more," genHkids and its numerous coalition partners – from St. John's Hospital to the American Heart Association – have sought to implement programs in local schools that promote healthy foods and physical activity. The programs are derived from extensive research, Sarraf said, and best practices that already exist and are proven to work.

"We do a gradual release of responsibility," Sarraf said. "We work with you (schools and educators) until you see the value of our programs, until you become more and more comfortable and competent, and then we'll leave you with some tools."

"But just pick up the phone and we'll be back with more tips. It's been a very successful way of implementing it."

This hands-on approach by genHkids and its volunteers has been so successful, Sarraf

said, because public educators are already asked to do too much with too little. Rather than simply developing and distributing toolkits and workbooks, which Sarraf believes to be well-intentioned but not terribly effective, genH volunteers directly implement the programs they develop.

"It's incredibly labor-intensive but guess what, that's OK" Sarraf said. "Things worth doing tend to be very labor-intensive. Those are the things that are really worth doing, and we're doing this for our children. This isn't just about a child getting a better test score – it is about that too – but mostly it's about what the rest of these children's lives look like. Their health when they enter adulthood impacts a lot of different things."

In fact, Sarraf said, genHkids' largest problem now is maintaining the capacity needed to continue adjusting programs and bringing them to local schools. It's why the mother of four sons works full time without pay for genHkids despite previous thoughts of going into private practice in Springfield. She last entertained that thought back in 2008, directly before founding genHkids.

"I've never gone back to the practice of medicine," Sarraf said. "My heart is so filled up by what I do that I don't feel a need to expand beyond this. Plus, it's very busy."

And Sarraf is in it for the long haul. GenHkids is relatively new, and she knows these sorts of endeavors take time. It's a child-based initiative, Sarraf said, with the intention to instill in said children some very important knowledge for future use.

"The endgame is that this generation of children grows up recognizing real food, appreciating the need for real food, learning how to shop for it, come home and prepare it," Sarraf said. "If that's the habit they have, then 20 or 30 years down the line, the way it's done has been turned inside out, and fast food has become the treat once again." □

– Gabe House

## Dr. Kemia Sarraf

### SNAPSHOT

**FAMILY:** Married to Dr. Jeffrey Goldstein for 15 years, with four sons: Joseph, Jacob, Joshua and Jonah

**ROLE:** Founder and Board President, genHkids

**MOTTO:** "Never doubt that a small group of thoughtful, committed citizens can change the world; indeed, it's the only thing that ever has." Margaret Mead

**INTERESTING TIDBIT:** In my heart, I'm a cowgirl....





Security Bank's  
**WOMEN**  
of influence



## Christine Carrels

### SNAPSHOT

**AGE:** 43

**FAMILY:** Husband, Wayne

**ROLE:** Vice President, Director of Marketing, Marine Bank

**MOTTO:** Love the life you live.

**INTERESTING TIDBITS:** My focus has been on my husband. It's my job to shine the spotlight on him. I had a book published, a photo history of the University of Illinois. I spent a year gathering photos.

Christine Carrels calls herself an overachiever. "I believe in going big or going home," she said. When she commits to something, she is committed 100 percent. "I'm small in stature but I have a fire inside."

She received her journalism degree from the University of Illinois and started out as a reporter in Ottawa. "I covered the police beat," said Carrels. "I didn't do it very long." She wanted to work on the corporate side. "I wanted regular hours and good pay."

She was always interested in marketing and sales and worked for Design Ideas for eight years. "I got to travel the world and meet interesting, wonderful people," said Carrels. She thought she knew everything and learned she didn't know anything.

"My mother is one of these people who read every word in the paper," said Carrels. Marine Bank was advertising so she applied. "This is a great company to work for. It's the best job in the whole bank. I get to use my creative side."

Community involvement is very important to her and she believes in contributing and being a meaningful part of the community. "If each of us played a small part, we would have a much more successful community," said Carrels. "It's the small things that create big successes."

She is the immediate past president of the United Way Community Leadership Board and still serves as a volunteer with the organization. She is active with the local American Diabetes Association. Diabetes is a devastating disease that can be postponed or prevented by following a healthy lifestyle. "This is a very important cause to me," said Carrels. "My husband is a fitness trainer and owns his own gym. His mission at the gym is to inspire a healthy lifestyle."

Carrels is the current president of Illinois Women in Leadership, a personal and professional development organization, and is the founding board secretary of the Sangamon CEO, which is about to graduate its first class. The class is having its trade



PHOTOS BY KIMBERLY ECK

show May 9. "I'm excited to see their businesses," she said.

She said it is important to focus your efforts on the right priorities. "It's the little things you do every day," said Carrels. "Small actions are easy to do."

"I had a wonderful childhood," said Carrels. "My parents instilled in us that you can be anything you want to be. They were great role models." Both were generous in spirit and didn't teach Christine and her siblings to think about barriers. "People have to overcome obstacles every day," she added. Her parents taught her if she

worked hard and gave something her all, she'd find success. "You can't be afraid of hard work," said Carrels. "You have to believe in self-perseverance."

She is grateful to her mom for making her a strong woman. "I see women who are not independent," said Carrels. "I was brought up to be an independent thinker." Her husband says she's very intimidating. She says that's a compliment, coming from him. Her life is better with him. "I found the perfect person for me. He's just as smart, strong and opinionated. We make a good team."

She is a very strong advocate for women. "It's not so much about the 'glass ceiling' but about cultivating confidence in oneself," said Carrels. "I wish all women could be comfortable in their own skin."

Carrels said she's actually very shy. "I like being in the background and not in the spotlight," she said. "My main job is to make other people look good." Her public persona is very different from her personal persona.

"I love connecting with people," said Carrels. □

- Roberta Codemo

*Your contributions to Business and Community are Exemplary*

# Congratulations and Thank You.

*From the Officers and Employees of Security Bank*

**2014**

Security Bank's  
**WOMEN**  
of influence



Christine Carrels



Sarah Beuning



Shipra Soman



Tonya Voepel



Dr. Kemia Sarraf



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.



Member  
**FDIC** EQUAL HOUSING LENDER

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

**SECURITY  
BANK**

Banking for Generations

**(217) 789-3500**

## NEW BUSINESS



So much kettle corn, so little time.

PHOTOS BY WILLIAM RICHARDSON

# Chatham business has sweet grand opening

By Teresa Paul

Papa's Midwest Kettle Corn had its grand opening April 5 at 602 East Walnut St. in Chatham. Kevin Icenogle and his son, Matt, started the business almost two years ago. Kevin had spoken to a friend who had done a similar business with kettle corn so he wanted to try it and that is how it all started.

Nicole Icenogle, wife to Matt, operates the store and the marketing. Other family members Kim, Valerie and Brianna Icenogle also help with the business. The family is from Chatham and chose the location because they wanted to remain in town.

Papa's Midwest Kettle Corn offers 50 different flavors of kettle corn, helium balloons, ice cream and candy. Before opening their storefront, Papa's Midwest Kettle Corn had found initial success in taking its kettle and tent to locations such as Bomke's Pumpkin Patch (where they specialized in tins of popcorn), County Market in Chatham, Schnuck's on Montvale and the Illinois State Fair and continues to book different events throughout the year, including weddings.

This coming August they will have a concession trailer right across from the

grandstand at the Fair.

"Now that people realize that we are open and have a store, it has helped us a lot with our business," according to Nicole Icenogle. "Business has been good. Kettle corn must be popped outside," she explained. "The kettle is a commercial grade steel kettle. It has a cooling table attached to it." The company's kettle is stored in a cargo trailer. When the popcorn is popped, a tent is set up around the kettle on the site of their business. "It took a lot of popping and a lot of trial and error to see what did taste good and what didn't," Icenogle said.

Their extensive list of flavors includes white chocolate drizzle, milk chocolate drizzle, banana, caramel apple, cinnamon apple, cherry and strawberry. "Kettle corn is sweeter than air-popped corn," Nicole explained. "The sugar replaces the butter and salt used in air popped corn. Kettle corn is also cooked in a different way."

Pam Beaman, Chatham Chamber of Commerce coordinator, said, "Their popcorn is wonderful and their white chocolate popcorn drizzle is unreal. It is wonderful to have them in Chatham. We do not have



Kevin Icenogle, Valerie Icenogle, Kim Icenogle, Nicole Icenogle, with son, Hoyt, and Matt Icenogle of Papa's Midwest Kettle Corn.

anything else like them in Chatham."

"They have only been open a week and I have been there twice," said Tracy Formea, president of the Chatham Chamber of Commerce and another fan of the white chocolate drizzle. "We are always glad to have new businesses in Chatham and especially when it changes the variety of business here," she said. "The location is near

the bike trail. I would think that would be a good destination for folks in the summer." □

*Teresa Paul is a personal lines account manager in the Taylorville office for Dansig Insurance. She can be reached at 217-565-9535 or teresadawn1970@yahoo.com.*

## Mechanical Contractors Association of Central Illinois

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



Matt Niesman • 217-429-2323



Lewis Williams • 217-753-4545



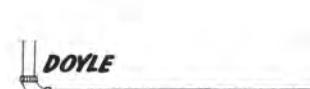
Steve Etheridge • 217-544-8451



Robert Mathews • 217-522-9793



Chris Williams • 217-243-6531



Tom Doyle • 217-243-1013



Chris Cisne • 217-245-7181



Ryan Bangert • 217-787-6560



Jody Alderman • 217-321-0036



Joel Petrie • 217-789-0966



Chad Fricke • 217-528-4081

**Northstar Lottery unveils latest After School Advantage computer lab**

Northstar Lottery Group, the private manager of the Illinois Lottery, recently launched its newest After School Advantage computer lab, donating iPads and other computer lab equipment to Feitshans Elementary School, which reopened this school year to house students from two schools that closed last year. District 186 has recently been impacted by budget cuts. This will be the 10th lab of its kind in Illinois providing at-risk youth with meaningful and productive after-school experiences. Feitshans is also one of the state's 21st Century After School Program sites, so Northstar's donation will facilitate learning both during and after school hours.

**Giffin, Winning, Cohen & Bodewes, P.C. opens satellite office in Montgomery County**

Springfield law firm of Giffin, Winning, Cohen & Bodewes, P.C. has announced the opening of their satellite office in Hillsboro, at 434 South Main Street. With the opening of the Hillsboro office, the firm will be able to better serve their clients in Montgomery County with a location that will be more convenient to a portion of their client base. Although Chris Sherer, managing partner of the firm, will be the main point of contact at the new location, "a client who retains our firm actually retains the entire firm and has at their disposal all of the expertise and resources that the firm can bring to bear upon their legal problem. In other words, through our Hillsboro office, Montgomery County residents will have access to every attorney at our main office in Springfield," says Sherer. To celebrate its opening, the firm has invited the public to an Open House at the new office on Friday, May 9 from 1:30 p.m. to 4:30 p.m. A ribbon cutting ceremony will be held at 4 p.m. Guests will have the opportunity to meet attorneys and staff. Appointments can be made for local consultations by calling 217-532-5678.

**Heartland Credit Union announces new president and CEO**

The board of directors of Heartland Credit Union announced Tom Lex as its new president and chief executive officer. Lex began his career with the Credit Union in 1980 as a teller. With more than 33 years of experience, Lex has progressed through a variety of management positions, including Chief Operating Officer for the past 17 years. "Lex has the experience and expertise to continue to lead our Credit Union, providing trusted financial solutions for our membership," said Amy Wolff Oakes, chair of the Heartland Credit Union Board. Heartland Credit Union has approximately 26,000 members, and has served central Illinois since 1946.

**Floral Association names new president**

Michelle O'Neal Babicky was recently named the 59th president of the Illinois State Florist Association for a two-year term. O'Neal-Babicky has been the owner of Petals & Co at 129 S John St. in Rochester for 17 years. The Illinois State Florists Association's members include florists from Illinois along with a few neighboring states and awards several

scholarships at its annual spring conference.

**STL Communications names new market leader**

STL Communications, Inc. of Chesterfield is pleased to announce the hiring of area sales representative Todd Ratliff to lead sales in the central and northern Illinois territories. Ratliff is based in Mattoon and will be serving Springfield, Peoria, Danville, Champaign, Effingham and Decatur along with Terre Haute, Ind., and surrounding communities. He is a U.S. Army veteran whose military background includes service in the Pentagon providing emergency communications support to the president. His civilian career

has included extensive work in selling hardware and software to both public sector and to local, state and federal law enforcement. He has earned a reputation for providing consistently excellent customer service through continuously educating his client base on relevant changes in their technology needs.

**Boat licenses go on sale**

City Water, Light and Power's boat licensing station at the Lindsay Boat Launch is open for the 2014 season. Station employees will sell boat licenses for Lake Springfield and conduct boat inspections from 9 a.m. to 5 p.m. Wednesday through

Sunday and 9 a.m. to 2:30 p.m. on Mondays and Tuesdays through the fall, weather permitting. Boaters may call the CWLP boat license station at 786-4075 or CWLP security at 757-8600 for additional information.

**Martin Selected Outstanding Engineer**

Philip G. Martin, P.E., has been selected as the Outstanding Engineer of the Year by the Capital Chapter of the Illinois Society of Professional Engineers for 2013. Mr. Martin is the president of Martin Engineering Company of Illinois. He graduated from the University of Illinois in 1984 with a Bachelor of Science in Civil Engineering and has been with the firm since 1991.

# REBATES!

## Heating, Air Conditioning & Plumbing

*In addition to other Rebate Offers*

*"A combined effort between union labor and union heating, cooling, and plumbing contractors"*

### April 1 thru May 31, 2014

**See the Difference!**

Hire a Union Contractor with Trained/Skilled Union Labor

\* Program ends 5/31/14  
\* No rental property or mobile homes\*



UA Local #137



MCAA  
An affiliate



SMART Local #218



SMACNA  
An affiliate

*Must be installed by members of UA Local #137 and SMART Local #218*

### Call These Participating Union Contractors in Your Area...

**HEATING & COOLING CONTRACTORS**

Brennan Heating & Air Conditioning	E.L. Pruitt Co.
Jacksonville • 217-245-7181	Springfield • 217-789-0966
	Decatur • 217-422-9590
Aire Serv/HRI of Central Illinois	Henson Robinson Co.
Springfield • 217-523-8594	Springfield • 217-544-8451
Jacksonville • 217-243-6531	
Doyle Plumbing & Heating	F.J. Murphy & Son, Inc.
Jacksonville • 217-243-1013	Springfield • 217-528-4081
Airmasters	Isaacs Refrigeration
Springfield • 217-522-9793	Springfield • 217-546-1833
King-Lar Co.	Burdick Plumbing & Heating Co.
Decatur • 217-429-2323	Decatur • 217-429-2385

**PLUMBING CONTRACTORS**

Doyle Plumbing & Heating	E.L. Pruitt Co.
Jacksonville • 217-243-1013	Springfield • 217-789-0966
	Decatur • 217-422-9590
King-Lar Co.	Henson Robinson Co.
Decatur • 217-429-2323	Springfield • 217-544-8451
Burdick Plumbing & Heating Co.	F.J. Murphy & Son, Inc.
Decatur • 217-429-2385	Springfield • 217-528-4081

**Union Contractors & Union Labor Providing Quality Workmanship**



**At Skinner Copper & Ehmen we understand the importance of a strong medical community in Springfield. We are proud to sponsor healthcare news and information every month.**

3000 Professional Dr., Suite 201 • Springfield • (217) 753-4020 • [www.scewealth.com](http://www.scewealth.com)

Securities offered through Purdey Kaplan Sterling Investments. Member FINRA/SIPC • Headquartered at 16 Corporate Woods Blvd., Albany, NY 12211  
Investments through PRS or RIA are NOT FDIC INSURED, NOT BANK GUARANTEED, MAY LOSE VALUE, INCLUDING LOSS OF PRINCIPAL, NOT INSURED BY ANY STATE OR FEDERAL AGENCY

# Business leaders, become health leaders

By Dr. Craig Backs

It is an honor to address readers of the *Springfield Business Journal*, the business leaders who drive our local economy. You produce value. You provide for yourself, your family and for your employees and the businesses they patronize.

But do you realize the impact you have on the health of our community?

Many took notice when the media reported recently that Sangamon County ranked 80th of 102 Illinois counties in measures of community health, while ranking second in quality and access to health care facilities. A forum was held. An outside expert shared the details and theories about causes. While many theories were expressed, the thoughtful answers had more to do with things we don't normally think of as affecting "health."

Socioeconomic status and access to jobs with good income and benefits were mentioned repeatedly. Good jobs are more important than the quality of hospitals or doctors. A better economy drives better health. Good health is different from good medicine.



Dr. Craig Backs before and after his weight loss

I'm proud to be a physician. When you are sick, going to the doctor or hospital makes perfect sense. But we in the medical community don't hold the keys to personal or community health. You do.

The health of our community is the product of the health of our individuals. While our community can adopt neighborhood designs that promote more exercise and healthier diet choices, individuals control almost all the small cumulative choices that influence health: Fast food or home-cooked vegetables? Walk or drive? Elevator or stairs?

Give up smoking, alcohol or drugs? Work for a living or seek support?

As business owners, we have tremendous responsibility. Our responses to the marketplace get us the things we desire. We are leaders and that includes health. To lead this community to better health, start with your own health. Lead by example.

A survey of college students who exercise regularly sought to discover what motivates those who work out regularly. The number one answer: "My parents exercise."

Good examples inspire. My patients

follow the advice I give more completely, now that it comes from a visibly better example. Over the past two years I dropped 50 pounds and improved my fitness.

You have the same opportunity. You can be a great example of healthy habits for your employees while you grow your business to support those who support you.

The community needs you to be healthy. Take care of yourself. Understand your risks of illness, especially vascular disease. We all know examples where sudden heart attack or stroke tragically has taken valuable members of our community. We all suffer from their loss.

Know your risk. Take control. Educate yourself, but more importantly, act to improve your health. That is real "key man" insurance.

*Craig Backs is a board-certified general internist with 30 years of experience in direct patient care and medical leadership, all in Springfield. He sees patients daily in his Personal Medicine practice at 2921 Greenbriar Dr., Springfield. His website is [www.craigbacksmd.com](http://www.craigbacksmd.com).*

**FUTURE PHARMACIST**

At LLCC, students refine their dreams into career paths. What does your future hold? Find the future of you at Lincoln Land Community College.

Register NOW for summer and fall classes!

**Lincoln Land Community College** [www.llcc.edu](http://www.llcc.edu)

**The Future of you**

## Think Outside the Health Insurance Box

New products can help small groups gain control, lower costs

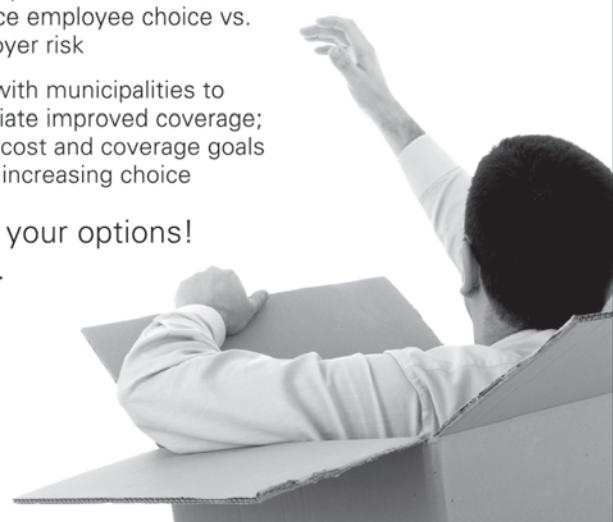
**Self-funding** Avoid premium taxes and state-issued mandates; eliminate carrier risk and profit

**Captives** Join other employers to boost retentions and pool risks

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

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

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



 **HealthLink**  
A WELLPOINT COMPANY

Your Best Interests at Heart

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

[healthlink.com](http://healthlink.com) • 800-235-0306

# WUIS 91.9.org

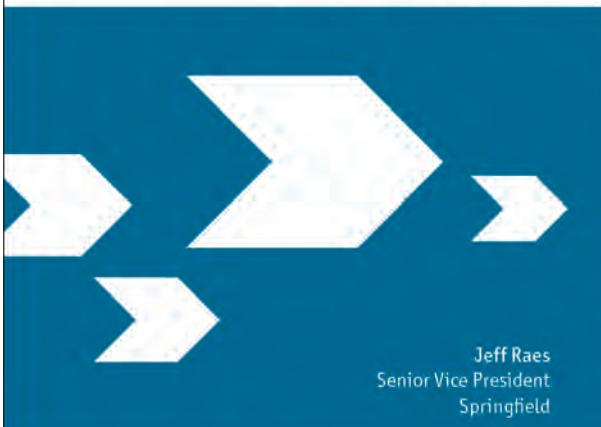
MY SOURCE  npr®

MORNING EDITION  
ON POINT  
THE TAKEAWAY  
ILLINOIS EDITION  
HERE & NOW  
FRESH AIR  
ALL THINGS CONSIDERED  
MARKETPLACE  
Q  
TELL ME MORE  
BBC

NEWS AROUND THE CLOCK



## WHEN IT'S RIGHT.



Jeff Raes  
Senior Vice President  
Springfield



Stacey Vincent  
Mortgage Lender  
Springfield

It's not something you can put your finger on. Not something you can completely measure with graphs and charts. But when the perfect team comes together—magic happens. Points are scored. Victories won. New ground broken.

Maybe it's the way they work together—striving for one goal. Or maybe it's the combined wisdom of seasoned professionals, creating relationships that are built to last. But whatever it is, a great team is better than the sum of its parts. Whatever it is, when it's right—you know it.

### We are pleased to welcome Jeff and Stacey to Hickory Point Bank.

JEFF RAES will serve as team leader for Consumer Banking. He will be responsible for overall business and financial performance—bringing his experience and drive into play to provide executive, financial and strategic management. Jeff will also continue to develop and manage relationships with area businesses, institutions and individuals. Over the course of the last 22 years, he has amassed a wealth of experience in and knowledge of commercial lending.

STACEY VINCENT joins the Hickory Point Bank Mortgage Lending Team as Assistant Vice President and Mortgage Lender. One of the top mortgage lenders in the Springfield area, Stacey brings her 16 years of experience, determination and passion for customer satisfaction and product knowledge to the Hickory Point Bank Mortgage Team. She is a strong addition to our staff, and a key player in the growth of our mortgage lending business in the Springfield market.

# Educating and motivating to optimal health

By Eric Woods

As a child, James Caruso knew he wanted to help people in some way, and ideas such as getting into health care or becoming an officer of the law were tossed around at one point or another. When he was in his early teenage years, he started working as a paperboy for the *State Journal-Register*. His worst job though, which lasted only one day, was working the overnight shift at Denny's. "That was the pits," said Caruso.

Caruso has been a personal trainer for 15 years and began training at Anytime Fitness at the beginning of 2013. He is certified as a Personal Fitness Master Trainer and also Sports Nutrition certified. Caruso performs fitness orientations for new members to get them proficient on the gym's equipment, and he serves as a full-time personal trainer. "I use high intensity interval techniques to get as many reps in as possible during a client's time," he said. "I email progress reports, monitor their diet and exercise schedule, and offer suggestions on nutrition and what their independent workout schedule should look like. For those I do not train, I try to motivate and be a positive influence." Caruso understands that the most difficult part of exercise is actually getting to the gym. He wants everyone to feel welcome.

Personal training can hinge on how well

one interacts with people. "You cannot be successful if you are not a people person," said Caruso, who believes that communicating effectively involves mirroring those with whom one is speaking. "You have to talk on their level. Do not overcomplicate or oversimplify things."

Caruso has family and friends living in the area, so central Illinois has always felt like home. Everything is not perfect, however. He feels there is too much racism and corruption in the area, which is his least favorite part of living here. The number of empty buildings in Springfield is also a concern. "The amount of dilapidated buildings and houses are bringing property values down," said Caruso. "This affects the value of the city. The city is not retaining its value by letting these businesses go."

One potential benefit Caruso would like to see in the future is the health care industry recognizing and rewarding those who keep themselves in good health. "People who are exercising should get a bit of a break on their insurance," he said. "This is preventative maintenance, and we are not getting any breaks. That would be a good motivator to exercise." Caruso feels that something is needed to motivate people into exercising before it gets to a point where

they are forced to do so because of a health scare, such as a heart attack.

Caruso keeps very busy. In addition to his personal training career and job with the State of Illinois, Caruso is also a coach for the Junior Football League. "Take every opportunity as it presents itself," he advises. "Do not wait for a better opportunity to come along, because it may not develop." He is also proud to have finished his college education in his adult years.

"My life revolves around my boys and where their future will take them," said Caruso. "My mission is to see my youngest son graduate college and enter the NFL." This summer he will be taking his son to one football camp per month. The greatest achievement of Caruso's adult years has been his children and being a positive influence on them.

While Caruso does plan to retire from his state job at some point in the future, he sees training as something to continue doing in his retirement years. "A good plan now is better than a perfect plan later," said Caruso. "It is the journey, not the destination. That is a good rule against procrastination." □

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



## James Caruso

Title: Personal Trainer, Anytime Fitness  
E-mail: modernfitnessconcepts@gmail.com

DOB: 07/04/1972  
Location: Springfield  
Education: A.A. in communication from Lincoln Land Community College  
Family: Children - Skylor and Jaymz

**Favorites:**  
Movie: *Braveheart*  
Sports team: Chicago Bears  
Band: Tool

**Tidbits:**  
Drummer for the band Stronger Than Seven  
Wants to travel to the Grand Canyon  
and go camping  
Ordained minister

**PROFESSIONAL  
INTERIOR DESIGN  
SERVICES**

**KSD  
INTERIORS**

[www.ksidinteriors.com](http://www.ksidinteriors.com)  
**217-566-2300**

*Buying a  
new house?*

Call KSID Interiors, Inc. to help simplify the process and to make your house...  
*your home!*



**Style and Quality**

**GARAGE | HOME | HOBBY SHOP**

**800-447-7436 • mortonbuildings.com**

### Custom Built For You

No matter how large or small your building plan, Morton has the experience to make your building dream a reality. From small hobby shops and garages to storage buildings and homes, Morton Buildings constructs custom, quality buildings that provide years of maintenance-free enjoyment.

At Morton Buildings, we work with you through every step of the process to ensure you get the building you want and need while staying true to your style and budget.

**For more information  
217-243-3349  
JACKSONVILLE IL**

**MORTON  
BUILDINGS**

©2013 Morton Buildings, Inc. All rights reserved. A listing of GC licenses available at [mortonbuildings.com/licenses.aspx](http://mortonbuildings.com/licenses.aspx). Reference Code 043.



# It's Go Time

WEBSITES • CONSULTING



HOSTING • BRANDING

217.241.8554    [theteam@goweb1.com](mailto:theteam@goweb1.com)    [goweb1.com](http://goweb1.com)

# A creative state of mind

By Eric Woods

As a child, Vanessa Ferguson wanted to be a singer and a dancer. One of her dreams was to be on *American Idol*, but she never went to an audition. "I kept saying I would go next time, and I never did," she said. Today, Ferguson still enjoys singing on stage whenever she gets the chance. The performing arts community is one of her favorite parts about the city.

"Springfield is a great place if you want your own niche in entertainment," said Ferguson. "There are a lot more things to do that might be more competitive in a more urban area." If she could change something about Springfield, though, it would be the smallness of the downtown area. More activity is needed, according to Ferguson, who sometimes only sees a few people walking around at night or on the weekends.

"There are so many 'available for rent or lease' signs up in the buildings downtown," said Ferguson. "We need more businesses to be attracted to the open spaces. That would bring more people, more business, more artists, and make downtown thrive more."

Over the years Ferguson has worked several different jobs, but one of her most entertaining was at the Edgar Lee Masters Home in Petersburg. "We actually used the old reels to show a film," she said. "I would hit play on the soundtrack and sync it with

the film." On the flip side, working as a server for three years was her least favorite job and one to which she would not want to go back.

Ferguson currently works as one of the morning show hosts for 98.7 WNNS radio, which is part of Midwest Family Broadcasting. She has been on the air for two years and came to the job having no prior experience in radio. Ferguson heard about the auditions for the job through Gus Gordon at the Hoogland Center for the Arts, where she is also employed. "About 80 people auditioned for it, and eventually they decided to go with me," she said. "I came in for the audition and told a George Clooney joke which made Chris Murphy laugh. Then I came in a second time and made him laugh again."

Ferguson loves working at the radio station. "It is something fun and unique to do where I can express my quirky talents and ideas that I hope is entertaining for listeners," she said. Her routine each morning is to go in and prepare different stories to talk about over the air. "It is a lot of improv, but we do have guidelines."

Those wanting a career in radio should learn to be flexible and take on a range of topics, according to Ferguson. "Go with the flow," she said. "You will not always hear what you want to hear. But you must be

willing to talk about anything."

The biggest influences in Ferguson's life over the years have been older female comics such as Lucille Ball and Carol Burnett. "They were fun and did not hold back," she said. "Women can learn from them that it is okay to be silly."

Ferguson tries to approach her business and personal life in entertaining and creative ways. Admittedly, though, she still gets nervous at times, whether at auditions, meetings or job interviews. To get through nervous episodes, she thinks back to something she heard from local director Paul Presney. "He said it will be good and it will be bad," said Ferguson. "Either way, it will be over."

The future for Ferguson will include having a family and a home while still doing something creative and entertaining, a plan which will begin with her upcoming wedding. "I just want it to go as planned," she said. "We are hoping to have it in November." This will not be the only celebration for Ferguson and her fiancé, as they also have a second wedding planned in Skopje, Macedonia, next year. □

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



## Vanessa Ferguson

Title: Morning Show Co-Host, 98.7 WNNS  
Address: P.O. Box 460, Springfield, IL 62705  
Telephone: 217-629-5483  
E-mail: vferguson@hcfta.org

DOB: 12/26/1987  
Location: Springfield  
Education: B.A. in communication from University of Illinois Springfield  
Family: Fiancé - Vlatko Slaninkoski

**Favorites:**  
Movie: *My Big Fat Greek Wedding*  
Restaurant: Little Saigon  
Song/Band: Avett Brothers

**Tidbits:**  
Loves singing and acting  
Dreams of being a voice for a cartoon  
Wants to learn to speak Macedonian

## CEFCU® Business Services — Here for All Your Business' Needs

Enjoy the convenience, financial value, and personal service of CEFCU membership for your business — with **CEFCU Business Services**. You can choose from a variety of business deposit and lending services to help meet all your business' needs.

To find out more about CEFCU Business Services, see Jeff Ambrose or Kyle Sitko at the Springfield Member Center at 2424 W. Iles Avenue. Or, call 217.546.2010 to schedule an appointment.

# CEFCU

Not a bank. Better. ®

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

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

Federally Insured by NCUA



# A decade of influential women

By Michelle Higginbotham, associate publisher

Reading this year's nominations for Women of Influence brought one of my favorite sayings to mind, "People who say it cannot be done should not interrupt those who are doing it," attributed to the author George Bernard Shaw. Reviewing the list of accomplishments of this talented group of ladies makes you wonder how they find enough hours in the day.

I am often asked about the selection process, and while there is no magic formula, I can tell you that the selection committee looks for women who have gone above and beyond the requirements of their jobs. In other words, are they involved in the community because it's part of their job description or is their service in addition to their employment? While many of our recipients over the years have been small business owners, that is certainly not a requirement, and neither is being employed, for that matter. One of this year's honorees is retired but her nominator pointed out that she had made volunteering her post-retirement career. Her continued involvement in the community and efforts to

advocate for other women were impressive.

While some people receive multiple nominations or are nominated more than one year in a row, we look for quality of the nomination information rather than quantity of nominations for a particular person. It's always helpful when a nominator takes the time to explain in detail the nominee's accomplishments, particularly when specific examples are cited. It gives the reviewers a sense of how passionate the nominee is about their community involvement, versus someone who may be only be involved in activities related to their own children or church.

I was working at the *Springfield Business Journal* in 2004 when we partnered with Security Bank to launch the Women of Influence program. Security Bank's commitment to the community and encouraging women in leadership roles is evident in their own staff, so they were a natural fit for this program. I'm pleased to now be back at the *Business Journal* to celebrate the 10th year of recognizing Women of Influence in our community.



## Ameren Illinois is Creating Jobs

Modernizing the energy delivery infrastructure and improving service reliability takes workers. Lots of workers. In fact, Ameren Illinois has added 250 employees since 2012, and 1,000 more contract workers are working on our projects. Learn more at [Ameren.com/careers](http://Ameren.com/careers).



## WE SERVICE MOST OTHER BRANDS

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



**Locally owned - Locally operated.**  
Serving over 2,300 satisfied customers.\*

\* Over 97% customer retention rate

**AmeriCALL**  
Communications Company, Inc.

NEC  
NEC Unified Solutions  
Central Illinois' ONLY  
authorized NEC dealer

217.522.CALL (2255) • [www.americallinc.com](http://www.americallinc.com)

## Lower your borrowing costs.



Through the Downpayment Plus Program\*, up to \$8,000 may be available to eligible homebuyers in 2014 to use toward down payment and closing costs. Ask one of our loan officers today about the Downpayment Plus Program to see if you are eligible.

\*Downpayment Plus is a program from the Federal Home Loan Bank of Chicago. Restrictions apply. See website at [www.fhlbc.com](http://www.fhlbc.com) for complete requirements. "Downpayment Plus" is a registered trademark of the Federal Home Loan Bank of Chicago.



LOCATIONS:  
ATHENS 217-636-8214  
SPRINGFIELD 217-487-7766  
PETERSBURG 217-632-5500  
NEW SALEM 217-632-2100  
WEB: [www.athensstatebank.com](http://www.athensstatebank.com)



NMLS Lender  
#462014



**HunterDouglas**



Light that invites.

Silhouette® Window Shadings diffuse the sun's rays, creating soft light that naturally illuminates your home. Save now with valuable rebates. Ask for details.

\$25 to \$100  
rebate per unit\*

ON SELECT HUNTER DOUGLAS  
WINDOW FASHIONS

April 1–June 13, 2014

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

**don smith**  
**paint co.**

We Sell Color



\*Manufacturer's mail-in rebate offer valid for purchases made 4/1/14–6/13/14 from participating dealers in the U.S. only. Rebate will be issued in the form of a prepaid reward card and mailed within 6 weeks of rebate claim receipt. Funds do not expire. Subject to applicable law, a \$2.00 monthly fee will be assessed against card balance 7 months after card issuance and each month thereafter. Additional limitations apply. Participating dealer for details and rebate form. ©2014 Hunter Douglas. All rights reserved. All trademarks used herein are the property of Hunter Douglas. SPG14ME3

## RESTAURANT REVIEW



## Tilted Kilt Pub & Eatery

By Thomas C. Pavlik, Jr.

I had two options for a restaurant review this month – Tilted Kilt Pub & Eatery and someplace else. I asked my lunch guest to decide where we should go. My guest obviously liked wings and pub food because, with stunning swiftness, he blurted out, "Tilted Kilt." So, the Kilt it was.

Titled Kilt's well-built interior manages to capture the typical image we all have of a Celtic-themed bar. There's a lot of dark wood and several dart games available for patrons. But let's be honest – the surroundings and ambiance are likely lost on most patrons thanks to the female staff's short plaid skirts and bare midriffs. There are also more than 30 televisions tuned to every sports channel imaginable. It's as if Hooters and an American sports bar mated, and the offspring watched too much *Downton Abbey*.

I arrived just after noon to find my guest already seated. I was very pleasantly greeted and shown to his table. Kudos to the bartender who noticed that nobody was attending our table and got me an iced tea.

The day we visited, Tilted Kilt was about one-fourth filled. Most, if not all,

of its patrons were male. We noticed several servers whose jobs appeared to be rotating around tables striking up conversation. In fact, one spent an appreciable period of time conversing with a solo diner. He must have been very interesting as she looked enthralled. Not that I'd know, but it felt like a gentleman's club without the lap dance.

Tilted Kilt's menu is a mix of traditional pub fare (Shepherd's Pie - \$10, Fish and Chips - \$10) and more contemporary food like flatbread pizzas (\$8 - \$9). Of course, there are burgers (a variety of "Big Arse" burgers priced between \$8 and \$9.50) and the typical salad and sandwich options.

We decided to start out with an order of wings (9-count - \$9). They are available boneless, traditional or grilled and come with one of six sauces that cover the full spectrum. We opted for the TK Signature Sauce which was a blend of "sweet and spicy." I'm not one for sugary sauces, but didn't find it too cloyingly sweet. They were served piping hot with extra napkins and clean wipes and were pretty good.

For entrees we opted for the Old Dublin



PHOTOS BY DAVID A. ANDERSON

Address: 4111 West Wabash Avenue,  
Springfield, Illinois  
Phone: 217-787-5458  
Website: [www.springfield.tiltedkilt.com](http://www.springfield.tiltedkilt.com)  
Hours: Sun - Thurs: 11 am - 11 pm,  
Fri - Sat: 11 am - 1 am  
Wheelchair Access: Yes  
Credit Cards: Yes

Atmosphere: ★★★★  
Service: ★★★★  
Food: ★★★  
Price: ★★★  
Suitability for Business Lunch: ★★★ (some may be offended at the objectification of women)  
OVERALL: ★★★★

Irish Stew (cooked in a Guinness beef stock and served with garlic bread - \$10) and the Inferno Burger (grilled jalapenos, pepper jack cheese and Kilt Burner mayo - \$9.50). Burgers come with an option of sweet potato fries, regular fries, chips, garlic fries, onion rings, cottage cheese, slaw or a side salad.

Surprisingly for a chain, the burger was cooked medium rare exactly as requested. It was well sized, loaded with jalapenos and served with a generous helping of regular fries. My only complaint was that the bun was not toasted.

My guest's stew was quite delicious. For an Irish stew it was packed with flavor -

this isn't what I remember eating in Dublin pubs. The garlic bread was a nice touch and the serving size was more than generous.

Tilted Kilt's pricing seemed a bit higher than its peers. Then again, you are paying for the whole spectacle.

Service was attentive and helpful. We appreciated that our server recognized we were actually having a business discussion - extraneous leaning over the table to serve and retrieve dishes was kept to a bare minimum. Or, more likely, we were just Tilted Kilt kryptonite. □

Thomas C. Pavlik is an attorney from Springfield.

## Charlie R's Steak House

Only Our Name Has Changed



- Exquisite Cuisine
- Professional Staff
- Elegant Atmosphere
- Video Gaming Now Available!
- Piano Bar – Fri & Sat Evenings

Open Tuesday - Saturday  
Dinner Starting at 4:30 p.m.  
2242 S. Sixth Street  
Springfield, Illinois  
217-522-8888



**The day has arrived** – Bella Milano brings you their avant-garde presentation of new chef created Entrees, mouthwatering, Appetizers, delectable Desserts, and irresistible selections of Small Plates and Flat Breads.

The Art of Italian perfected – can you say *fantastico*?

# Bella Milano

4525 W. Wabash, Yellowstone Center [www.bellamilanos.com](http://www.bellamilanos.com) 217.547.0011



# E.L. Pruitt Co.

Mechanical Contractors

## PERHAPS YOU HAVE SEEN SOME OF OUR WORK.

531 E. Washington  
 ABF Trucking  
 Ace Hardware  
 Administrative Office of the Ill. Courts  
**Ball Elementary School**  
 Bank of Springfield  
 Baylis Medical Building  
 Blessed Sacrament School  
 Brandt Consolidated  
 Buffalo Wild Wings  
 Capitol Building  
 Capitol Township  
 Carol Jo Vecchie  
 Carpet Weavers  
 Cathedral of the Immaculate Conception  
 Chase Bank  
 Clinton High School  
 Computer Service Company (CSC)  
 Concordia Village  
 Concordia Village - Patio Suites  
 Concordia Village - Skilled Care  
 Connor Co.  
**County Market - Sherman**  
 County Market - Springfield  
 CVS Pharmacy  
 Dana-Thomas House  
 DaVita Dialysis Center  
 Decatur Memorial Hospital  
 Dick Van Dyke Appliance World  
 dickeyJohn  
 Engrained Brewery Company  
 Farm & Home Supply  
 Furniture Row  
 Glenwood High School  
 Grant Middle School  
 Gus and Flora Kerasotes YMCA  
 H. D. Smith  
 Hampton Inn  
 Harvard Park Elementary School  
 Heritage Manor  
 Hope Church  
 Horace Mann  
 Howlett Building  
 IHOP  
**III Tomassos Italian Bistro**  
 Iles Business Park  
 Ill. Community College System  
 Ill. Municipal Electric Agency  
 Ill. Nat. Guard - Allied Trades Bldg.  
 Ill. Nat. Guard - CSMS Bldg.  
 Ill. Nat. Guard - Training Facility  
 Ill. Primary Health Care Association  
 Ill. Secretary of State  
 Ill. State Police Fire Credit Union  
 Inn at 835  
 Insurance Accounting & Systems Assoc.  
 Internal Revenue Service  
 Island Bay Yacht Club  
 iWorship  
 Jefferson Middle School



### COMMERCIAL • INDUSTRIAL • INSTITUTIONAL

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

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 design firm specializing in Design-Build and negotiated projects, including sealed drawings.

(217) 789-0966 • Fax: (217) 789-2694 • 3090 Colt Road • PO Box 3306 • Springfield, IL 62708  
 (217) 422-9590 • Fax: (217) 422-9565 • 121 South Webster • Decatur, IL 62563  
 (217) 974-5611 • Fax: (217) 974-5614 • 1302 W. Anthony Drive • Champaign, IL 61821

IL Plumbing License #058-99730 • IL Fire Sprinkler License #FSC-0028

## OP-ED



Northwestern wide receiver Tony Jones (6) runs with the ball in the fourth quarter against Minnesota at Ryan Field in Evanston on Oct. 19, 2013. Minnesota prevailed, 20-17.

## Are college athletes school employees?

By Sarah Delano Pavlik, Delano Law Offices, LLC

There is no denying that college football is big business. The clear leader is the University of Texas which, according to ESPN, made a \$77.9 million profit in 2012 and which, according to *Forbes*, is worth \$139 million. Other top value football programs according to *Forbes* include Notre Dame (\$117 million), Alabama (\$110 million), LSU (\$105 million) and Michigan (\$100 million). And these values are very low according to a report in the *Indianapolis Business Journal*, which reports the Texas program as being worth \$875 million.

According to CBS Sports, "Revenues derived from college athletics are greater than the aggregate revenues of the NBA and the NHL," said Marc Edelman, an associate professor at City University of New York who specializes in sports and antitrust law. He also noted that Alabama's athletic revenues last year, which totaled \$143 million, exceeded those of all 30 NHL teams and 25 of the 30 NBA teams."

So what do the universities do with all this money? Some of it goes to support all the other athletic programs which do not make any money. Some of it goes to scholarships. Some of it goes into the general fund. It depends on the university.

The one place it doesn't go (legally) is to the players. NCAA rules provide that student athletes may receive scholarships covering tuition, fees, room, board, books and supplies only. In 2011 the NCAA passed a rule allowing schools to also give athletes \$2,000 annual stipends. However, that rule was overridden by member schools later that year.

Nevertheless, there is a strong movement to compensate players more. NCAA President Mark Emmert, Pac-12 Conference Commissioner Larry Scott and Notre Dame coach Brian Kelly, among others,

have both come out in favor of giving the players stipends. According to Mr. Emmert, the amount would be between \$2,000 and \$5,000 and would be to cover costs of attending the university such as travel that are not included in the current scholarship limits.

He says it would not be paying the players. "It's been called a \$2,000 stipend, but it's really just the full cost of attendance. It is not in any way paying players to play games. But it is covering the legitimate real cost of being a student athlete. We want to do that, and we have the flexibility to make that decision," he said.

Awarding stipends is complicated. Who should receive them, all athletes or just the



PHOTO BY JOHN J. KIM/CHICAGO TRIBUNE/MCT

football and basketball players? How much should they be? Should they be need-based? These are some of the questions that have delayed implementation. In addition, some universities claim they can't afford them. Many schools don't earn a fraction of what Texas and Notre Dame earn for their football programs.

While the NCAA has been debating these issues, football players at Northwestern University in Chicago have gone another route. Through the College Athletes Players Association they submitted a petition to the National Labor Relations Board. In March the NLRB ruled that the players are university employees, and, therefore, could unionize. The ruling was based in part on the amount of time the players spent on football (up to 50 hours a week), the fact that the university controlled almost all aspects of their lives, and the fact that football was not related to their academics.

Northwestern has said it will appeal the ruling to the full NLRB in Washington, D.C., but in the meantime the Northwestern players are free to take a secret ballot election to determine if they should unionize. Right now, the players are not seeking salaries but are asking for increased scholarships, coverage for sports-related medical expenses, and similar other items.

They also want to be compensated for the use of their images in video games and for jersey sales.

If the Northwestern players form a union, the university could refuse to engage in collective bargaining with them, which would put the matter into the courts. Even if the players are ultimately successful, their victory will not apply to other football programs. The NLRB ruling applies only to football players at Northwestern. It could be extended

to other private schools, but it cannot be extended to state schools which are governed by state labor laws. Ultimately, the matter could be decided by Congress because of the antitrust issues involved. U.S. Sen. Lamar Alexander of Tennessee is one lawmaker who is against player unions. "Imagine a university's basketball players striking before a Sweet Sixteen game demanding shorter practices, bigger dorm rooms, better food and no classes before 11 a.m. This is an absurd decision that will destroy intercollegiate athletics as we know it," he said.

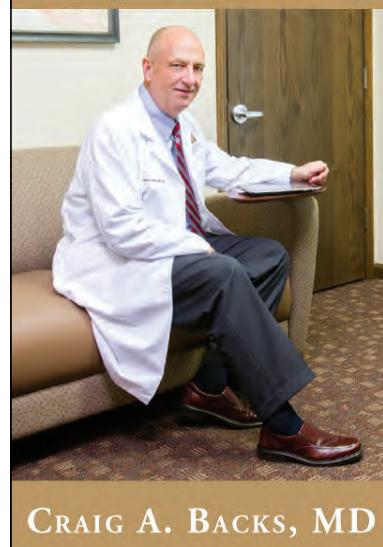
Meanwhile, player compensation is also being addressed in the courts. Ed O'Bannon, who played basketball at UCLA, has filed a federal lawsuit in California against the NCAA seeking to lift the restriction that prevents a player from selling rights to his name, image and likeness. The judge in the O'Bannon case recently ruled that case could proceed to trial in June of this year. Similarly, antitrust lawyer Jeffrey Kessler has filed a lawsuit in a federal court in New Jersey essentially asking that all restrictions on player compensation be removed.

How this all shakes out will have repercussions across college sports. Will paying football players and men's basketball players (the only profitable sports programs) violate Title IX (the federal law requiring, among other things, equal opportunities for female athletes)? Will smaller schools not be able to compete for lack of funds? Will college teams have salary caps? We can't predict what will happen in college sports, except that some sort of change seems to be inevitable. □

*Sarah Delano Pavlik is an attorney from Springfield.*

## 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@craigbacksmd.com  
www.craigbacksmd.com

## Peoples Bank & Trust

We Put People First.™



I am your bank.

*One person, one call ...  
for all of your business and ag banking needs.  
From checking to a line of credit, I do it all.  
I am your bank.*

David Stake | 866.234.0952  
Chatham Branch

WWW.BANKPBT.COM 888-PBT-1954

 FDIC  LENDER

**BUCKLEY'S PRAIRIE LANDSCAPING GARDEN CENTER**  
**217-787-5033**  
**3735 Chatham Rd.**

*Serving the Springfield area for over 130 years!*

*Let Us Help Make Your House a Home!*

### MAINTENANCE

MOWING  
MULCHING  
AERATION  
PRUNING

SPRING & FALL CLEANUPS  
FERTILIZER & WEED CONTROL  
SLIT SEEDING/DETHATCHING  
DEEP ROOT FEEDING  
INSECT & DISEASE CONTROL



**LANDSCAPE**  
Design/Build  
Brick Paver  
Retaining Walls  
Outdoor Living Spaces



### VISIT OUR GARDEN CENTER

- Trees
- Shrubs
- Bulk Hardgoods
- Hardwood Mulch
- Statuary
- House Plants
- Perennials
- Fountains
- Gravel
- Topsoil
- Delivery Available

**COUPON**  
**10% OFF**  
any regular priced merchandise  
in our Garden Center  
Expires 7-1-14

### IRRIGATION INSTALLATION & SERVICE

WWW.BUCKLEYS PRAIRIE LANDSCAPING.NET



# Your Bank of Dreams





**Greg Curl**  
Regional President



**Nancy Richards**  
VP of Commercial Lending



**Steve Fryman**  
VP of Commercial Lending



**Mark DiMarzio**  
NMLS #662506  
VP of Mortgage Lending



**First  
Bankers  
Trust  
Company**

2201 Wabash Ave., Springfield, IL

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

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

Coming in June... Special Section to Springfield Business Journal

## MANUFACTURING *Local Trends* and THE CORPORATE REVIEW 2014



**THE LISTS:**  
**LOCAL MANUFACTURERS**  
&  
**MAJOR EMPLOYERS**

SANGAMON COUNTY • MORGAN COUNTY



Springfield Business Journal will publish a special section on Manufacturing in the June issue.

Advertising deadline:  
Space reservation May 19 | Production deadline May 22

To reserve advertising space contact us today!  
**217-726-6600**  
E-mail: [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)

**Springfield business journal**

## OP-ED



# Early education boosts the Illinois economy

## New research fuels a call to strengthen childhood programs

By ReadyNation/America's Edge

Investments in early care and education for children provides an impressive and nearly immediate business boost for local communities throughout Illinois, with potential to generate thousands more jobs and more than \$1 billion in new economic activity, a group of business leaders said in April.

Every public dollar that Illinois invests in early childhood programs generates a total of \$1.94 in business activity, according to new research released by READYNATION/AMERICA'S EDGE. That "multiplier effect" outpaces even the robust boost seen in eight out of nine other major business sectors studied, such as retail trade (\$1.93), transportation (\$1.91) and manufacturing (\$1.79).

"From bolstering local sales to supporting existing jobs and creating new positions, early learning investments clearly pay off for local businesses, communities and their economies in ways that are often overlooked," said Sara Watson. Watson is the national director of READYNATION/AMERICA'S EDGE, a group of business leaders numbering 1,000 nationwide and more than 100 in Illinois, several of whom participated in the group's report.

"Our increasingly global marketplace calls on us to do everything we can to sharpen our competitive edge. Solid early learning programs represent one of our best opportunities to rise to the challenge," said B. Bradford Billings, president and CEO of the Quincy-based Blessing Health System.

"Any worthwhile construction project begins with a strong foundation. And that's what preschool and child care represent – the opportunity to help kids off to the absolute best start in life," added Tom Fitch, vice president of the Harold O'Shea Builders firm in Springfield and chairman of the Greater Springfield Chamber of Commerce.

Currently, Illinois' early learning investments are responsible for about 36,000 jobs. But READYNATION/AMERICA'S EDGE research shows that, for every 20 jobs created within the early learning field, five new jobs are generated beyond it.

With greater investments in the learning and development of disadvantaged young children who now lack such help, Illinois could add at least 19,000 more jobs – including 4,000 new positions in sectors beyond child care and preschool classrooms, the new report shows.

"As a city mayor, I care deeply about creating and sustaining jobs, as well as developing economic opportunity in my community," said Collinsville Mayor John Miller. "Ensuring that my residents' young children have good preschool and child care options is a critical piece of this puzzle."

In addition, the new report shows that extending early learning access to more disadvantaged kids could generate at least \$1.2 billion in new business activity for Illinois – dollars that would remain within the state. The READYNATION/AMERICA'S EDGE research lays out projected new spending in such business sectors as real

estate and construction, insurance and finance, and retail and wholesale trade.

Illinois' \$1.94 "multiplier" figure for early learning investments measures a near-immediate boost in business, reflecting two types of economic activity: First, the direct investment of each dollar spent on early care and education programs through such avenues as teacher and staff wages. Second, the generation of 94 cents of additional activity when these workers spend their pay on local goods and services, as well as when early learning centers purchase local goods and services.

"What's startling to me, as a business leader, is that the flip side of the 'multiplier' argument is also true," said Lisa Savegnago, president of Nameplate and Panel Technology of Carol Stream. "When policymakers cut back on early childhood investments, they actually pull money from circulation in local communities and economies."

For example, Illinois businesses are losing about \$155 million in annual sales and activity – nearly half of it outside the early learning sector – as a result of recent Early Childhood Block Grant (ECBG) cuts that have pushed 25,000 young children from preschool classrooms statewide.

The business leaders of READYNATION/AMERICA's EDGE urge state policymakers to improve Illinois' economy by strengthening investments in early learning priorities, such as restoring the most recent \$25 million cut in preschool and birth-to-3 programs supported by the ECBG. This reflects recent budget recommendations from the Illinois State Board of Education and Gov. Pat Quinn.

According to READYNATION/AMERICA's EDGE, from 2009 to 2013, state budget cuts erased nearly 570 preschool slots in Sangamon County, alone – each slot representing a youngster losing pre-kindergarten services that he or she needed to enter school prepared for success. Sangamon's 29.4 percent rate of preschool cuts outpaced the statewide figure of about 26 percent.

Altogether in Sangamon County, there are still more than 1,300 children, 3 or 4 years old, who lack early learning services from which they could benefit enormously, and which their parents cannot easily afford or access.

As legislators settle on a final state budget for FY2015, they need to prioritize protecting early care and education from further cuts, these business leaders assert.

In addition to the short-term gains reflected in the READYNATION/AMERICA's EDGE report, early learning programs provide significant long-term benefits for both children and the economy.

Years of well-documented research have demonstrated that high-quality early education programs increase kids' chances of graduating high school on time, attending college and securing good jobs. Such programs average more than \$22,000 in net economic benefits, after accounting for their costs, for each child served. Early learning investments also help to develop a stronger workforce and shrink the so-called "skills gap" between job candidates' abilities and employers' expectations.

The READYNATION/AMERICA's EDGE projections of possible future economic benefits are based on conservative estimates of the effects of increasing state investment in voluntary preschool and child care programs. □

The full report "Strengthening Illinois Businesses through Investments in Early Care and Education" is available at <http://tinyurl.com/RNAE-research>. READYNATION/AMERICA's EDGE is a national, nonprofit, nonpartisan organization of business leaders whose members work to strengthen businesses and the economy through research-proven investments in children and youth.



#### Address:

P.O. Box 398, Springfield, Ill. 62705  
1240 S. 6th, Springfield, Ill. 62703

#### Phone:

Telephone: 217-726-6600  
Fax: 217-753-2281

#### Website:

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

#### Email:

[info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)

#### Facebook:

[www.facebook.com/sbjmonthly](http://www.facebook.com/sbjmonthly)

#### Twitter:

[www.twitter.com/sbjmonthly](http://www.twitter.com/sbjmonthly)

#### Editor and Publisher

Fletcher Farrar

[fletcher@springfieldbusinessjournal.com](mailto:fletcher@springfieldbusinessjournal.com)

#### Associate Publisher

Michelle Higginbotham

[michelle@springfieldbusinessjournal.com](mailto:michelle@springfieldbusinessjournal.com)

#### Associate Editor

Scott Faingold

[scott@springfieldbusinessjournal.com](mailto:scott@springfieldbusinessjournal.com)

#### Contributors

David A. Anthony	Kelly Fifield Lane
Dr. Craig Backs	Ginny Lee
Daniel Bailey	Sarah Delano Pavlik
Roberta Codemo	Tom Pavlik
David Demuro	Teresa Paul
Kimberly Eck	William Richards
Gabe House	Heather Stanley
David A. Kelm	Eric Woods

#### Production Designer

David Hine

[ads@springfieldbusinessjournal.com](mailto:ads@springfieldbusinessjournal.com)

#### Editorial Designer

Diane Lyddon

[ads@springfieldbusinessjournal.com](mailto:ads@springfieldbusinessjournal.com)

#### Business Manager

Brenda Matheis

[brenda@springfieldbusinessjournal.com](mailto:brenda@springfieldbusinessjournal.com)

#### Administrative Assistant

Irma Wallace

[irma@springfieldbusinessjournal.com](mailto:irma@springfieldbusinessjournal.com)

#### Advertising

James Bengfort

[james@springfieldbusinessjournal.com](mailto:james@springfieldbusinessjournal.com)

Beth Parkes-Irwin

[beth@springfieldbusinessjournal.com](mailto:beth@springfieldbusinessjournal.com)

Tia Schoen

[tia@springfieldbusinessjournal.com](mailto:tia@springfieldbusinessjournal.com)

Nan Bulli

[nan@springfieldbusinessjournal.com](mailto:nan@springfieldbusinessjournal.com)

Teri Hill

[teri@springfieldbusinessjournal.com](mailto:teri@springfieldbusinessjournal.com)

SPRINGFIELD BUSINESS JOURNAL is published monthly by Central Illinois Communications, P.O. Box 5256, Springfield IL 62705. 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.

## Professional Women's Calendar of Events

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

#### The Junior League of Springfield (JLS)

The Junior League of Springfield (JLS), in partnership with US Marble and Granite, is holding its annual Kitchens in Bloom Home Tour on Sunday, May 4 from 12-4 p.m. This year the tour will feature four exclusive homes in the Panther Creek neighborhood. While the tour focuses primarily on kitchens, many of the homeowners have opened their entire homes for the event. This is JLS's largest fundraising event of the year.

Tickets may be purchased for \$15 or day of tour for \$20. Please call JLS at 544-5557 or visit [www.jlsil.org](http://www.jlsil.org) to purchase tickets or for more information. Contact Melissa Skinner-Liberman at (217) 415-8601 or the JLS office at 217-544-5557 or [www.jlsil.org](http://www.jlsil.org).

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

WE-CI: Women Entrepreneurs of Central Illinois, will hold its monthly meeting on Wednesday, May 14th, from 5:30 pm to 7:30 pm at The Yellow Rose Banquet and Conference Center; 7075 Old Decatur Road, Dawson, Ill 62561 (near Riverton). Program: Topic: Sue Shaw; My Story. Starting any new business is a major project. Starting a business facing adversity is a triumph. Come hear Sue's inspiring story.

The costs for the meeting are \$22 for members, \$25 for guests, and \$30 for walk-ins. Reservations are non-refundable. Additional information is available by contacting Cherrill Lewis [reservations@we-ci.org](mailto:reservations@we-ci.org) or at 217-622-0189. Please make your reservations online at website [www.we-ci.org](http://www.we-ci.org) by May 9. Our website now takes payments by credit card.

#### Illinois Women in Leadership (IWIL)

Illinois Women in Leadership (IWIL) will hold its monthly luncheon from 11:30 a.m. -1:00 p.m. on Wednesday, May 21 at the Sangamo Club. Michelle Higginbotham, associate publisher of Springfield Business Journal, will be our guest speaker. She will share her insights into the success of a small, locally owned publication and the strategy for coverage of the Springfield Business community.

This meeting is also our annual scholarship luncheon where we present our annual scholarship to a college student in the communications/journalism field. Guests and potential new members are welcome to attend. The cost for members is \$18. Non-members and walk-ins are \$23. Reservations are available at [www.iwil.biz](http://www.iwil.biz) or by mailing payment to IWIL, P.O. Box 5612 Springfield, IL 62705-5612.

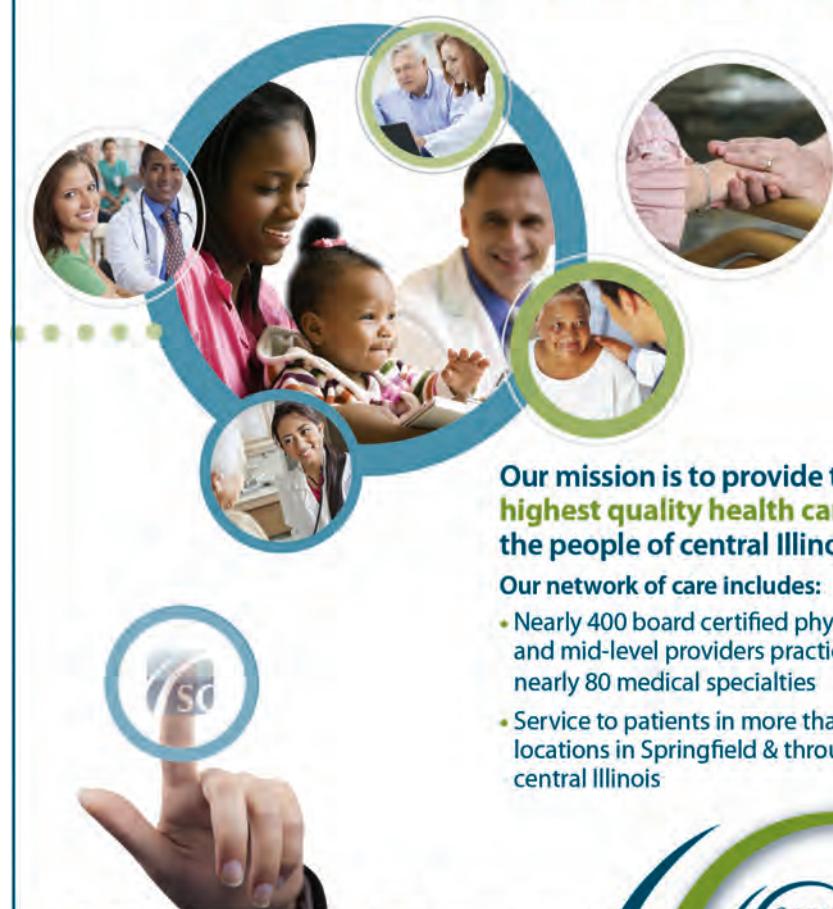


To have your event added to the Women's Calendar of Events, Please fax your information to (217) 753-2281 or e-mail to [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)



FDIC

## Connect with SPRINGFIELD CLINIC ... your circle of care



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

Our network of care includes:

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



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

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

  
**BENJAMIN F. EDWARDS & Co.**  
 INVESTMENTS for GENERATIONS

**David L. Brumme**  
 Financial Consultant  
 Vice President - Investments  
 Member SIPC

3400 Hedley Road  
 Springfield, IL 62711  
 Telephone 217-726-5862  
 Toll Free 877-303-9981  
 david.brumme@benjaminfedwards.com

Private room for corporate meetings.  
 Beautiful ambiance, full bar included,  
 excellent menu choices.

  
**Osaka**  
 STEAK HOUSE • SUSHI BAR • THAI

Please call  
 Tony at  
**726-8037**  
 for details  
 Lunch from \$7.95

1665 Wabash Avenue (Two Restaurants, One Location)  
[www.osakaspringfield.com](http://www.osakaspringfield.com)

 Dimensional Growth  
*Creating People. Improving Business.*

Leadership Training, Business Consulting & Coaching

**Joe Radloff**  
 President  
 P: 217-691-4447  
 F: 217-697-8436  
 joer@dimensionalgrowth.com  
[www.dimensionalgrowth.com](http://www.dimensionalgrowth.com)

Dimensional Growth, LLC  
 P.O. Box 587  
 Chatham, IL 62629

residential & commercial cleaning

# Steam Shine

WE'LL GIVE YOUR BUSINESS THE RED CARPET TREATMENT

Call us today for a cleaner, healthier office environment

**789-2589**



  
**TREMCO**  
 ROOFING & BUILDING MAINTENANCE

Dan Janssen  
 Commercial Low Slope  
 Roofing Products and Services  
 217-306-5610 • djanssen@tremcoinc.com  
[www.tremcoroofing.com](http://www.tremcoroofing.com)  
 Part of the RPM Building Solutions Group

HEATING & AIR COND.  
 PLUMBING, ELECTRICAL  
 & HOME IMPROVEMENTS  
 APPLIANCE SERVICE  
 BACK FLOW PREVENTION TEST & SERVICE

**THOMAS E. STREDER, JR.**  
 PL. LIC. #058119116  
 CCCDI # XC 1955

*Streder Family  
 Plumbing & Heating*  
 10% DISCOUNT ON LABOR FOR SENIORS

P.O. Box 2913  
 SPRINGFIELD, IL 62708  
**217-525-0924**

  
**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

  
**Springfield business journal**

**Subscribe to  
 Springfield  
 Business Journal  
 for only  
 \$35 a year**

Call 726-6600 to get started  
 Subscribe online  
[www.springfieldbusinessjournal.com](http://www.springfieldbusinessjournal.com)

Smart pre-printed shirts with style  
 HISTORICAL • FUNNY • ACADEMIC • ILLINOIS • PIRATE • SPRINGFIELD  
 Custom screen printing - Call for ideas or a quote on your next project!  
 Special pricing for corporate, fund-raising events and schools.\*

**www.LuvThatTee.com**  
 Connor Homann Ron Homann  
 217-816-5136 217-801-4498  
 Stop by 209 S 6th St, downtown or email: admin@LuvThatTee.com  
 Read our blog: [www.what-the-shirt.blogspot.com](http://www.what-the-shirt.blogspot.com)



  
**Leslie J. Fyans Jr., M.A., Ph.D.**  
 Clinical Psychologist  
 3001 Spring Mill Drive  
 Springfield, IL 62704  
 793-8900

**JIM WATTS ELECTRIC**

Jim Watts  
 Cell: 217-652-9950  
 Office: 217-528-4959  
 Wattselectric1@yahoo.com  
 Licensed-Bonded-Insured

  
 PUTTING  
 THE GREAT  
 IN THE  
 GREAT OUTDOORS.  
**DESIGNER LANDSCAPES**  
 4110 MORRISONVILLE AVE • FARMERSVILLE  
 217.227.3256 • DESIGNER-LANDSCAPES.COM

**The Barkmeier Group, Inc.**

**Jerald T. Barkmeier, J.D., CFP®**  
 Certified Financial Planner™ Professional

Two Lawrence Square Phone: (217) 492-1040  
 Suite 2B Fax: (217) 522-6806  
 Springfield, IL 62704 Email: jbarkmeier@barkmeiergroup.com



"You'll like us... . . if you can find us"  
**RECYCLED INC. RECORDS**  
 625 East Adams Gary Kessler  
 Springfield, IL 62701 Mark Kessler  
 (217) 522-5122  
 Fax 525-2917  
[www.recycledrecords.com](http://www.recycledrecords.com) • e-mail usedcdlp@recycledrecords.com

**WANTED To Buy**  
 ANTIQUES • JEWELRY • FURNITURE • TOYS • RECORDS • TAPES • CD's  
 POTTERY • COLLECTABLES • ONE PIECE OR ENTIRE ESTATE

**Make every advertising dollar count!**  
 Get the exposure your business needs at a fraction of the cost.

**YOUR BUSINESS CARD HERE  
 \$59.95 / Month**  
 (12 Mo. Commitment required for listed rate)

For more information, contact:  
**Springfield business journal**

1240 S. 6th St. • Springfield, IL 62703  
 Telephone 217-726-6600 • Fax 217-753-2281  
 Email info@springfieldbusinessjournal.com

# COMCAST BUSINESS

## BUILT FOR BUSINESS



Almost everything your business does is done on the Internet. Payroll. Cloud applications. Videoconferencing. Credit card transactions. And tomorrow you'll do even more. Comcast Business is built to do those things better. It's business-grade Internet, up to five times faster than DSL. With local support and better phone than the phone company. Your business depends on Internet. Choose Internet your business can depend on.

COMCAST  
BUSINESS  
**B4B**  
BUILT FOR BUSINESS™

COMCASTBUSINESS.COM  
**800-501-6000**

Restrictions apply. Not available in all areas. Speed comparison between Comcast 100Mbps service and 20Mbps DSL (downloads only). Actual speeds vary and are not guaranteed. Call for details. Comcast © 2014. All rights reserved.

# UCB's Influential Women

## Sangamon County



**Michelle Bearden**  
Internal Audit Director



**Movita Campbell**  
Sr. VP



**Nan Carlen**  
BSA & Security Officer/  
Director of Data



**Carylon Damm**  
VP - E Banking Services



**Sarah Dellert**  
VP - Retail



**Stephanie Hoover**  
VP - Retail



**Angela Jurgena**  
VP - Retail



**Amber King**  
VP/Director of Operations



**Janelle Kirby**  
Chief Compliance Officer



**Candy Lovelace**  
VP - Lending  
NMLS 673087



**Mary Midiri**  
VP - Human Resources



**Marsha Narmont**  
Sr. VP - PR/Marketing



**Tina Prose**  
VP - Retail



**Sarah Robinson**  
Sr. Trust Officer



**Diane Rutledge**  
Member - Board  
of Directors



**Mary T. Sexton**  
Sr. VP - BancMac



**Tami Tanner**  
VP - Executive Assistant



**Stephanie Washko**  
VP - BancMac



**Cyndy West**  
Sr. VP - Lending  
NMLS 673103



UNITED COMMUNITY BANK  
*The Leader of Community Banking*

**UCBbank.com**



**UCB:** Auburn Bunker Hill Bushnell Carlinville Chatham Colchester Divernon Gillespie Greenfield Loami Macomb  
Palmyra, MO Pawnee Pittsfield Quincy Roodhouse Springfield Winchester | **UCB Mercantile:** Quincy  
**UCB Marine:** Augusta Carthage Hamilton | **UCB BCSB:** Golden Mt. Sterling