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PHOTO BY TERRY FARMER

Meet Todd Miller

Owner of the Springfield Sliders baseball team

By Shannon O'Brien

It seems Todd Miller doesn't do things in half measures.

The 27-year-old is the new owner of the Springfield Sliders and he has plans for the biggest firework displays, the best food and, ideally, winning the championship.

"Why do it if you're not going to be the best?" he asks.

He wants to make Springfield Sliders baseball games a destination spot for anyone looking for a fun time during the summer but he wants to offer the community more than that. "I want to increase attendance here," he says. "I want to do concerts here. We've only done 30 baseball events here before [in a season]. I'd like to have 35 events total here. Next year, I'd like to have 50. The following year, I think we should be in triple digits." Miller brings with him a background in staging live entertainment. Prior to becoming the owner and general manager of the Sliders, he managed Township Auditorium, a performing arts facility in Columbia, South Carolina that seats 3,200 people. Before that, he worked for Feld Entertainment, where he handled the promotion, pricing and details of a number of live touring shows including Disney on Ice, Barnum and Bailey Circus, and Frozen.

"I really loved it," he says. "For me, it was all about seeing that kid's face. As soon as Mickey came out, and every kid's face lights up, then all my work was worth it."

Miller believes his expertise in presenting live entertainment will help him create a superb experience for

the Springfield community. For opening day on May 27, he wants to present the largest fireworks display in Sliders history. He had the perimeter of the park measured to ensure greatest fireworks it falls within the permitted

mean the ticket prices will double in cost, Miller wants you to know they will not. "I'm not raising prices on anything," he says.

He acknowledges that increasing the quality without raising prices will cut into his bottom line but he says he is in it for the

long-term. He wants to keep people returning and to get more people coming out, and he believes the way to do this is to offer a great product at a good price. Absorbing the initial financial differences will pay off over time, he says.

Then there's the baseball.

I want a record over .500 and I want to be competitive."

Miller says community support has been great, and he has already been visited by Sliders fans who want to know if they can still get their reserved seats for the season. The team doesn't offer season tickets, but Miller told them if they bought 30 general admission tickets he would laminate a sign with their names and place it on their seats.

He has a few self-imposed benchmarks to measure his success during this first summer. "If we could get one sold-out baseball game this year, then I did okay," he says. He would also like to break the attendance record on opening day by having over 4,000 attendees. The stadium has never hosted more than 3,800 people, even though it seats 6,000.

radius for shooting the size of fireworks he is planning.

Miller is also rethinking the food options at the concession stands. "We've got to pop fresh popcorn here; we need the scent," he explains. "We sold frozen pizza. No, we

gotta bring in fresh pizza from a pizza place. We don't want frozen anything. I'm doing all fresh products, all high-quality food."

He also intends to repaint the outside of the facility, expand the party deck and extend the kids' play area.

If you think all these improvements

display you've

"I'm already

promising the

ever seen and

I will 100

percent deliver."

Though Miller has less control over that, he certainly has ideas about how the game should be played. He and the coach chat every week. "I'm very involved, but as far as him wanting to select players that fit his style

of play, only he knows his coaching style, so I give him my recommendations. I'm letting him do his thing, and I want to see how the product translates on the field."

Though winning the championship is a goal, he is also realistic. "I want to make the post-season," he says. "But if nothing else,

For Miller, it's just a matter of time before the community sees what he can offer.

"After opening night, everybody is going to understand," he says. "I'm already promising the greatest fireworks display you've ever seen and I will 100 percent deliver." 🗖

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

Clocktower complex is a stronghold of beauty and health

By Rhonda Buckhold

Just off Clocktower Drive between Durkin and Monroe stands 901 Studio Salons, a pink brick building with tall fluted columns and grand stairs. 901 is the face of a unique concept enabling small business ownership through a combination of shared resources, partnership and mentoring.

Lisa LaRue, a color specialist who also offers permanent makeup and other services, is the owner and operator of Salon LaRue, located in 901's suite A. LaRue has made a success of what she calls "a true legalized booth rental." She explains that this system "allows experienced salon professionals to own a business without having a huge out-of-pocket startup cost, or the costs of owning a building and maintaining it, or having no choice but to work for someone else." The process was not without challenges. "I almost went bankrupt in the first year. I had to convince people of the benefits," she says.

There are currently 24 salons renting individual suites at 901. The suites vary in size and can be personalized according to the needs of each proprietor. Electric and water utilities are included in the price of rental. There are two suites currently unoccupied, with two more debuting new businesses soon. Potential tenants are vetted by the current tenants as the desire is to offer the space to experienced, careerminded professionals.

Visitors who continue past the store front at 901 into the larger parking area will find another immaculate entrance at 907 Clocktower, home to the Heartland Healing Arts Center in suite B.

The HHAC has a very tranquil quality and is home to four impressively credentialed and extensively trained professional women who operate individual practices while pooling their resources. Dr. Ann Bova, owner and operator of Heartland Naprapathic Center, Ltd, demonstrates great success in treating patients. "Naprapathy heals people, we treat them so that they don't have to rely on pain medicines. Usually just a few visits, and we never see them again. We are in the business of healing, not just treating symptoms." Conditions often helped

by Naprapathic treatment include back. neck and joint pain, stiffness and spasms, range-of-motion restriction, headaches, migraines, fibromyalgia, sciatica, carpal tunnel syndrome, planter fasciitis, tingling, numbness and radiating pain.

Two licensed psychotherapists partner with Bova at 907. Carley Mattimore, MS, LCPC, is a healing touch practitioner. She describes healing touch as "complementary care for traditional medicine and talk therapy." She also provides wellness, recovery and spiritual retreats.

Kristal Perry-Gutierrez, MA. LCPC, has 20 years of experience and additional certifications in eye movement desensitization and yoga teaching as well as having completed two years of training in somatic experiencing. "SE is a wellestablished treatment for trauma, PTSD, and anxiety." She practices Theraplay™, which she describes as "a very specialized treatment for children. While many therapies are geared toward behavioral health, few therapists in the Springfield area are experienced and trained to treat complex trauma and attachment disorders in children. I offer comprehensive treatment based on current research." Perry-Gutierrez is a provider for Blue Cross/Blue Shield and will assist with reimbursable insurance carriers.

Jenn Sorrell-Wikoff is a licensed massage therapist, and as the newest partner in the Heartland Healing Arts Center, is very enthusiastic. "We have weekly meetings amongst the partners to discuss our future plans or any concerns we can help each other with. A regular topic is how to overcome the perception that these types of services are only for the wealthy," she says. "Often, this is like preventative maintenance. It is more cost-effective when considering the amount of money spent on pain medication, copayments for surgeries and other traditional treatments, which also tend to have followup side effects."

Rounding out the Heartland Healing partnership are two women with very specific skill sets. Cherry Miller is an interior design artist credited with some of



Mallory Drabing is just one of the many business owners within the 901-907 Clocktower building.

the decorative elements of the Heartland Healing Arts Center. She specializes in redecorating and designing creative spaces that function well, including the process of de-cluttering. "I like doing this for my clients without bankrupting their pocketbooks," she says. Keeping pace with all these very busy businesswomen is Donna Steinberg, who acts as greeter, receptionist, office manager and marketing creator, among other duties. She has been working with Dr. Bova for over four years and her excitement about the Heartland Healing Arts Center is contagious.

Across the hall at 907 is Girls On The Run, which operates with a very small staff and most activities taking place out in the community, rather than in the office. GOTR is a nationwide nonprofit after-school program for girls from third to fifth grades which focuses on life skills tied into and reinforced by physical fitness (every session ends with a 5k run). The program partners with local schools and organizations which provide

space, teachers and volunteers. Jennifer Sublett, the executive director of the central Illinois chapter, graduated from Springfield High School and later Illinois College. "Springfield is my hometown," she says with a large smile. "Having depth of relationship with the community helps with a nonprofit's success - knowing who to partner with. Finding volunteers and fundraising are easier when you've been here and know the people and places." Memorial Health System is the presenting sponsor of the spring 5k, which is scheduled for May 14 at Lincoln Land Community College. The most important thing happening right now in the office, according to Sublett, is that "we need volunteers and spectators to come on the day of the run. It is a huge event."

To inquire about available suites, call Lisa at 217-638-3800. 🗖

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



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Get your kicks

Plans are in place for a new Route 66 museum

By Roberta Codemo

The historic Mahan filling station has a new temporary home – the east side of Fulgenzi's Pizza & Pasta at the intersection of Sangamon Avenue and Peoria Road. Jeff Fulgenzi purchased the station at auction in 2015; future plans include restoring the building to its former glory and opening a museum in the space.

"People were overwhelmed with joy that I helped save the station," said Fulgenzi, who added that the other bidders had planned to move the station out of the country or off of Route 66.

He is raising funds to restore the station. "It deserves to be on display," he said. Fulgenzi estimates the station is one of the oldest gas stations in Illinois and along the Route 66 corridor – if not the oldest – possibly dating back to before the 1920s. The late Bill Shea, Sr. purchased the station from John Mahan of Middletown and added it to his collection at the former Shea's Route 66 Museum.

"Mr. Shea was an international treasure," said Fulgenzi. He tells the story of how Bill Shea, Jr. came up to him after the auction and hugged him and told him he was glad the station would stay in Springfield and on the Route 66 corridor.

"For years, people have come from all over the world to visit and tour Route 66," said Fulgenzi. The Chicago-to-Los Angeles route was assigned the numerical designation 66 in 1926 and became one of the country's primary east-west arteries.

"During this era, the open road was the way people discovered America," said Fulgenzi. Springfield was listed in the *Negro Motorist Green Book* as a place where African-Americans could stay and At auction, pieces of Shea's collection were sold to collectors around the world. Fulgenzi recognizes that individuals who purchased the items want to keep them, but at the same time he believes they would want people to be able to enjoy them.

He has established a nonprofit and is raising funds to rebuild the collection, but he needs the public's help to make that happen. He is seeking grants, donations and other funds.

"Springfield has everything needed to be a world-class destination," said Fulgenzi, who is working with the city and tourism officials to develop a long-term plan for the gas station.

According to an economic impact study conducted by Rutgers University, tourism along Route 66 creates 2,400 jobs annually and contributes \$137 million annually to the economy.

"We do Lincoln well," said Fulgenzi. "But we have so much more to offer."

He would like to create a tourism center to promote other attractions that the city and surrounding area have to offer. The World Monument Fund reported in their Route 66 study, "The Road Ahead," that 75 percent of museum visitors were likely to visit other museums in the area, according to Fulgenzi.

He also noted that Springfield currently has multiple regional museums that are understaffed, underfunded and often aren't open to the public. He would like to bring them together under one roof so the public can view the artifacts. This would create the potential to generate additional overnight stays for visitors.

"I have lofty goals," said Fulgenzi. "This



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"I grew up within view of the corridor at my parents' restaurant," said Fulgenzi, who wants to promote the corridor's rich history. "My parents recognize the importance of what I hope to accomplish."

His family has a long connection with the corridor. The restaurant property was the former site of two Route 66 motels and a car painting business. In 1979, his family opened the restaurant as a Custard Castle. Fulgenzi's grandfather owned a tavern on Route 66.

"There are so many unique stories that Route 66 has to offer," said Fulgenzi. is my latest new and exciting venture."

There is time to plan. The centennial of Route 66, which was originally designed as a national scenic byway, isn't until 2026. Fulgenzi is looking forward to the road ahead. He's seen bits of history die off up and down the corridor. "The younger generation isn't carrying on the tradition," said Fulgenzi. "They don't see the value yet. We need to tell our regional story."

> Roberta Codemo is a full-time freelance writer. She can be reached at rcodemo@hotmail.com.

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PERSONALITY PROFILE

Spinning up a storm

By Eric Woods

Troy Armstrong grew up in a small town of roughly 1,000 people, which he describes as a rural farming experience. From 1992 until 2010 he lived in Jacksonville, so it wasn't until he relocated to St. Louis for a couple years that he was truly introduced to a place that felt like a city. In the fall of 2012, Armstrong made his way to Springfield, and he has come to enjoy the atmosphere of the city. "It is a little big town. You always run into people you know, and it was not like that in St. Louis," he said. He would like to see enhancements to the infrastructure of roads and bridges in the city, while acknowledging that this is more of a state issue.

Although he always wanted to be a weatherman on television, Armstrong jumped right into the radio business at age 17. He earned his first regular spot when he was 18 working at the small station in his hometown. "I was the DJ, I would read the news, announce and broadcast the high school football games," he said. Armstrong considers himself lucky to have had so many good radio jobs over the years. In 1990, he began another venture by serving as a disc jockey at a wedding for the first time. For 10 years after that, he remained focused on his radio career before starting the Troy Armstrong DJ Company in 2000. "I felt like I could do a good job and provide a service for the people of the Jacksonville area."

After moving to Springfield, Armstrong continued with his DJ business and has been very busy recently. In 2015, Armstrong saw more work than ever before. "I had 79 total events, including 29 wedding receptions and 17 ceremonies," he said. Previously, his busiest year was 2014 when he had 25 receptions and 6 ceremonies. Armstrong admits there is not a lot of down time, with autumn bringing increasing business and December booking up with holiday parties. "Early January is when the bookings really pick up. I had 55 brides call me this past January."

Armstrong can see himself doing radio and DJ work for as long as his body will allow. "I want to stay healthy in order to keep doing what I am doing. I feel young and do not see myself slowing down soon," he said. Although the industry's customer base hasn't changed in 30 years, technology has evolved, and Armstrong has adjusted. "Everything now is digital, but the way I go about the job is the same as it was 20 to 30 years ago."

Armstrong has a number of tips for aspiring disc jockeys. For starters, the ability to be comfortable around people is crucial. "You have got to have the gift of gab," he said. "What I learned was to have everything I needed before I put myself out there, and that includes reliable equipment and all types of music. I did not want to fail just because I was not prepared." Armstrong also maintains that having Saturdays off is a thing of the past once you become a DJ. His biggest tip for wannabe radio DJs is this: when coming out of a song, do not make a joke about it, because someone in the audience loved that music.

Armstrong recently attended a DJ convention in Las Vegas and returned with a new direction and a desire to improve and push himself to do even better. He has no plans of slowing down. "My passion is radio, and I love being a DJ," said Armstrong. "The present is fantastic, and the future is bright. The company has never been in a better spot." 🗖

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



PHOTO BY MARANDA POTTERF

Troy Armstrong

Title:	Owner, Troy Armstrong DJ Company
Education:	Radio Broadcasting degree from the American Institute of Commerce
Telephone:	503-8137
Facebook:	Troy Armstrong DJ Company
Favorites -	
Movies:	Major League and Field of Dreams

Sports team: St. Louis Cardinals Def Leppard Band:

Tidbits -

Father is a published author Would like to become a TV weatherman Played basketball competitively until age 42

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Serving up the scoop on Illinois government

By Eric Woods

Amanda Vinicky has been all over Illinois, starting in the Chicago area before making her way to Champaign for her undergraduate studies and eventually landing in Springfield. Having been here now for several years, Vinicky has grown to love how people are invested in and care about government and public policies. She lives downtown, so she is able to walk to her office at the Capitol. "I love that we have some neat, community-driven festivals," she said. Vinicky would like to see more activity in the downtown area at night and on Sundays. "I want to see downtown bustling. We need to support local businesses and make downtown a thriving community center." Outside of her job, Vinicky belongs to the Springfield Roadrunners Club and the Illinois Broadcasting Association.

For as long as she can remember, Vinicky has wanted to be a journalist. "I remember having a pretend microphone and sticking it in people's faces," she said. Beginning in middle school, she served on the student council, which she credits for helping her get to where she is at today. She began working in high school, both in retail and as a lifeguard. Although she enjoyed the lifeguard position, she was not one for retail sales.

Vinicky has spent the last 10 years at WUIS and Illinois Public Radio. "My job is following the Illinois legislature and state politics in the most minute and macro levels. Anything state politicians do or try to do, I follow and share the stories with the public radio listeners," she said. Vinicky's stories are made available to all Illinois public radio stations. On Friday and Saturday, she can be heard on 91.9 FM where she serves as a panelist on the show "State Week" featuring journalists discussing Illinois government over the previous week.

Journalists and those wanting to get into the industry should always stay curious, according to Vinicky. "Make sure to read the newspaper and listen to public radio. Do not just go by what pops up in your social media," she said. She learned early in her career to throw away the rulebook, especially when covering government, as plans can and sometimes do go off in a different direction than originally planned. "Look for the motivation as to why political figures do what they do." Vinicky has been extremely busy of late, and she is very excited and thankful for what she gets to do. "I enjoy being able to get paid to ask questions and get answers and then talk about it," she said. "I get to travel around Illinois. It is like a mix of being a tourist with being a student and a teacher all at once."

As a journalist, Vinicky looks to the future and wonders about a number of state and national issues. "I would love to know how this election cycle will pan out and when Illinois will get a budget," she said. "How will climate change play out and will we find a cure for cancer? Will we ever come together?" Vinicky does not like to plan far ahead, preferring to take adventures and seize opportunities as they come up. It is a very busy time for state politics, and Vinicky will be covering the Democratic and Republican national conventions.

"I cannot ever imagine retiring. I enjoy being a journalist and coming to work. I may cut back so I can travel some more, but I will not actually retire."

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



PHOTO BY KARI BEDFORD

Amanda Vinicky

Title:	Statehouse Bureau Chief, WUIS
Education:	M.A. in public affairs reporting from University of Illinois Springfield
Favorites –	Traveling

Hobby:	Traveling
Movie:	Newsies
Sports team:	Chicago White Sox

Tidbits -

Teaches Zumba at YMCA Collects mustards and hot sauces Wants to travel to Africa and India

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BUSINESS PROFILE



Café Moxo Too is now open on the fourth floor of Springfield Clinic on S. Sixth Street.

PHOTO BY MARANDA POTTERF

Café Moxo expands into Springfield Clinic

By Colin Patrick Brady

Café Moxo (411 E. Adams) has been a staple among downtown Springfield eateries since 2007. Beginning last month, owner and operator Mark Forinash opened Café Moxo Too on the fourth floor of Springfield Clinic's main campus at 1025 S. Sixth St. "I do love our downtown location," says Forinash, "but I wanted to expand and the opportunity arose to do so."

Forinash, originally from the St. Louis area, moved to Springfield with his wife, Shawna (a Springfield native), in 2007 and opened the original Moxo in April of that year.

The choice for a secondary Moxo location was clear to Forinash. "I chose Springfield Clinic because they are the number one employer in Sangamon County, with the population of state employees a close second." Forinash says, "Springfield Clinic has a reputation for being a leader, and I wanted to create an atmosphere where patients, their families and others could enjoy quality service and atmosphere as well as an opportunity to have options for food and drink." Café Moxo Too resides in the space formerly occupied by Tea Thyme.

When asked about the origins of the name "Café Moxo," Forinash laughs, explaining that it is portmanteau of two of his former beloved dogs' names. "One dog's name was Rambo, and the other was called Moxyn – from a mishmash of those two names came Café Moxo. Our dogs are no longer with us, but their names live on in our businesses."

As for the fare offered at both Moxo locations, Forinash says that he has chosen to go with a fast, casual concept. "You might compare us to a Panera or a McAllister's but with a much more original flair to our menu options," he explains. "We are ready to deliver quality and speed." Together, the two Moxo locations have more than 20 employees with 16 downtown and five in the new space. "My focus has always been on service, atmosphere and quality – not a lot of advertising and not in your face about it – just trying to get you back and retain you as a satisfied customer," Forinash says. patients cannot easily go to our downtown location to eat. Plus, I wanted to create a space where people could be comfortable and eat in an environment that might help them forget that they are in a hospital, at least for the length of their meal," says Forinash. "Springfield Clinic could have gone with anybody and we are humbled that they chose us."

There is no such thing as a typical day for Forinash at either Café Moxo location. "I have found myself involved in more administrative duties lately, though if needed, I can be found operating the cash register or performing kitchen work." He says his official title is "owner," with managers present at each establishment as well as support staff.

"We are extremely fortunate to be supported by the community as well as our staff," Forinash says. "About 60 percent of our employees will be hitting the five-year mark for this year and it is only our ninth year of having been open as a business. If you take care of your employees they will transfer that onto the customers, and their cheery dispositions show it."

Forinash says that online review sites like TripAdvisor have given Café Moxo overwhelmingly positive reviews. "The reviews helped make the decision to open a new locale," Forinash says, going on to point out that Moxo has been listed as either the number one or two restaurant out of around 372 listed on the site over the course of the past five years.

Forinash was bitten by the restaurateur



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"Springfield Clinic employees and

bug early in life. "When I was four years old I knew I either wanted to be a truck driver – because they eat out all the time – or else have my own restaurant."

Despite his life-long love for the restaurant business, Forinash says his work does not define him. "Family and being a genuine person are more important to me." Hours for Café Moxo (downtown) are 6:30 a.m. to 3 p.m. Mon-Sat. Hours for Café Moxo Too (Springfield Clinic) are 6:30 a.m. to 3 p.m. Mon-Fri. □

Colin Patrick Brady is a freelance writer from Decatur.

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COMMUNITY





Red Cross honors community heroes

By Catherine O'Connor

Honoring those who are serving the Springfield community in a multitude of ways will be the focus of the upcoming American Red Cross Serving South Central Illinois "Heroes of the Heartland" event on July 14, at the Crowne Plaza in Springfield.

Partners including WICS News Channel 20, Terry Farmer Photography and floral designer Terry Castleman, along with local businesses and individual sponsors from throughout the community, have pledged generous support for the event.

As in years past, the event will include a gourmet dinner and silent auction to support American Red Cross services and programs.

"It's a wonderful evening dedicated to honoring those who are improving quality of life in Springfield through community redevelopment, lifesaving acts and outreach," said Red Cross major gifts officer Catie Franks.

Last year's honorees included individuals and groups with unique talents and skills which they have shared selflessly with the greater Springfield community including Tom Wilson, who retired after 37 years of service to the New Berlin-Island Grove Fire Department, including 27 years as chief; Springfield Business Journal associate publisher Michelle Higginbotham, whose passion for neighborhood and economic development has focused her attention on the Enos Park Neighborhood Improvement Association and community building; Ben Whitlock, a Boy Scout and student athlete who made one woman forever grateful for his lifesaving assistance; Brian Churchill and Robert Gonterman, lifesavers who administered CPR and an AED in an emergency situation; and Inter-Veterans **Burial Detail,** a group of more than 36 volunteers which has provided solemn and meaningful funeral services for any honorably discharged Sangamon County veteran for over 20 years.

The mission of the American Red Cross has evolved since its founding in the early 20th century in a way that mirrors the history of America. Globally, the Red Cross supports U.S. military members and their families, provides 40 percent of the nation's blood supply, teaches skills to save lives and provides international humanitarian aid.

Keeping pace with the future, the ARC has developed virtual mobile emergency tools and preparedness information for everyday first aid, scheduling blood donations, pet first aid and an application to help families locate and connect with their loved ones when disaster strikes.

The American Red Cross is a nonprofit organization which depends on donations to support services that involve more than just responding to disasters with shelters, food, supplies and emotional support. Every time a house fire or other emergency displaces people from their homes, the Red Cross works with local emergency agencies to offer immediate necessities in communities throughout Sangamon County and the south central Illinois region.

The Red Cross is still seeking nominations of those who should be honored as heroes in 2016. If you know someone whose exemplary actions should be recognized, nomination forms and information can be found at: www.redcross.org/csil. Registration now open for summer classes. See the summer class list at www.llcc.edu Summer term: June 6-July 28



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"We are really grateful for the heroic actions of these individuals whose stories inspire all of us," said Bryan Soady, executive director of the Red Cross. Businesses and individuals can support this event with table sponsorships or donations for the silent auction.

Tickets for the Heroes of the Heartland Dinner are \$100 per person and are available online at http://rdcrss. org/1U3bRL3.

For information on sponsorship packages, please contact Catie.Franks@redcross.org or call 217-787-7602 ext. 239. □

Catherine O'Connor can be reached at catherineoconnor@gmail.com. because if you can dream it, we want to help make it happen.

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EMILY BECKER KATHY GERMERAAD JENNIFER GILL MARYAM MOSTOUFI SISTER KATHERINE O'CONNOR GEORGIA WINSON

Photos by Terry Farmer Profiles by Roberta Codemo





EMILY Becker

SNAPSHOT

Family:	Single
ROLE:	Sangamo Club general manager
MOTTO:	"Start with a yes."
INTERESTING	
TIDBIT:	I've never dyed my hair.

"I went through childhood sitting in the front row with my hand in the air," said Springfield native Emily Becker. "I was always volunteering." She categorizes herself as a doer and, according to her family, suffers from the "fear-of-missingout syndrome." It's always been her natural inclination to be involved.

When she was growing up, her parents had clear expectations. "I was expected to do well in school and be nice to people," she said.

"My father was always passionate about everything he did," she continued. "I try to emulate that." The numerous organizations she has been involved with include Illinois Women in Leadership, United Way, Sacred Heart-Griffin High School, Friends of St. John's Hospital and Downtown Springfield, Inc. help propel the city forward.

Among her proudest accomplishments are co-chairing the United Way's campaign to reduce the trend in declining campaign gifts and serving on the Illinois Women in Leadership board. "It's a great professional development organization," she said, adding that IWIL has experienced tremendous growth and now has more than 200 members.

She is grateful for the opportunities she has had in life and credits her experiences at Sacred Heart-Griffin High School for preparing her for collegiate success. "It helped me in the long term."

Cardiovascular Consultants.

As she puts it, "life happens." David Radwine, former general manager of the Sangamo Club, offered her his position before he retired. After "laughing my head off," she decided not to pass up the opportunity and took over as general manager in 2015. "It was an opportunity to lead an organization."

The Sangamo Club is male-dominated, as are many private clubs. She said members are surprised to see a woman in her position, which both disappoints and empowers her.

The greatest piece of advice she ever received came from Marita Zuraitis, president and CEO of Horace Mann, who told her: "Forget you're a woman, but don't try to be a man." In other words, be authentic and don't let your womanhood define you. She brings a sense of enthusiasm to everything she does. "It may sound overly clichéd, but I call myself a cheerleader," she said She believes in leading through encouragement and helping others realize their full potential. "People are capable of more than they think they are."

Her staff knows that she is there for them. "I tell them, I care about you, let me help you," she said. "We can work through this together."

She loves stories of redemption and resilience where people make something of themselves because someone took a chance on them. It reminds her to give people a chance.

Becker believes in making her community the best place it can be. "I like giving back," she said, adding that she enjoys working with organizations which

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A 2008 graduate from the University of Illinois Urbana-Champaign with a degree in hospitality management and business administration, she began her career in hospitality at the Crowne Plaza Springfield. Later, she became director of member services at the Sangamo Club, a position she held before accepting a new opportunity as director of patient relations at Prairie

She is passionate about service and believes everyone should give of their time, talent and treasure. "You need to do all things with love," she said. "It takes people further than you might think." "You have to treat people the way they want to be treated, not the way you want to be treated," she continued. "You have to treat everyone like you just found out it's their birthday."

She sees her next position as being a wife and mother. "I haven't been promoted yet," she said, laughing. \Box



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PHOTO BY TERRY FARMER

KATHY Germeraad

SNAPSHOT

Family:	Husband, Randy; children, Scott and Carrie
ROLE:	Community volunteer
MOTTO:	"Make the most out of every day. Don't waste time on things."

INTERESTING TIDBIT: She was in Legally Blonde 2.

A Springfield native, Kathy Germeraad is passionate about making Springfield a better place to live. "Springfield is such a great community," she said, adding her family has lived here since the mid-1800s when her dad's great-grandfather emigrated from Germany.

Giving back is a family tradition, beginning when her grandfather started Springfield Electric. "He believed in giving back to the community that supports your company," she said.

Growing up, her parents, Bill and Mary Schnirring, were extremely active in the community. They taught her to become involved in the place you live and to try to make a difference. "When someone needed something, my dad would ask: 'How can I help you?'"

summer, she worked at Head Start Family Service Center and was a teacher's aide at Butler School. "It was a great experience." This laid the foundation for her community involvement.

Germeraad graduated from the University of Missouri with a bachelor's degree in education in 1975. "I never thought I would end up living here," she said.

She came back, got married and taught in the Athens school district and the original Vachel Lindsay Elementary School for five years. "This is a terrific community to raise a family." Among the organizations she has been involved with include the Community Foundation for the Land of Lincoln, Illinois State Museum Society, Springfield Art Association, Friends of Memorial and King's Daughters. She has also served on a number of committees and helped with the clothing drive for the Asbury Children's Supper Hour.

She is a huge proponent of public education. Four generations of her family have graduated from Springfield High School. "We have a presence here," she said. She has served on the Springfield High School Hall of Fame committee, spearheaded fundraising efforts to update Schnirring Auditorium and was a Booster Club co-chair with her husband, Randy. "Good schools are the backbone of the community and attract people who want to move here and keeps them here," she said. She doesn't believe in taking on activities unless she can give them her all. "I feel so blessed," she said. "I try to give back in some way and to make the community better and touch someone's life." She and her sister, Carolyn Dungan, oversee the Schnirring family foundation and through it have helped numerous organizations.

Germeraad encourages women to become involved in their community. One of her guiding principles in life is to do the right thing. She tries to be open to new ideas and be accepting of all kinds of people.

She enjoys meeting new people and learning about different programs in the community. Now that she has grandchildren, she wants to become more involved in order to set an example for them. "I want to help make the community good for their lives," she said.

When she and her sister were in school, her dad felt they had to have a project every summer. "I love children and always wanted to be a teacher," she said. During the to raibe a failing.

Her family is very important to her. She left teaching after her first child was born and became a stay-at-home mom. She and her husband have tried to pass their values on to their children. "My kids get it," she said, adding they've always been active in the community. She hopes they pass this on to the next generation.

"I'm happier now than I've ever been," she continued. "I finally get what life is about. Hopefully, I can make a difference while I'm here. I'm so grateful for the life I've had in this community and the experiences that I've had." \Box



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Jennifer GILL

Springfield native Jennifer Gill grew up in a family that believed in giving back to others. "It was an important part of our lives," she said. She was also active in her church.

She comes from a family of educators. Her grandmother taught in a one-room schoolhouse in McLean County, her mother was an orchestra teacher in the Springfield public schools and her father taught in the Tri-City school district in Buffalo.

It was only natural that she follow in their footsteps. She received her bachelor's degree in elementary education from Eastern Illinois University and her master's degree in educational administration from the University of Illinois Springfield. She is currently working on her doctoral thesis at Illinois State University.

Wanless Elementary School in Springfield, where she taught third grade for two years.

Moving up the ladder, she served as an administrative intern at Franklin Middle School before becoming a part-time principal's assistant at Dubois Elementary School, where she worked for two years before accepting a full-time principal's assistant position at Harvard Park Elementary School.

She next served as principal at Vachel Lindsay Elementary School before transferring to the district's central office to help develop curricula and assessments. After one year, she became principal at McClernand Elementary School

district operated," she said. This experience was formative in her eventually applying for the superintendent position.

"It has been an honor to follow in the footsteps of those who have walked before me," she said, crediting former superintendents Diane Rutledge and Bob Hill with helping her understand what the job is all about. "They have been my mentors."

She loves her work and sees herself serving in this position for several years to come. "It's an opportunity to provide leadership," she said. Currently, she is developing a technology plan for the district's schools

SNAPSHOT

Family.	Husband, Robin; children,
	Bailey and Morgan
ROLE:	Superintendent, Springfield Public School District 186
MOTTO:	"Go slow, to go fast."
Interestin	G TIDBIT: People see me as an extrovert
	but I'm really introverted.

to live and raise children." "As a community, it's important to work together and make this a better place to be and live," she continued. Among the community organizations she supports are the Greater Springfield Chamber of Commerce, United Way, YMCA and Sangamon CEO. She is also very supportive of the Boy Scouts, Lincoln Land Down Syndrome Society and SPARC.

"Everyone needs to come together and get to know each other and support those who need us," she said. "We are one of many. If we all work together, we're much stronger."

courages others to not ever think She end of things as impossible: it's important to always strive and make yourself the best person that you can be. "Don't be afraid to

Gill has an extensive teaching and administrative resume. "I am what I am because of the experiences afforded me," she said.

She taught fifth grade at Washington Elementary School in Jacksonville for three years before accepting a teaching job at

"It was an amazing experience," she said of her time at McClernand. "I had a great, hard-working staff. We were able to help get things back on track."

When the opportunity came along to work as the director of teaching and learning at McLean County Unit District Five, she

jumped on it. "It helped me step outside my comfort zone and see how another school

Gill believes it is important to look at the big picture and to see how all the parts come together. "It's the little accomplishments every day that add up to success stories," she said, adding that she enjoys watching students grow up and achieve success.

A community is only as strong as its school system, according to Gill. "Springfield is a great city," she said. "It's a premier place

take on a role," she said.

You have to have a growth mindset. "It makes you a stronger person," she said, observing that she is always growing and learning different things. "You have to think about what you can do to get better."



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Maryam MOSTOUFI

SNAPSHOT

Family:	Husband, Siavash; children, Leila and Siamak
ROLE:	Retired
MOTTO:	"Nothing about us without us." This comes out of 16th century Poland and is about governance. It goes back to the idea that we need to involve individuals – whether based on nationality, ethnicity, ability or race – in policies that may affect them.
INTERESTING	
TIDBIT:	Just completed a young adult novel titled <i>Sticks and Stones</i> that focuses on diversity and bullying.

Maryam Mostoufi describes herself as a right-fighter. "I fight for the rights of individuals who may have been disenfranchised," she said. Being a rightfighter goes hand-in-hand with being a change agent. "Change doesn't occur without risk. The change you get may not always be what you wanted. You never know until you try."

She grew up in Iowa, where her mother and her friends were instrumental in developing the first sex education program in the schools. "They were shocked to realize how little adults understood about sex education." she said. resource development at the University of Illinois Springfield and her doctorate in ministry from the Ecumenical Theological Seminary in Detroit, Michigan.

"I wanted to be a minister," she said, but her theological beliefs weren't consistent with the church, so she became an educator and taught in medical school. Thirty years later her career has come full circle and she is now a volunteer chaplain and the first Muslim woman to be admitted to the Association of Professional Chaplains.

During her professional career she was the bureau chief of the Department of Human Resources, Division of Developmental Disabilities, Department of Human Services, where she served as an advocate for persons with developmental disabilities and created standardized training programs that were adopted by other states. face. "Everyone, no matter their ability or disability, has lessons to teach us," she said.

"We're responsible for the community we create," she continued. "We have to take a leadership role. If you see a problem, fix it."

It's about ownership. "We are all equals in the eyes of God. It is our faith, humility and deeds that distinguish us."

She has worked with a number of organizations devoted to social justice issues. "The Springfield community is amazing," she said.

She has served as president of the Greater Springfield Interfaith Association, where she has worked to bring people of all faiths together and currently participates in a local discussion group for interfaith women. "It's been very enriching," she said. "No matter what your faith tradition is, we have so much in common. We each have the same Creator." She has good friends in every religious tradition in Springfield.

working with former Attorney General Jim Ryan to strengthen hate crime reporting requirements in Illinois, and she has served on the Illinois Coalition to Promote Human Dignity and Diversity.

Mostoufi has also worked on two interfaith builds with Habitat for Humanity, assisted with the Helping Hands homeless shelter, helped rewrite the District 186 student manual with Dr. Robert Hill to improve the harassment and bullying sections and worked with LaCuna to make afghans for cancer patients.

Her message to women is simple: you have more power than you realize "Look

FHOTO DI TERRI FARINE

"No matter where I've been, I've always been cognizant of a sense of responsibility," she said, and credits this to her parents, who instilled a strong work ethic and sense of responsibility in her. "I try to improve the situation where I live."

She received a bachelor's degree in education from Iowa State University in Ames, Iowa, a master's degree in human

When Mostoufi speaks about her work with people with developmental disabilities, she gets a big smile on her

Her other accomplishments include

for it and use it when you find it," she said.

At this point in her life, Mostoufi has the freedom to write, and rotates writing the "Belief" column for the *State Journal-Register*. "I've been writing since I was a child," she said, adding that she plans to continue writing full time and lecturing.

"It makes me happy to see words come alive on the page," she said. \Box





SISTER KATHERINE O'CONNOR

SNAPSHOT

Family:	Two brothers, two nieces, two nephews and a sister-in-law
ROLE:	President of Sacred Heart-Griffin High School
MOTTO:	"I live now not, but Christ lives in me."
INTERESTING	
TIDBIT:	Has two middle names. "My mother named me Katherine Veronica after her grandmother and my father

named me Katherine Veronica after her grandmother and my father named me Katherine Regina after his grandmother. I also like adult coloring books."

PHOTO BY TERRY FARMER

"Everyone has the ability to make the world a better place," said Sister Katherine O'Connor. "It's important to work together. Only through collaboration can we achieve real peace."

She grew up in Chicago and Crystal Lake. The youngest child, she felt blessed to grow up in a close family where she was loved and supported. She credits her brother, Tom, who was very involved with her growing up, for encouraging her to reach out.

As a teenager, she was enamored of John F. Kennedy and Pope John XXIII. She loves helping people become the best that they can be. "Too often we look at the negative," she said. "It's important to help people see the positive qualities within themselves and the gifts they have. She always wanted to be a teacher. "I enjoy learning and helping others learn," she said. There were several significant teachers that she was blessed to have in her life. "I wanted to emulate them."

She earned a bachelor's degree in education from St. Ambrose University in Davenport, Iowa, a master's of administration and supervision from the University of Illinois Urbana-Champaign and a master's in Christian spirituality from Creighton University in Omaha, Nebraska.

An administrator and educator for most of her adult life, she took over as president of SHG in 2005 and is committed to helping students achieve academic excellence. "The teachers reach out to help students," she said. One of her accomplishments at SHG was developing the learning lab and writing center. "We can help students who may not be at the top to move higher up through the extra help they receive," she said.

She has also been involved with renovating the west side campus and the auditorium on the main campus and helped direct the Generations Campaign, the largest fundraiser in the school's history. "It's a privilege to be here with young people," she said, and has been both grateful and challenged during her time at SHG, where she is working to make the school a more diverse community.

She encourages people to come and spend a day at SHG. "There are so many good teens committed to making a As part of her commitment to the community, Sister Katherine also serves on the Elizabeth Ann Seton and Urban League boards. "I'm helping change the world one person at a time," she said.

"I want to continue sharing the gifts that I've been given with others and to continue drawing out the best in others."

Time is a precious gift. "It's important to live in the moment," she said. "You can never have now again." Being present is a true gift and something to strive for.

She also believes in taking time to get to know who people really are. "When you get to know them, you get to love them," she said. "When we know we are loved, we can act lovingly towards each other. It's important to love one another."

"Education is the real key to changing the world," she continued. "So much turmoil and unrest comes from a lack of understanding what the truth is." difference in the world," she said.

She is working to help bring about the kingdom of God. "Christ is part of each of us," she added. "I want every person to realize that Christ is in them." It's important to notice people who may not want to be noticed, she added.

With her, what you see is what you get. She emphasizes being genuine. "We are all wonderfully made," she said. "It's what's inside that counts." \Box





Georgia Winson

SNAPSHOT

Family:	Husband, Terry; daughter, Katie
ROLE:	President and executive director, Hospital Sisters Mission Outreach
MOTTO:	"Every person has value and deserves respect."
INTERESTING TIDBIT:	She and a friend painted a 40-foot- long mural at Christ the King Catholic Church.

PHOTO BY TERRY FARMER

"My mom was a person of faith," said Georgia Winson, who grew up in Havana, Illinois. "She was very kind. We lived in a neighborhood with a lot of elderly people and people with developmental disabilities. My mom was a stay-athome mom and she would visit with the neighbors who weren't able to get out. She was community for them."

Havana was a small town where everybody knew everybody. There were people who were very wealthy and people who were very poor. "It was nice to have a mixture of people with different socioeconomic backgrounds" she said out of her shell and began helping in her church, where she discovered she enjoyed working with others.

When her daughter was around eight years old, Winson decided to return to school. Her parents had always taught her the value of an education, and she had attended several colleges when she was younger.

Initially, she had been afraid to go back because she wasn't sure she'd succeed. She took a calculus class and told herself if she could get an A, she'd go back.

"I learned to be courageous," she said. She now encourages other women to not be afraid and to embrace their gifts and find a way to use them. "Don't let fear stop you." During her professional career, she has gone from working with people with clinical issues to building systems and supervising programs to help large numbers of people. She led The Autism Program of Illinois, where she worked with more than 30 organizations to create consistent services for children with autism, and served as executive director of the Hope Institute for Children and Families.

She has always been interested in people and focuses on helping people in need and using her administrative skills to create programs. She believes in leading by example and focuses on empowering people to be their best. world. Last year, the organization sent 51 shipping containers valued at more than \$5 million to 40 countries. She has gained a global perspective. "We really do need to help other people who live with far less," she said.

"There's something to be said for doing something beyond meeting your own needs," she added, mentioning that she is inspired by Dorothy Day, who believed in helping the poor. "It's important to have meaningful work and activities that benefit other people in some way."

Winson enjoys being involved in the local community and connecting with people. "I've made some really great friends," she said. Among the organizations she is involved with are Dining for Women, Rotary and Christ the King parish.

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This helped shape her view of the world and has become one of her guiding principles – it's important to be kind and to not harm anyone else.

"By nature I'm introverted," she said, crediting her daughter with helping her become less timid. "She wanted me to be involved in her school." She started coming She went on to earn her bachelor's degree and master's degree in clinical psychology from Illinois State University and is a licensed clinical professional counselor. "It was a great adventure," she said. "I discovered things about myself."

"I get a lot of joy seeing people lifted up out of difficult circumstances," she said. She has learned that people are resilient.

In her current position, she works with 63 hospitals across four states to recover medical supplies and equipment and then distribute them to 87 countries around the "I would like to have more freedom to do more to help other people," she said because she has learned that she has so much more to give. \Box



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Congratulations to the 2016 Women of Influence

EMILY BECKER KATHY GERMERAAD JENNIFER GILL MARYAM MOSTOUFI SISTER KATHERINE O'CONNOR GEORGIA WINSON

From the Officers, Employees and Board of Directors of Security Bank



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Women of Influence program, which allows us to recognize area women for their outstanding contributions to our community. As a local bank with a woman President/CEO, a woman Chairman, and many women officers and directors, we are especially proud to recognize these women for their leadership, both in their professional and personal lives. Congratulations to this year's Women of Influence recipients.

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Social media 101: quality over quantity

By Brett Jackson

I remember a few years ago, many small business owners I would talk to would question whether utilizing social media would be a worthwhile investment. Fast forward to 2016 and social media is no longer a question, but rather an efficient use of time and funds to propel any business forward.

LinkedIn recently did a study which found that 81 percent of small businesses use social media. This is an impressive number on the surface, but a more startling number (in a negative sense) would be if we reviewed those same small businesses' engagement rates within their social platforms. Businesses make the mistake of thinking a Facebook strategy is simply putting up a lot of posts. Not true: content is king. Here are a few of my best practices when it comes to social media strategy for any small business.

Start by defining your goal. Is it a call to action? Driving awareness? Website clicks? The term "social media" can be overwhelming to many, so targeting your initial goals is important to pulling the trigger on the right plan. Your goal should be specific, measurable, attainable and relevant. Once your objective is clearly defined, I suggest focusing on Facebook and then moving into additional social channels when deemed appropriate.

Next, start thinking about who your audience is. Social media, specifically Facebook, is amazingly powerful at providing deep demographic targeting. It's so powerful that it even allows you to target by behaviors. I think behavior targeting is extremely effective at creating conversions. You may even start out by playing around with each of the targeting options (demographic, interests and behavior) by running A/B tests to determine which avenue will suit your business best. Not only can you target based on behaviors and demographics but you can also be specific with the type of ad you are posting. Try a canvas ad or a carousel ad versus a "normal" ad and see how well your customers respond to each.

At this point, you probably don't have a designated social media team. I recognize many small business owners and employees are stuck wearing many hats but it is important to keep in mind that creating and distributing



content is going to be the name of the game now. Consider allowing multiple employees to develop content and funnel it through one person to maintain the integrity of the content. Think of Facebook as a huge party, with your ad/post as the one interrupting that really important conversation. You had better have something pretty incredible to interject. Refrain from posting just to post, make sure the content you are putting out provides value to your followers.

Some may suggest utilizing one of the many available social media management tools such as Hootsuite, but I don't. Using third party services to post your content may actually cause you to be penalized. Facebook's algorithm recognizes you are posting from a third party and will reprimand you because it gives you less credibility than

posts made directly to Facebook.

Now your goals have been established, you are clear on who you are targeting and have posted some amazing content. You still aren't done! It's time to measure your success. Facebook has amazing backend analytics to display just how close you are to accomplishing your goal. Since we are sticking with Facebook, it's important to consistently track the following: page "likes," post reach, impressions, engagement and "unlikes." There are hundreds of metrics you could be tracking, but keep it simple at first.

Social media is constantly evolving and new features are always popping up. Utilizing social media for your small business is a continuous job – re-evaluating goals, platforms, content and more. Start small and grow into additional platforms as your business grows. Make note of which posts are working and not working in the beginning. When things start to feel overwhelming, reaching out to a social media company could be a good next step. \Box

Brett Jackson is the CEO of Systemax.



ADVERTISING AGENCIES

Source: The advertising agencies. * - Does not include entire employee count, only reflects those directly working with comprehensive marketing and media services. (Listed by number of full-time employees)

	BUSINESS NAME ADDRESS	PHONE (-) FAX (=) WEBSITE (www.) EMAIL	NUMBER OF EMPLOYEES	PARTNERS/ 5 PRINCIPALS	MAJOR CLIENTS	DIGITAL MEDIA	DIRECT MAIL MARKETING	IN-HOUSE PHOTO. i VIDEO	PROMO/ EVENT MARKETING		TRADITIONAL ADVERTISING	
1	Systemax 4501 Alex Blvd. Suite A Springfield, IL 62711	217-546-6646 www.systemaxsolutions.com bjackson@systemaxsolutions. com	37	Brett Jackson, Steve Jackson	Memorial Health Systems, DOT Foods, Bank of Springfield, R.W. Troxell & Company, H.D. Smith, UCB, Town and Country Bank, Prairie Eye and Lasik Center, Illini Bank, Purdue Federal Credit Union, Bear State Bank, Gesa Credit Union, Western Federal Credit Union, Bank of Urbana, CNB Bank and Trust, UT Federal Credit Union, Beacon Credit Union, Whitefish Credit Union, Members Exchange Credit Union	5	\$	1	\$	✓	\$	1982
2	HPR Marketing & Consulting Group 3130 Chatham Rd., Suite A Springfield, IL 62704	217-698-2023 217-698=2024 hprmarketing.com info@hprmarketing.com	12	Wally Hamlin	Nudo Products, Marlite, Midwest Folding, Ryan Electrical Solutions, Springfield Area Home Builders Association, Sangamon Auditorium, Springfield Plastics Inc., Buraski Builders, DeKalb Sycamore Chevrolet, Growth Corp, Wes Finch Auto Plaza, Ronald McDonald House Charities of Central Illinois, Sparc, City Motor Company, Midwest Garage Door Company, Mike Williams Plumbing, McEleney Chevrolet	5	\$	1	\$	5	\$	2001
3	HIP Advertising 2809 Mansion Road, Suite A Springfield, IL 62711	217-789-4447 217-789=4441 hipadvertising.com mhoffman@hipadvertising.com	10	Myra L. Hoffman	American Lung Association (III. Tobacco Quitline), BJ Grand Salon & Spa, Burrus Hybrids, Butler Funeral Hornes, Central Illinois Builders Association, CES, Colorific, do. Active Products, Halverson Construction, KEB, LLCC Foundation, Orthopedic Group at Springfield Clinic, Renken Dentistry, Schon Dental, St. Agnes School / Parish, Tom Lange Co., Sensible Innovations, USCA, Vision Care Associates, Zara's Collision Center	5	\$	5	1	1	1	1993
4	Advanced Media Placement (AMP) 900 Community Drive Springfield, IL 62703	217-241-1700 217-241=1701 illinoisamp.com jholman@illinoispress.org	6*	Illinois Newspapers	Ameren, American Lung Association, Coventry Healthcare, Illinois Department of Public Aid, Illinois EPA, Illinois Secretary of State, Illinois State Bar Association, Subway, Office of the Illinois State Treasurer	1	1				1	1865
5	Monticello Media LLC 104 N. 6th Street Springfield, IL 62701	217-585-0501 217-585=0507 monticellomedia.net info@monticellomedia.net	4	Scott Troehler	DND	1	1	1	1	1	1	2009
6	Gem PR & Media 2121 W White Oaks Drive Suite B Springfield IL 62704	217-391-4302 gemprmedia.com hello@gemprmedia.com	3	Gemma Long & Chris Long	SJR Media Group, AlignLife of Springfield Chiropractic Center, LeaderOne Financial, The KC Sullivan Real Estate Team, Just Right Eating, Capitol Group Kitchen and Bath Design Center, Lee O'Keefe Insurance Agency, Profi Solutions, Sangamon Reclaimed and Sensible Innovations etc.	1		1	~	1	1	2013
7	Targeted Marketing Resources, 3901 Wood Duck Drive, Ste A Springfield IL 62711	217- 546-8194 targetedmarketingresources.com larissa@targetedmarketingresources. com	2	Larissa Hansen	Allegra Network/Alliance Franchise Brands; Central Illinois Community Blood Center; Craig A Backs, MD, LLC; Forever Home Feline Ranch; Formea Insurance Group; genHkids; It's a Wrap/My Name on Stuff; Jane Hay Sales & Staging; Lift & Firm Day Spa; School Specialty, Inc; Springfield Urban League; The Center for Prevention, Capitol Strategies Consulting	5	5		5	✓	\$	2009
7	Encore Consulting 3309 Robbins Road, PMB 204 Springfield, IL 62704	217-816-5415 encoreconsulting@gmail.com	2	Terri Noel	More than 90 varied industries and non-profits have partnered with Encore Consulting in the past 13 years from event planning and fundraising, to start-up branding, image and traditional advertising to printed collateral. Highlighted areas of work include: automotive, auto dealerships, construction/remodeling, dining establishments, entertainment, financial, healthcare, manufacturing, publishing, real estate, and varied retail.	\$	\$	\$	1	1	√	2003
7	Omni Ideas, A Branding Studio P.O. Box 9620 Springfield, IL 62791	217-523-0503 217-697=0499 omniideas.com info@omniideas.com	2	Jill Schuller-Kinnett	CQuest, NANO2, Illinois Symphony Orchestra, B&B Electric	1	\$		\$	\$	1	1991
7	Red Pine Creative 822 S. Douglas Springfield, IL 62704	217-725-1632 redpinecreative.com redpinecreate@gmail.com	2	Travis Cox	Brookhills Golf Club, Elegant Bridal Expo, The Chiropractors of Springfield, Trailhead Healing Arts Center, Grinder's Gear Review, Capitol City CrossFit, Elite Dance Studios, Roberts Automotive, Kyle Killebrew & Co., Don Smith Paint Co.	1		1	1	\$	1	2015
8	Corbin Design 16963 Vaneman St. Petersburg, IL 62675	217-636-8947 217-636=8943 deana@corbindesign.net	1	Deana Corbin	Animal Protective League, Illinois Ventures for Community Action, Looking for Lincoln Heritage Coalition, Illinois Association of Community Action Agencies, Angel of Hope and A Walk to Remember	1	1				1	2002
8	Fine Tune Creative 2228 Cloverfield Lane Springfield, IL 62711	217-622-6363 pzubeck@msn.com www.finetunecreative.biz	1	Perry Zubeck	The Curve Inn, Weebles Bar and Grill, Arizona Tile, Clearview Glass, Inc., Zillion's Chili, OCD Cleaners, Illinois Casino Gaming Association, Distinctive Designs, Collision Concepts, Mike Williams Plumbing, Chatham Collision, Aim to Shoot, Knights Action Park, Norb Andys, Collision Concepts	\$	1	5	1	1	1	2013

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			AREAS OF SPECIALIZATION	YEAR EST'D
1	Express Employment Professionals 3000 Professional Drive Springfield, IL 62703	217-528-3000 217-528=3400	springfieldil.expresspros.com jobs.springfieldil@expresspros.com	20	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	1980
2	Manpower 2719A W. Monroe St. Springfield, IL 62704	217-528-2323 217-528=6264	manpower.com springfield.il@manpower.com	14	0	Ginette Comstock, regional director; Rick Lenhart, branch manager	Professional, administrative, industrial, accounting, customer service, HR services, direct hire, on-site services, recruitment process outsourcing	1948
3	Alice Campbell Staffing Inc. 2121 W. White Oaks Drive, Suite D Springfield, IL 62704	217-793-5522 217-793=5527	acstaffing.com jean@acstaffing.com	4	1	Alice Campbell, president; Jean Campbell, manager	Administrative, clerical, professional, financial, customer service; temporary, temp-to-hire, direct placement, payroll services, skills assessment.	1981
3	Innovative Staff Solutions 1405 Stevenson Drive, Suite 5 Springfield, IL 62703	217-585-1620 217-585=1628	www.staffsolutions.biz	4	2	Wayne Meinhart, owner Robyn Harms, branch manager	Workforce management company offering staffing solutions for temporary, temp to hire, direct hire and on-site management. We place candidates for professional, administrative and light industrial positions.	1994
4	Kelly Services, Inc. 3001 Montvale Drive, Suite B Springfield, IL 62704	217-793-1226 217-793=0101	kellyservices.com 2442@kellyservices.com	3	0	Sean J. Walker, senior district manager	Staffing solutions-temporary, temporary to hire, direct placement, vendor on site, clerical, light industrial	1946
4	UniQue Personnel Consultants Inc. 681 E. Linton Ave. Springfield, IL 62703	217-787-9400 217-787=9991	uniquepers.com info@uniquepers.com	3	0	Diane Eldridge, branch manager	Full service staffing agency including temp and direct-hire, clerical, light industrial, professional and executive HR consulting and outplacement services	2002



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LEADERSHIP



Shaquille O'Neal was one of the three guest speakers at this years Refresh Leadership Live Simulcast.

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A refreshing, high tech approach to leadership

By Eric Woods

Express Employment Professionals takes a serious approach to leadership. For the seventh year in a row, the company hosted the Refresh Leadership Live Simulcast, a nationwide event which focuses on how leaders can reach the next level, inspire their people and become more effective in their roles. Three guest speakers are featured each year. In 2016, the event featured executive coach, author, and professor Marshall Goldsmith; television sports analyst and 15-time NBA All-star Shaquille O'Neal; and career consultant, author, and motivational speaker Kaplan Mobray.

Goldsmith spoke on the topic of "What got you here, won't get you there," while O'Neal conducted a question and answer session, providing "Leadership lessons from inside the paint." Mobray addressed "The 10 Ls of leadership." Each speaker talked for about 50 minutes.

"This is a half-day learning event for anyone in a leadership role. There were more than 7,500 attendees across North America and over 200 locations that hosted the simulcast," said Heather Stanley, marketing and communication coordinator for Express Employment Professionals in Springfield. "The corporate office picks the speakers and it is hosted locally. This year we were at Calvary Church, and the Jacksonville franchise also joined us."

Kayla Edwards, director of client services for the Springfield branch, has been a part of all seven simulcasts and operated as the local emcee this year. She is very passionate about the role of leaders within a company. "A leader needs to learn something new every day," said Edwards, who always comes away with a "top-10 takeaways" list. This year's takeaways included "don't worry about the problem, worry about the solution," "share the credit and take the blame," and "are you in the way, or are you paving the way?" "People sometimes chase what they do not have. They do not see what they do have," she said. According to Edwards, the idea came about because Express wanted to give back to the community and help other companies' leaders get the best out of their leadership roles. "Our purpose is to help people succeed," said Edwards. "A company's culture is the heart of every winning organization because it cannot be easily duplicated."

Jay Cook, senior vice president of commercial lending at Marine Bank, has attended the event in the past. This year, he was very impressed with the speakers. "I loved Goldsmith and appreciated the focus on improving yourself and becoming a better leader by working on yourself," he said. "Shaq was very funny but a remarkably intelligent guy. I was impressed with how he has approached the business world." Cook works with middle school students and shared with them some of the takeaways from the event.

Commercial realtor Todd Smith had not attended the event previously and was very impressed with his experience this year. "It was a positive event for our community and has a positive ripple effect on the leadership in our community," he said. Smith enjoyed how the event challenged people to think about how they can be better leaders. "There were a lot of ideas presented and a lot of information to take in. If I can find a few nuggets to apply to my business, then it was a success."

According to Stanley, Express

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The simulcast was open to the public, with 60 local companies participating.

consistently gives back to the community, and this event helps to motivate leaders. "It is a great opportunity for people to get a shot in the arm," she said. "When interacting with people on a daily basis, we need to think about our approach. We may be creating conflict and not even know it."

"Leaders are not born. Leaders are built. Leaders need a constant reminder of what good leadership looks like," said Edwards. "Lifelong learning is critical for everyone, especially leaders."

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



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	OF	MANAGING	PARTIAL LIST OF PRIMARY AREAS OF PRACTICE	YEAR EST'D
1	Sorling, Northrup, Hanna, Cullen & Cochran Ltd. 1 N. Old State Capitol Plaza, Suite 200 Springfield, IL 62701	217-544-1144 217-522=3173	sorlinglaw.com businessdevelopment@ sorlinglaw.com	36	17	E. Zach Dinardo, Michael G. Horstman Jr., John A. Kauerauf, Brian D. Jones, Jeffrey R. Jurgens	General business law, estate planning, litigation, governmental relations, insurance, banking, utility regulation, environmental, health care	1945
2	Brown, Hay & Stephens LLP 205 S. Fifth St., Suite 700 Springfield, IL 62701	217-544-8491 217-544=9609	bhslaw.com	29	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
3	HeplerBroom, LLC 4340 Acer Grove Drive, Suite A Springfield, IL 62711	217-528-3674 217-528=3964	heplerbroom.com srk@heplerbroom.com	14	5	Stephen R. Kaufmann	Insurance defense, personal injury, corporate and business law, probate, utilities, banking, medical malpractice defense, employment, commercial litigation, environmental	1894
4	Hinshaw & Culbertson LLP 400 S. Ninth St., Suite 200 Springfield, IL 62701	217-528-7375 217-528=0075	hinshawlaw.com	12	11	Charles Schmadeke, Managing Partner	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
5	Giffin, Winning, Cohen & Bodewes PC 1 W. Old State Capitol Plaza, Suite 600 Springfield, IL 62701	217-525-1571 217-525=1710	giffinwinning.com kwalbert@giffinwinning.com	11	5	Creighton Castle	Litigation practice, legislative/governmental affairs, real estate development, business, commercial, banking, estate planning, probate, family law, election law	1911
5	Rammelkamp Bradney, P.C. 741 South Grand Ave West Springfield, IL 62704	217-522-6000 217-522=6018	rammelkamp.com elderlawspringfield.com info@rammelkamp.com	11	7	H. Allen Yow	Business and corporate, elder law, real estate, estate planning, probate, general litigation, insurance, employment, municipal, utilities, education	1895
5	Kanoski Bresney 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
6	Heyl, Royster, Voelker & Allen 3731 Wabash Ave. Springfield, IL 62711	217-522-8822 217-523=3902	firm@heylroyster.com	10	6	Theresa M. Powell	Personal injury defense litigation, workers' compensa- tion, employment law, medical and professional liability defense, insurance litigation, appellate practice, business and transactional law, civil rights	1970
7	FeldmanWasser 1307 S. Seventh St. Springfield, IL 62703	217-544-3403 217-544=1593	feldman-wasser.com info@feldman-wasser.com	8	5	Howard Feldman	Civil litigation, criminal defense - state and federal courts, construction law, divorce, related family law, wills, estates, civil rights, employment law	1987
8	Barber, Segatto, Hoffee, Wilke & Cate, LLP 831 E. Monroe St. Springfield, IL 62701	217-544-4868 217-544=5225	barberlaw.com	7	4	Matthew J. Cate	General civil litigation and appellate practice, estate planning, probate, banking, corporate, business and family law, real estate, media, tax, bankruptcy, workers' compensation	1897
8	Delano Law Offices, LLC 1 SE Old State Capitol Plaza Springfield, IL 62701	217-544-2703 217-544=4664	delanolaw.com delano@delanolaw.com	7	N/A	Sarah Delano Pavlik	General practice, personal injury, workers' compensation, medical malpractice, estate planning and probate, business litigation, business planning and transactions, real estate, criminal	1967
8	Sgro, Hanrahan, Durr & Rabin, LLP 1119 S. Sixth St. Springfield, IL 62703	217-789-1200 217-744=1711	casevista.com greg@casevista.com	7	5	Gregory P. Sgro	A general practice law firm representing individuals and businesses.	1999
9	Londrigan, Potter & Randle PC 1227 S. Seventh St. Springfield, IL 62703	217-544-9823 217-544=9826	lprpc.com info@lprpc.com	6	4	James R. Potter	Personal injury, products liability, medical malpractice, corporate, job discrimination	1923
9	Gates, Wise, Schlosser & Goebel 1231 S. Eighth St. Springfield, IL 62703	217-522-9010 217-522=9020	gwspc.com gordon@gwspc.com	6	4	Gordon W. Gates	Commercial and real estate transactions, commercial litigation, employment issues, business bankruptcies, criminal defense, drivers license reinstatement, personal injury and malpractice, dui and traffic	1997
10	Bellatti, Fay, Bellatti & Beard, LLP 816 West State Street P.O. Box 696 Jacksonville, IL 62651	217-245-7111 217-245=2832	bellattilaw.com	5	4	Daniel J. Beard	Bankruptcy, business and commercial, estate planning, probate, real estate, family law, banking, municipal, tax civil litigation	1876

(continued on page 26)

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Peer Reviewed.

These Springfield Area LEADING LAWYERS were recommended by their peers to be among the top lawyers in Illinois

Bernard G. Segatto, III	Barber Segatto Hoffee Wilke & Cate	217,544,4868	Close/Private Held Business; Commercial Litigation; Land Use/Zoning/Condemn; Real Estate: Commercial
Randall W. Segatto	Barber Segatto Hoffee Wilke & Cate	217.544.4868	Elder; Real Estate: Commercial
R. Kurt Wilke	Barber Segatto Hoffee Wilke & Cate	217.544.4868	Civil Appellate; Close/Private Held Business; Real Estate: Commercial
Barry Hines	Barry Hines - Attorney at Law	217.698.8444	Agriculture; Real Estate: Commercial; Trust/Will/Estate
Michael Glenn Barton	Bellatti Barton & Cochran LLC	217.793.9300	Agriculture; Close/Private Held Business; Real Estate: Commercial; Tax: Individual; Trust/Will/Estate
Daniel L. Fultz	Brown Hay & Stephens LLP	217.544.8491	Crim Defense: Felonies/Misd
Amy K. Schmidt	Brown Hay & Stephens LLP	217.544.8491	Family
Robert A. Stuart, Jr.	Brown Hay & Stephens LLP	217.544.8491	Association & Non-Profit; Close/Private Held Business; Trust/Will/Estate
Bruce S. Bonczyk	Bruce S. Bonczyk Ltd	217.525.0700	Construction
J. Randall Cox	FeldmanWasser	217.544.3403	Commercial Litigation; Criminal Defense: DUI; Crim Defense: Felonies/Misd
Carl R. Draper	FeldmanWasser	217.544.3403	Civil Rights/Constitutional; Employment: Employee; False Claims Act/Whistle Blower
Howard W. Feldman	FeldmanWasser	217.544.3403	Construction; Family; ADR: Family
Kelli Ellen Gordon	FeldmanWasser	217,544.3403	Family
Stanley N. Wasser	FeldmanWasser	217.544.3403	Construction
John E. Stevens	Freeborn & Peters LLP	217.535.1060	Gov/Municipal/Lobby/Admin
James R. Enlow	Gates Wise Schlosser & Goebel	217.522.9010	Bankruptcy: Individual; Bankrupt/Workout: Comm; Comm Lit; Criminal Defense: DUI; Crim Defense: Felonies/Misd
Gordon W. Gates	Gates Wise Schlosser & Goebel	217.522.9010	Bankrupt/Workout: Comm; Close/Private Held Business; Comm Lit; Land Use/Zoning/Condemn; Real Estate: Comm
Todd M. Goebel	Gates Wise Schlosser & Goebel	217.522.9010	Criminal Defense: DUI; Crim Defense: Felonies/Misd
Frederick J. Schlosser	Gates Wise Schlosser & Goebel	217.522.9010	Criminal Defense: DUI; Crim Defense: Felonies/Misd
Bradley B. Wilson	Gates Wise Schlosser & Goebel	217.522.9010	Civil Rights/Constitutional; Employment: Employee
D. Peter Wise	Gates Wise Schlosser & Goebel	217.522.9010	Criminal Defense: DUI; Crim Defense: Felonies/Misd; Criminal Defense: White Collar
Herman G. Bodewes	Giffin Winning Cohen & Bodewes PC	217.525.1571	Association/Non-Profit; Close/Private Held Business; Gov/Municipal/Lobby/Admin; Trust/Will/Estate
Creighton R. Castle	Giffin Winning Cohen & Bodewes PC	217.525.1571	Close/Private Held Business; Real Estate: Commercial; Tax: Business; Tax: Individual
David A. Herman	Giffin Winning Cohen & Bodewes PC	217.525.1571	Commercial Litigation; Gov/Municipal/Lobby/Admin
R. Mark Mifflin	Giffin Winning Cohen & Bodewes PC	217.525.1571	Commercial Litigation; Gov/Municipal/Lobby/Admin
John L. Swartz	Giffin Winning Cohen & Bodewes PC	217.525.1571	Bankrupt/Workout: Comm; Comm Lit; Creditor Rights/Commercial Collection; Gov/Muni/Lobby/Admin; Real Estate: Comm
Thomas G. Hamill	Harrison & Held LLP	217.546.7777	Trust/Will/Estate
N. LaDonna Driver	HeplerBroom LLC	217.321.0362	Environmental
Edward W. Dwyer	HeplerBroom LLC	217.321.0361	Environmental
Katherine D. Hodge	HeplerBroom LLC	217.321.0360	Environmental
Lance T. Jones	HeplerBroom LLC	217.993.7151	Commercial Litigation; Employment: Mgmt; Gov/Municipal/Lobby/Admin
Stephen R. Kaufmann	HeplerBroom LLC	217.528.3674	Class Action/Mass Tort Def; Ins Coverage/Reinsurance; PI Defense: General; Product Liab Def; Tox Tort Def
Thomas H. Wilson	HeplerBroom LLC	217.528.3674	Civil Appellate; Commercial Litigation
Adrian E. Harless	Heyl Royster Voelker & Allen PC	217.522.8822	Health; Med-Mal Defense
Michael T. Kokal	Heyl Royster Voelker & Allen PC	217.522.8822	Products Liability Defense; Toxic Torts Defense
Theresa M. Powell	Heyl Royster Voelker & Allen PC	217.522.8822	Employment: Mgmt; Med-Mal Defense; Prof'l Malpractice Defense
Gary S. Schwab	Heyl Royster Voelker & Allen PC	217.522.8822	Pl Defense: General; Prof'l Malpractice Defense
Daniel R. Simmons	Heyl Royster Voelker & Allen PC	217.522.8822	PI Defense: General; Work Comp Defense
Edward R. Gower	Hinshaw & Culbertson LLP	217.528.7375	Commercial Litigation; Construction; Gov/Municipal/Lobby/Admin
Raylene DeWitte Grischow	Hinshaw & Culbertson LLP	217.528.7375	PI Defense: General; Work Comp Defense
William P. Hardy	Hinshaw & Culbertson LLP	217.528.7375	Civil Appellate
James M. Lestikow	Hinshaw & Culbertson LLP	217.528.7375	Close/Private Held Business; Trust/Will/Estate
Michael D. Morehead	Hinshaw & Culbertson LLP	217,528,7375	Banking
Russell L. Reed	Hinshaw & Culbertson LLP	217.528.7375	Pl Defense: General; Prof'l Malpractice Defense
J. William Roberts	Hinshaw & Culbertson LLP	217.528.7375	Commercial Litigation; Criminal Defense: White Collar; Gaming & Casino; Gov/Municipal/Lobby/Admin
Charles R. Schmadeke	Hinshaw & Culbertson LLP	217.528.7375	Civil Rights/Constitutional: Employment: Mgmt; Gov/Municipal/Lobby/Admin; School
Robert E. Wagner	Hinshaw & Culbertson LLP	217.528.7375	Gov/Municipal/Lobby/Admin; Insurance Coverage/Reinsurance
Ronald J. Kanoski	Kanoski Bresney	217.523.7742	Personal Injury: General
Stephen Scott Morrill	Morrill and Associates PC	217.789.5411	Gov/Municipal/Lobby/Admin
James E. Neville	Neville Richards & Wuller LLC	618.277.0900	Med-Mal Defense; PI Defense: General; Products Liability Defense; Transportation Defense; Tox Tort Def
Timothy S. Richards	Neville Richards & Wuller LLC	618.277.0900	Med-Mal Defense; PI Defense: General; Products Liability Defense; Toxic Torts Defense

LAW FIRMS (continued from page 24)

	FIRM NAME STREET ADDRESS CITY/ST/ ZIP	PHONE (-) FAX (=)	WEBSITE (www.) E-MAIL	NUMBER OF LOCAI LAWYERS	. OF	MANAGING	PARTIAL LIST OF PRIMARY AREAS OF PRACTICE	YEAR EST'D
10	Scott & Scott PC 611 E. Monroe, Suite 200 Springfield, IL 62701	217-753-8200 217-753=8206	scottandscottlaw.com	5	5	R. Stephen Scott, Gregory A. Scott	Family, tax, commercial, employment, bankruptcy, real estate, personal injury, estate planning, probate, corporate	1947
10	Stratton, Moran, Sronce, Reichert & Appleton 725 S. Fourth St. Springfield, IL 62703	217-528-2183 217-528=1874		5	5	Bruce Stratton, William F. Moran III, Greg Sronce, Justin Reichert, August Appleton	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, workers compensation, traffic tickets, overweight tickets, DUI	1980
10	Drake, Narup & Mead PC 107 E. Allen St. Springfield, IL 62704	217-528-9776 217-528=9401	dnmpc.com	5	5	David L. Drake, Richard H. Narup, Randall A. Mead, Christian D. Biswell and Steven C. Ward.	Trial attorneys, personal injury, insurance defense, general practice, medical malpractice	1989
10	Graham & Graham Ltd. 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
10	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
10	Livingstone, Mueller, O'Brien & Davlin PC 620 E. Edwards St. Springfield, IL 62703	217-525-1070 217-525=1080	livingstonelaw.com lmobd@livingstonelaw.com	5	6	L. Robert Mueller, Dennis S. O'Brien	General litigation, negligence, workers' compensation law	1953
10	Cherry, Frazier, Sabin & Giganti, LLP 1 W. Old State Capitol Plaza, Myers Bldg., Suite 200 Springfield, IL 62701	217-753-4242 217-753=4642	springfieldlawfirm.com	5	4	Scott Sabin	Family, criminal defense, personal injury, workers' compensation, federal and state appeals, civil litigation	1983
10	Wolter, Beeman & Lynch 1001 S. Sixth St. Springfield, IL 62703	217-753-4220 217-753=4456	wbllawyers.com wbl@wbllawyers.com	5	5	Randall Wolter, Bruce Beeman, Francis Lynch, Brent Beeman, Tim Londrigan	Personal injury, professional malpractice, workers' compensation	1997
11	Zack Stamp, Ltd. 601 W. Monroe St. Springfield, IL 62704	217-525-0700 217-525=0780	zackstamp.net zstamp@601w.com	4	3	Zack Stamp	Government relations, insurance regulatory, civil litigation, business and corporate law, employee benefits, military law, tax law	1997
11	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
12	Edwards Group LLC 4340 Acer Grove, Suite B Springfield, IL 62711	217-726-9200 877-866=1737	edwardsgroupllc.com david@edwardsgroupllc.con	3	1	David Edwards	Estate planning and elder law	2008
12	Sheehan & Sheehan, Lawyers, P.C. 1215 S. 4th Street Springfield, IL 62703	217-544-0701 217-544=0750	sheehanlaw.net jr@sheehanlaw.net	3	2	Patrick J. Sheehan	Adoption, agricultural law, business/commercial law, estate planning and administration, probate, real estate, taxation, traffic and minor criminal offenses	1960
12	Kopec, White & Spooner 801 S. MacArthur Blvd. Springfield, IL 62704	217-726-7540 217-726=7543	springfield-law.com mkopec@kws-law.com dwhite@kws-law.com sspooner@kws-law.com	3	3	A. Michael Kopec David V. White Scott D. Spooner	Civil litigation and trials, divorce and family law, business planning, formation and transactions, franchise law, estate planning and probate, real estate	2008
12	Hesse Martone, P.C. 1224 Centre West Drive, Suite 200E Springfield, IL 62704	217-679-0919 314-862=7010	www.hessemartone.com rickstewart@hessemartone. com	3	2	Andrew Martone Chris Hesse	Employment issues, collective bargaining, labor law, municipal, administrative, regulatory and legislative issues and association management	1995



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For more information, please contact our Springfield attorneys:

Richard V. Stewart. Jr. <u>rickstewart@hessemartone.com</u> <u>Ashlie Keener Kuehn</u> ashliekuehn@hessemartone.com

the set of the set			
(Continued from page 25) Robert G. Wuller, Jr.	Neville Richards & Wuller LLC	618.277.0900	PI Defense: General; Real Estate: Tax
Cheryl S. Neal		217.753.7130	Trust/Will/Estate
	PNC Wealth Mgmt/Estate Settlement		
James A. Borland	Quinn Johnston Henderson, et al.	217.753.1133	PI Defense: General; Products Liability Defense
Matthew J. Maddox	Quinn Johnston Henderson, et al.	217.753.1133	Med-Mal Defense; PI Defense: General; Prof'l Malpractice Defense
Larry D. Kuster	Rammelkamp Bradney PC	217.245.6177	Commercial Litigation; PI Defense: General; School; Work Comp Defense
David R. Reid	Reid Law Office LLC	217.546.1001	Close/Private Held Business; Tax: Business; Tax: Individual; Trust/Will/Estate
Michael M. Durr	Sgro Hanrahan Durr Rabin & Bruce LLP	217.789.1200	Real Estate: Assoc/Condo; Real Estate: Commercial; Real Estate: Residential
Donald J. Hanrahan	Sgro Hanrahan Durr Rabin & Bruce LLP	217.789.1200	Social Security Disability
Gregory P. Sgro	Sgro Hanrahan Durr Rabin & Bruce LLP	217.789.1200	Land Use/Zoning/Condemn; Real Estate: Commercial; Workers' Compensation
Stephen J. Bochenek	Sorling Northrup	217.544.1144	Association/Non-Profit; Close/Private Held Business; Labor: Mgmt; RE: Commercial; RE: Residential
James D. Broadway	Sorling Northrup	217.544.1144	Close/Private Held Business; Commercial Litigation; Health; Real Estate: Commercial
Gary A. Brown	Sorling Northrup	217.544.1144	Land Use/Zoning/Condemn; Public Utilities: Gas/Water/Electric; Work Comp Defense
Michael C. Connelly	Sorling Northrup	217,544.1144	Close/Private Held Business; Real Estate: Commercial; Real Estate: Tax; Tax: Business; Trust/Will/Estate
E. Zachary Dinardo	Sorling Northrup	217.544.1144	Close/Private Held Business; Health
William R. Enlow	Sorling Northrup	217.544.1144	Association & Non-Profit; Banking; Gov/Municipal/Lobby/Admin
James G. Fahey	Sorling Northrup	217.544.1144	Civil Appellate; Employment: Mgmt; PI Defense: General
Mark H. Ferguson	Sorling Northrup	217.544.1144	Banking; Close/Private Held Business; Mergers & Acquisitions
C. Clark Germann	Sorling Northrup	217.544.1144	Close/Private Held Business; Mineral & Natural Resource; Real Estate: Commercial
Lisa Harms Hartzler	Sorling Northrup	217.544.1144	Health
Michael G. Horstman, Jr.	Sorling Northrup	217.544.1144	Association/Non-Profit; Close/Private Held Business; Real Estate: Commercial; RE: Residential; Tax: Indiv
John A. Kauerauf	Sorling Northrup	217.544.1144	Close/Private Held Business; Employment: Mgmt
Kirk W. Laudeman	Sorling Northrup	217.544.1144	Med-Mal Defense; PI Defense: General; Prof'l Malpractice Defense; Transportation Defense
James M. Morphew	Sorling Northrup	217.544.1144	Election, Political & Campaign; Gov/Municipal/Lobby/Admin
David A. Rolf	Sorling Northrup	217.544,1144	Agriculture; Commercial Litigation
Peggy J. Ryan	Sorling Northrup	217.544.1144	Family
Stephen A. Tagge	Sorling Northrup	217.544.1144	Banking; Close/Private Held Business; ADR: Comm Lit; Real Estate: Commercial; Tax: Business
Todd M. Turner	Sorling Northrup	217,544.1144	Banking; Close/Private Held Business; Real Estate: Commercial
Bruce A. Beeman	Wolter Beeman Lynch & Londrigan	217.753.4220	Personal Injury: General; Personal Injury: Prof'l Malpractice
Timothy J. Londrigan	Wolter Beeman Lynch & Londrigan	217.753.4220	Class Action/Mass Tort Plaintiff's; Personal Injury: General; Pl: Prof'l Malpractice; Pl: Product Liability
Francis J. Lynch	Wolter Beeman Lynch & Londrigan	217.753.4220	Personal Injury: General; Personal Injury: Prof'l Malpractice; Workers' Compensation
Randall A. Wolter	Wolter Beeman Lynch & Londrigan	217.753.4220	Personal Injury: General; Personal Injury: Prof'l Malpractice; Workers' Compensation

These Springfield Area EMERGING LAWYERS have been identified by their peers as the top lawyers in Illinois who are 40 years old or younger or practicing law 10 years or less.

Randy S. Paswater	Barber Segatto Hoffee Wilke & Cate	217.544.4868	Commercial Litigation; Elder; Family
Andrew G. White	Bellatti Barton & Cochran LLC	217.793.9300	Trust/Will/Estate
Ashley D. DiFilippo	FeldmanWasser	217.544.3403	Civil Rights/Constitutional; Family
Matthew R. Trapp	Giffin Winning Cohen & Bodewes PC	217.525.1571	Commercial Litigation; Gov/Municipal/Lobby/Admin
Michael P. Murphy	HeplerBroom LLC	217.993.7156	Insurance Coverage/Reinsurance; PI Defense: General; Products Liability Defense
Matthew C. Read	HeplerBroom LLC	217.321.0365	Environmental
Barbara K. Myers	Hinshaw & Culbertson LLP	217.467.4950	Commercial Litigation; Construction; Gov/Municipal/Lobby/Admin
Esther J. Seitz	Hinshaw & Culbertson LLP	217.528.7375	Advertising & Media; Copyright & Trademark; Gov/Municipal/Lobby/Admin
Jeffrey I. Cisco	Kanoski Bresney	217,523,7742	Personal Injury: General
Colleen R. Lawless	Londrigan Potter & Randle PC	217.544.9823	Family
Christopher D. Galanos	Quinn Johnston Henderson, et al.	217.753.1133	PI Defense: General; Work Comp Defense
Ellen C. Bruce	Sgro Hanrahan Durr Rabin & Bruce LLP	217.789.1200	Personal Injury: General; Workers' Compensation
Alex B. Rabin	Sgro Hanrahan Durr Rabin & Bruce LLP	217.789.1200	Personal Injury: General; Workers' Compensation
Brian D. Jones	Sorling Northrup	217.544.1144	Banking; Close/Private Held Business; Employee Benefits; Real Estate: Commercial

Jeffrey R. Jurgens Brent A. Beeman Sorling Northrup Wolter Beeman Lynch & Londrigan
 217,544,1144
 Banking; Close/Private Heid Business; Employee Benefits; Real Estate: Commercial

 312.544.1144
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217.753.4220 Personal Injury: General; Workers' Compensation

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Horace Mann announces Community Spirit Award recipient

Horace Mann named Kathy Kachanoski of Springfield its 2015 Community Spirit Award recipient at its employee meeting



t its employee meeting last month. Kachanoski is recognized for her dedication to serving the American Cancer Society's Relay for Life, Helping Hands and other organizations. Kachanoski received \$1,500 to donate to her charities, while the remaining three

Kathy Kachanoski

finalists, Linda Ethell and Leslie Hague of Springfield, and Joey Murphy of Raleigh,

North Carolina, received \$250 each for their charities. Kachanoski said she started volunteering for Relay for Life when several coworkers and family members were facing battles with cancer. She helped organize a team and fundraising activities. Kachanoski also volunteers for many organizations that help those who may need a helping hand. Kachanoski has designated \$1,000 for the American Cancer Society and \$500 for Helping Hands. She also received a \$500 gift card from thanks.com and a commemorative plaque. The other Community Spirit Award finalists, Ethell, Hague and Murphy, have designated their donations to Relay for Life, the Animal Protective League and DonorsChoose.org, respectively.



Prairieland FS announces winner in "Growing Our Future" program Prairieland FS, Inc. recently announced the three winners in its inaugural Growing Our Future FFA Program. Claiming the first place

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prize of \$5,000 for their FFA Chapter is Astoria FFA. Second place was awarded to Williamsville FFA and they will receive \$2,500 for their FFA chapter. \$1,000 and third place honors goes to Pittsfield FFA. All winning FFA chapters will also receive branded T-shirts for all members of their chapters to wear at various FFA functions. Sixteen schools competed in the first ever Growing Our Future program which was established by Prairieland FS, Inc. as a way to enhance the communities in its trade territory. All three of the winners plan to use the monies towards improving or rebuilding their greenhouses. Funds raised through selling plants grown in the greenhouses support the FFA chapters for other events throughout the year.

Merchant House grand opening

Merchant House, formerly known as the Widow at Windsor Antiques, hosted a full day of grand opening festivities on April 27 at their downtown location at 625 E. Monroe. Downtown Springfield, Inc. held a ribbon cutting ceremony at noon, with a second ribbon cutting by Springfield Chamber of Commerce at 4 p.m. Merchant House has retained the European antiquities and artifacts that the Widow at Windsor was known for while adding many new lines of merchandise, such as contemporary furniture, home décor, lighting, art, Asian artifacts, and more. In addition, Merchant House has expanded their hours and days of operations; they are now open Monday-Saturday 10 a.m. - 5 p.m. and by appointment.

Home sales up while buyers struggle

Home sales, sale price, sale pending and new listings all increased while days on market and foreclosures decreased in the Capital Area during March 2016, according to the Capital Area Realtors (CAR) Multiple Listing Service. For the month of March 2016, the median home sale price (for all single-family homes and condominiums) was \$118,500, an increase of 5.3 percent from the \$112,500 March 2015 price. The year-to-date median price through March of 2016 was \$108,000, reflecting a 1.4 percent increase over the prior year. The number of homes sold in the capital area in March of 2016 was 304, an increase of 11.4 percent from the prior March. The number of home sales year-to-date through March of 2016 was 677, reflecting an increase of 2.7 percent over the prior year. Sale pendings in March 2016 amounted to 494, reflecting an impressive 27 percent increase over the 396 sale pendings during the same time in 2015. $\mbox{``Local}$ homebuyers are experiencing several favorable metrics such as affordability, low mortgage interest rates and plentiful downpayment programs making now an ideal time to make the transition from renting to owning or moving up," said realtor Kristie DeBrun. president of the organization.

The retirement counsel

By Eric Woods

Sarah Beuning has lived in Springfield for the past 10 years. Having come from the twin cities in Minnesota, which has a strong arts community, Beuning was happy to find the same in Springfield. "I was pleasantly surprised by the richness of the arts here," she said. Beuning moved to Springfield when her husband landed a job at the University of Illinois Springfield. She does wish traveling home was a bit easier so she could visit family more, though. "It is hard to travel from here. I wish it was easier to get in and out."

Community involvement is very important to Beuning. She is a member of Women for Women, where she currently serves on the grant committee. Beuning is also a member of Young Philanthropists at the Community Foundation for the Land of Lincoln, is a member and past president of Illinois Women in Leadership, and is on the board of directors for the Springfield Ballet Company. She also volunteers in the Compass after-school program for homeless and low-income students. As active as she is in the community and with social service programs, Beuning is very concerned about the budget stalemate in Illinois. "Everyone is affected in some way or another because we have no budget," she said.

As a youth, Beuning wanted to be either a lawyer or a speech writer in the public relations sector. Growing up, one of her greatest achievements was helping to start the mock trial team in high school. It gave her real direction and helped her dream come to fruition over the course of her career. When she moved to Springfield, she took on the role of both general counsel and the head of human resources for Tom Lange Co. "I am responsible for all legal contracts which include dispute resolutions and compliance work," she explained. Her role in human resources has her supervising benefits, payroll and all general employee-related aspects of the company throughout the United States and Canada. Beuning's favorite aspect of the job is helping people get ready for retirement. "That is a fascinating piece of the HR world. We have an employee stock ownership plan that is a vital part of the company."

For people desiring a legal career, Beuning stresses education and learning what law is all about. "Before you commit, you really need to understand the practice of law. It is not what you see on TV," she said. Finding a mentor from which to learn is also important. Beuning had a number of important influences herself, including her parents and a couple college professors, all of whom had a positive effect on how she developed. "I learned early on that showing up is a huge part success. Learn to raise your hand, volunteer to get things done, and work in a team, and you can be effective."

Beuning does often think about retirement, but that is mostly due to the fact that her job entails working with others getting ready to retire. As for herself, Beuning looks forward to traveling and doing more volunteer work. She sees herself being more involved in the community in 10 years. "I want to be doing things that will make the world a better place. I would also like to be in a good place financially so I can think about retirement," she said. "I really want to be like my daughter by maybe taking art classes and just being a kid in the summer." In the immediate future, Beuning will be going to Minnesota soon to visit family and is also planning a family trip to New York City this summer. \Box

> Connect with Eric Woods at ericw93@aol.com.

PHOTO BY MARANDA POTTERF

Sarah Beuning

Title:	General Counsel and Director of Human Resources, Tom Lange Company
Education:	J.D. from Cornell Law School
Family:	Husband – John Martin; Daughter – Lila
Favorites -	
Hobby:	Reading
Movie:	Say Anything
Author:	Jane Austen

Tidbits -

Collects paintings and pottery Wants to someday travel to Italy Speaks some Spanish

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OFFICE EQUIPMENT, FURNITURE & SUPPLIES

Sources: The individual companies. (Ranked by number of local full-time employees.)

	COMPANY NAME ADDRESS		NUMBER OF LOCAL EMPLOYEE		PRIMARY PRODUCTS AND SERVICES OFFERED	MAJOR BRANDS	YEAR EST'D
1	CDS Office Technologies 612 S. Dirksen Pkwy. Springfield, IL 62703	217-528-8936 217-753=4867 cdsot.com info@cdsot.com sales@cdsot.com	60	Jay Watson, CEO, Mark Watson, President	Digital signage, video surveillance, document/print management, copiers/printers/scanners and license plate recognition systems. We carry a complete line of office supplies and office furniture, which can be ordered online for next day delivery.	Konica Minolta, Lexmark, HP, Lenovo, Samsung, Panasonic, Sharp, ShoreTel, Aruba, Ruckus Wireless, Scala, Brother, M-Files and InfoDynamics document management, Microsoft Certified Gold Partner.	1971
2	Midwest Office 1999 W. Wabash, Suite 200 Springfield, IL 62704	866-978-5555 866-753=1417 MidwestOffice.com CustomerService@midwestoffice.com	48	Steve DeMarco, President	Consistent value, state-of-the-art technology, competitive pricing, world-class customer service, free next day shipping, office supplies, contract furniture, print services, promotional products, technology, break room supplies, interior design, space planning and more.	HP, 3M, Bic, Avery, Sharp, HON, Lorell, Genuine Joe, Business Source, Brother, Keurig, Scotch, Energizer, Expo, Fellowes, Quartet and more.	1989
3	GFI Digital, Inc. 1846 W. Jefferson Springfield, IL 62702	217-303-6776 gfidigital.com areiss@gfidigital.com	23	Bruce Gibbs	IT services and hardware, copiers, printers, document management, scanning, data backup	Ricoh, Sharp, Okidata, HP, Barracuda, Cisco, VMware	1999
4	Wiley Office Furniture 301 E. Laurel Springfield, IL 62703	217-544-2766 217-544=8756 wileyoffice.com springfield@wileyoffice.com	16	Zachary Hoffman and Diane Beauchamp	We create great places to work for all price ranges – from a budget start-up to a custom-ordered office. We offer design and consultive sales to businesses of all types and sizes - including offices, banks, hospitals, as well as home offices. Our staff delivers and installs the approved design.	Herman Miller, Geiger International, Kimball Office, National Office Furniture, Groupe Lacasse, United Chair, Via Seating, Eurotech	1958
4	Resource One 321 E. Adams Street Springfield, IL 62701	217-753-5742 217-753=5748 resourceoneoffice.com info@resourceoneoffice.com	16	Cindy Davis and Craig Mannschreck	Contract furniture, delivery and installation, design and space planning, modular interior walls, solar shades, flooring, sustainable design consulting, used furniture.	Knoll; DIRTT walls, casework, electrical and raised flooring; Trendway; OFS Brands; Hon; Gunlocke; Neutral Posture; JSI; Global; Indiana Furniture; SWF; Integra; Aurora Steel Products.	1987
5	RK Dixon 2912 Stanton Street Springfield, IL 62703-5848	217-529-7899 217-529=8529 rkdixon.com	15	Stephen Hebel	Customized information and office technology.	Xerox, Samsung, Hewlitt Packard and MBM.	1983
6	NCI Business Systems, Inc. 1801 South 6th Street Springfield, IL 62703	217-529-2070 217-529=9489 ncibsi.com tbeverlin@ncibsi.com	9	Terry Beverlin, VP of Sales and Service	Sales and service of office imaging, scanning and document management systems.	Toshiba, Kyocera, HP and Lexmark	1988
7	Digital Copy Systems LLC 2900 Stanton Street Springfield, IL 62703	217-529-0666 1-866-334-0700 217-529=7382 dcscopiers.com	8	Tim Lance, owner; Michael Brettl, sales manager	We sell and service new and pre-owned Canon copiers, facsimiles, printers, scanners and wide format printers, digital duplicators, smart boards, new Duplo folding machines. We also offer digital signage; outdoor LEXD marquee signs, indoor touch screens, and directional screens, outdoor billboards as well as video scoreboards.	Canon, Toshiba, Samsung, Riso	2003
8	Wade & Dowland Office Equipment, Inc. 202 North Sandy Street Jacksonville, IL 62650	217-243-3379 217-245=1323 wadeanddowland.net wdoffice@frontier.com	7	Steven L. Quigg	Furniture, copiers, cash registers, fax machines, all office supplies along with a full service department.	Authorized Sharp dealer and furniture brands: Lorell, Hon, Premiera, Fireking and more.	1961
9	Tom Day Business Machines 2125 Stevenson Drive Springfield, IL 62703	217-529-8282 217-529=9225 tomdaybusinessmachines.com	6	Dale Smith	MPS (Manage Print Service), Office Solutions	Lanier, HP, Brother and MBM	1981
10	Work Space Solutions, Inc. 2340 North Third Street (warehouse) 3112 Kensington Drive (office) Springfield, IL 62702	217-553-0123 workspacesolutionsinc.net cjhrdh@sbcglobal.net	2	Robyn & Christie Hovey	Office, school, medical furniture - new and used - specification and sales, receiving, delivery, and installation of interior furnishings, window treatments, carpet, tile, interior accessories, re-upholstering and refinishing of existing furniture	Krueger International - KI, Lafayette Blinds, Pallas Textiles, HON, Tandus-Centiva, Xenali, Furniture Lab and Mayline	2004





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MERGERS



Glenn Brunk Stationers can now be found within CDS on Dirksen Parkway.

PHOTO BY STACIE LEWIS

Glenn Brunk lives on

"Our customers

through CDS."

By Haley Wilson

A small neighborhood office supplier became part of a large scale office solution corporation with the purchase of familyowned Glenn Brunk Stationers by CDS Office Technologies in January of last year. Melinda Stanfield and her husband, Ed Stanfield Jr., sold the company to Jay Watson, CEO of CDS and his son, Mark Watson, president of CDS.

Glenn Brunk Stationers opened its doors in 1959 as "the most trusted name in office products in central Illinois." Brunk began his business by selling typewriter ribbons and carbon paper to local establishments. With business booming, Brunk expanded his company in have more options 1962 by transitioning from small-scale merchandise to and we have more the office supply business. Brunk continued to prevail buying privileges over the years as the most well-known name among local office suppliers. Just one year - Kelly Stanfield before the death of Brunk in 1972, CDS Office Technologies made its first appearance as

the new competitor for Springfield's office technology needs.

Upon her husband's death, Mary Brunk continued to carry on his legacy as a trusted name for local office needs. However, in 1998, Mary decided to end her career in the retail and printing business and sold the company to longtime employee Malinda Stanfield and her husband. Ed. The sale required that the Stanfields continue the use of the Brunk name. With the intention of keeping the nostalgic small town qualities long associated with Glenn Brunk, the Brunk name has remained the same after the merger with CDS. Glenn Brunk Stationers now operates as a division of CDS.

As a division of CDS, these new customers are now afforded the opportunity to work with several locations throughout Illinois and Missouri. New customers will also experience a "total solution" to their office technology needs. With public safety equipment, cloud data storage, high definition video conferencing and a complete inventory of office supplies and office furniture, CDS is a one-stopshop for their newly inherited customers.

Although this transition may have come as a surprise to many Springfield natives

who supported the long standing family business, CDS has a rich history that runs deep in the Stanfield family. Ed Stanfield, Sr. began his career in business at CDS in the early 1990s. Mark Watson stated, "Ed was actually my only sales manager out of college." With this in mind, the merging of the two companies proved to be an effortless transition. Both office suppliers work with S.P. Richards Co., one of the leading wholesalers in North America. Jay Watson said that this key similarity is "one of the things that made this purchase very

seamless." Kelly Stanfield, office manager for Glenn Brunk for 13 years, agrees that the transition from small firm to big

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The continuation of the locally-owned atmosphere has led CDS to retain many of Brunk's loyal customers. Mark Watson stated, "We have inherited over 400 new customers from Glenn Brunk."

corporation has been a smooth one. "We have adjusted quite well to CDS," she said. "Our customers have more options, and we have more buying privileges through CDS." Given its history, there is a lot to be said about a small business withstanding over a century of economic distress and new competition with up-and-coming suppliers. The loving history of Glenn Brunk is an admirable legacy and one that CDS plans to carry on.

Haley Wilson is a local writer and marketing professional with a bachelor's degree in communication arts.



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Family law values

By Eric Woods

For 38 years, Pat Sheehan has been practicing law in Springfield. With the exception of his time away at college, he has lived his entire life in the state capital. "My family all lives here on both sides. It is easy to navigate, and being the center of state politics makes it an interesting place to be," he said. There are very few negatives about the city, although the prolonged weather extremes are somewhat unnerving for Sheehan. Also, the state budget concerns have an effect at the local level. "The long-range financial issues are tied to problems with the state of Illinois. A lack of knowing where we are at the state level affects all municipalities. There are so many unknowns."

As a child, Sheehan always knew what he wanted to be: his father was a lawyer, and he wanted to follow in his footsteps. Along the way, he worked some manual jobs. "I cut grass at Oak Ridge Cemetery when I was 16 and painted houses for a couple summers," said Sheehan. "I learned what I did not want to do with my life, but I learned respect for people who do those things." Sheehan passed the bar exam in 1977 and immediately began working with his father. A year later, his brother Bill joined the firm as well. In 1980, Pat Sheehan, Sr. passed away but the two sons continued

and are still running strong today. Sheehan is currently a member of the Sangamon County and Illinois State Bar Associations as well as the Sangamon Valley Estate Planning Council.

Sheehan covers a number of areas including agricultural law, business and commercial law, estate planning and administration and real estate transactions. "Most of my work is connected with estate planning, and that includes wills, trusts and power of attorney. I also handle estate administration, which is handling the estate after a client is deceased." said Sheehan. "Fortunately, we are always busy. Income tax time is an extra load and that is between mid-February and mid-March." As it relates to agricultural law, Sheehan does still have an office in New Berlin which he works out of one afternoon per week. That office was his father's original office, acquired after returning from service in World War II. Sheehan has maintained it ever since. Last year, the firm moved their main office building from their former location on Eighth Street where they had been since beginning their practice nearly four decades ago.

To those with ambitions for a law career, Sheehan advises procuring a

sizeable amount of legal information. "You need to acquire a knowledge base as broad as possible in as many subjects and fields as possible," he said. Sheehan recommends learning math and science with a particular emphasis on business writing and communication skills. "I also believe that you never blame your secretary. That means you are responsible for anything you do." Sheehan expressed appreciation for people who are genuine and don't attempt to be someone they're not.

Sheehan credits his family as his greatest achievement – not only for having raised five children with his wife, but also for having grown up with three siblings in a house where they were shown great examples by their parents. Sheehan will keep working as long as possible and does not look forward to retiring. "I feel fortunate that I enjoy my work and I am not counting the days until I quit," he said. In 2014, Sheehan's son Pat joined the firm, while another son, Willie, is a second year law student who also plans to join in a couple years. The family business seems assured to continue for a third generation. □

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

Patrick Sheehan

itle:	Attorney, Sheehan & Sheehan,
	Lawyers, P.C.
ducation:	J.D., cum laude from St. Louis
	University School of Law
amily:	Wife – Carla; Children – Peter, Catie,
	Willie, Pat, and Mary

Favorites -

Hobby:	Bicycle riding
Restaurant:	Smokey Bones
Sports team:	St. Louis Cardinals

Tidbits -

Plays the trumpet Would like to go on a cross country bike trip Majored in political science as an undergraduate in order to go to law school





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A tale of global guanxi networking

Jade's Far East Emporium takes things to the next level

By Catherine O'Connor

For Jade and Don Adams, the Chinese principal of "guanxi," which involves cultivating dynamic personalized networks of influence, has guided their success in business and life. In barely four years, the owners of Jade's Far East Emporium have expanded business at the corner of Adams and Seventh streets to include specialty Chinese handmade items, Tibetan fair trade jewelry, artisanal teas and traditional clothing. In addition to the retail space, the enterprising couple has opened an adjoining office where they work to develop new American product export ventures, operate a real estate investment niche which caters to the needs of the area's growing Chinese immigrant community and also direct the management of several private preschools they administer in China.

In 2007, Jade was a single mother with two daughters when Don Adams, a Springfield native, relocated to China to explore setting up a consulting business there, following an earlier visit with his Executive MBA class at University of Illinois Springfield.

"At that time China was like the TV show 'Deadwood' – the wild west of 19th century America. I thought I'd give it six months and if it didn't work out at least I'd come back with some good stories to tell," Adams said. His graduate school research helped Adams to become aware of the growing potential for Chinese companies and individuals to invest in the U.S., as the transition to capitalism, which had begun in the 1980s, continued to accelerate.

Having met only a few contacts who had relocated to China and with just a couple months of independent study of the language, Adams set out to explore the Far East. It would be the cultural immersion of living there for six years, along with a good dose of guanxi, which enabled him to succeed in several business ventures.

Not long after their initial meeting in Beijing, a bustling city of 22 million people, Jade and Don had begun a business partnership which would grow into a life partnership (they married a couple years later). Observing that the Chinese education system, still tightly controlled by the government, lacked the academic excellence sought after by the growing legions of new middle- and upper-class Chinese, the couple joined forces in the business of linking aspiring high school and college students in China with placements in America. In addition, the Adamses set to work using Don's newly-minted MBA skills to improve management and increase the number of students from two to six years of age in the fledgling kindergarten business. They eventually expanded into multiple locations and currently serve more than 600 students in China. Though the Chinese government requires children in elementary through high school to attend only their regulated schools for academics, they allow commercial owners to provide additional after-school and supplemental recreation English immersion programs for middle grades, which the Adamses also operate.

By 2012, the family had relocated to Springfield and the elder of Jade's two daughters was attending UIS. Having been a former shop owner with an entrepreneurial spirit to match her husband's, Jade quickly decided to start a business in the downtown space that was formerly Sachi, across the street from the two hotels at 631 E. Adams, a location benefiting from the flow of pedestrian traffic from the nearby Prairie Capital Convention Center.

Initially, the emporium's stock was purchased from fellow Chinese wholesalers in Chicago and pallets were shipped directly. As relationships with others in the business have flourished, Jade's has added handcrafted jewelry, scarves and silk clothing, prayer bracelets blessed by Tibetan monks and authentic teas and ceramics, described by Don as "a far cry from the 'Made in China' stuff at Walmart."

The strong relationships Jade has cultivated in both countries extend beyond, to an interest in preserving and promoting the cultural implications of guanxi. Jade is interested in raising awareness of Chinese traditional customs and fashions in her new adopted home via community performances, concerts and social events like those staged by Chinese social organizations in Chicago and St. Louis.

As downtown business owners, the Adamses see Springfield as a good place to develop an authentic Chinese New Year festival, allowing the growing number of native Chinese speakers in the area to share their heritage with the community.

Always the entrepreneur, Jade has also discussed opening a restaurant to serve authentic Sichuan spicy 'hot pot' cuisine, which can be found primarily in larger cities. "It's not what we think of as Chinese food. You won't find the common eggroll or fortune cookies served in much of China," Don said.

After a 15-year career in the economic development field, Don has some interesting views on how Springfield could cultivate the spending power of Chinese immigrants. "Most of the state's licensure and business forms are not readily available in Chinese, so closing the communication gap is crucial," according to Adams.

In addition, if the city were to provide English-as-a-second-language classes at night or on weekends – instead of just during the weekdays – it would help remove a huge barrier for the newly arriving, the quality American-made goods to China. Newly released data from the National Committee on U.S.-China Relations reported a record 90,000 American employees and \$15 billion in new operations, expansions and investment transactions by Chineseaffiliated companies in 2015. That is a strong 30 percent increase over the previous year, a fact not lost on those, like Don Adams, with experience on both sides of the globe.

The Adams' emphasis on guanxi signals to Chinese businesspeople that one cannot problem-solve in isolation. As in their native culture, respecting and preserving the hierarchies of networking is extremely meaningful. "It's interesting – though Americans are taught the importance of nourishing their reciprocating networks in business school, it is second nature for Chinese to bend over backwards to help someone with whom they have established reciprocating guanxi," said Don. □

Catherine O'Connor can be reached at catherineoconnor@gmail.com.



c jade jewelry PHOTO B CATHERINE O'CONNO

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Adamses have found. Liaisons who could interpret for daily life issues, such as those who translate for health care providers, would also be helpful in smoothing the transition for the growing number of newly arrived individuals to find a way to contribute to the community.

Future projects that Jade and Don are pursuing include expanding their real estate business (catering primarily to Chinese clients who want to purchase, rent or manage property in areas beyond the Springfield region). They have just hired a new executive assistant who will work to establish an export business to focus on sending high-

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Diamond Towing & Auto Salvage 2230 E. Dayton 528-3800 Owner: Sean Basden

DrinkUpBudderCup 9050 Johns Creek Rd, Loami 652-5501 Owner: Ashley Moore



Alpaca named Hank at Gage's PHOTO COURTESY OF Poultry Plus in Dawson. GAGE'S POULTRY PLUS

Gage's Poultry Plus 10000 Bell Fountain Rd., Dawson 638-3828 Owner: Gage J. Marinelli **East Springfield Contracting Services** 1930 East Brown 971-2345 Owners: Nick Heard, Samuel Johnson

BellaReese Lawn Care 2316 Austin Drive 801-2930 Owner: Heath Ramsey

Torn Line Studios 600 W. Mason 646-895-6076 Owner: Evon Dione

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Legal Notice

If You Are an Illinois Resident Who Bought a TV, Monitor, Notebook Computer, Cell Phone or MP3 Player or Other Product Containing a Flat Panel Screen between January 1, 1998, and December 31, 2006, A Lawsuit And Settlements May Affect You.

What is the lawsuit about?

There is a lawsuit involving the price of thin film transistor liquid crystal display ("TFT-LCD") Flat Panels. The lawsuit was brought by the Illinois Attorney General ("Plaintiff"). The lawsuit claims that Defendants conspired to fix, raise, maintain or stabilize prices of TFT-LCD Flat Panels resulting in overcharges to consumers who bought products containing the TFT-LCD Flat Panels. The Plaintiff is asking for money damages and an order to stop the Defendants' alleged behavior that is the subject of this lawsuit. The Defendants deny Plaintiff's allegations or that consumers suffered any overcharge. The Court has not decided who is right.

Settlements have been reached with five Defendants (Epson Imaging Devices Corp., LG Display Co., Ltd., Hitachi Displays, Ltd., Chi Mei Innolux Corp., Sharp Corp., and certain affiliates) and one alleged co-conspirator (Chunghwa Picture Tubes Ltd.). Three Defendants (AU Optronics Corp., Toshiba Corp. and Samsung Electronics Co., Ltd.) have not agreed to settle so the lawsuit continues against them.

Who is included in the lawsuit?

The lawsuit involves TFT-LCD Flat Panels purchased indirectly from the Defendants. "Indirectly" means that you purchased products containing the TFT-LCD Flat Panel from someone other than the company that manufactured the component TFT-LCD Flat Panel. The case is proceeding to recover money for these groups of indirect purchasers:

Illinois consumers: As parens patriae, Plaintiff has brought claims for monetary damages incurred by any person or business that purchased TFT-LCD panel products between January 1, 1998, and December 31, 2006, while residing in Illinois and **for their own use and not for resale**. TFT-LCD panel products include most notebook computers with color displays, flat screen monitors, TVs referred to as LCD or LED TVs, cell phones, MP3 players and other handheld devices with high resolution color displays. *Illinois political subdivisions:* Plaintiff has also settled potential claims involving the same products and time frame on behalf of counties, municipalities, townships and other political subdivisions in Illinois.

What do the settlements provide?

There are six settlements, totaling \$104,646,436. More details are in Settlement Agreements and other documents available at <u>www.illinoislcdsettlement.com</u>. The cost to administer the Settlements, as well as the Illinois Attorney General's fees and costs will come out of the Settlement Fund. Plaintiff will request attorney's fees and costs amounting to 10% of the Settlement Fund. Plaintiff will request that fixed portions of the remainder of the Settlement Fund will be distributed *pro rata* to the State of Illinois and state governmental entities (roughly 1.2%) and political subdivisions (roughly 10.2%), and that the remainder Settlement Fund (roughly 88.6%) be used to pay individual and business consumers in Illinois.

The maximum amount you could potentially recover will vary by device, ranging from \$270 for a TV to \$20 for a small-screen device. If there is not enough money recovered to pay the maximum amount, your recovery will depend on the number of claims per device submitted and the total recovery. We expect that such a *pro rata* distribution will allow for at least \$20 per claimed device and will increase if there are additional settlements or the State prevails at trial against the remaining Defendants.

How can I get a payment?

You must submit a Claim Form to get a payment. You can submit a Claim Form online or by mail. The deadline to submit a Claim Form is **October 4, 2016**. Claim forms are available at the website or by calling 1-800-949-0146. No money will be distributed yet. Plaintiff will pursue the lawsuits against the Non-Settling Defendants. All funds received in this case will be distributed together at the conclusion of the lawsuit or as ordered by the Court.

What are my rights?

If you do nothing, your rights will be affected. If you do



Handmade and upcycled items by The Crafty Coop. PHOTO COURTESY OF THE CRAFTY COOP

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Illinois state governmental entities: Plaintiff has also settled potential claims on behalf of the State of Illinois and its state governmental entities.

not want to be legally bound by the lawsuit, you must exclude yourself from the lawsuit. If you exclude yourself, you will not get any benefit as a result of the settlements, trial, or judgment in this case. If you do not exclude yourself you will not be able to sue the Defendants for any claim relating to the lawsuits. The deadline to exclude yourself is **June 4**, **2016**. **Any request for exclusion or objection must be mailed to: Illinois LCD Indirect Exclusions, PO Box 170500, Milwaukee, WI 53217**. Illinois state governmental entities may not exclude themselves from the Settlements.

For More Information: 1-800-949-0146 www.illinoislcdsettlement.com

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T&J Lawn Care PHOTO COURTESY OF T&J LAWN CARE AND HOME SERVICES

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Small claims court

By Sarah Delano Pavlik

What do you do if a customer owes you a small amount and refuses to pay? For example, your customer owes you \$500 and it would cost you more than \$500 in legal fees to sue him. You can use a collection agency or you can file suit yourself in small claims court. Warning: only individuals can represent themselves as plaintiffs in small claims court. If the customer owes your corporation, you cannot file suit on behalf of the corporation. You must hire a lawyer. Certain officers of a corporation can, however, represent the corporation if it is named as a defendant.

As its name makes clear, small claims court is designed to handle lawsuits regarding relatively small amounts of money. A complaint can be filed in small claims court if the damages being sought are \$10,000 or less. (The amount increased from \$5,000 to \$10,000 in 2006.)

In addition to the dollar amount limitation, there are limitations on the types of cases that can be brought in small claims court. Claims that can be filed include: breach of contract, property damage, repossession of property and garnishment to enforce judgments. Claims for libel, slander, professional malpractice and punitive damages cannot be filed in small claims court.

The procedures in small claims court are greatly simplified to help move these cases more quickly and at a lower cost. In order to begin a small claims case, you would file a complaint and a summons with the circuit clerk. You can obtain forms for small claims court at the circuit clerk's office (located on the fourth floor of the county building) or online at various places, including www. illinoislegalaid.org or http://www.law.siu. edu/selfhelp. When you file your claim in Sangamon County, the clerk's office will give you a copy of the small claims court manual, which is very helpful, or you can obtain the manual from the circuit clerk's website, www. sangamoncountycircuitclerk.org. (Circuit clerk employees cannot give you legal advice, but they are very helpful with explaining procedures such as filing and service.) You will have to pay a fee when filing your complaint. The filing fee in Sangamon County ranges from \$93 to \$158, depending on the size of the claim. If your claim is based on a written document, such as a loan agreement, you must attach a copy of the document to the complaint.

In most lawsuits, the plaintiff must arrange for the defendant to be "served with process." Generally this means that an authorized person physically hands the complaint and summons to the defendant and certifies that this has been done. Papers can be served by the sheriff's office or by an authorized private process server. In small claims court, personal service is not required if the defendant lives in Sangamon County. In that case, service can also be made by certified mail. The circuit clerk's office will send the summons by certified mail for you for a fee of \$9.50. However, many people do not claim certified mail, particularly if they have reason to believe they will be sued. If the defendant does not sign the green receipt card for the certified mailing, you will need to take additional steps to obtain service. Therefore, you may choose to have the sheriff's office serve the summons, even though the fee is \$42.

When you file your complaint, you need to set a hearing date for the "first appearance." The hearing date must be provided in the summons so the defendant knows when the hearing will take place. The hearing date cannot be less than 14 days after you file the complaint or more than 40 days. Generally, 30 days is a good option and will give you enough time to obtain service on the defendant. The defendant must be served at least three days before the first appearance hearing.

In Sangamon County, first appearances are heard on Fridays. Cases for parties without attorneys are set for 9 a.m. and cases for parties with attorneys are set for 1:30 p.m. The first appearance will not be a trial of your claim. If the defendant does not appear, the judge may award you a default judgment, which the defendant has 30 days to challenge. If the defendant appears and admits the debt, the court will enter judgment against him. If the defendant appears and disputes the debt, the court will set a trial date.

Small claims cases are heard by a judge unless the plaintiff demands a jury when the case is filed or the defendant demands a jury trial. Juries in small claims cases are generally made up of six people. There is an additional fee of \$12.50 for a six person jury demand and \$25 for a twelve person jury demand.

In small claims cases there is no

"discovery" unless you request it and the judge grants your request. Discovery consists of written demands for information and depositions of parties or witnesses. The lack of discovery is one of the main reasons small claims cases can move more quickly and at a lower cost.

When your trial date arrives, you will testify explaining your case. You should bring all written documents supporting your claim with you, such as repair bills. You may also have witnesses testify. The court will not accept written statements – live testimony is required. After you present your case, the defendant will present their case, and the judge will determine the outcome. As the plaintiff, the burden is on you to prove your claim.

If you win your claim, you must then collect the judgment from the defendant, which can be extremely difficult. Tom Pavlik will address the collection process in the June issue of the *Springfield Business Journal*. In the meantime, consider this advice from the Small Claims Court Manual:

"Our Illinois Constitution prohibits a judge from putting a person in jail for failure to pay a debt. Therefore, if a person does not have money, income or property, there may be no legal way for the court to help you get money owed to you. It is wise to make sure a judgment can be collected before paying the costs of a lawsuit."

Sarah Delano Pavlik is an attorney with Delano Law Offices, LLC. She can be reached at sdpavlik@delanolaw.com.



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Trade Winds Pub and Eatery

By Thomas C. Pavlik, Jr.

When a friend first suggested Trade Winds Pub and Eatery, I wasn't sure where it was. Sure enough, when I pulled up and saw the yellow metal building, I would have thought I was at a small town village hall or fraternal organization rather than a restaurant. But looks can be deceiving, as Trade Winds is well worth a visit.

Trade Winds is located right next door to Knight's Action Park and they've done a good job with a very utilitarian building. There's a bar along the back wall and table seating for perhaps 25 diners. It has a homey feel that somehow makes it easy to ignore the low ceiling. In any case, you're not coming to Trade Winds for the ambiance. Perhaps the most appealing aspect of the space is the large "backyard," complete with stage, volleyball and bocce ball courts and plenty of room to ramble.

During our visit, Trade Winds remained about half-full. We recognized some of our fellow diners, but the business crowd hasn't yet discovered the place.

Trade Winds' menu isn't too large, and we liked that. I'd rather see fewer things done right than a wider menu where quality suffers. You can tell that Trade Winds uses fresh ingredients with pretty much everything being homemade.

My guests and I decided to start with the chili (\$4.95) and the potato boat (\$3.50). My one guest thought the chili



was too salty but, as he continued to work his way toward the bottom, he commented that he really began to enjoy the flavor. I found it to be on the higher end of the tavern chili spectrum.

The potato boat was a large potato, split in half, topped with cheese and bacon. Nothing too original, right? But when paired with what Trade Winds called salsa, the dish had a nice snap. We wouldn't quite consider it salsa, ourselves – it was almost more pickled tomato. Whatever it was, Trade Winds should bottle the stuff.

For entrées, we selected the pony shoe (\$9.85), the breaded pork tenderloin sandwich (\$8.25), and the club (\$7.75). All sandwiches come with homemade fries or chips.

Other items that caught our eye included the cod basket (\$9.25), the Captain burger (\$9.25, 1/3 pound patty with pepperjack and homemade Captain Morgan rum sauce served on an onion roll), and the bruschetta appetizer (\$5.95, tomatoes drizzled with olive oil on a baguette).

All meals are served on metal cookie sheets with red and white checkered wax paper. It sounds goofy, but it works. Given Trade Winds' ludicrously sized portions, the trays come in handy.

My pony shoe guest was a fan of Trade Winds' version. I don't think I've ever seen a more generous helping of fries served before. The fries were clearly homemade (from three potatoes, we learned) yet managed to avoid the limpness so often seen with homemade preparations. The cheese sauce was reported as well-balanced. He particularly appreciated that the dish wasn't drowning in the sauce.

The pork tenderloin was, again, homemade. It's a half-pound sandwich served on brioche. It also came with a ridiculously large helping of fries. My other guest reported that it was just right – not too thin and not too thick, with some nice seasoning. He was quite pleased with his selection and managed to wolf the whole thing down.

I went with the club, a sandwich so large (made from 3 pieces of Texas toast) that I had to remove the middle piece of bread to fit the sandwich in my mouth. Even then, this was a huge sandwich – packed

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Professional Women's Calendar of

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Association for Women in Communications (AWC)

AWC will meet on Wednesday, May 18 at 6:30 p.m. at the Sangamo Club. The program will be the presentation of the annual scholarship awards. Also, save the date for the upcoming summer social which will be held on Thursday, June 9 at Boone's Saloon. Online registration is required, visit www. awcspringfield.org for more information.

Women Entrepreneurs of Central Illinois (WE-CI)

WE-CI will hold its May meeting on Wednesday, May 11 from 11:30 a.m. -1 p.m. at Engrained Brewing. The cost for the meeting is \$15 for members, \$10 for guests, and \$20 for walk-ins. Make reservations at www.we-ci.org.

Illinois Women in Leadership (IWIL)

IWIL will hold its May meeting on Thursday, May 19 from 11:30 a.m. - 1 p.m. at the Sangamo Club. The program will be "Making the World a





with turkey and more bacon (perfectly crisped) than I've ever seen on a sandwich. Trade Winds clearly has its own idea of the proper turkey to bacon ratio, and I'm on board. I opted for the chips. They were a bit of a mixed bag – about a third of them were soggy. Thankfully, the portion was large enough that I had plenty of good ones to keep me happy. My only other complaint was the Kraft singles. But that was my

fault, as I didn't specify the kind of cheese I wanted. I'll know next time.

Service was attentive and incredibly friendly. Trade Winds' staff wants you to be happy – and it shows – but our server was also observant enough to sense when we wanted some privacy to discuss business. We also appreciated that our food was served simultaneously – a rarity with so many of Trade Winds' competitors. I'd like for Trade Winds to stick around and hope they continue the good work. It's well worth the visit. \Box

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



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SIU's Schwartz earns teaching excellence award



Dr. Bradley F. Schwarz, professor of urology and director of the Center for Laparoscopy and Endourology at the SIU School of Medicine, has received the Teaching Excellence Award, an honor bestowed upon a tenured or tenuretrack faculty member

Dr. Bradley Schwartz

in the Southern Illinois University system. In addition to the award, he will receive the permanent title of Distinguished Teacher. "Dr. Schwartz is an extraordinary educator," wrote dean and provost Jerry Kruse, MD, MSPH, in a letter nominating Schwartz. "His dedication to teaching moves beyond the traditional and into the innovative and cross-generational. His creativity, passion and relationship building are recognized locally, nationally and internationally." The award recognizes faculty who demonstrate outstanding teaching, high-quality classroom performance, innovation, and "commitment to student learning outcomes and inclusive excellence in education." Schwartz has received numerous awards for his teaching. In 2015, he was named the School of Medicine's Educator of the Year. He has earned the Department of Surgery's Excellence in Teaching Award for 11 years and the department's Research Mentor of the Year four times. He joined the School

of Medicine in 2003 and was promoted to professor in 2009. Board certified in urology, he specializes in minimally invasive surgery, laparoscopy and stone disease. He also holds the rank of colonel in the U.S. Army Reserves.

Hingle Named chair-elect of board of regents of national doctors' group



Dr. Susan Hingle

the main policy-making body of the College. Hingle's term will begin at the conclusion of ACP's Internal Medicine Meeting 2016, its annual scientific meeting, which will be held in Washington, DC, from May 5-7. In addition to membership in the ACP's board of regents, Hingle previously served as chair of ACP's board of governors. She also held the position of governor of ACP's Illinois Downstate Chapter. Boardcertified in internal medicine, Hingle is professor of medicine at Southern Illinois University School of Medicine in Springfield. She earned a bachelor's degree from Miami University and a medical degree from Rush University Medical College. She completed an internal medicine residency at Georgetown

University Medical Center, where she served as chief resident of internal medicine.

New chancellor selected for St. John's **College of Nursing**



St. John's College of Nursing is pleased to announce that Charlene S. Aaron, PhD, RN, has been selected to serve as the new chancellor of St. John's College of Nursing. St. John's has provided excellence in nursing education for 125 years in Springfield.

Each year, approximately 55 nursing students graduate from the college. Dr. Aaron comes to St. John's College of Nursing from Illinois State University's Mennonite College of Nursing where she most recently served as an assistant professor. She's worked at ISU's nursing college since 2005. Prior to that, Aaron served as the director of nursing for various nursing homes and retirement communities in Livingston County. She began her career in nursing as a post-surgical nurse in 1978 at St. James Hospital in Pontiac. "We believe Dr. Aaron will be an asset to St. John's College of Nursing because of her distinguished experience with nursing education," said E.J. Kuiper, MHA, DPT, FACHE, president and CEO of HSHS Central Illinois Division. "She is passionate about educating students to

be great nurses and increasing diversity of nursing students and faculty members." Aaron will start June 1, 2016. She will transition into the role with the college's outgoing chancellor, Brenda Jeffers, PhD, RN, who retires on June 30, 2016.

Capitol Healthcare renamed "The Mosaic of Springfield"

Capitol Healthcare and Rehabilitation Center (555 W. Carpenter St.), recently announce it has changed its name to The Mosaic of Springfield. The new name reflects the company's commitment to providing a personalized approach to care, complex nursing care and expanded clinical services through state-of-the-art technologies not found at other post-acute care centers. The Mosaic of Springfield is part of the Mosaic Healthcare network and is a recognized leader in providing specialized medical services, restorative therapies and leading-edge technologies to treat the most complex medical conditions at its 10 facilities that are located throughout Chicago and Illinois. Specialized services include telemedicine, which provides 24/7 bedside physician assessment and monitoring; IV therapy; wound care; and advanced clinical services for cardiac, respiratory, tracheostomy and other complex medical conditions. For further information, contact The Mosaic of Springfield at 217-525-1880 or visit www. capitolhrc.com.



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Julie Nathanson, D.D.S.

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EDITORIAL



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Making a difference, personally and professionally

By Michelle Higginbotham Associate publisher

Sometimes when reading the local newspaper or watching the national news on television, it's easy to become discouraged by the problems of the world. We are bombarded by images of terrorist attacks around the world and stories about the desperate plight of refugees fleeing their war-torn homelands. Meanwhile, the local Salvation Army is struggling to find a permanent home so that it can reopen, while the city council and neighborhood residents debate the best solution. The state of Illinois still doesn't have a budget, and with no end in sight, nonprofits and public universities are slashing their budgets while the politicians point fingers. The problems loom so large that solutions seem out of our control, and we wonder what one

organizations, from Maryam Mostoufi becoming the first Muslim woman to be admitted to the Association of Professional Chaplains to Emily Becker's role as the first female general manager of the Sangamo Club.

This is the 13th year for the Women of Influence program, which Security Bank has sponsored from the beginning. Even after more than a decade of recognizing influential women in our community, we received a record number of nominations this year. Quite a few employees nominated their bosses, and several nonprofit organizations nominated key volunteers. While some people were nominated multiple times, we look at the quality of the nominations, not just the sheer quantity. Many of the nominations included glowing testimonials in addition to lengthy lists of community involvement. Emily Becker, who is not yet 30 years old, has a volunteer resume so long it's hard to believe she's been alive long enough to do it all. She now holds the distinction of being our youngest ever Women of Influence recipient. As a chronic community volunteer myself. I enrolled in a master's degree program at the University of Illinois Springfield shortly after moving here, with an emphasis in nonprofit management. About a year into the program, I confessed to my advisor that

I felt guilty about working in the private sector, as virtually everyone else in the program was employed by a nonprofit agency or government entity. I was deeply conflicted about my role in the business community and asked him if I should take a job in the nonprofit world in order to have more of an impact. He responded by telling me that the nonprofit world was full of "bleeding hearts." but they were harder to come by in the corporate world. His advice was to leverage the connections and influence that I had in my professional life to build bridges with the nonprofit world, which often lacks those resources.

One of this year's recipients. Kathy Germeraad, has lived out that concept by utilizing her many connections for the benefit of the community. Her family's business, Springfield Electric, has a long history of giving back and Kathy has continued that legacy through her own charitable efforts. While many of the Women of Influence have impacted the community through their professional roles, their volunteer work has played an important role as well. We hope you will join us in recognizing these outstanding local women. While none of them seek the limelight, we want to acknowledge their numerous contributions to making our community a better place to live and work. \Box

person can do about it all.

The six women featured on the cover of this month's *Springfield Business Journal* are a testimony to the power that each of us has to make a difference in our world. This diverse group is comprised of an up-and-coming young professional, a long time community volunteer, a retired state worker, an executive director of a nonprofit, and public and private school administrators. These women have had impacts ranging from the quality of our local educational systems to health care in developing countries. They are also taking on roles in historically male-dominated



DATE CORRECTION

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Jacksonville, IL

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Jennifer Bailey-DeSart



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- Jennifer Bailey-DeSart

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