

Springfield business journal

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Judgment issued against UST Development

Lawsuit for falsified invoices nearing completion

By Gabe House,
Correspondent

A lawsuit filed in August 2012 by Illinois Attorney General Lisa Madigan against UST Development, Inc., a California-based entity, may finally be reaching its conclusion more than a year later.

UST Development allegedly mailed falsified telecommunications invoices last year, under the name of US Telecom, to Illinois businesses and agencies – including Madigan's own office. The invoices typically listed charges of around \$400 for unsolicited maintenance services.

Now, a default judgment has been issued against UST Development in the ongoing lawsuit.

"That basically is something that's entered against a party,

the defendant in this case, when they fail to appear (in court)," said Maura Possley, the press secretary for the attorney general's office out of Chicago. "Now we're going to seek a final judgment against the business."

None of the entities UST falsely billed actually paid the invoices, according to the investigation conducted by Madigan's office. Recompense would have been sought in the final judgment, however, for anyone who

had done so, Possley said.

The distribution of false invoices, followed by complaints, resulting in a lawsuit that culminates in a default judgment seems to be a familiar pattern for UST Development. Missouri Attorney General Chris Koster obtained a default judgment against the company earlier this year, requiring it to pay \$60,000

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UST Judgement*

Tourist sites offer unique holiday gifts

Shops off the beaten holiday trail

By Ashley Caldwell,
Correspondent

The holiday season is just around the corner and soon Springfield shoppers will be hitting the town to find just the right gifts for their loved ones. For those looking for something outside of the normal shopping mall or department store fare, gift shops at local tourist attractions offer unique items, many with a local flavor.

The Museum Shop at the Lincoln Home National Historic Site, located in the Visitor Center, is operated by Eastern National Cooperating Association. Eastern National, a longtime partner of the National Parks Service, is an educational based association that offers educational and historical materials and other services, working with more than 150 national parks and public trusts throughout the nation.

Though The Museum Shop does not usually bring in any specialty items for the holiday season, they do offer a full complement of merchandise year round – from books and DVDs that focus on Abraham Lincoln and his life to apparel, collectibles and items for children and even holiday ornaments.



The shop at the Abraham Lincoln Presidential Museum & Library was voted one of the Top 10 Gift Shops in the 2013 Illinois Travel Guide, published by the Illinois Department of Commerce and Economic Opportunity, Office of Tourism

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Holiday Shopping*

INSIDE NEWS THIS MONTH

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Colleges and Universities • Commercial Builders • Community Events
Community Service Organizations • Credit Unions • Credit Unions • Electrical Contractors
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Hotels • Independent Insurance Agencies • Independent Private Schools • Law Firms
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Radio Stations • Residential Real Estate Firms • Springfield Area Attractions • Staffing Firms
Early Under 40 • Security Bank's Women of Influence
United Community Bank's 15 Under Fifteen • United Community Bank's Best Places to Work

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Inside

EXTRAORDINARY ABILITIES

People with disabilities want to work, employers are open to hiring people with disabilities.

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DOWNTOWN OFFICE OPEN HOUSE

DSI hosted 15 properties on a self-guided open house tour of commercial space in downtown Springfield.

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15 UNDER FIFTEEN EVENT

Recognizing the importance of small businesses the 15 Under Fifteen reception held at United Community Bank.

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ACA ROLLS OUT

The rollout of the Affordable Care Act (ACA) is causing employers to ask hard questions about what the healthcare law means for their business.

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CITIZEN SURVEY

An update on the county-wide citizen survey has the potential of sowing seeds for change in Sangamon County.

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Forms are inside to nominate your company for Best Places to Work.

Insert

QUOTE OF THE MONTH – P. 29



"...104 million tons of goods being moved on Illinois waterways are outbound from Illinois compared to 127 million inbound."
Douglas L. Whitley, president and CEO of Illinois Chamber

COMING NEXT MONTH...



FINANCIAL SERVICES: Banking & Accounting

The December issue will feature a special section with local news and information related to Financial Services. The Lists will include:

- Banks
- Credit Unions
- CPA Firms

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• the rookery

'Best Places' accepting nominations

United Community Bank and Springfield Business Journal are now accepting nominations for UCB's Best Places to work.

If you feel you are working for one of the best companies in central Illinois then you can nominate the business or organization to be recognized in the January issue of the Business Journal and at a recognition event to be held at UCB.

There are nomination forms in this issue or you may visit ucbbank.com or springfieldbusinessjournal.com to make your nomination. For more information call 217-726-6600.

Lincoln exhibit comes to Springfield

The Illinois State Library is hosting a traveling exhibit, "Lincoln: The Constitution and the Civil War" through Nov. 15 at 300 S. Second St.

The exhibit offers a perspective on Lincoln that explores how the president used the U.S. Constitution to confront three intertwined crises of the war: the secession of southern states, slavery and wartime civil liberties.

"I am pleased that the State Library was selected to host this exhibit," said Secretary of State Jesse White. "People travel from across the globe to visit the various Lincoln sites in Springfield, and I hope they will make time to see this exhibit while it is on display at the State Library."

The 1,000 sq. ft. exhibit coincides with the 150th anniversary of the Civil War.

The exhibit is free and open to the public during library hours, 8 a.m.-4:30 p.m. on weekdays. "Lincoln: The Constitution and the Civil War" was organized by the National Constitution Center in Philadelphia and the American Library Association Public Programs Office. The traveling exhibition is made possible by a grant from the National Endowment for the Humanities.

Mayor's Breakfast Nov. 19

The 2013 Mayor's Community Prayer Breakfast will be held on Tuesday, Nov. 19, from 7:30 to 9:00 a.m., at the Springfield Hilton, 700 E. Adams St. Tickets are \$20 each and can be purchased at the Diocese of Springfield by calling (217) 698-8500.

This year the Mayor's Prayer Breakfast is coordinated by four different organizations within the community: The Faith Coalition for the Common Good, The Greater Springfield Chamber of Commerce, The Greater Springfield Interfaith Association and The Ministerial Alliance of Springfield and Vicinity.

Nicoud named for Best Practices

Nicoud Insurance has been named a 2013 Best Practices Agency by the Independent Insurance Agents & Brokers of America. Nicoud is the only agency in Springfield and one of only five Illinois agencies on this year's list.

The IIABA Best Practices program was launched in 1993 and provides performance benchmarks and business strategies that serve as a guide to improving agency performance. The awards recognize companies that have made contributions in advocating Best Practices philosophies.

SHG Preview Night open house

Sacred Heart-Griffin High School will host its annual Preview Night, an open house for seventh and eighth grade students and their parents or guardians at 6:30 p.m. on Thursday, Nov. 14 in the East Campus

Gymnasium, 1200 W. Washington St.

A brief program in the gymnasium will be followed by tours of the school. All classrooms and areas of the school will be open and faculty, staff, students and parents will be on hand to answer questions. Displays for various student organizations and activities, performances and demonstrations by student groups will be located throughout the building.

Information packets, including material about curriculum, and financial aid and scholarships will be available. Refreshments will be served in the cafeteria.

LLCC accepting nominations for Alumni Award

Lincoln Land Community College Alumni Services is accepting nominations for its 2014 Honored Alumni Award. The deadline for nominations is Nov. 29.

Anyone may nominate an LLCC alumnus for the award by completing a nomination form available at <http://www.llcc.edu/alumni>. Nominees must have graduated from or successfully completed coursework at LLCC; achieved outstanding success and distinction in his/her chosen field; demonstrated humanitarian service; have a continued interest in and support of education and community colleges; and have the ability to attend LLCC's commencement ceremony on May 16, 2014.

Past recipients of the Honored Alumni Award include: 2009 - Bill Ames of Springfield; 2010 - Michelle Tjelmeland of Springfield; 2011 - Bruce Compton of St. Charles, Mo.; 2012 - Gregg Humphrey of Springfield; and 2013 - Jim Matheis of Springfield.

UCB announces final acquisition

United Community Bank completed the acquisition of seven new branch offices from Heartland Bank and Trust.

This acquisition increases the number of UCB locations to 30 across downstate Illinois and northeastern Missouri. New Illinois offices are located in Bushnell, Colchester, Macomb and Quincy, with an additional Missouri office in Palmyra.

"UCB is excited to expand into McDonough and Adams Counties, as well as into the Missouri market," said United Community Bank Chairman Robert Narmont.

"Customers will continue to see the same faces they already know at their local branches," said President and CEO Todd Wise. "We plan to conduct the smoothest possible transition."

Local agencies offer help with Medicare

The Area Agency on Aging for Lincolnland, Inc. has announced local help is available for people who have questions about their Medicare Part D Prescription Drug Coverage, Extra Help, Medicare Savings Programs and Medicare Advantage Plans. The open enrollment period for Medicare Part D is Oct. 15 - Dec. 7.

The service is available not only to older persons who receive Medicare benefits, but also to persons under age 65 who have disabilities and receive Medicare benefits.

In Christian County, help is available at Senior Citizens of Christian County, (888) 285-9199; CEFS Economic Opportunity Corporation, (217) 562-5611; and the Montgomery County Health Department, (800) 721-7734.

In Morgan County, call the Prairie Council on Aging, (800) 862-4464.

In Sangamon County, the Senior Services of Central Illinois, (217) 528-4035 and the Area Agency on Aging for Lincolnland, Inc., (800) 252-2918.

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regular meetings •

Monday

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

Tuesday

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

Wednesday

- Rotary Club of Springfield - Sunrise, 7 a.m., Hoogland Center for the Arts
- Central Illinois Referral Network, 7:45 a.m., The Real Estate Group, 3701 W. Wabash Ave.
- Westside BNI, 11:30 a.m. Scheels, 3801 S. MacArthur Blvd.
- Prospectors Referral Group, 11:30 a.m., (1st & 3rd weeks) Centrum Café, 1370 Toronto Rd.
- Rotary Club of Springfield-Westside, Noon, Brickhouse Grill & Pub, 3136 Iles Ave.
- Jacksonville American Business Club, Noon, Ponderosa Restaurant, Morton Ave., Jacksonville
- Kiwanis Club of Springfield-Downtown, Noon, Hilton Springfield, Manhattan Grille Room
- Capital City Toastmasters, Noon, IDOT Building, 2300 Dirksen Pkwy. Room 214 A & B
- Springfield Jaycees, 7 p.m., Jaycees Activity Center, 2525 S. 12th St.

Thursday

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

Friday

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

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

Professional Women's Calendar of Events

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

Association for Women in Communications (AWC)

Resolve! Abraham Lincoln's Legacy for Leaders of Every Generation with John Baranzelli. Award-winning speaker John Baranzelli will present "Resolve! Abraham Lincoln's Legacy for Leaders of Every Generation." Abraham Lincoln evolved from an inexperienced executive into a brilliant leader who guided a broken and bleeding nation through the most grim and dangerous period of its existence.

The story of Abraham Lincoln is a study in leadership during times of crisis. In this entertaining and thought-provoking one-hour seminar, Baranzelli will slowly and methodically peel away the myth of Abraham Lincoln to demonstrate that the greatness of Abraham Lincoln's leadership lies within all of us.

Date/Time: November 13, 2013. 11:30 am - Networking & Registration. 12:00 - 1:00 pm - Lunch and Program.

Location: Sangamo Club, 227 E. Adams St., Springfield, IL. Cost: \$16 members, \$21 non-members, \$10 students. For more information on AWC Springfield visit <http://www.awcspRINGfield.org>.

Illinois Women in Leadership (IWIL)

Illinois Women in Leadership will hold its Monthly Luncheon from 11:30 am to 1:00 pm on Thursday, November 21st at the Sangamo Club - 227 East Adams St. Springfield. Heather Barnhart from Christie's Auction House will be the speaker.

Guests and potential new members are welcome to attend. The cost for members is \$18. Non-members and walk-ins are \$23. Reservation forms are available at www.iwil.biz. Reservations with payment must be received by 5 pm. Friday, 15th November via the website or by mailing the registration form and payment to: IWIL, P.O. Box 5612 Springfield, IL 62705-5612.

Junior League of Springfield (JLS)

The Junior League of Springfield will hold a General Membership Meeting in the Hoogland Club Room at the Hoogland Center for the Arts, 420 S. Sixth St. in Springfield. Tuesday, November 12th. Dinner/social begins at 6:30 pm, with the meeting starting promptly at 7:00.

For information about this event, please call (217) 544-5557, visit www.jlsil.org, or email admin@jlsil.org.



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



after hours •

Mastering Highland Games

Kevin Rogers

Profession:

Geographic Information Systems
Specialist,
Illinois Department of Agriculture

Passion:

Highland Games

By Raegan Hennemann,
Senior Correspondent

It is an interesting combination: kilts, pitchforks, stones that weigh 16 and 22 pounds and shoes with an eight-inch metal spike coming out of the toe. Don't forget a stack of cabers: poles that can weigh more than 90 pounds and be longer than 18 feet.

For almost 20 years, that is what has driven Kevin Rogers to travel across the United States and Canada. Rogers, a geographic information systems specialist for the Illinois Department of Agriculture, competes in athletics at Highland Games. He also has competed in Scotland two times and is planning another trip in 2014 for the Masters World Championships.

Rogers' interest in the athletics competition at Highland Games came about in the 1990s when he stopped by the Springfield Area Highland Games & Celtic Festival. He saw some men tossing a caber, he was hooked and asked if he could give it a try.

"I failed at it terribly for a couple of reasons, one just being uncoordinated with it. It's a very technical skill. It's a very learned skill to be able to pick the caber," Rogers said. "I mean, imagine the center of gravity being 15 feet over your shoulder. The bigger they are, the heavier they are, the further that center of gravity is from the fulcrum point of your shoulder. So you've got to throw the caber high enough and you've got to have enough horsepower on the throw to make it go over."

Rogers remembers making at least 25 attempts to turn the caber.

"I finally got it to turn and I thought it was the greatest thing in the world...all of a sudden you become the hero," he said.

"There's a reason why the caber toss is one of the favorites, people like seeing it and guys just become so eager to try it. It's just a really unique challenge. The bigger the caber the more challenging it is. And that's the point. If 15 guys are in the contest, the idea is, let's find a caber that's big enough that only one person can turn it and we'll see who is the best."

After that first experience, Rogers immersed himself in learning more and training so he could be competitive at Highland Games.

"I found out that there's nine events. So being good at one of them, although it was pretty cool, being good at all of them is going to take a little more practice and a little more focus than just showing up after a softball tournament," he said.

The nine events are stones (heavy and light), weights for distance (heavy and light), Scottish hammer (heavy and light), caber toss, sheaf toss and weight over bar.

Typically, the first event of the competition is the stones. The heavy stone (more than 22 pounds) is thrown first and then the light stone (16 pounds). One rule: competitors cannot move their feet when throwing the heavy stone.

"It's tricky because imagine it's a 22 or better pound stone. It's as big as a bowling ball and as soon as you get started for the day the first thing you've got to do without any momentum, just a standing, power throw," he said. Rogers' farthest throw came in at 31 feet six inches.

The lighter stone weighs the same as the men's shot put and competitors are allowed to move their feet while throwing.

"I generally glide; it's a little simpler technique than the spin. If you hit the power position in the spin you get a lot of momentum and a lot of rotational force on the stone and you just give a great throw but it doesn't happen very often. Hitting the power position while rotating is not so easy," he said. "Hitting the power position in the glide is a little simpler and a little more consistent in your throws." Roger's farthest throw with the light stone is 39 feet, nine inches.

The weights, which are usually connected to handle with a short chain, are also thrown in the order of heavy then light. Because Rogers competes in the 200-pound masters level class, he throws a 42-pound weight and a 28-pound weight. The throws are done one-handed.

"What I learned how to do is get two turns in...you would be surprised how difficult it is turning with a weight at maximum reach as fast and as hard as you can do it...If your timing's right, you get a good throw off. If your timing's not right, it will pull you out of balance and you'll go one direction and (the weight) will go the other direction," he said.

"So again it's a moment of trying to hit a power position at the end where you're lifting, lofting and throwing instead of just spinning and letting go." Rogers' best throw with the 42-pound weight has been recorded at 38 feet. His best throw with the lighter weight is closer to 57 feet.



Continued on Page 6, After Hours



COMMUNITY BUSINESS REPORT



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November 2013

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Extraordinary abilities

People with disabilities
working hard

By Roberta Codemo,
Correspondent

People with disabilities want to work, and employers are open to hiring people with disabilities.

The U.S. Department of Labor reports the unemployment rate for people with disabilities fell to 14.1 percent in August, down from 14.7 percent in July, compared to 7.1 percent for people without disabilities.

Martin Pereira, rehabilitation services supervisor for the Illinois Department of Services Division of Rehabilitation Services, attributes the high unemployment numbers to a lack of awareness. "The fear is going away little by little," Pereira said.

Pereira said that disabilities are a normal part of life. "People don't advertise they have a disability," Pereira said. "Many times a disability is not visible. You can find someone with a disability in any business."

The Americans with Disabilities Act (ADA) defines a person

do," said Pereira.

Ashleigh Ragar, personnel manager for the local County Market stores, said County Market believes in hiring people with disabilities. "It's something we've always done," Ragar said.

Each store employs a person with a disability. "We don't separate people with disabilities out," said Ragar. "We don't want someone labeled because they have a disability."

Ragar works with Land of Lincoln Goodwill and attends local job fairs for people with disabilities. She looks for people who are a good fit for open positions. People with disabilities work as cashiers and do stocking and bagging.

"They're part of the community just like we are," said Ragar. "We want to hire people from our community."

Ragar goes over the job duties, job expectations and job description with every new associate. "We want to let them know what they're getting into before they start," Ragar said. "We go over what a typical day is like."

"We don't want to set anybody up to fail," she said, and if a person with a disability needs

"We don't separate people with disabilities out. We don't want someone labeled because they have a disability. They're part of the community just like we are. We want to hire people from our community."

Ashleigh Ragar,
personnel manager for the local County Market stores

with a disability as a person who has a physical or mental impairment that substantially limits one or more major life activities, a person who has a history or record of such an impairment or a person who is perceived by others as having such an impairment.

Pereira said since the passage of the ADA in 1990, employers are more receptive to hiring people with disabilities. "It's a process," Pereira said. "Society is becoming more accepting of people with disabilities."

Businesses also qualify for financial incentives. On the Job Evaluations reimburses employers for wages earned while evaluating if a person with a disability can do the job, while On the Job Training reimburses employers on a sliding scale if the business hires a person with a disability that needs additional training.

"It's important to match the person with the job they want to

special accommodations to perform their job, the store provides it. "We want to make it as easy as possible to work for us."

Ragar hears positive comments from customers as well. "Customers are always telling me they're really glad we hire people with disabilities," she said.

Ragar keeps the lines of communication open. If an associate has a problem, she will work to address it. "We want to make it fit," she said. "We won't put someone in a position if they can't do the job."

Ragar doesn't understand why a business wouldn't hire a person with a disability. "Everyone deserves a fair shot," said Ragar. She personally feels it brings a different perspective to the table.

Each store has a family feel. "We want our associates to enjoy coming to work," said Ragar. Associates accept people with disabilities as part of the fam-

Hope Institute observes National Disability Employment Awareness Month

Students, educators and employers gathered at The Hope Institute's Noll Vocational Training Center to observe National Disability Employment Awareness Month and to celebrate the progress that has been made in securing competitive employment opportunities for persons with disabilities.

"Here at The Hope Institute, everything we do centers around preparing our students for the day they leave Hope," said Skylar Tierney, the organization's vocational director. "A large part of that preparation is assuring they have the skills to obtain and hold jobs in the community."

While vocational training has always been a part of the programming at Hope, efforts shifted into high gear a year ago with the creation of Noll Vocational Training Center. Through the center, students are trained in a variety of skills including restaurant operations, office work, light industrial operations and housekeeping. Students can participate in half-day or full-day training, and it is not only students from Hope who are eligible. High school students from Chatham, Williamsville, Riverton and Athens also take part in the program.

As a result of these efforts, 40 students have been trained and now hold jobs with employers in the community, Tierney said. Employers represented at the celebration included Dr. Josh Renken, Wendy's restaurants, Hampton Inn and Horace Mann Insurance.

ily. "Everyone helps each other out."

Karen Conn, the president and CEO of Conns Hospitality Group, Inc., and her husband, Court, employ a person with disabilities at the Inn at 835. "Carlissa Puckett, former executive director of Sparc, suggested we give it a try," said Karen.

She has partnered with Sparc for 20 years. "We have a good partnership," said Karen Conn. "Their past performance has set high standards. They know what our needs are and always find the right person."

Karen said there's a lot of turnover in the hospitality industry. "Finding someone that is the perfect fit is a godsend," she said.

"The Conn family is a staple in Springfield," said Conn. "We

"It was awhile before we went back," said Karen.

Another employee – John – has worked at the Inn for the past seven to eight years. When he started, he worked with a job coach. Now his job coach comes twice a month to monitor and evaluate his job performance.

"He's a rock star," said Conn. John manages the dish room. After an event, he'll walk in with a smile on his face and tackle the mess. "He is the happiest individual."

The only issues Karen has had have been sometimes John needs to refocus and she said the staff has learned to have a little more patience. "He's treated like any other employee," she said.

Conn has been surprised at how successful her partnership with Sparc has been. "John is

"Everyone has different kinds of issues. I want to give people the opportunity to work. I find out what people can do well and let them do more of it."

Len Naumovich, Primo Designs

wouldn't be here without community support. This is the perfect way to give back to the community."

Their first Sparc job placement – Cindy – worked for the Conns for four to five years before leaving. "Her needs changed," Conn said.

There was a four to five year period after Cindy left when she didn't employ someone because of the economic downturn.

like family," she said. "He looks forward to coming to work and comes in on his days off to check on things."

Conn recommends other businesses hire people with disabilities. "We believe in inclusion," she said. "If you can do the job, you have the job."

Len Naumovich with Primo

Continued on Page 7,
Second Front

• new businesses

• Closet Designs & Storage Concepts, Inc., 5953 Long Creek Drive, Rochester, 62563, William Sherell, Heather Sherell, (217) 544-7227.

• Comfort Control, 1011 Hoecheater Road, Springfield, 62712, Darrel Mathis, (217) 585-0098.

• Crochet Giggles, 2336 S. Fourth, Springfield, 62703, Kimberly A. Flesch, (217) 341-0674.

• Crime Scene Cleanup Specialist, 119 Genoa Drive, Springfield, 62703, Ted A. Schwalb, (217) 956-0558.

• Dill's Home Improvement (Specializing in Mobile Homes), 723 N. Main St., Lot 76, Loami, 62661, Brodie Dill, (217) 503-8423.

• Elston Cleaning, 111 Price Place, Williamsville, 62693, Kendra Elston, (217) 741-9421.

• Foto Frenzy, 360 Fitzgerald Drive, Springfield, 62711, Josh Kidd, Andrew Floyd, (217) 502-1940.

• Franz Promos, 3960 N. Dirksen Parkway, Springfield, 62707, Jeff L. Franz, (619) 581-2015.

• Frontrunner Leads, 502 E. Spruce, Chatham, 62629, Bob McAllister, (217) 581-4721.

• Gulden's Nail Spa, 455 S. State, Rochester, 62563, GHS Inc., (217) 899-9884.

• Gunslingers Indoor Range and Training Center LLC, 4045 Van Deren St., Curran, 62670, Derek Guernsey, (217) 720-6422.

• Happy Pet Waste Removal, 2809 S. Price, Springfield, 62704, Eugene LeBelle, (217) 691-4641.

• Jim's Towing and Recovery, 1403 S. 10 1/2 St., Springfield,

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New Businesses

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| | September | | January - September | |
|--|------------|-----------|---------------------|-------------|
| New Single Family Residence | 2013 | 2012 | 2013 | 2012 |
| Permit | 7 | 9 | 55 | 70 |
| Valuation | 2,091,000 | 2,525,000 | 15,935,000 | 20,543,800 |
| Revenue | 2,404.52 | 1,757.32 | 16,954.41 | 21,431.31 |
| Dwelling Units | 7 | 9 | 55 | 70 |
| New Two Family Residence | | | | |
| Permit | 4 | 3 | 20 | 25 |
| Valuation | 1,385,000 | 580,000 | 5,993,000 | 6,897,000 |
| Revenue | 1,712.92 | 848.00 | 8,120.06 | 9,889,000 |
| Dwelling Units | 8 | 6 | 40 | 50 |
| New Multi-Family Residence | | | | |
| Permit | 0 | 0 | 0 | 0 |
| Valuation | 0 | 0 | 0 | 0 |
| Revenue | 0 | 0 | 0 | 0 |
| Dwelling Units | 0 | 0 | 0 | 0 |
| New Commercial | | | | |
| Permit | 1 | 0 | 30 | 20 |
| Valuation | 3,500,000 | 0 | 65,527,657 | 45,274,204 |
| Revenue | 6,790.20 | 0 | 195,266.73 | 152,298.82 |
| Total (New, Remodel, Addition & Misc.) | | | | |
| Permit | 296 | 268 | 2,525 | 2,753 |
| Valuation | 10,792,291 | 7,763,035 | 187,480,090 | 128,022,829 |
| Revenue | 25,134.15 | 25,691.79 | 601,602.90 | 406,056.02 |
| Dwelling Units | 15 | 15 | 97 | 120 |

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

| | September | | | Year-To-Date | | | |
|---|-----------|--------|--------|--------------|---------|---------|-------|
| Airline Passengers Enplaning | 2013 | 2012 | Change | 2013 | 2012 | Change | |
| American Connection | 1,686 | 1,563 | 7.87% | 15,032 | 14,657 | 2.56% | |
| United Express | 3,373 | 3,544 | -4.83% | 27,187 | 29,264 | -7.10% | |
| Direct Air | 0 | 0 | 0 | 0 | 5,294 | 0 | |
| Vision | 0 | 0 | 0 | 0 | 2,496 | 0 | |
| Allegiant Air | 0 | 0 | 0 | 9,650 | 0 | 0 | |
| Sun Country / Honor Flight | 162 | 160 | 1.25% | 797 | 638 | 24.92% | |
| Sun Country / Riverside | 137 | 0 | 0 | 591 | 76 | 0 | |
| McClelland Aviation | 0 | 1 | 0 | 31 | 21 | 47.62% | |
| Charter - Other | 0 | 0 | 0 | 0 | 218 | 0 | |
| Sub-Total | 5,358 | 5,268 | 1.71% | 53,288 | 52,664 | 1.18% | |
| Airline Passengers Deplaning | | | | | | | |
| American Connection | 1,687 | 1,570 | 7.45% | 14,771 | 15,197 | -2.80% | |
| United Express | 3,240 | 3,419 | -5.24% | 27,196 | 28,712 | -5.28% | |
| Direct Air | 0 | 0 | 0 | 0 | 4,990 | 0 | |
| Vision | 0 | 0 | 0 | 0 | 2,573 | 0 | |
| Allegiant Air | 0 | 0 | 0 | 10,107 | 0 | 0 | |
| Sun Country / Honor Flight | 162 | 160 | 1.25% | 797 | 638 | 24.92% | |
| Sun Country / Riverside | 137 | 0 | 0 | 591 | 76 | 0 | |
| McClelland Aviation | 0 | 1 | 0 | 31 | 21 | 47.62% | |
| Charter / Other | 0 | 0 | 0 | 0 | 122 | 0 | |
| Sub-Total | 5,226 | 5,150 | 1.48% | 53,493 | 52,329 | 2.22% | |
| *information provided by the Springfield Airport Authority | TOTAL | 10,584 | 10,418 | 1.59% | 106,781 | 104,993 | 1.70% |

After Hours, Continued from Page 4

The Scottish hammer also involves two different weights. The handle is wooden or rattan and has either a 16-pound ball at the end or a 22-pound ball.

Rogers holds the world record in his class for both the heavy and light Scottish hammer. He has defended that title since 2004. He even set a new world record in the light hammer in October – 95 feet, seven inches. His world record for the heavy hammer is 79 feet 11 ½ inches.

The Scottish hammer is the event where Rogers utilizes an eight-inch metal spike in the toe of his boots. Because you cannot move your feet when throwing the hammer, Rogers spikes his toes into the ground.

“By the time you come to the third wind, you pop your hips open and throw. Release high and hope for the best,” he said. “Myself, I pull my left spike out just so I can open my hips more because that’s again that power position: big open chest and popping your hips into it. Getting all the pull you can muster.”

Rogers considers the caber toss to be the signature event of the Highland Games. The goal is to throw the caber so it flips once end-over-end and falls straight away, at 12 o’clock. Rogers has come a long way since those two dozen attempts that very first time he picked up a caber. He has recorded the best score possible – a 12 o’clock – many times.

Years ago, Rogers learned how to pick up the caber by lacing his fingers underneath of it. While in a deep squat, he scoops up the caber, then stands, pulls his elbows in tight and brings the base of the caber about belt buckle high.

“Then start leaning into it and pushing with your shoulder to begin to run with it,” he said. “If the wind is blowing, those things dance around. It gets real squirrely on you real fast. It feels like there’s something holding on to it up there it’s so heavy. The fulcrum is only two feet from your shoulder but the center of gravity is 10 feet from your shoulder.”

Sometimes he might run 10 feet with the caber, other times 30 feet. A judge is following him the entire time. At the Masters World Championships in Scotland in 2006, Rogers had three perfect throws. He was interviewed by a BBC film crew afterward.

“It was clear I was really excited,” he said. While he holds world records in the hammer, the caber is Rogers’ favorite event. “There’s nothing quite like the caber, it’s the event that you want to win,” he said. “If you had to drive home six hours and you didn’t win the caber that day but you won everything else, you’d still be disappointed that you didn’t win the caber. It’s just one of those things.”

After the excitement of the caber toss, the competitors move on to the sheaf toss. Rogers refers to the sheaf toss as a “pitchfork event.” It is a height event in which the competitor uses a pitchfork to throw a 16-pound sheaf bag over a cross bar.

“I throw this one actually differently than anybody. It’s something I made up just as I was learning it,” he said. “What I do is tap the standard with my pitchfork once and then take three steps out and just let her rip.” His highest throw came in at 27 feet.

The final event at a typical Highland Games is weight over bar, another height event. At the masters level, Rogers has to see how high he can throw a 42-pound weight using one hand. His best so far is 13 feet, six inches.

Weight over bar is Rogers’ least favorite event. “It’s just disappointingly difficult. It’s very humbling,” he said. “It’s a one-handed, how high can you throw it, weight event and that’s tough. On a day where I might take first or second in everything else, I might take a third or fourth in weight over bar.”

Because the athletics competition at Highland Games involves throwing, Rogers believes those who are successful can combine strength and the ability to generate force for power quickly.

“The guys who win with it not only are strong but also are well coordinated to be able to generate power. I’ve beaten many big, strong guys. If they don’t have the athleticism to generate power with it quickly, their weights don’t go very far,” he said.

Rogers has suffered a few physical ailments over the years. In 2008, he tore a tendon in his shoulder during the caber toss. That did not stop him from finishing the competition. He cleared 25 feet on the sheaf toss and ended up tied for first place.

And then there is the elbow he can no longer straighten. He has lost about 15 degrees of extension thanks to his desire to surpass a personal best with the light stone.

“What happens when you throw 39 (feet) plus, is that you kill yourself trying to get 40 (feet),” he said.

After more than 150 Highland Games competitions, Rogers has no intention of slowing down. Plus he has to continue to defend his Scottish hammer winning streak. Rogers recently ended his 2013 season by winning all nine events at a competition in St. Louis.

“It’s an insane hobby because it’s hard work...but you feel good when it’s over.”



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Illinois becomes an Employment First state

By Roberta Codemo, Correspondent

Governor Pat Quinn signed Public Act 098-0091, commonly referred to as the Illinois Employment First Act, in August. The legislation was sponsored by Rep. Esther Golar and Sen. Daniel Biss, both of the Chicagoland area.

The bill states that competitive employment in integrated settings will be the first option for people with disabilities. It does not require employers to hire people with disabilities.

Competitive employment is defined as "work in the competitive labor market that is performed on a full-time or part-time basis in an integrated setting and for which an individual is compensated at or above the minimum wage, but not less than the customary wage and level of benefits paid by the employer for the same or similar work performed by individuals who are not disabled."

An integrated setting is defined as "a setting typically found in the community in which applicants or eligible individuals interact with non-disabled individuals, other than non-disabled individuals who are providing services to those applicants or eligible individuals, to the same extent that non-disabled individuals in comparable positions interact with other persons."

Susy Woods, public policy and education liaison for the Illinois Assistive Technology Program, said the bill is designed to facilitate full inclusion of people with significant disabilities in the workplace.

"It gives people with disabilities a fair shot," Woods said. The program provides assistive technology support to people with disabilities. Assistive technology specialists evaluate customers to identify their needs and what would make that person successful in the workplace. It could be as simple as providing a software program such as JAWS or Dragon Naturally Speaking.

Attorney Phil Milsk wrote the Employment First legislation at the request of the Arc of Illinois. He modeled the legislative language after bills passed in Kansas and Delaware. The state of Washington enacted the first Employment First legislation in 2006.

The bill requires state agencies work together to ensure their policies and funding mechanisms support competitive and integrated employment. The Employment and Economic Opportunity for Persons with Disabilities Task Force, which was created in 2009, is charged with developing a plan to implement the bill and establish measurable goals and objectives.

Milsk said the legislation received strong support from the business community. "The business community is embracing this. Businesses see people with disabilities as a resource to invest in," Milsk said. Marriott and Walgreens were the pioneers in hiring people with disabilities.

Milsk sees this having a positive impact on businesses down the road. "It needs to be fixed at the state level first," he said. The executive order sets up a five-year implementation plan.

Milsk said this bill is a step in the right direction. "It's good for the state, the economy, businesses and families," he said.

Second Front,
Continued from Page 5

Designs, a family-owned business since 1985, said he hires people with disabilities and not a business strategy as much as it is a way to help people.

"Everyone has different kinds of issues," said Naumovich. "I want to give people the opportunity to work. I find out what people can do well and let them do more of it."

Sparc approached him close to four years ago and asked if he had any openings. He now employs three people with disabilities from Sparc and one from the Department of Human Services.

"This is work people can pick up and learn easily," said Naumovich. He thought it might be right in someone's wheelhouse and a person with a disability might enjoy doing it and do it well.

The more he works with people, the more he learns that everyone is similar. "People want to be fulfilled in their work," said Naumovich. The knowledge and ability to do the job are not any different.

Naumovich said people with disabilities often have better employee traits. They very seldom miss work. "They realize they don't have a ton of opportunities to work and become independent," he said.

Naumovich challenges his employees. "The more responsibilities you give them, the more they grow," he said.

The only accommodation that Naumovich has had to make is developing more patience. "I have to think about how I explain the job to someone," he said, adding he makes sure his employees don't treat people with disabilities differently.

"I nipped it in the bud from the beginning," Naumovich said. "I don't tolerate any type of prejudice. I made it clear that if push came to shove I'd take the side of my Sparc clients."

"I have a good group of people," Naumovich said. "Chris is Chris. Everyone has nicknames. They're just employees."

Naumovich said he'll give a person a chance. "I would love to see someone use this as a steppingstone to even better employment opportunities."

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



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personality profile •

Long career with long-lasting company

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield? Weedman has lived off and on in Springfield his entire life. After retirement he plans to stay in town and volunteer at the Illinois State Museum's anthropology department.

What is the worst part about living in Springfield? The local political scene is not something Weedman enjoys.

The biggest issue Springfield currently faces is...? There are a number of issues with local politics as well as all around. For example, Weedman believes that if the coal industry is affected, electric rates would go up.

Employment –

"When I was 10, I wanted to be..." an archaeologist.

First job? Weedman first worked at Collins Radio Corporation in Cedar Rapids, Iowa testing line avionics off the assembly line.

Worst job? When he was 23-years-old, Weedman worked for Franklin Life Insurance Company for a year.

Current job and responsibilities? Henson Robinson Company began in 1861 as a company that supplied the Union Soldiers with tin ware during the Civil War. They are now a commercial and residential contractor that specializes in roofing, architectural sheet metal, heating, cooling, ventilation, plumbing, mechanical and specialty sheet metal fabrication. Weedman has been with the company for 35 years, and each day is different. "I get here at 4 am to do paperwork before the phones start ringing," he said. "I do not know how the day is going to go when it starts."

When he started, Weedman was a service dispatcher. He then became a commercial pipe fitter apprentice. In the fall of 1982 he moved into the position where he currently resides. The company has been in its current location for 15 years and has more than 250 employees.

Philosophical –

What do you want to know about the future? "I just want to know that it will

be there," said Weedman. "I take it one day at a time."

How do you envision your life in 10 years? Weedman expects to be a little more relaxed and laid back, enjoying retirement.

Advice –

Advice for someone seeking a career

in your field? "Never stop going to school and learning," said Weedman. "Do everything as professionally as you can. No short cuts."

Best advice you have ever been given?

"If you are going to do something, do it right the first time," said Weedman.

Achievements –

As an adult? Weedman held a national 50-yard Smoothbore shooting record for five years.

Future –

Upcoming job news? "Punzak is no longer operating, so we are working to take care of their customers," said Weedman. Jim Aherin, formerly of Punzak, is coming on board to work in the residential sales department as the company continues growing. "Henson Robinson has gone through some good growth in the past five or six years, and this is an exciting time. The residential department growth is exciting."

Any vacation plans? With deer hunt-



ing season coming up, Weedman plans to go down to his cabin and do what he loves. "I grew up hunting and fishing," he said.

I want to retire when I'm ... (age)? Weedman is retiring at the end of 2013 after a 35-year career with Henson Robinson.

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

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personality profile •

Duo offers international flavor

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield? Ware enjoys the accessibility of the area. “It is a big city, but you can get anywhere in 20 minutes,” she said. “You run into people you know.” Camp believes that Springfield has heart and as a community, it functions as a small town.

What is the worst part about living in Springfield? Ware wishes the city had a better airport. “You have to go to St. Louis for cheaper rates,” she said. “I wish we had a better system.” Ware would like to see central Illinois get a regional airport.

The biggest issue Springfield currently faces is...? Ware sees the pension issue as something that is not only a local problem but one in which the entire nation is struggling.

Employment –

“When I was 10, I wanted to be... a vet-

erinarian (Ware).

First job? When she was 16 years old, Ware worked at the Farmers Union as summer help. By college she was working at the State Fair press room. “I love the fair,” she said.

Current job and responsibilities?

Simply Fair is a certified fair trade store that features Artisan items from all over the world. “We have products from 38 different countries,” said Ware. “There is home décor, chocolates, coffee, and ‘men in the doghouse’ gifts.” The store opened at the end of September with a soft opening and will follow with a more formal grand opening. The focus of the store is to help promote sustainability for countries in poverty and create a marketplace for people willing to move forward.

Philosophical –

What do you want to know about the future? “I just want to know that everything will be okay,” said Ware. “I have faith that God will take care of things.”

Charlyn Ware Laura Camp

Title: Owners, Simply Fair

Address: 2357 W. Monroe, Springfield, Ill., 62704

Telephone: (217) 553-1120

E-mail: info@simplyfairtrade.com

Born: (Ware) Nov. 13, 1956; Rochester, Ill.; (Camp) July 13, 1968, Greenfield, Ill.

Education: (Ware) M.S. in Nutrition, Eastern Illinois University; (Camp) B.A. in Nursing, University of Illinois Springfield

Family: (Ware) Husband – Brad; Children – Kate and Jayden; (Camp) Husband – Chris; Children – Ben, Lillian, and Gabrielle

Favorites –

Hobby: Cooking (Ware)

Movie: Lincoln (Camp)

Tidbits –

Ware wants to someday write a book Camp’s husband is The Whip Guy, and they appeared on America’s Got Talent



How do you envision your life in 10 years?

Ware and Camp hope to still be running the store and making it bigger and better. “I love the idea of helping others,” said Ware.

Something you learned early in life and still use?

“My dad could always draw others in with his people skills,” said Ware. “He said to be nice to everyone. They are all wonderful people.”

Advice –

Advice for someone seeking a career in your field? “Work hard and do not be afraid to take a calculated risk,” said Camp. Being transparent helps, as a number of other stores in the area assisted in moving Simply Fair forward.

Best advice you have ever been given?

“My parents said that if you are presented with only two options, you have not looked far enough,” said Camp. “There is always a third option, and that is often the best.”

Achievements –

As a kid? “I was blessed to grow up where learning opportunities were all over,” said Ware. “I leveraged those opportunities.”

As an adult? Ware enjoyed working for the paper and even won awards as a writer. Camp is proud to have helped

build a 22-year marriage.

Future –

Upcoming job news? Ware sees the items at the store as great Christmas gift ideas. “You can be happy twice,” she said. “The money spent helps others have a better life. It is very exciting to me.” Ware and Camp will also be partnering with different community organizations for special shopping nights. They are also planning to spend a week of lunch hours at Sacred Heart Griffin High School teaching students about international missions.

Any vacation plans? “Our vacation is here,” said Ware. “We just opened, so there is no time.”

I want to retire when I’m ... (age)? Ware and Camp both have no intention to stop working. “I do not want to quit living,” said Camp.

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



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Downtown office space Open House reveals opportunities

By Dave Kelm,
Correspondent

Downtown Springfield, Inc. (DSI) hosted 15 properties on a self-guided open house tour of commercial space on Oct. 16 in Downtown Springfield. The properties ranged in size from just over 1,400 sq. ft. to 64,000 sq. ft. Organizers presented the commercial properties in an effort to drive traffic and build interest as they have done for the past several years highlighting residential properties in the Upper Stories tours.

Scott Troehler, board president for Downtown Springfield, Inc. and chairman of the Business Retention and Expansion Council for DSI noted that the event was intended to “bring awareness of property that is available and essentially move in ready.”

Troehler, who is also president of Monticello Media, LLC, said the event was well attended and he will be speaking with commercial realtors about promoting a similar event in the late spring or early summer.

Todd Smith of Garrison Group had two properties on the tour - Madison Center at 9th and Madison with 14,000 sq. ft. per floor and the former Township Officials of Illinois building at 408 S. 5th Street. The properties offer different options to different buyers or tenants, ac-

ording to Smith.

“The tour was great because it brought in people who might not be in the market, but we saw architects and developers who might have clients who are interested,” Smith said. “In Springfield, word of mouth is how it works.”

Downtown Springfield, Inc. presented the 15 commercial properties in hopes of reducing the open inventory currently on the market. Likely buyers and tenants include businesses with heavy administrative needs such as legal, financial, healthcare and others. Smith noted that many of the locations are already built to code including sprinkler systems, elevators and two staircases from the upper stories.

“With older buildings downtown, it can be cost prohibitive to renovate a space for commercial needs,” Smith said. “However, there is plenty of convenient space ready to go right now.”

The “Office Space Open House” was followed by a networking reception held at Resource One. It is hoped by organizers and presenters that similar events will become an annual occasion.

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

Holiday Shopping, Continued from Page One

According to Cathy Nagle-Ervin, Eastern National Regional Manager for the Great Lakes Region, The Museum Shop doesn't usually see a major boom over the holidays.

“It's usually quieter for us,” said Nagle-Ervin. “We'll get an uptick between Christmas and New Year's when a lot of families are returning to Springfield with their kids and looking for activities to do at the park.”

The gift shop at the Abraham Lincoln Presidential Museum & Library also offers shoppers a variety of products to choose from. Within the 3,200 sq. ft. shop visitors will find books, apparel and souvenirs that not only represent Honest Abe but that tie into the overall museum experience as well. Gift shop staff work closely with museum staff to make sure that the merchandise available reflects the current museum exhibits on a retail level and will draw customer interest as well.

“We want to make sure that we are helping our visitors find a memory to take with them,” said shop manager Amy Miller. As the holiday draws near, Miller said, the shop will begin to offer more holiday themed products, though the museum no longer has a holiday exhibit to tie into. Museum traffic tends to slow during the winter months, but this doesn't seem to affect the shop's sales as business generally picks up in December when locals begin their holiday shopping.

The shop at the Abraham Lincoln Presidential Museum & Library was voted one of the Top 10 Gift Shops in the 2013 Illinois Travel Guide, published by the Illinois Department of Commerce and Economic Opportunity, Office of Tourism.

The Museum Store at the Illinois State Museum was also among the Top 10 Gift Shops in Illinois. It offers shoppers a

unique experience—with wares that run the gamut from souvenirs that tie into the museum itself, to toys for children, to jewelry and other pieces handcrafted by Illinois natives who are part of the Illinois Artisans Program. This program supports artists and craftsmen around the state. Since its inception, more than 1,800 individuals have been selected into the program. Those selected are eligible to take part in a variety of fairs and festivals and are able to market their wares in at one or more of the Illinois Artisan locations, including the shop at the Illinois State Museum.

“Business is brisk because the holidays are coming and we're different. We offer items that others don't have.”

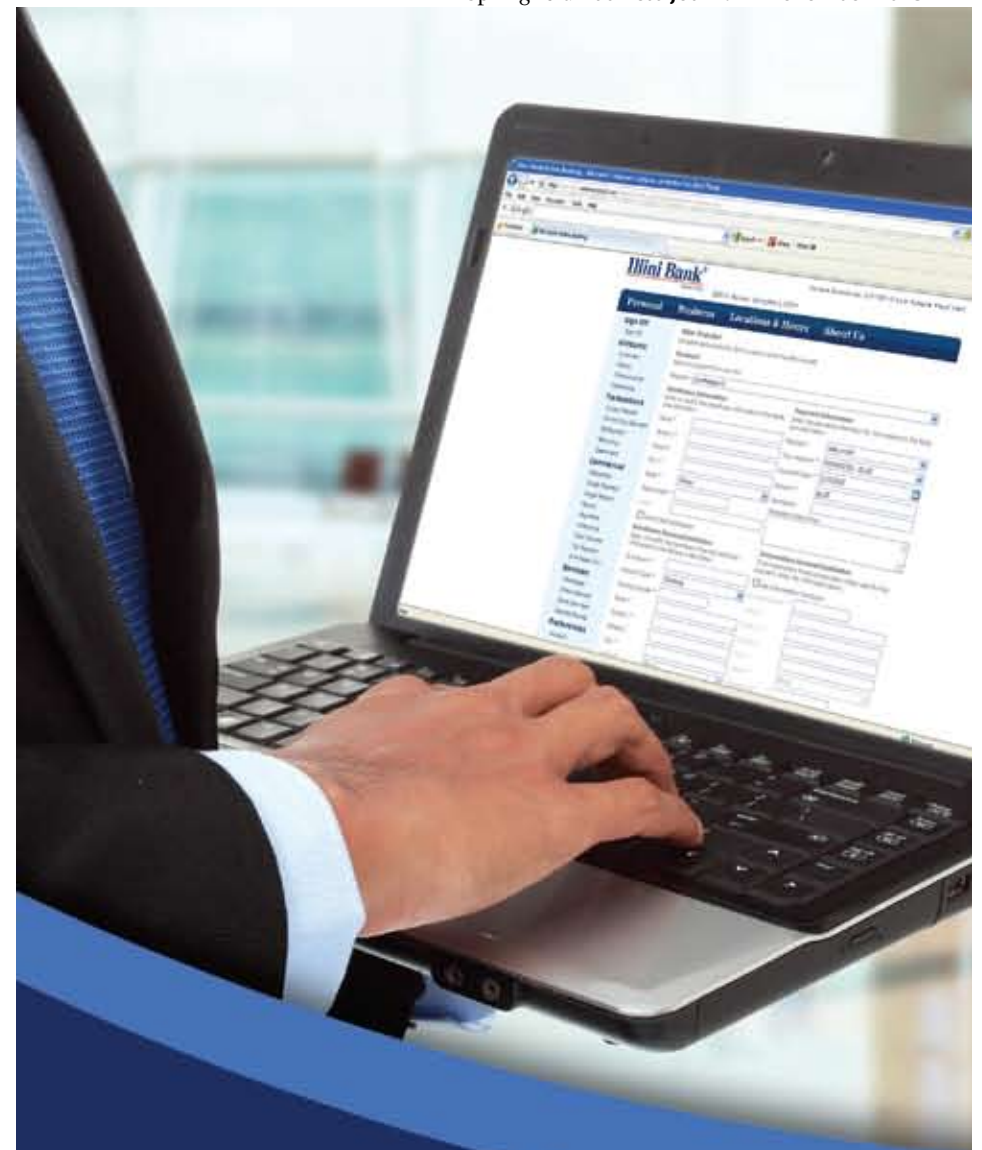
Cheryl Staley,
Illinois State Museum

day season, a call has already gone out to participating artisans to begin sending in their seasonal merchandise for the shop. Staley noted that business will begin picking up in the weeks leading up to Christmas.

“Business is brisk because the holidays are coming and we're different. We offer items that others don't have.” To help promote business during this busy season, the Museum Shop will hold private events after hours where attendees can browse and purchase. The shop also participates in both First Fridays Downtown and the Old Capitol Holiday Walk shopping events.

As the holiday season approaches, retail outlets are gearing up for the busiest time of year. In Springfield, local gift shops are getting in on the action as well—offering shoppers an alternative shopping experience and a variety of merchandise that can't be found anywhere else.

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



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personality profile •

The secret design

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield? Sullivan loves that residents

can get anywhere in town in 15 minutes. “We have the benefits of the big cities without all the people,” he said. He is also a fan that the city is close to St. Louis and Chicago.

What is the worst part about living in Springfield? “Being the state capital we are in the constant drumbeat of negativity about state government,” said Sullivan.

The biggest issue Springfield currently faces is...? Sullivan feels that the city needs to figure out educational outcomes. “We need to bridge kids into successful careers. The two-thirds graduation rate is a huge burden on the entire area,” he said.

Employment –

“When I was 10, I wanted to be... 16-years-old so he could drive.

First job? At age 16, Sullivan worked at Patke’s Dairy in O’Fallon serving ice cream after school and on the weekends.

Worst job? When working as a public accountant in Iowa, Sullivan had to inventory a hog production company. “I had to count 200 loose pigs in one bin. They did not want to hold still,” he said. “It took a week to get the smell out of my car.”

Current job and responsibilities? Design Ideas began 27 years ago by siblings Andy and Alice Van Meter who began selling wire baskets for totting toiletries from the bedroom to the bathroom in college dorms. The company designs home and office storage and organizational products. The products are distributed throughout retail companies around the world. Sullivan

is responsible for back office, purchasing, warehousing, information technology, and customer service teams. “Business is good,” said Sullivan. The company is now the distributor for the Museum of

Modern Art (MoMA) Wholesale line in North America.

Philosophical – What do you want to know about the future? “Taking it as it comes is the fun part,” said Sullivan. “To know would ruin the ride.”

How do you envision your life in 10 years? Sullivan feels he will still be with Design Ideas. “We want to stay innovative on the production side and satisfy our customers around the world,” he said.

Something you learned early in life and still use? “You only get to lose your credibility once,” said Sullivan.

Advice – Advice for someone seeking a career in your field? “In accounting, I always valued the diverse exposure through various businesses,” said Sullivan. “That allowed me to understand more about the business world versus just one model at one company.”

Who was your biggest influence? Sullivan’s father was always a character guy. “There was never a question between right and wrong with him,” he said. “That made life simple in that regard.”

Achievements – As a kid? In grade school, Sullivan won a science fair competition to make it to the state finals.



As an adult? Being involved in the Sangamon CEO Project and coaching youth soccer has given Sullivan the feeling that he has made an impact on a number of lives.

Future – Upcoming job news? “We are continuing to take on the MoMA challenge,” said Sullivan. “We are in the second year of that.” Growing the company also remains a continued goal for the organization.

Any vacation plans? Sullivan hopes to get to Ireland in the future. “My wife has her heart set on Ireland,” he said. “I want to make that happen in the future.”

I want to retire when I’m ... (age)? “I have not looked that far ahead,” said Sullivan. “If you enjoy what you are doing, you cannot put an arbitrary number by it.”

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

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Low Cost Business Workshops

UCB recognizes 15 Under Fifteen

By Mitchell Ladd,
Correspondent

Recognizing the importance of small businesses was the theme for the 15 Under Fifteen reception held at United Community Bank's Montvale branch on Oct. 9. The 15 Under Fifteen program, in its 11th year, is a joint effort from UCB and Springfield Business Journal.

"It was fun to put a face with the various businesses we frequent," said Kelly Bassett, office assistant for the Hoogland Center for the Arts. "It is truly an honor to be included with such prestigious local small businesses."

The event had more than 200 people in attendance, which included employees from the selected businesses as well as their families and previous selectees.

"We are thankful that the Springfield Business Journal and United Community Bank recognize our mission to support the arts in Springfield," Bassett said.

"It was a first-class event and we felt welcomed by United Community Bank and Springfield Business Journal," said Dr. Jason Goldstein of Capitol Chiropractic Health Center. "It was an honor to be recognized by the Springfield commu-

nity."

The 15 businesses recognized this year were Andrews Landscapes, Capitol Chiropractic Health Center, Country Market Inc., Craig Ladage Builders Inc., Dick's Shoe Repair, Gorham's Inc., Hoogland Center for the Arts, Lee O'Keefe Insur-



ance Agency, Life Safety Resources, Marriott Real Estate Services, Paul Tree Farms, PhysioTherapy Professionals LLC, Robert's Seafood Market, Thirdwave Data/Comm Inc. and Velo Mine.

The 15 Under Fifteen program is open to all businesses in the Springfield area in business for a minimum of two years and have 15 or fewer employees.

Mitchell Ladd is a freelance writer from Springfield. He can be reached at mitchell@springfieldbusinessjournal.com

UST Judgement, Continued from Page One

in civil penalties and cease the mailing of solicitations in Missouri.

A simple Internet search of "UST Development" reveals reports of bogus bills in other states as well. In Illinois, schools, government offices and businesses in multiple counties received the fake billings.

Melanie Krick, a co-owner and operations manager for Springfield-based telecommunications company AmeriCALL, said their office received one of the invoices. So did many of AmeriCALL's customers, Krick said.

"I contacted Lisa Madigan's office telling them about it, and that it was very misleading to anybody that didn't read it over closely," Krick said. "We also sent fliers to our customers to warn them (since) several of them had also received (the invoices) too."

Krick, being the co-owner of a telecommunications company, immediately recognized the invoice as falsified but was concerned AmeriCALL customers would not as easily discern its fraudulent nature.

"So many telecom companies get bought out and the name changes," Krick said. "So I was afraid our customers might have thought we were bought out and they wanted to keep their maintenance intact. So then they'd just pay it."

Krick didn't bother to contact UST Development, and she said they sent no further correspondence in an effort to get the billings paid.

As far as potential mail fraud charges for the invoices that were being sent through the United States Postal Service (USPS), acting Springfield post master Israel Hilton said he wasn't familiar with the UST invoices and couldn't offer spe-

cific ramifications for the mailings.

But, Hilton said, the USPS inspectors are constantly investigating potentially fraudulent mailings.

"If a customer handed something like that to one of our clerks and thought it was possible fraud, we take it into custody," Hilton said. "The customer can have a copy for their records if they want for their bank or the police if, god forbid, any charges show up in their account or they need to file charges."

After that, Hilton explained, all the information goes directly to the inspectors to be investigated.

"And they're pretty private about how they handle those," Hilton said. "I know that's because they don't want the public to know, so the (perpetrators) won't switch directions and try a different tactic to get money."

Krick said she often receives various scams, not just through the mail, but also via fax and email. The key, she said, is to recognize blatant misspellings and poor grammar that usually indicate a fraudulent nature.

"But if it looks legitimate, I contact whichever agency I think is appropriate just to be sure," Krick said. "I perform due diligence on all of them."

Possley said if a person should ever have any suspicions – or even just a question – regarding any kind of communication soliciting money or information, there should be no hesitation to contact the attorney general's office to follow up on it.

"We see all types of scams that essentially have one angle to get personal or financial information or to get your money," Possley said. "I'd advise folks to hang up the phone, delete the email or throw away the mailing and contact our office."

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

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ACA rolls-out

Businesses contend with mandates

By Roberta Codemo,
Correspondent

The rollout of the Affordable Care Act (ACA) is causing employers to ask hard questions about what the sweeping healthcare law means for their business.

Employers need to educate themselves about the new requirements under ACA to meet approaching deadlines. The first deadline, which required all employers covered under the Fair Labor Standards Act to provide employees with written notice about the new health insurance exchange, went into effect Oct. 1.

The U.S. Department of Labor provided model notices for employers to inform employees about the health insurance exchange, the potential benefits of purchasing insurance on the exchange and the possible loss of their employer health insurance contribution.

Initially, employers faced a penalty if they failed to distribute the disclosure notice. However, the U.S. Department of Labor announced in September that it was rescinding the penalty.

William O'Malley is the director of the Washington National Tax Staff of McGladrey LLP and has over 30 years of experience in the tax field. O'Malley has been communicating with clients for well over a year. He has been writing and speaking about the Act. "It's a constant learning process," O'Malley said.

The real question is: Is it a mandate if there are no penalties attached to it? O'Malley recommends employers comply with the requirement and issue the disclosure notice.

"There's a lot of uncertainty," said Albert Eck, Jr., certified public accountant with Eck, Schafer & Punke, LLP.

The Greater Springfield Chamber of Commerce has sponsored forums about the Act. It held its first informational seminar in 2010 after the law was enacted.

"There's no consensus about how everything is going to play out," said Josh Collins, director of government relations. "There are enough changes coming in 2014 that we felt we needed to provide educational opportunities for businesses." It plans to hold additional programs in 2014.

Kim Cochrane, HR manager for R.W. Troxell and Company, holds a health care reform certification. Employers need to find a good partner to help them stay abreast of the legislation. "Don't try it alone," Cochrane said.

Cochrane said the company has been preparing for the roll out of the Act for several years. "We've been doing it in stages," Cochrane said. It has partnered with Wisconsin attorney Erica Storm and the staff has attended several webinars.

Mike Mahorney, insurance advisor for Nicoud Insurance, has concentrated on health care reform for the past three years. He said many small businesses are family-owned and want to take care of their employees by offering good benefits

at an affordable cost.

"Businesses use them as a hiring and retention tool," Mahorney said. "They now need to assess the situation and ask is this something we have to abandon."

Kayla Edwards, director of client services for Express Employment Professionals, said Express is committed to providing health insurance to its associates.

"It's an important part of retaining our employees," Edwards said. "We'll continue to provide health care benefits."

"Express is still assessing the best options for our temporary associates," said Edwards. It is currently reviewing its health insurance plans.

Disclosure notices were sent to both internal staff and 350 temporary associates. Express will begin including the disclosure notice in all new hire paperwork. Notification must be provided to new hires within 14 days.

Edwards said the corporate office has been preparing for the rollout of ACA for over a year and partnered with Lockton. It has hosted webinars to reach out to the business community.

The new legislation impacts small businesses with fewer than 50 full-time equivalent employees who work 30 hours or more. Cochrane said 75 percent of Troxell's client base is small employers. It advises small business clients to renew their health insurance coverage prior to Jan. 1, 2014 to lock in benefits.

O'Malley said the biggest concern is cost. Clients want to know how much more it's going to cost to provide coverage to their employees.

Health insurance premiums are going to increase 25 to 40 percent and deductibles are going to increase in 2014.

"This isn't going to make it affordable," said Cochrane. "Small businesses are struggling with the increase. I feel like the grim reaper when I tell them they now have to pay this amount and there's nothing that can be done."

"The real fear is that small employers that accept the early renewal options are only kicking the can down the road until later in 2014," said Mahorney.

Mahorney said plan costs are dictated by what is called the community rating structure. Beginning in 2014, the rules will limit the factors insurers can use to adjust premiums. Under ACA, insurers will only be allowed to look at age, family size, geographic location and tobacco use.

"The community rating will negatively impact 2014 rates," said Mahorney. Businesses may want to wait and see how the market responds.

Small businesses may stop offering health insurance and refer their employees to the exchange. Under the individual mandate, everyone is required to have health insurance beginning in January 2014. Individuals can choose from an array of health insurance options and select an affordable plan on the public ex-

change.

Alternatively, employers can offer insurance through the private exchange called Shop and give employees a set amount of money to use to purchase health insurance.

Cochrane said she hasn't fielded any calls about the exchange. "I thought there might be some calls from the public," Cochrane said.

The biggest issue facing large employers is the employer mandate, which takes effect on Jan. 1, 2015. "There have been a lot of questions about the mandate," said Collins.

The mandate was originally slated to take effect in 2014. O'Malley said just because one part of ACA has been delayed doesn't give an employer a free pass to do nothing.

"Employers need to begin planning for 2015 early in 2014 to make reasonable decisions," O'Malley said. "If employers wait too long, some options will be off the table."

Beginning in 2015, large employers with 50 or more full-time equivalent employees must provide affordable health insurance coverage that meets minimal value or pay a penalty. The coverage is affordable and meets minimal value if the cost does not exceed 9.5 percent of an employee's income and if the total cost of covered services doesn't exceed 60 percent. Employees who are offered health insurance that does not meet the standard may qualify for a premium tax credit or cost reduction.

Individuals with household income between one and four times the federal poverty level may qualify for a federal subsidy if they enroll in a silver-level plan through the public exchange. In 2013, the federal poverty level for an individual was \$11,490 and \$23,550 for a family of four.

If an employer does not offer health insurance to at least 95 percent of its full-time employees, it will pay a \$2,000 annual penalty, called the Employer Shared Responsibility Payment, per employee, excluding the first 30 employees.

If an employer offers health insurance but it does not meet the minimum requirements, it will pay a \$3,000 annual penalty per employee, excluding the first 30 employees, if an employee is able to obtain health insurance through the exchange.

Employers that are on the threshold of meeting the large employer definition may delay hiring or hire part-time employees who work less than 30 hours a week. O'Malley said the Darden Restaurants, which operates Olive Garden and Red Lobster, announced it would be hiring part-time employees but later rescinded the announcement.

O'Malley said employers are not required to offer insurance to part-time employees. McGladrey LLP offers health insurance coverage to all employees who work more than 20 hours per week.

"At the end of the day it comes down to how is this going to affect small businesses?" said Mahorney.

"The real fear is that small employers that accept the early renewal options are only kicking the can down the road until later in 2014."

Mike Mahorney,
insurance advisor for Nicoud Insurance

"It's an important part of retaining our employees. We'll continue to provide health care benefits."

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"Employers need to begin planning for 2015 early in 2014 to make reasonable decisions. If employers wait too long, some options will be off the table."

William O'Malley, director of
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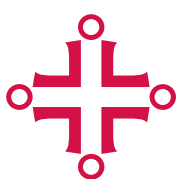


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business decisions • Persistence pays off

Editor's Note: This new column by Courtney Westlake examines what drives successful business people. During a luncheon interview at Café Brio, Westlake will tackle important issues they deal with. The column is to give insight into their thought process, and to demonstrate what concerns readers can learn or share with them.

Persistence is what first brought me into contact with Kelly Thompson years ago.

At the time, she was serving as communications director for the Springfield office of the American Heart Association, while I was working as a reporter for the newspaper in Decatur. She drove all the way to Decatur to discuss a new campaign she was working on and was trying to get media coverage for, and I recall being impressed by her leadership and outgoing personality at the time.

And now, persistence is what has afforded Thompson the opportunity to take her leadership skills to the next level as executive director of the Ronald McDonald House in Springfield.

Though she has held several roles in the volunteer and nonprofit industry, Thompson didn't always envision making a career out of it. As a speech communication and political science double major, she worked first for the Illinois legislature and next, a consulting company. But then her mother passed away.

"Sometimes it takes something personal to happen for you to re-evaluate where you're headed," she said. "That was the ah-ha moment for me, and I asked myself if I felt I was making a difference, and at the time, I didn't feel I was... Sometimes you have to take a risk."

I first met Kelly three jobs ago for both of us, and have been fortunate to work with her in every new venture in some capacity. What I've seen from her is not only persistence, but a compassion combined with reliability and good business sense that can be sometimes hard to find today.

Over lunch at Café Brio, Kelly and I talked in depth about opportunities, and the myth that the perfect opportunity will eventually come along and just "happen." On the contrary, Kelly has always strived to build her career as she has envisioned her role in the community.

"I've always been selective of opportunities but had a clear picture of what that looked like," she said thoughtfully. "Looking back, I can see how I've been strategic about what I've wanted to do."

We agreed that taking on challenges in your career is often what affords you bigger opportunities. Kelly noted several projects she took the initiative to start while in past jobs that not only benefited her employer but also helped to build leadership, communication and organizational skills, such as the Smoke-Free Springfield campaign that she ran through the Heart Association.

"I've believed that you always have to take advantage of opportunities when they arrive, and create your own opportunities because they're not created for you. You have to take risks," she emphasized. "I've tried to always be open to taking

Dining with Success

Courtney Westlake

on challenges; seizing opportunities and challenges expand your skills."

The Ronald McDonald House was co-incidentally the first charity that Thompson decided to volunteer at when she moved to Springfield years ago due to her love for children. Now, in her role as director, her volunteer job-turned-employment fulfills her every day.

"It is at the end of the day, knowing that I — along with many others — helped a family in crisis who needed it, even if just for a short period of time," she said.

What is the balance like in leading a nonprofit, between helping families, but also running a business? Easy, when you look at the incoming dollars as aid for families, Thompson said.

"Yes, we always look at the bottom line," she said. "We are there to serve families, but to do that in the most efficient, transparent and beneficial way possible, we are always looking to reduce costs and make the most wise decisions possible."

"Part of my responsibility as director is to be the best steward of someone else's money," she said.

As Kelly enters year four as the House's director in December, she is looking toward the long term. Over the next year, the House will undergo a complete renovation to better serve its families, and Kelly is also exploring a "family room program," in which local hospitals create a mini version of the House within the hospital, complete with sleeping quarters, laundry and other services.

When I mentioned Kelly's personal goals, she told me she is working toward better time management and also continually looking for ways to work with the local community.

"Why is that so important to you?" I asked, and I was impressed with her unique perspective regarding community involvement.

"We're a part of our community. In order for nonprofits and charities to succeed, we have to have a strong community," she explained with conviction. "I want to be more involved with the Chamber and other leadership and speaking opportunities, and continue to help the local community through my role."

"Whether it's a strong business sector, medical industry, etc., all of those intersect and help us as nonprofits to be stronger as well," Thompson added.

Persistence and vision are what got Kelly to where she is today, and persistence and vision are what will keep the Ronald McDonald House successfully serving its families and community under her leadership.

By the way, I had Café Brio's greens salad, and it was refreshing.

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

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Sangamon citizen survey

Data points to the future

By Mary Beth Stephens,
Correspondent

A county-wide citizen survey has the potential of sowing seeds for change in Sangamon County.

In June, the first Sangamon County Citizen Survey results were released in a presentation to the Citizens Club of Springfield. This survey, which was completed by interviewing 618 Sangamon County residents over the phone (both landline and cellular), measured nine different indicators of community perceptions: culture and recreation, health, economy, education, government and civic participation, environment, public safety, infrastructure, and social well-being.

The impetus of this survey came out of the Citizens Club of Springfield, which conducts public forums on policy issues. Bob Gray, president of the club, had been in discussions with the University of Illinois Springfield for a few years about conducting such a survey. When Ashley Kirzinger became director of UIS's Survey Research Office, serendipity came into play as she had recently completed a citizen survey in Baton Rouge, Louisiana prior to coming to Springfield.



Bob Gray, president of the Citizens Club of Springfield

Completing each survey took about 25 minutes, a long time for someone to commit to answering seemingly random questions. But Kirzinger was genuinely satisfied: "We had a response rate of 12.1 percent when a standard response rate is about 10 percent."

Kirzinger was surprised to learn how many people in Sangamon County were insecure in their ability to provide either healthcare (20.9 percent), food (21.7 percent), or housing (6.7 percent) in the past 12 months.

"Community groups such as Kiwanis have been very receptive about this survey and want to hear more about the data," Kirzinger said in an interview recently. With this survey they may be able to begin directing funding and programs with better precision to the areas and people needing the most help.

For example, "We are looking further into community gardens, since one-third of the respondents who would like to have access to them don't. We are delving into the zip codes and socio-economic data to further pin point where the needs may be greatest."

John Stremsterfer, president and CEO of the Community Foundation for the Land of Lincoln (CFL) agreed, "CFL has funded community gardens in Springfield. With this sort of information, we may be able to determine - 'Are people wanting more community gardens as more are available?' This survey will allow us and our donors to make more informed decisions to improve the com-

munity."

The hope is that city governments will use the results in policy discussions. "Unfortunately, city governments have not been as responsive as the not-for-profits," Kirzinger said. Her hope is that with successive surveys, potentially within the next year, but perhaps in two, that governments can see data trends and become more involved.

Downtown Springfield's health and growth was particularly interesting to Stremsterfer and Gray. "County-wide, people believe that the strength of downtown Springfield is vital to the strength of the county," Stremsterfer said.

"It's encouraging to see that kind of support in the city and the county," said Gray.

Another interesting and promising result in the survey results is the overall satisfaction of people with their local public school system. On a scale of 1 - 4, with 1 representing "poor education quality," and 4 representing "excellent education quality," the four school districts in this section of the survey - Ball-Chatham, Riverton, Rochester, and Springfield - all had Education Quality scores above 3.0.

Even in District 186, the issues surrounding the school board and superintendent over the last several months did not cloud parents' perception of the quality of the education their children are receiving. While it was the lowest of the four districts, a score of 3.11 is still above "good" in the scale and is significant. "Even with

the problems in the district, the scores people gave the education quality were still overwhelmingly positive," Kirzinger said. Stremsterfer agreed with this statement: "People seem satisfied with their children's education."

Some interesting items in the survey found during research for this article include the percent of those with less than a high school diploma and those who earn less than \$15,000 a year who believe Sangamon County is going in the wrong direction: 55.6 percent and 57 percent, respectively.

In addition, "52.4 percent of Sangamon County residents feel Sangamon County has weak leaders." (Sangamon County Citizen survey, p. 29), but at the same time, "57.5 percent of Sangamon County residents are confident that local leaders can effectively address local problems." Apparently having weak leaders does not prevent them from addressing local issues.

Answers to this dichotomy with leaders may derive from the next section in the survey results where 38 percent of Sangamon County residents say, "most people can be trusted." While this seems rather low, Sangamon County residents score higher in the General Social Survey regarding trust of others and higher when considering whether people try to be helpful. (Sangamon County Citizen Survey results, p. 30).

One area not-for-profit organizations may delve into with these results is the percent of Sangamon County residents

who report volunteering in the community as compared to Illinois rates. Less than half (45.2 percent) of residents volunteer, compared to the statewide percent of 63.2.

As with a lot of investigative endeavors, the Sangamon County Citizen Survey has created more questions than it began with. But these

questions can spark further investigations into particulars, such as the community gardens and volunteering, and debate over public policy direction and public funding of projects.

Overall Gray thought the survey ful-

filled his expectations of its breadth and comprehensiveness. "I hope government leadership will pay attention to these numbers," Gray said. "The Citizens Club of Springfield will probably question leaders in a few months regarding whether the survey results have had any impact in their policy discussions."

Josh Collins, with The Greater Springfield Chamber of Commerce was on the steering committee for the survey. Survey results influenced the Chamber's Economic Outlook survey questions, the results of which should be released in a few weeks.

Mary Beth Stephens is a freelance writer from Springfield. She can be reached at info@springfieldbusinessjournal.com

“Unfortunately, city governments have not been as responsive as the not-for-profits.”

Ashley Kirzinger director of
UIS's Survey Research Office

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business lunch •

Café Coco: Worth the visit

By Tom Collins

At the risk of having Springfield Business Journal engage in the unauthorized practice of law, my advice is to drive the speed limit. That comment is directed to the Springfield crowd that insists on driving 20 mph in a 40 mph zone. What does this have to do with a restaurant review? Quite a bit when that restaurant is a little off the beaten path and you're running late to meet your guests.

Café Coco is located on the Northern edge of Springfield on Dirksen. Accordingly, this is a destination location for the business crowd. But it's a destination well worth visiting.

Some of you might remember Coco

the Corona battered fish (\$5.29, cod). All sandwiches are served with fries or chips or a choice of sides. Sides include side salad, mashed potatoes, soup, fruit or roll and butter.

We opted to start with a cup of the daily soup special – the corn chowder (\$3.29). I particularly appreciated that this chowder was not too heavy on the cream – it let the sweetness of the corn shine. It was a nice way to start lunch.

For entrees, we opted for the cheeseburger, the tenderloin horseshoe (\$5.29) and the turkey bacon club (\$6.29, with garlic mayo). In all respects Café Coco's offerings were on the high end of the diner world. Ingredients were fresh, portion sizes were generous and everything had

Café Coco

Overall Rating: ★★★★★

Atmosphere: ★★★★★

Service: ★★★★★

Food: ★★★★★

Price: ★★★★★

Suitability for Business Lunch: ★★★

Address: 3705 North Dirksen Parkway,
Springfield, Ill. 62707

Website: cafecocco.biz (web page not working when we checked)

Phone: (217) 670-0884

Hours: Monday – Sunday,
6:00 a.m. – 2:00 p.m.

Credit Cards: Yes

Wheelchair access: Yes

*Menu listings and prices subject to change



WHAT THE STARS MEAN:

(None) Poor to satisfactory

★ Average

★★ Good

★★★ Very Good

★★★★ Excellent

★★★★★ Extraordinary

pies – the former business of one of the proprietors. Thankfully, Coco pies feature significantly at Café Coco, but there's quite a bit more.

But first, Café Coco isn't what one typically thinks of as a café. This is a diner – plain and simple. The décor reminds me of the classic line in "Blues Brothers": "We got country AND western." There's even a cow skull over the door.

Café Coco doesn't have a large footprint – there are about seven low top tables, a handful of high tops and seating for about a dozen at the counter. Tables are formica and the floor is linoleum. Exposed wood walls and country (and western!) music helps finish the scene.

We arrived on a cold and rainy day around noon. There's definitely a lunch rush at Café Coco – it was pretty much completely full by 12:15 p.m. and an hour later it had pretty much cleared out. Most of our fellow diners were not what one would consider as the classic business crowd – our table was the only one with ties. It just goes to show that occupation is no predictor of appreciation for good food.

Café Coco's menu covers, not surprisingly, just lunch and breakfast. Although we didn't see it advertised on the menu, apparently breakfast is available all day long. Had we known, we might have been tempted by the breakfast tacos (\$5.49, with American fries or hashbrowns), the breakfast burger (\$5.99, beef burger, cheese, bacon, topped with fried egg and served with American fries or hashbrowns), or one of Coco's omelets (\$5.99 - \$6.29).

When it comes to lunch Café Coco offers up most of the traditional diner items with a few surprises thrown in. Burgers, of course, are available (\$4.79 single, \$6.29 double, add \$.50 for cheese) as are horseshoes (\$6.79, \$5.79 for the ponyshoe). Our collective eyes were caught by the meatloaf sandwich (\$4.99) and

clearly just come off the grill. The fries were nicely crisp on the outside and fluffy on the inside. My guest who ordered the horseshoe was particularly pleased with the sauce, commenting that it was thankfully not to "cheesy" and that it managed to find the sweet spot in terms of balancing taste and texture. High praise indeed. I particularly appreciated that the turkey club came with an actual slice of turkey breast as opposed to the cold, deli style shaved turkey that seems to be the norm nowadays. In terms of value for your dollar, we all felt that Café Coco did a great job.

Given Café Coco's history with pies, we felt duty bound to order dessert. There were at least a half-dozen versions of pie available the day we visited, including a pumpkin mousse pie. Nonetheless, we opted to share one piece of peanut butter and chocolate pie. It was delicious and worth the drive out from downtown.

Despite being almost completely full, we found the service to be attentive and friendly. Our tea and water glasses were well tended to. Service dropped off a bit at the end (we had to approach the counter to order dessert) but we attributed the slight delay to the rush to cash out departing customers around 1 p.m.

Although Café Coco might not immediately come to mind for a business lunch, it's well worth the short drive for excellent diner food at a good value. And, if you are into business breakfasts, Café Coco should definitely be on your list.

Tom Collins is a freelance writer from Springfield

Rejoice!

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Hours

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10 a.m.–8 p.m. | 10 a.m.–5 p.m. | 4 p.m.–8 p.m.

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Cadillac CTS: Invigorating driving experience

By Jane Driver

Cadillac has gone for an aggressive sporty look in its newly remodeled 2014 CTS. When you are competing for the soul and pocketbook of BMW 500 and Mercedes Benz E Class drivers, you have to.

The headlights have been pushed even further to the corners; the front grill raked a little more, making the Cadillac emblem more prominent. Angles have been smoothed out, giving the appearance of speed and thirst for power. The new vertical LED lights along and under the headlights only add to the masculine perception.

Ian Coe, my salesman at Landmark Automotive Group, pointed out the "Trapped hood" on this new version of the CTS. Tolerances are down to 0.012 inches to have the hood fit. It makes for a different line, and demonstrates Cadillac's renewed attention to details and quality.

The Black Raven with Jet Black leather interior 2.0T CTS I drove lists for \$50,570, and is not their top of the line trim. That's the CTS-V Sedan. This one was fine; it has a 2.0L Turbo charged engine that practically threw me against the seat back. And I didn't notice that it has leatherette-seating areas, but for this price, you do expect full leather surfaces.

The center media center, according to Coy, utilizes movements like an iPhone,



2014 Cadillac CTS Sedan 2.0T

with haptic feedback – while the touch screen surface is smooth, and you can feel a "button" move when you select your item. At first it was odd, then I appreciated knowing I had actually made a selection.

There aren't any buttons anywhere on the console; you just use pressure to change things or sweep across a bar, such as volume to change it. Talking to the media center didn't go so well for me, but that's a learning curve issue. It does use conversational English for commands, which I like.

Cadillac has retained its love for chrome for accents on the small-sized steering wheel and around the driver's compartment. But they have firmed up

their seats to the European style I prefer (stiff, not squishy), and fabulous lumbar support. However, even after I had moved the steering wheel all the way up, I still felt trapped underneath. It made exiting and entering trickier. Gear shifter and steering wheel were easy to grip and manipulate.

2014 Cadillac CTS Sedan 2.0T

Driven at:

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landmarkcadillac.com



Sticker price as driven: \$50,570
MPG: 20 city; 30 highway

Notables:

Fabulous handling and power; Lumbar support; Stylish front; Roof supports; Leatherette seating; Small doors

beautifully on turns and hugs the road when you have to swerve. Parking is a breeze too with a tight turning radius. In short the driving experience was invigorating. And you get all this with 20 miles per gallon in the city and 30 on the highway.

Luggage handling should not be too difficult; it does have a threshold, but the trunk itself is not deep, so you won't be pulling your suitcases out of the depth and over an obstacle.

Back seats sit below the windowsill, which limits your view, and the seat bottoms slope backward, raising your knees up. But there is plenty of legroom and headroom for a long drive. Getting out is another maneuver as the back door is not large. I think this must be part of the sporty image – sports cars don't have large doors.

Trying to remove the "large luxury sedan" image and produce a sports car image without giving up the luxury part is difficult to master. Cadillac has come a long way forward in their effort, but some things had to be surrendered; door openings seems to be one.

Coy clearly loves selling these cars and hoped I would be back when Joe Driver was in the market for a new sedan. And thank you to my friend who recommended I test-drive it. (I think he wanted to see my reaction before he went to look himself.)

The service waiting area had comfortable-looking chairs, sodas, coffee, and popcorn available for your wait.

Jane Driver is a freelance writer from Springfield. She can be reached at jane@springfieldbusinessjournal.com

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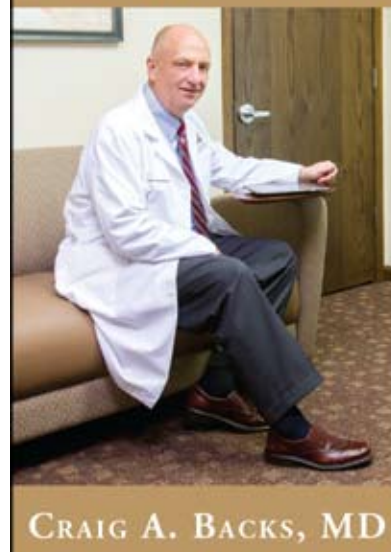
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CRAIG A. BACKS, MD

personality profile •

Fundraising for a cure

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in central Illinois? As a resident of Taylorville, Wiseman loves the small town feel of the area even in a larger city. “You tend to know almost everyone in town,” she said. “I have worked here my entire adult career.”

What is the worst part about living in central Illinois? Wiseman loves everything about the area and has nothing negative to say about it. “This is a small big city,” she said.

The biggest issue Springfield currently faces is...? The struggles of not-for-profits continue to be problematic, according to Wiseman. “People are cutting back their giving because of the economy,” she said.

Employment –

“When I was 10, I wanted to be... a professional dancer.

First job? When she was 15-years-old, Wiseman was a fountain girl at Rene’s Drug Store in Taylorville. She worked there until she was 19.

Worst job? Wiseman has had seven jobs since age 15 and has enjoyed them all.

Current job and responsibilities?

Wiseman has been with the local branch of the American Diabetes Association (ADA) since this past February. “We are an advocate for people with disabilities,” she said. Wiseman heads up the fundraising and special events for the organization including the very important Kiss-A-Pig Gala which features local celebrities and other community leaders. The organization has 12 programs and services in all. “We inform people about diabetes; how to control it, how to deal with

it, and how to prevent it.”

Philosophical –

What do you want to know about the future? “Our goal is to find a cure for diabe-

tes,” said Wiseman. “Being out of a job in 10 years is the goal. I can find another job. I want to see a cure.”

How do you envision your life in 10 years?

Wiseman is very passionate about her work with the ADA and intends to be with the organization as long as she can. “Everyone is affected in some way,” she said. “You may have a family member or friend with diabetes. You know somebody.”

Something you learned early in life and still use? “Treat everyone with respect unless they give you a reason not to,” said Wiseman. “Always be optimistic, and never judge a book by its cover.”

Advice –

Advice for someone seeking a career in your field? Wiseman believes that an outgoing personality is crucial in the not-for-profit field. “That is especially true in the fundraising area,” she said. “Be vested in what you are doing.”

Best advice you have ever been given? Wiseman learned from her mom to always look people in the eyes when talking to them.

Achievements –

As a kid? Wiseman always had friends growing up. “Being the talker I am has gotten me where I am today,” she said.



As an adult? “Being a mom is number one,” said Wiseman. “Second would be having a good job. I am very fortunate and love what I do. Not everyone can say that.”

Future –

Upcoming job news? November is National Diabetes Month, and there will be a number of health cares and advocacy events coming up. “There is a lot going on in the community in November,” said Wiseman. With the Kiss-A-Pig Gala coming up, the ADA is currently looking for sponsorships. “This is a huge fundraiser for the ADA locally.”

I want to retire when I’m ... (age)? “I always have to have something to do,” said Wiseman. “I am passionate about too many causes.”

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

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NEWS AROUND THE CLOCK

Festival of Trees seeks volunteers

Memorial Medical Center Foundation is looking for volunteers for its annual Festival of Trees event, which will be held Nov. 23-Dec. 1 in the Orr Building on the Illinois State Fairgrounds. The theme for the 24th annual event is "Rejoice!"

"The Festival of Trees is a family-oriented event that has become a tradition for many people in central Illinois and features more than 160 decorated trees and wreaths," said Elena Kezelis, executive director of the Memorial Medical Center Foundation.

More than 1,000 volunteers are needed to assist with admission, train rides, decorating gingerbread cookies, assisting in the holiday kitchen and gift shop and helping children with crafts.

The Festival's hours are 10 a.m.-8 p.m. on Nov. 23, Nov. 25-27 and Nov. 29-30; from 10 a.m.-5 p.m. Nov. 24 and Dec. 1; and from 4-8 p.m. on Nov. 28 (Thanksgiving Day).

Volunteers must be at least 14 years old and can register at MemorialFestivalofTrees.com, where they can view open time slots and request a preferred area. Volunteers may also call the Festival of Trees office at (217) 788-4301.

Efforts will be made to accommodate requests for a preferred area. Volunteers receive a commemorative pin and free admission on the day of their shift.

Community volunteers mobilize for United Way Day of Action

United Way of Central Illinois mobilized 275 people in Springfield to participate in its fall Day of Action.

Participants worked on 25 projects organized through 21 participating nonprofit organizations. Day of Action is held in the spring and fall, giving individuals and groups the opportunity to complete community service projects.

Volunteers from 28 local businesses and organizations committed to this fall's event, including: **American General Life Companies; AT&T; Bank of Springfield; Benedictine University; Blue Cross Blue Shield of Illinois; Bunn-O-Matic Corporation; CFCU; Central Illinois Community Blood Center; City Water, Light and Power; Enterprise Rent-a-Car; Hanson Professional Services; Horace Mann Companies; Illinois National Bank; Marine Bank; Panhandle Eastern Pipeline Co.; Scheels; Security Bank; Sikich LLP; Springfield Business Journal; Springfield Electric; Springfield Learning Academy; Springfield Housing Authority; Steve Koch, Ameriprise; Sylvan Learning Cen-**

Giving Back

Jean Jones

ter; TitleMax; U.S. Bank; Wolter, Beeman and Lynch; and Wells Fargo.

Projects included such activities as cleaning, landscaping, light construction, painting, moving furniture and organizing at 21 local nonprofit organizations. Several nonprofits, including Henson Robinson Zoo, St. Patrick Catholic School, Ronald McDonald House Charities and Lutheran Senior Services at Concordia Village, were participating for the first time.

Pork Power donates to Foodbank

The Central Illinois Foodbank received a donation of 5,200 pounds of ground pork. The donation is part of the Pork Power: Partnering to Fight Hunger in Illinois campaign and was given by the Illinois Pork Producers Association, along with the Illinois Corn Marketing Board and the Illinois Soybean Association.

The donation was made available for more than 165 hunger-relief organizations in central Illinois. It will provide more than 20,000 servings of protein to people in Central Illinois Foodbanks 21-county territory.

CBAI announces scholarship

The Community Bankers Association of Illinois announced the 2013 winner of the BancVue scholarship. The scholarship is conducted by a blind drawing held during the CBAI Annual Convention, this year in Springfield.

This year's winner is David Parris who was sponsored by **Security Bank, s.b.**. Parris has received an initial \$1,000 check, and is eligible to receive \$1,000 per year for the next three years for his higher education, based on grades and full-time student status. He is attending Lincoln Land Community College where he is studying agricultural business.

Students eligible for this scholarship are those who are the children or grandchildren of an employee, officer, or director of a CBAI member banker; also included are part-time student employees at an eligible CBAI member bank.

Any eligible CBAI member may submit names for this scholarship. To be eligible, the financial institution must have pledged or contributed a minimum of \$2,500 to the CBAI Foundation for Community Banking.

"Peace, Love, Rock'n Run 5K" set for Nov. 9

Girls on the Run of Central Illinois will hold its "Peace, Love, Rock'n Run 5K" on Nov. 9 at Lincoln Land Community College. The 5K, presented by Memorial Health System, is a noncompetitive run/walk in celebration of the fall 2013 Girls on the Run program participants.

The fall season of the 10-week Girls on the Run program is coming to a close. More than 460 third through eighth grade girls at 30 area schools are participating in the Girls on the Run and Girls on Track curriculum, which focuses on teaching self-respect and healthy lifestyle choices.

The program season ends with the 5K that celebrates their training. The event is open to the community. Family, friends and community supporters of all ages and abilities are encouraged to register to run or walk the course with the girls.

The event begins at 8:30 a.m. with a family-friendly festival that includes face and hair painting, fun activities, and photo opportunities. The race starts at 10:00 a.m. and medals will be distributed at the finish line to all finishers. Post-race activities will take place until noon on race day.

Online registration at <http://www.gotcentralillinois.org> is encouraged. New this year is youth pricing. Pricing for those who register before Nov. 8 is \$20 for children 12 and under and \$30 for individuals 13 and older.

Participants may register the day of the event for \$25 for children 12 and under and \$35 for individuals 13 and older. Proceeds benefit Girls on the Run of Central Illinois.

Girls on the Run is in need of volunteers for the event. Volunteers may also register on the organization's website.

Scheels hosts Treadmill Marathon Competition

Scheels in partnership with Medals4Mettle and The Ronald McDonald House Charities presented the 2013 Treadmill Marathon Competition on Saturday, Nov. 2.

This event featured a marathon-length competition (26.2 miles) in which three relay teams competed to beat solo marathon runner Jake Gillette to the finish. The event was held indoors in the temperature-controlled Scheels store on treadmills.

Profits from the event were donated to Medals4Mettle and the Ronald Mc-

Donald House Charities in Springfield on behalf of Scheels. The event also served as a "Medal Drop Site" for anyone wishing to donate a finisher medal to the Medals4Mettle organization to be used at a future award ceremony.

The opening ceremony featured Karter Brascheer, Powerlifting Jr. Olympic Gold Medalist, presenting one of his medals to 7-year-old Lauren Reuther who suffers from osteogenesis imperfect.

Play for the Cure presents check to Susan G. Komen

The Play for the Cure golf outing committee and sponsors presented a \$15,000 check to the Susan G. Komen Memorial Affiliate.

The check presentation was part of a sponsor reception held at Brookhills Golf Club.

The first Play for the Cure golf outing was held on June 8, 2013 at Brookhills. Nearly 100 women, and later their guests, participated in the outing to raise funds for the fight against breast cancer. The outing included an all-male tournament staff, doors prizes and Bra Pong.

Illinois Association of Realtors and BlueCross BlueShield of Illinois. Ameren, Vono Medical Supplies, Senator Bill Brady, Senator Andy Manar, Representative Rich Brauer and Representative Raymond Poe were top sponsors. The outing was hosted by Angie Timm, Bob Mabie and Susie Jackson at Brookhills Golf Club.

Walmart presents iPads to The Hope Institute

On Oct. 25, local **Walmart** stores presented 12 iPads to The Hope Institute for Children and Families for student use.

At the Sept. 14 Celebrity Chef fundraising event, officials from Walmart pledged to donate 12 iPads for use by students at The Hope Institute. Walmart store managers from around central Illinois made good on that promise, delivering the iPads to Hope President and CEO Karen G. Foley and other officials. The Walmart delegation was led by Branch Manager Susan Farr and Market Manager Jennifer Acord.

Jean Jones is a freelance writer from Springfield.

If your organization has an item that you would like Jean to include, email information and details to her at info@springfieldbusinessjournal.com

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legal filings •

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

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

Lawsuits

09/04/13 – Smith Medical Partners LLC, Plaintiff, Vs. Alana Healthcares LLC, Steven A. Schneider, Defendants, Contract.

10/11/13 – BMW of Springfield, LLC, Plaintiff, Vs. Roberts Automotive, Defendants, Agreement.

10/16/13 – HD Smith Wholesale Drug Company, Plaintiff, Vs. Kerry L. Wilson, D/B/A Medicine Shop, Defendants, Contract.

10/16/13 – Sears Roebuck and Company, Plaintiff, Vs. Rutter's Automotive Service, Defendant, Defendant, Contract.

10/17/13 – Scott R. Dambacher, Arthur Dambacher, Plaintiffs, Vs. Robert Dambacher, Cheryl Dambacher, Defendants, Contract.

Chancery

09/17/12 Bank of America NA, Plaintiff, Vs. Duff A. Fish, Sheri L. Fish, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

09/17/13 – CitiMortgage Inc., Plaintiff, Vs. Majorie L. Overton, Unknown Tenants, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

09/17/13 – Nationstar Mortgage, Plaintiff, Vs. Sharon Roach, Robert Roach, Sunnyside Association, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

09/17/13 – US Bank, Plaintiff, Vs. Melanie M. Robinson, James J. Richardson, Equable Ascent Financial LLC, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

09/17/13 – Wells Fargo Financial Illinois, Plaintiff, Vs. Rosaline Cordier, State of Illinois, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

09/18/13-People of the State of Illinois, Plaintiff, Vs. Syed Z. Ahmed, Mary O. Ahmed, Defendant, Injunction.

09/19/13 – PNC Bank, Plaintiff, Vs. Anthony M. Bauza, Jocelyn Bauza, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

09/23/13 – Flagstar Bank, Plaintiff, Vs. Tim L. Versy, Melanie T. Verry, Unknown

Owners and Non-Record Claimants, Defendants, Foreclosure.

09/23/13 – Illini Bank, Plaintiff, Vs. Joseph C. Sklenka, Cristina K. Sklenka, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

09/23/13 – US Bank National Association, Plaintiff, Vs. Amanda McCarty, Barry Dopp, Patricia Dopp, Michael McCarty, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

09/25/13 – PNC Bank NA, Plaintiff, Vs. Barbara Hoodak, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

09/25/13 – Town and Country Bank, Vs. Christine Goldesberry Curry, Tansky Goldesberry Cass, PNC Bank National Association, Capital One Bank National Association, Portfolio Recovery Association, Unknown Heirs and Devises, Unknown Claimants and Lien Holders, Defendants, Foreclosure.

09/26/13 – PJ Morgan Chase Bank National Association, Plaintiff, Vs. Jenna A. Franklin, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

09/27/13 – PNC Bank National Association, Plaintiff, Vs. Mark R. Cass, Kelli M. Cass, SpringLeaf Financial Services, Defendants, Foreclosure.

10/01/13 – Athens State Bank, Plaintiff, Vs. Thomas E. Thompson, Mary E. Thompson, Household Finance Corporation, City of Springfield, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/01/13 – United Community Bank, Plaintiff, Vs. Amy A. Jones, Defendant, Foreclosure.

10/01/13 – US Bank National Association, Plaintiff, Vs. Raryn L. Hobbs, Illinois Housing Development Authority, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/02/13 – Lead It Corporation, Plaintiff, Vs. AKT LCC, Defendant, Injunction.

10/03/13 – Illinois National Bank, Plaintiff, Vs. Shanon Jewett, Illinois National Bank, Illinois Department of Revenue, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/03/13 – Nichole R. DuPont, Plaintiff, Vs. Cress B. Maddox, Warren B. Purcell, Unknown Owners and Non-Record Claimants, Defendants, Partition.

10/03/13 – PNC Bank, Plaintiff, Vs. Angela C. Flavin, Defendant, Foreclosure.

10/03/13 – PNC Bank, Plaintiff, Vs. Drewhard Woods, Defendant, Foreclosure.

10/03/13 – US Bank National Association, Plaintiff, Vs. Monte K. Turner, James A. Jones, Sangamo Chapter Credit Union, Unknown Owners and Non-Record

Claimants, Defendants, Foreclosure.

10/03/13 – Wells Fargo Bank NA, Plaintiff, Vs. James A. Caster, Rebecka L. Caster, Unknown Beneficiaries, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/04/13 – Petersburg Plumbing and Evacuation, Plaintiff, Vs. Buckley Development LLC, United Community Bank, Raynolds Higgenotham Group, Michael R. Ryan, Paula Ryan, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/04/13 – Selene Finance LP, Plaintiff, Vs. Charles R. Kochman, Shirley T. Kochman, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/04/13 – State Farm Bank FSB, Plaintiff, Vs. Dale R. Collins, Defendant, Foreclosure.

10/07/13 – Flagstar Bank, Plaintiff, Vs. Frank E. Houston, Crystal L. Houston, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/07/13 – Marine Bank, Plaintiff, Vs. James L. Walters, Kathleen Walters, United States of America, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/07/13 – Wells Fargo Bank NA, Plaintiff, Vs. Michelle L. Turner, LeeAnn M. Kendall, Dawn M. Woods, Ruth Hamilton, Ashley Ribaudo, Justin R. Hamilton, Unknown Heirs and Legatees, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/08/13 – Athens State Bank, Plaintiff, Vs. Thomas E. Thompson, MSA Properties, Household Financial Corporation, City of Springfield, Defendants, Foreclosure.

10/08/13 – Marine Bank, Plaintiff, Vs. Marla D. Johnson, Marine Bank (Springfield), Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/08/13 – Marine Bank, Plaintiff, Vs. Brian Tega, Kathy Tega, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/08/13 – SRP 2012-4-LLC, Plaintiff, Vs. Paul V. Estees, Elaine M. Estees, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/08/13 – Wells Fargo Bank NA, Plaintiff, Vs. Arik Martin, Adam Martine, Heartland Credit Union, Unknown Heirs and Legatees, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/10/13 – Household Finance Corporation 111, Plaintiff, Vs. Gary R. Drawve, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/10/13 – PNC Bank National Association, Plaintiff, Vs. Gregory A. Clemmons, Anne M. Clemmons, Capital One

Bank, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/10/13 – The People of the State of Illinois, Plaintiff, Vs. Affinion Group, Trilegiant Corporation, Defendants, Injunction.

10/11/13 – Darrius Fields, Plaintiff, Vs. Salvador Godinez, Illinois Department of Correction Chief of Mental Health, Defendants, Injunction.

10/11/13 – Eduardo Delgado, Plaintiff, Vs. State of Illinois, Illinois Department of Corrections, Defendants, Injunction.

10/11/13 – Fifth Third Mortgage Company, Plaintiff, Vs., Richard B. Churchill, Lisa R. Churchill, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/11/13 – Michael Williams, Jon Giles, Plaintiffs, Vs. Randy Pfister, Illinois Department of Corrections, Defendants, Injunction.

10/11/13 – PNC Bank National Association, Plaintiff, Vs. Melody Requarth, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/12/13 – Willie J. Booker, Plaintiff, Vs. Illinois General Assembly, James R. Thompson, James Edgar, Defendants, Injunction.

10/15/13 – Fairport Asset Management LLC, Plaintiff, Vs. Cheryl L. Schott, Jennifer Kopff, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/15/13 – Nationstar Mortgage LLC, Plaintiff, Vs. David G. Petrilli, Catherine R. Petrilli, Mortgage Electronic Registration as Nominee for Lehman Brothers, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/15/13 – Nelson A. Young, Plaintiff, Vs. Randy Pfister, Salvatore A. Godinez, Defendants, Injunction.

10/15/13 – One West Bank, Plaintiff, Vs. Elizabeth A. Haynes, United States of American, Unknown Heirs and Legatees, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/16/13 – PNC Bank National Association, Plaintiff, Vs. Krystall Myers, United States of America, Capital One Bank USA NA, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

10/21/13 – Wells Fargo Bank NA, Plaintiff, Vs. Billie J. Nichols, Unknown Owners and Non-Record Claimants, Defendants, Foreclosure.

new businesses •

New Businesses, Continued from Page 5

62703, Angela Grable, Eric Grable, Brent Grable, (217) 523-5467.

- JQ Quality Hand Car Wash and Detail, 1215 E. Converse, Springfield, 62702, Jacob L. Whitfield, Marcquell Coleman, (217) 553-7893.

- Just Call Auto Repair, 1024 E. Spruce, Springfield, 62703, Steve J. Lewis, (217) 361-1023.

- Justbills Janitorial Services, 2405 Keys, Springfield, 62702, William Kochman, (217) 544-0182.

- Kristen Shaffer Photography, 117 W. Flagg, Williamsville, 62693, Kristen Shaffer, (217) 502-2627.

- LA Fitness, 2501 Wabash Ave., Springfield, 62704, Fitness International LLC, (217) 801-9007.

- Moore & Son's Hauling, 2313 N. Grand Ave. East, Springfield, 62702, Franklin L. Moore, Jr., (217) 652-4937.

- Pixie Perfect Makeup Artistry, 1112 Gracie Lane, Sherman, 62684, Hannah Manning, (217) 341-9682.

- Presidential Coins, Currency, Gold & Silver, LLC, 1316 S. MacArthur, Springfield, 62704, Michael Strafford, (217) 960-2646.

- Pro Results, 2501 Wabash Ave., Springfield, 62704, Fitness International LLC, (217) 801-9007.

- Professional Process Servers of Central Illinois, 102 Elm, Dawson, 62520,

William J. Garrett, (217) 720-8666.

- Rally Twirlrz, 33 Squires Road, Springfield, 62704, Jesse Budd, Jenny Budd, (217) 553-6254.

- Refurb-Mowers & Repair, 2364 N. Grand Ave. East, Springfield, 62702, Sylvester Tapley, (217) 622-6049.

- Sass Hair Studio, 315 Chatham Road, Suite 112, Springfield, 62704, Sharon L. Cronister, (217) 698-7277.

- Sky Bridge Cab, 180 Bluespring Drive, Sherman, 62684, Isaac Yeboah, (217) 314-1511.

- Springfield Illinois Blue Chips Baseball, 4517 Greenbriar Road, Springfield, 62711, Joe Burden, (217) 652-9003.

- Springfield Lions Youth Basketball, 2227 Lindbergh, Springfield, 62702, Wil-

lie D. Gregory, (217) 720-0338.

- The Dance Gallery, 6711 State Route 4, Chatham, 62629, Lauren A. Small, (217) 299-8798.

- The Studio on 7th, 625 N. Seventh St., Riverton, 62561, Melissa S. Weakly, (217) 899-5649.

- Touch of Gold, 2512 Streamwood Road, Springfield, 62711, Donna J. Hopwood, (217) 741-1541.

- Transitions Recovery Homes, 1936 S. Fifth St., Springfield, 62703, James D. Rolson, (217) 816-1328.

- Village Gift Shoppes, 3301 Robbins Road, Springfield, 62704, Jennifer L. Friday, (217) 787-3308.

Alternative dispute resolution

Because of the time and cost involved with litigation, other avenues have been developed. These avenues are referred to as alternative dispute resolution (ADR). Two of the most common are mediation and arbitration.

Mediation is generally non-binding. Typically, both parties agree to a mediator. The mediator, both parties, and possibly the lawyers for both parties meet as a group initially. Each party or his attorney may have an opening statement to inform the mediator of his view of the situation and what he wishes to achieve. Each party then moves to a separate room. The mediator goes back and forth between the rooms offering her impressions of the case and trying to negotiate a compromise. If a compromise can be reached, it is memorialized in a binding agreement. If a compromise is not reached, the dispute continues. The mediator is generally not in a position to force an agreement on either party.

Courts may require that parties submit to mediation. For example, mediation is required in divorce cases. Although the mediation will not be binding, it gives the parties the opinion of an independent third party. This opinion may help persuade a party who is being unreasonable or may make a party realize his case may not be as strong as he thought it was, thereby encouraging settlement.

Arbitration is more formal and generally is binding. Typically, both parties



Law

Sarah Delano Pavlik

agree on an arbitrator or a panel of arbitrators. Most parties will require that the arbitrator(s) be certified by the American Arbitration Association (AAA) and that the rules of the AAA be used. Arbitrators certified by the AAA are certified in particular areas of the law. The arbitrator holds a hearing using modified rules of evidence and issues a binding ruling. There are several advantages to using ADR. One is time. Courts have very busy dockets, and it could take months or years to have a case heard by a jury or a judge.

ADR can usually be arranged much more quickly; how quickly will depend in large part on the time needed for preparation. Even though a matter may be submitted to an arbitrator rather than a jury, the attorneys will still need to gather evidence, work with witnesses, including expert witnesses if necessary, etc. The second major benefit can be cost. With arbitration, many preliminary hearings and other matters may be eliminated, reducing lawyer time and cost.

There are also disadvantages to ADR. The most serious disadvantage is the loss of a right to appeal. Unlike the ruling of a judge or jury, the decision of an arbitrator is cannot be appealed. This is not true for arbitration that is ordered by a court. Cook County, for example, has a mandatory arbitration program for certain small civil cases. The cases are heard by three Illinois attorneys who issue an "award" at the end of the proceeding. Either party

can file a rejection of the award within 30 days, and the matter will then proceed to trial.

Another serious disadvantage of ADR can be the loss of a public record. Many organizations prefer arbitration because it keeps accusations and/or evidence of their wrongdoing private. An arbitration is not open to the public like a trial is, and there is no public record of the proceedings. Organizations also prefer arbitration because it prevents the filing of class action lawsuits.

Depending on the situation, however, a lack of a public record may be an advantage to ADR. Although ADR is most commonly used for business disputes, it can be used for personal matters, such as family disagreements. Using arbitration, a family can resolve its disputes without airing its dirty laundry.

ADR can be a strategic choice or it can be mandatory. Many contracts contain a mandatory arbitration provision and set the rules for the arbitration, typically adopting the AAA rules. Because consumers often have little choice when signing certain contracts (think about the service agreements you "sign" when installing new software), both the AAA and state law provide some consumer protections.

For example, for an AAA arbitration, the consumer filing fee is \$200, while the business fee is \$1,500. For very small claims, the cost of arbitration can exceed the cost of going to court. The filing fee

for a small claims case in Sangamon County ranges from \$91.00 to \$156.00, depending on the amount of the claim.

The Illinois legislature attempted to provide protection to nursing home residents through the Health Care Arbitration Act. This act set rules and restrictions for arbitrations with nurs-

ing home residents. However, the Illinois Supreme Court determined that the act was preempted by federal law and could not be enforced.

Arbitration provisions are more and more common. There is likely one in every consumer contract you sign. There may be one in your employment agreement, a health care agreement or even a will or trust. As always, carefully review any document before signing it. If you are able to negotiate, you may wish to cross through the arbitration clause. Either way, you need to know what your options are.

Sarah Delano Pavlik is an attorney from Springfield

“The Illinois legislature attempted to provide protection to nursing home residents through the Health Care Arbitration Act. This act set rules and restrictions for arbitrations with nursing home residents. However, the Illinois Supreme Court determined that the act was preempted by federal law and could not be enforced.”

• environment

New Toy Tax to fund trails

In the fall, one's fancy turns to the outdoors. Hikes in the woods; biking along paths; paddling the rivers and lakeshore; hunting in the hardwoods; and, roasting marshmallows over the fire-pit. Everyday life is ripped from the pages of an Orvis or LL Bean catalogue. For many, the weekends call for jumping on a four-wheeler and taking off through the countryside enjoying the wind and sun and fresh air. The State of Illinois, however, has decided that for those that enjoy an "off-highway vehicle" they will need to pay an additional \$15 per year for such simple pleasure.

Off-highway vehicles (OHV), for the uninitiated, are four-wheelers, dirt bikes, ATVs, UTVs, and other vehicles that, according to the statutory definition, include a "motor-driven recreational vehicle capable of cross-country travel on natural terrain without the benefit of a road or trail." I imagine the definition includes those funky six-wheel tanks that operate on land and in the water that you see advertised in the back of comic books and agricultural magazines. Typically, what the new law and the coming rules from the Illinois Department of Natural Resources (IDNR) cover are four-wheelers, dirt bike motorcycles and utility vehicles, like a Gator.

The new, annual tax is part of IDNR's efforts to fund operational needs, maintain current assets and construct new facilities. Primarily the \$15 OHV Usage



Going Green

David A. Kelm

Stamp (plus a \$0.50 "issuance" fee) will be used to build public-access trails for OHVs in Illinois. OHV tax will raise an estimated \$700,000 to \$800,000 per year and, it is hoped, will allow IDNR to capture more than a million dollars in federal funding for trail development, according to an IDNR press release.

For the most part, I think we can all agree, that the government provides necessary services such as defense, the courts and infrastructure. Such services need to be paid for by taxes and fees. In many instances, taxes and fees are assessed against the activity or mechanism that enjoys the benefit of the service. For instance, there are taxes and fees associated with driving a vehicle in order to allow governments to maintain our roads and highways. Some have argued that the new IDNR "toy tax" is similar in nature.

OHV tax, which is still in the rulemaking process and not finalized, brings with it problems that will be difficult to overcome. To begin with, the \$15 annual tax will apply to golf carts, as the rule is currently written. The agency says that will be changed in the future but at the time of publication golf carts are still subject to the fee. Those that use their OHV on property where their primary residence is located are exempt from purchasing the tag. However, if you have a four-wheeler at your get-away place or on that five-acre patch you use to hunt outside of town, you'll have to pay the piper. In other

words, if you have an OHV on your property and you never take it off your property, you still have to pay every single year.

Finally, the statute allows "agents of the Department or other duly authorized police officers" to inspect any OHV at any time to make sure the OHV has the proper tag. Owning, possessing or riding a privately owned four-wheeler on privately owned ground is now cause for a

the Department has not exempted vehicles used by clubs and associations, vehicles used on leased hunting or recreational lands or OHVs used by outfitters.

IDNR and conservation efforts have certainly suffered in the last several years through the state's budgetary woes. And, there are definitely readers who are going to think \$15 is not something to complain about in the grand scheme of taxes

By-Pass Auto Body sponsors with Springfield Green

Local business By-Pass Auto Body is the newest sponsor of a Springfield Green site.

The Kmart bed at Wabash and Veterans has been overgrown and in need of maintenance. Ron Bitschenauer saw the problem and stepped up. "I enjoy working outside and making a difference in the community. I can do both by partnering with Springfield Green," said Bitschenauer.

By-Pass Auto Body is a family business started by Bitschenauer in 1971. The company is currently being run by Bitschenauer's two sons, Bill and Bob, who have helped in the cleanup on Wabash and Veterans.

Other businesses interested in sponsoring Springfield Green sites may contact the Office of Public Works. The City will provide signage for a sponsoring business at the site.

"We are continually appreciative to local businesses and community members who see the need and focus on what is of high importance for Springfield," said Mayor J. Michael Houston.

Conservation Police Officer or any other police officer to enter private property to look for the appropriate tag.

Clearly, there are those that disagree with this new taxing authority and how the rules are being drafted and passed. Many OHV riders and entrepreneurs have developed trails on private land that are open to the paying public. Now, OHV riders will have to incur an additional \$15 tax to head out to play at a privately owned four-wheeler park. While IDNR has indicated that they are going to seek to remove the exemption from golf carts,

and fees. However, this is a tax that will impact a great many people who are likely not to benefit from the perceived need to build public trails for motorized vehicles. Additionally, this effort provides another entrée for government to intrude in the simple pleasure of riding a four-wheeler in the great outdoors.

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

fast tracks •

Pherigo joins Brown County State Bank

Brown County State Bank, a subsidiary of United Community Bank, announced that Bill Pherigo has joined their executive leadership team, filling the role of vice president, ag and commercial lending. Pherigo will be located in the Mount Sterling & Golden branch of BCSB.

Pherigo has a degree in supply chain management and business administration from Western Illinois University. He joins BCSB from Prairie State Bank & Trust, where he served as an ag and commercial lender as well as a licensed crop insurance agent.

"I am proud to be joining BCSB," said Pherigo. "Being part of a community bank means that you get to work closely with your customers and know that you are having a positive impact on your community."

"Bill brings experience in the fields of ag and commercial lending, both of which are highly sought in areas such as Mt. Sterling, a small community with a lot of ag business," said Philip Krupps, president and chief operating officer.

In addition to traditional lending duties, Pherigo will offer crop insurance, coupled with ancillary support services.

CAAR names new officers

The Capital Area Association of REALTORS announced its leadership for the coming year.

At a reception held at the Old State Capitol the following individuals were installed as officers for 2014: Steve Myers, president (Myers Commercial Real Estate); Michael Buscher, GRI, president-elect (The Real Estate Group); and Kristie DeBrun, GREEN, GRI, SFR, secretary-treasurer (Campo Realty).

The following individuals were named directors: Kaye Brittin, ABR, GRI (RE/MAX Professionals); Donald Cave, immediate past-president (Coldwell Banker Honig-Bell); Philip Chiles, ABR, CRS, GRI, SRES (The Real Estate Group); Joseph Curvey, GRI (Curvey Real Estate); Lisa Ernst (The Real Estate Group); Suzie Fessler, CRS, GRI (RE/MAX Professionals); Sandra Hamilton, GRI (RE/MAX Professionals); Jane Hay, GRI (The Real Estate Group); Michelle Higginbotham (Coldwell Banker Commercial); Kevin Jarvis, SRES (C21 Real Estate Associates); John Klemm (Sangamon Realty); Aaron Sapp (Illinois National Bank); and Jerry Skilbeck (Wrightsmann-Musso, Ltd.).

Hogge named partner at Eck, Schafer & Punke

The accounting firm Eck, Schafer & Punke, LLP announced that James P. Hogge III has been named a partner.

Hogge joined the firm in 1999 and specializes in providing audit and tax services to trade associations and privately-held companies in the distribution, construction and manufacturing industries. His background includes working with companies on financial statement audits and reviews, assessing internal controls for business processes, planning to minimize both corporate and individual income tax liability and recommending related corrective measures.

Hogge holds a bachelor's degree in accounting from the University of Illinois Springfield. He is a licensed Certified Public Accountant in the State of Illinois and a member of the American Institute of Public Accountants and the Illinois CPA Society.



Hogge

Sikich adds three employees

Sikich has welcomed three new employees to its team.

Erica Bertrand, CPA, tax supervisor, was previously a senior accountant at Ravid & Bernstein in Chicago. Prior to that, she was a staff accountant at Weiss & Company LLP in Glenview, Ill. Bertrand holds a bachelor's degree from Illinois State University.

Ashton Nave, staff accountant, was previously an accountant at Central Counties Health Centers in Springfield. She holds a bachelor's degree in accountancy from the University of Illinois at Springfield.

Andrew Wetzel, CPA, staff accountant, was previously an accounting analyst at ADM in Decatur, Ill. He holds a master's degree in professional accountancy from Illinois State University.

McGladrey promotes Martin

McGladrey LLP announced that Robby Martin has been promoted to information technology consulting senior associate. Martin joined the firm in 2012.

Kelm joins Giffin, Winning

Giffin, Winning, Cohen & Bodewes, P.C. announced the addition of attorney David A. Kelm to the law firm. Kelm has experience in regulatory, administrative, environmental and governmental matters.

Kelm graduated from St. Louis University School of Law in 2010 with a civil practice concentration and honors in insurance law. Prior to entering the bar, Kelm was the principal & owner of Red Group Communications, an advocacy firm that focused on Illinois and national non-profit organizations.

After completing a Masters of Public Administration at the University of Montana, Kelm served as Policy Advisor for Public Safety and Regulatory Affairs to Governor Jim Edgar and Director of Governmental Affairs for the Illinois Department of Nuclear Safety (now the Illinois Emergency Management Agency).

Kelm comes to Giffin, Winning, Cohen & Bodewes, P.C. after spending two years with a general practice focused on small business and advocacy association matters. A portion of Kelm's practice was a contractual relationship with the Illinois Office of the State Fire Marshal concentrating on environmental matters, particularly underground storage tank compliance.

Kelm is licensed to practice in Illinois and is a member of the Illinois State Bar Association, serving on the Environmental Law Section, the Sangamon County Bar Association and the Illinois Government Bar Association. He is a columnist for Springfield Business Journal.

Altman joins Hanson, Hirlinger marks 30 years

Stephen Altman, P.E., CFM, water resources engineer, joined Hanson Professional Services Inc., serving the firm's infrastructure market.

Altman has 19 years of civil and water resources engineering experience, including watershed master planning, floodplain modeling and analysis as well as residential and municipal-site development. He brings to Hanson knowledge of the Federal Emergency Management Agency's National Flood Insur-



Altman



Hirlinger

ance Program, as well as FEMA's Map Modernization and Risk Mapping, Assessment and Planning programs.

Altman has a bachelor's degree in civil engineering from Bradley University. He is a licensed professional engineer in Illinois, Nevada and Texas and a certified floodplain manager in Texas. He is a member of the Texas Floodplain Management Association.

Dawn Hirlinger, human resources specialist, celebrated 30 years of service at Hanson Professional Services Inc.

Hirlinger joined the company in 1983. As a human resources specialist, she assists with recruitment efforts and employee training.

Henson Robinson Co announces additions, retirement

Henson Robinson Company announced the retirement of residential sales representative Bill Weedman and the addition of Jim Aherin and Genora Rush.

Weedman has been with Henson Robinson for 35 years and was responsible for establishing and maintaining the Residential Sales Program.

Aherin replaces Weedman in residential sales. Aherin worked for Punzak for 33 years as the head of their residential sales department. Rush joins Henson Robinson as a customer service representative. Rush also previously worked for Punzak.

Henson Robinson Company also announced that the company is the sole Carrier brand factory authorized dealer in Springfield.

"Henson Robinson is licensed to install and service Carrier products and warranties and is now authorized to service existing Carrier Factory Parts and Labor Warranties initially sold by Punzak," said Steve Etheridge, secretary and treasurer for Henson Robinson Company.

Koch Air, Carrier distributor for Illinois and Missouri, has updated Carrier records by transferring all Punzak Carrier Factory Parts and Labor Warranty contracts to Henson Robinson.

Henson Robinson has been a Carrier dealer for more than 16 years and was a Carrier Distinguished Dealer award winner in 2000. Henson Robinson provides service and installation for residential and corporate customers in Springfield and the surrounding areas.

Illinois Recycling Association hires administrator

Kimberly Lombardoizzi has been named administrator at the Illinois Recycling Association. She comes to the IRA as part of an effort to further recycling outreach and education, enhance product stewardship initiatives, revitalize the annual conference and enhance membership opportunities.

Lombardoizzi brings with her more than 11 years of sustainability experience. She served as president of KAL Sustainability Marketing. She was also sustainability manager for Mohawk Group for four years. Past experience also includes co-chair of the host committee's welcome event for the U.S. Green Building Council's GreenBuild 2007, co-chair of GreenBuild's host committee in 2010 and as chair of IRA's conference in 2003.

Hay joins Ryan Electric

Ryan Electrical Solutions announced that Cory Hay has joined their team as a product specialist.

Hay will be the first point of contact



Hay

for customers and interact directly with them to answer any questions or concerns. Hay's main goal is to develop a relationship with clients and to provide his knowledge and assistance on all projects.

Hay brings eight years of experience in sales and operations management in the electronics field to his new position. He is currently pursuing a bachelor's degree in Management and Organizational Behavior from Benedictine University at Springfield.

Loftus retires from Security Bank

Security Bank, s.b., announced the retirement of Robin A. Loftus from the bank and its board of directors.

Loftus has been with Security Bank for 16 years, most recently as executive vice president and chief operating officer. Her last day was on Oct. 10.

She has also served on committees for both the Community Bankers Association of Illinois and the Independent Community Bankers of America. She is also a member of Women Entrepreneurs of Central Illinois and sits on the board of United Way of Central Illinois.

"We are saddened that Robin is leaving us. She is an important part of Security Bank's legacy and community banking's landscape," said Security Bank President and CEO Eloise L. Mackus. "Every once in a while we come across a person whose mark is permanent. I believe Robin is one of those persons."

"I have been lucky to have worked with many extraordinary fellow employees," said Loftus. "I wish all of them and Security Bank the best."

Passavant names Employee of the Month

Passavant Area Hospital's October 2013 Employee of the Month is Kelly Mixer, Ambulatory Surgery.



Mixer

Mixer is a registered nurse in the Ambulatory Surgery Department. She has been at Passavant for five years.

Mixer's responsibilities in Ambulatory Surgery include admissions, getting patients ready for surgery and patient teaching so the patients can care for themselves after surgery.

Employee of the Month at Passavant receives a cash award, an Employee of the Month lapel pin, wall plaque, engraved writing instrument, coffee mug, meal certificates for use in the hospital cafeteria and a day off with pay.

IHCA appoints new board members, adds two

The Illinois Health Care Association announced the appointment of three new members to the IHCA board of directors.

The board acts as the governing body of the association and is comprised of 11 members. Jeffrey Amann of HCR ManorCare, Patricia Hubbard of Barry Community Care Center and Greg Wilson of Petersen Health Care were appointed to serve as members of the board at the 63rd Annual IHCA Convention and Trade Show.

Amann is the regional director of operations for HCR ManorCare in East Peoria, Ill., overseeing facilities in Illinois

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Continued from Previous Page

and Iowa. He has more than 30 years of experience in health care and management, with a focus on financial and operational performance improvement, team-building, and communications. He will serve as the assisted living constituency first vice president on the IHCA board of directors.

**Amann**

Hubbard joins the board of directors as the Long Term Care Nurses Association representative. LTCNA is affiliated with

**Hubbard**

IHCA and its main purpose is to bring together licensed nurses that have dedicated themselves to the long-term care profession. Hubbard has been an RN for more than 40 years and a member of LTCNA for more than 10. She is also a licensed nursing home administrator and is currently the administrator at Barry Community Care Center in Barry, Ill.

Wilson rejoins the IHCA board of directors as the nursing facility second

**Wilson**

vice president. He previously served on the board from 2008 to 2011. Wilson has been active in long-term care for more than 25 years and has worked in different aspects of the profession, from medical supply sales to facility administration to corporate management. He currently serves as the vice president of operations for Petersen Health Care in Peoria, Ill.

"They will each bring a fresh and unique perspective to the group and we can't wait for them to jump right in," said IHCA executive director David Voepel.

The Illinois Health Care Association announced the hiring of two new staff members to their Public Policy team.

Bill Bell joined IHCA as regulatory director. Bell comes to IHCA from more than 30 years with the Illinois Department of Public Health where he held several different positions including deputy director in the office of Healthcare Regulations. He brings a wealth of knowledge and experience of the long term care profession to IHCA and will work with the association membership on regulatory issues on both the state and federal levels.

Ashley Snively will act as legislative liaison for the association. She comes to the IHCA staff from the Illinois House of Representatives Republican staff, bringing with her a working knowledge of state politics and experience with the legislature. She will be working closely with legislators and the administration on behalf of the IHCA membership to implement the association's legislative goals.

Executive Director David Voepel said, "With Bill and Ashley's experience and knowledge, Illinois Health Care Association members will have more representation in the state that will greatly benefit their goals of providing quality care."

Marantz re-elected to CBAI post

Tom Marantz, chairman and CEO of Bank of Springfield and First Community Bank in Staunton, was re-elected regional vice chairman of the Community Bankers Association of Illinois.

As a regional vice chairman, he serves on the CBAI board of directors as well as its strategic planning committee and chairs

its education committee.

Marantz received his Bachelor of Science degree at Iowa State University in Ames and his Master of Business Administration degree at St. Louis University. He is also a graduate of the Graduate School of Commercial Lending.

Marantz began his banking career as an intern for the Illinois Commissioner of Banks and Trusts. Following graduation from SLU, he went to work at Bank of Kenny. He joined BOS in 1979 and served as the bank's president from 1997-2003.

Horace Mann announces appointment, service anniversary, retirement

Horace Mann Educators Corporation President and CEO Marita Zuraitis announced that Beth Smith has been appointed to assistant vice president, contact center human resources generalist.

Smith will develop and deliver human resources support and programs in the contact centers of Property & Casualty; Annuity, Life and Group; First Notice of Loss; as well as perform other human resources generalist functions.

Smith has 13 years of human resources experience, most recently with AIG in Springfield. She has earned the Professional in Human Resources designation, and is a member of the Society for Human Resource Management and the Central Illinois Chapter Society for Human Resource Management. She graduated from the Leadership Springfield program in 2013.

Also, one Horace Mann employee marked her service anniversary.

Rose Stewart, assistant vice president of property and casualty underwriting, celebrated 45 years with Horace Mann in September.

Linda Sharp retired from Horace Mann Educators Corporation on Sept. 30 after 44 years of service.

Sharp was an IT operations analyst and started out as a data entry operator.

Feurer receives Dental Society President's Award

William Feuer was awarded the President's Award of the Illinois State Dental Society at the Society's Annual Session in Bloomington-Normal.

Feurer, attorney-at-law, has been part of ISDS since 1972 when he began serving as its lobbyist. Since 1978, he has acted as the Society's general counsel and has been Parliamentarian of the House of Delegates since it began in 1990.

He has been responsible for drafting and reviewing legislation affecting organized dentistry, including two major re-codifications of the Dental Practice Act. He has also educated ISDS members on legal issues in organized dentistry and the dental office. He was elected an honorary ISDS member in 1997.

Prior to his involvement with the Society, he received his Juris Doctor in Law from the University of Illinois, was an assistant to Gov. Otto Kerner and legal assistant to the president of the Senate.

LLCC professor co-authors textbook

Christie Jahn Hovey, professor of business and technologies at Lincoln Land Community College, has co-authored the new textbook, "Skills for Success with Microsoft Word 2013 Comprehensive," with Kris Townsend, for Pearson Education, Inc., publishing as Prentice Hall.

Additionally, she authored content for Word 2013 that will be included in Pearson's online learning platform for technology, MyITLab.

The book is available for sale at the LLCC Bookstore in the lower level of Menard Hall on the college's Springfield campus, or online at <http://bookstore.llcc.edu/Home.aspx>, as well as at college and university bookstores throughout the world, and online book sellers.

The skills-based textbook—with both student and instructor online learning resources—is designed with activities centered on the fictitious City of Aspen Falls. Each of the 10 chapters introduces 10 word processing skills for a total of 100 key concepts. Each skill is written concisely and displayed over two facing pages, and includes four related figures. At the end of each chapter are six additional practice activities for students to apply what was learned within the chapter. There are two additional production-based auto-gradable activities that reinforce the material included in MyITLab. Four additional concepts, called "More Skills," are located online to enhance each chapter by providing a more in-depth look at various word processing topics.

"Skills for Success with Microsoft Word 2013 Comprehensive" adapts content to a variety of learning styles and incorporates a wide-range of technologies. Within MyITLab are videos of each of the 10 skills, PowerPoint and audio PowerPoint files, simulation-based trainings, gradable projects, exams and objective-based quizzes.

Hovey also co-authored "Skills for Success with Microsoft Word 2010 Comprehensive" and has written articles related to human resource management and organizational structures in the "Encyclopedia of Business and Finance," for McMillan Publishing Company, as well as copyedited and technical-edited numerous books and supplements for IT publishers.

Yazell promoted

The Hope Institute for Children and Families announced the appointment of Valera Yazell of Springfield to the post of director of external affairs.

Yazell will be responsible for building and maintaining relationships with community leaders, donors and other partners in Springfield and throughout Illinois to help promote services for youth and families with developmental differences, including Autism. She had previously served Hope as vice president of health partnerships and as a member of the organization's board of directors.

"I am delighted that Val has agreed to undertake this new role for Hope," said President and CEO Karen G. Foley. "Building strong strategic partnerships is an important part of our five-year strategic plan, and I cannot think of a better person than Val to accept this challenge."

Prior to joining Hope, Yazell served as interim president and CEO of the Greater Springfield Chamber of Commerce. She is also president and owner of Making Waves, a consulting firm that provides guidance to small-business owners to improve performance. She served on The Chamber board of directors from 2006–2011, and was the board chairperson in 2010.

Scott joins Memorial Health System

Robert Scott has been named the new vice president of human resources and chief human resources officer for Memorial Health System.

Scott has 16 years of human resources leadership skills across multiple industries and will provide system-level strategic leadership of the following departments: HR Operations, Employee Health, Employee Relations, Recruitment, Benefits, Compensation, Child-Care and Memorial's health plan.

Scott joined Memorial after serving as vice president of human resources for Advocate Health and Advocate Good Shepherd Hospital in Barrington. He earned his bachelor's degree in business administration from Marquette University and his Master of Business Administration from the University of Wisconsin. He is a board-certified executive coach.

Lucore to chair Heart & Stroke Ball

Dr. Charles Lucore, executive director of the Prairie Heart Institute, will chair the 2014 Springfield Heart & Stroke Ball on Feb. 1 at Crowne Plaza. The formal gala is a major fundraiser for the American Heart Association and raises funds for cardiovascular research and educational programs.

Lucore will oversee the efforts of the Executive Leadership Team, including fundraising, program and event logistics. He will also continue to lead the third annual James T. Dove Inspired Heart Award recognition, which acknowledges excellence in education, innovation related to translational medicine, community leadership, clinical practice and research efforts. Dr. Frank Mikell and Dr. Richard Katholi of Prairie Cardiovascular are past recipients of the award.

"I am honored to serve as the chair of the American Heart Association Heart Ball," said Lucore. "The work of the American Heart Association has been an integral part of my career in cardiology and I am grateful for their support."

Lucore has been a long-time supporter of the American Heart Association. In addition to his work with the Springfield Heart & Stroke Ball, he previously served as the co-chair of the 2012 Springfield Heart Walk and on the AHA board of directors. Lucore is a fellow of the American Heart Association's Council on arteriosclerosis, thrombosis and vascular biology.

Does your company have an announcement, new hire, employee promotion and/or award?
Springfield Business Journal invites you to share it with our readers.
Send your announcement to info@springfieldbusinessjournal.com

community business •

Marine Bank completes merger

Schuyler State Bank branches in Macomb and Rushville are now part of the Marine Bank network. The merger of the Macomb and Rushville branches was completed and the branches re-opened as Marine Bank on Oct. 7.

“We are pleased to welcome the employees and customers of Schuyler State Bank to the Marine Bank family,” said Chris Zettek, CEO of Marine Bank. “We look forward to becoming a part of the communities.”

“Our customers in Macomb and Rushville will continue to enjoy the personalized service from the same friendly faces they are accustomed to seeing,” said Marine Bank Market President Dana Roudebush. “We can now offer them additional services such as mobile banking and investment management, along with a network of 11 branch locations.”

The Macomb branch of Marine Bank is located at 1661 E. Jackson St., and the Rushville branch is on the square at 102 N. Congress.

Panther Creek renovation project

Panther Creek Country Club announced the start of a \$2 million addition and renovation project.

The members of the club approved the plan, which consists of an Aquatic Center renovation, to include the addition of a splash pad and diving well; addition of a fitness center; and renovations to the tennis courts, playground, pool house, snack bar and Panther Den. The plan also includes the engagement of a golf course architect.

“The addition of the fitness center, splash pad and diving well, along with the other renovations, will place us as the premier family club in central Illinois,” said Panther Creek General Manager Matt Ruehling.

China Towne moves

After six years on West White Oaks Drive, China Towne has moved to 4007 Yucan Drive in Springfield.

The new location is larger which, according to owner Kim Rapps, will allow the ceramics studio to operate more efficiently. The phone number, (217) 698-8198, remains the same.

China Towne held a grand opening celebration in October which featured specials and mini classes.

Midwest Fiber purchases new building

Midwest Fiber Recycling has purchased the former Central Illinois Foodbank at 2000 E. Moffat. With this larger space, Midwest Fiber plans to expand its capacity for current commercial clients, as well as new clients.

In the next 18 months, Midwest Fiber expects to expand operations at this location to include more commercial and residential services.

“We are excited to expand our footprint in the Springfield area,” said Todd Shumaker, director of sales and procurement for Midwest Fiber. “We have looked for a building for many years and this location suits our needs perfectly and provides us the opportunity to grow.”

September home sales rise

Unit home sales for single-family homes increased while the median home sale price declined in the Capital Area during September, according to the Capital Area Association of REALTORS.

For the month of September 2013, the median home sale price was \$112,300, reflecting a decrease from the September

2012 price of \$115,000. The year-to-date median sale price through September 2013 was \$112,000, reflecting a decrease from the \$115,000 price during the same period in 2012.

“Although down when compared to last year the September 2013 median home sale price holds up well from a historical perspective. The year-to-date median price is also down when you consider that our market has experienced increases in each of the past five years, however, we don’t believe this is anything to be concerned about,” said REALTOR Steve Myers, president of the Capital Area Association of REALTORS.

According to CAAR, there were a total of 366 homes sold in September 2013 as compared to 319 homes sold in September 2012. Year-to-date homes sales through September 2013 totaled 2,898, reflecting an increase over the 2,700 sales during the same time in 2012.

The average cumulative days on market for all home sales was 88 in September, down from the 100 days in August of this year and 110 days in September of 2012.

Statewide home sales increased 19.8 percent over previous-year levels and median prices rising 12.9 percent, according to the Illinois Association of REALTORS.

Statewide home sales in September 2013 totaled 13,018 homes sold, up from 10,866 in September 2012.

The statewide median price in September was \$157,000, up from September 2012 when the median price was \$139,000.

“September homebuyers showed they were not going to be deterred by slight interest rate increases or the possibility of a federal government shutdown,” said Phil Chiles, ABR, CRS, GRI, SRES, president of the Illinois Association of REALTORS and Broker-Associate with The Real Estate Group in Springfield.

The Wolf debuts in Springfield

Capitol Radio Group has announced the launch of 101.9 The Wolf. The station plays contemporary country music.

Robb Rose will host the morning show from 5 to 9 a.m. and also serve as the program director/brand manager. Rose has worked in Topeka, Flagstaff, St. Joseph, Mich. and Springfield.

“I have never been more excited about a new radio station than I am with this one,” said Rose.

The Wolf features a three-hour commercial-free block weekdays from 9 a.m. until noon to take listeners through the first half of the work day.

“Country fans throughout the region wanted a station that played more music and concentrated on being fun, fresh, fast-paced and current,” said Capitol Radio Group General Manager Alan Beck.

Cool, which was previously on 101.9 FM, has moved to 93.9 FM. The station’s content has not changed.

Springfield’s Abe-FM will be moved from 93.9 FM to 101.1 FM. Abe will also be heard on 103.7 HD2.

Previously, 101.1 FM was a simulcast of 103.7 WDBR.

Electronic disposal requirements and options

The Springfield Department of Public Works is reminding residents that electronics are not to be placed in garbage cans and cannot be recycled through the curbside program.

Electronic items include personal computers, laptops, printers, copiers, computer monitors, stereos, CD players, iPods, cell phones, microwaves and televisions. These items must be disposed of through an Illinois Environmental Protection Agency

approved site.

The following locations are approved to accept electronics for recycling: Best Buy (888) 237-8289; Goodwill (217) 789-0400; Computer Banc (217) 528-9506; BLH Computers (217) 585-1580; Midwest Computer Processing (217) 670-0654; Staples (217) 793-7243; Office Depot (217) 698-4825; and Lake Area Disposal (217) 522-9317. It is recommended that you call these businesses to verify that they will accept them as well as their hours of operation.

Items with a Cathode Ray Tube, CRTs (Console TVs and Monitors), are only accepted at Best Buy and Goodwill.

Regional Leadership Council established

Chief executives representing regional cities, villages, and Sangamon County met to discuss cooperative opportunities for efficiency and effectiveness as a region.

This meeting resulted in formal adoption of bylaws establishing an on-going Regional Leadership Council. The RLC also elected officers for the next two years: Chair Brian Cuffle (President of Spaulding), Vice-Chair Mike Lopez (President of Jerome), Treasurer Tom Yokely (President of Williamsville) and Secretary Nora Petroskey (President of Southern View).

The RLC was formed in response to a CEC recommendation related to the development of regional Leaders Peer Networks. The group became formally established to ensure collaborative activities extend beyond the end of the CEC’s term.

“I think the benefits of getting together and sharing ideas for managing our communities effectively are evident,” said Cuffle. “Working together as one region has already produced great results.”

The RLC will meet quarterly to discuss implementation of collaborative activities to improve the region. The Springfield-Sangamon County Regional Planning Commission will provide preliminary staff support for its first year of activities.

ILSIP ceremony set for Nov. 21

The Illinois Legislative Staff Internship Program will host the Samuel K. Gove Illinois Legislative Internship Hall of Fame ceremony on Nov. 21 at 5:30 p.m. at the Executive Mansion on Fifth and Jackson streets.

The ceremony, which honors former legislative interns whose careers have demonstrated distinguished public service, is hosted by Illinois Issues magazine and the University of Illinois Alumni Association. Former interns become eligible for the Hall of Fame 10 years after serving as interns. This year, five more members will be inducted.

This year’s inductees include U.S. Rep. Cheri Bustos, who serves Illinois’ 17th District and was a member of the ILSIP class of 1983-84; Illinois General Assembly Assistant Secretary of the Senate Scott L. Kaiser, a part of the 1988-89 ILSIP class; Mona Martin, a contract lobbyist and a member of the 1989-90 ILSIP class; Scott Reimer, chief of staff for the House Republican leader in the Illinois General Assembly and member of the ILSIP class of 1994-95; and David A. Sykuta, retired executive director of the Illinois Petroleum Council who served in the ILSIP class of 1973-74.

Reservations for the event are required. The deadline is Monday, Nov. 18. Registration may be made online at <http://illinoisissues.uis.edu> or by calling (217) 206-6084.

Horace Mann reports third quarter results

Horace Mann Educators Corporation

reported financial results for the three and nine months ended September 30, 2013.

“Horace Mann’s third quarter operating income was \$0.59 per share, a solid result across all three business segments of our multiline insurance platform,” said Horace Mann’s president and CEO Marita Zuraitis. “Primarily due to stronger than anticipated earnings in our annuity and life segments and lower than expected third quarter catastrophe losses, we are revising our estimate of full-year 2013 operating income to between \$1.95 and \$2.05 per share.”

The property and casualty segment recorded net income of \$11.1 million for the current quarter while for the nine months, property and casualty net income was \$25.4 million. Total property and casualty written premiums of \$152.5 million and \$428.6 million each increased four percent compared to the three and nine months ended Sept. 30, 2012.

Annuity segment net income of \$11.6 million and \$31.9 million for the three and nine months ended Sept. 30, 2013, respectively, increased \$1.7 million and \$2.5 million compared to the comparable periods in 2012. For the three and nine months ended Sept. 30, 2013, annuity deposits received of \$128.2 million and \$316.8 million.

Life segment net income was \$5.8 million for the third quarter and \$15.7 million for the nine months. Life segment insurance premiums and contract deposits of \$25.3 million and \$73.4 million for three and nine months.

Total net investment income increased two percent compared to both the three and nine months ended September 30, 2012. Pretax net realized investment losses were \$1.4 million in the current quarter. For the first nine months of 2013, pretax realized investment gains were \$20.9 million.

Horace Mann’s net unrealized investment gains on fixed maturity and equity securities was \$281.3 million.

During the third quarter of 2013, the company repurchased a negligible number of shares of its common stock under its \$50 million share repurchase program. As of Sept. 30, 2013, the program had a remaining authorization of \$28.4 million. There were 40,119,207 shares outstanding on Sept. 30, 2013.

Hanson selected as finalist

Hanson Professional Services Inc. has been selected as a finalist in Bentley Systems Inc.’s Be Inspired Awards.

Hanson’s project team is a finalist in the Innovation in Roads category for its work on the Illinois Tollway’s widening and reconstruction of Interstate 90 in the Chicago area. The project, for which the team provided design services, involved a 22-mile section of I-90 west of Chicago from Illinois 47 to Genoa Road.

The project’s partnership, with Hanson as the primary consultant, also involved two other firms as major partners and four design firms as subconsultants. The team used Bentley’s ProjectWise with Microsoft’s SharePoint to manage documents and share files on the Web and Bentley’s Microstation and Geopak for design and modeling.

Finalists for the award presented their projects to jurors, industry peers and members of the press during Bentley’s Year in Infrastructure 2013 Conference in London.

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SIU Med School co-sponsors memory loss conference

Memory loss is the topic of a conference for family caregivers and other care partners to be presented by the Center for Alzheimer's Disease and Related Disorders in Springfield. The conference will be held from 8:15 a.m. to 4:15 p.m. Saturday, Nov. 23, at the Crowne Plaza, 3000 S. Dirksen Parkway. The sponsors are Southern Illinois University School of Medicine, Alzheimer's Association, Illinois Department on Aging and St. John's Hospital.

The conference will provide general information about the disease and offer caregiving strategies to persons with memory loss and their family members and caregivers. The conference will feature experts in the fields of memory loss and care giving. A separate conference will be presented Friday, Nov. 22, for professionals in health care, aging and caregiving.

Saturday's sessions for family caregivers begin with "Just Been Diagnosed? Now What?" The remaining morning sessions are "Talk the Talk/Walk the Walk: Optimal Communication and Dementia Symptoms" (9:15 a.m.) and "Your Way! How to Find Dignity and Choice in a Nursing Home," (10:30 a.m.).

The afternoon sessions begin at 12:30 p.m. with "Living with Memory Loss." The remaining sessions are "Thinking Ahead: Making Informed Decisions" (1 p.m.), "Mini Sessions" on legal, medical and caregiving issues (2 p.m.), and "Family Dynamics, What is Your Role?" (3 p.m.).

The registration fee for Saturday's conference is \$30 and can be made online at <http://www.siumed.edu/cme>, or by mail. A limited number of registration fee waivers are available to attend the family caregiver conference. To register for either conference, visit <http://www.siumed.edu/alz>.

SIU Med School receives grants

Two research scientists at Southern Illinois University School of Medicine have been awarded grants from the National Cancer Institute, a division of the National Institutes of Health.

Vickram Ramkumar, Ph.D., professor of pharmacology and a member of the research team at Simmons Cancer Institute at SIU, was awarded a five-year federal grant to study hearing loss in cancer patients. The grant has a total budget of \$1.5 million.

Ramkumar is the principal investigator for the project. Other collaborators are Dr. Leonard Rybak, professor, and Debbie Mukherjea, Ph.D., assistant professor, both in surgery; Theresa Liberati, Ph.D., DVM, assistant professor of internal medicine and director of laboratory animal medicine; and Steve Verhulst, Ph.D., professor of statistics and research consulting, all SIU School of Medicine; and Edward Navarre, Ph.D., Tim McPherson, Ph.D., and Bill Koling, Ph.D., all professors of pharmaceutical sciences at SIU Edwardsville.

This research is testing the ability of an investigational drug, transplatin, to protect against side effects of cisplatin, a drug commonly used to treat cancer. Cisplatin therapy often causes significant hearing loss and acute kidney failure in patients. Ramkumar's preliminary studies in animals have shown that transplatin protects against cisplatin-induced hearing loss and nephrotoxicity (kidney damage). This study will collect data from animal studies to be used for applying to the U.S. Food and Drug Administration for clinical trials of transplatin as a treatment for cancer patients. Transplatin was discovered as a possible treatment by Ramkumar, who cur-

rently has a patent pending on the drug.

Ramkumar's research, which totals \$3 million, has been funded for 19 years by the National Institutes of Health, National Cancer Institute, National Heart, Lung and Blood Institute, and National Organization of Hearing Research. His previous research has focused on the role of adenosine receptors in cardiovascular and auditory systems and in the treatment of prostate cancer.

Ramkumar joined the SIU faculty in 1992. He earned his doctoral degree from the University of Maryland at Baltimore in 1986 and his bachelor's degree from Anderson College in Anderson, Ind. in 1978.

Andrew Wilber, Ph.D., was awarded a three-year federal grant to study natural killer cells in kidney cancer. The total budget for the grant is \$375,180.

Wilber, assistant professor of medical microbiology, immunology and cell biology at SIU, is the principal investigator for the project.

Results of this study may lead to future treatments for kidney cancer that could extend the life of individuals with the disease.

These efforts were initially supported by funding from the Simmons Cancer Institute's Denim and Diamonds. This is the first NIH grant awarded for Wilber's research on tumor immunity. His lab also studies severe hemoglobin disorders, Beta-thalassemia and sickle-cell disease, which have been funded by the Doris Duke Charitable Foundation and National Heart Lung and Blood Institute.

Wilber joined the faculty at SIU in 2008. He was a postdoctoral fellow in the experimental hematology department at St. Jude Children's Research Hospital in Memphis in 2007. Wilber completed his doctoral degree in the molecular, cellular, developmental biology and genetics department at the University of Minnesota in Minneapolis in 2006. He earned his bachelor's degree in biology and chemistry at Millikin University in Decatur in 1996.

SIU Med School earns accreditation

Southern Illinois University School of Medicine Department of Obstetrics and Gynecology has been granted a one-year accreditation in fetal echocardiography by The Ultrasound Practice Council of the American Institute of Ultrasound in Medicine.

"SIU is the first academic center in Illinois to be accredited and is only one of two programs in the state to be certified," said Dr. Robert Abrams, director of the OB/GYN ultrasound program at SIU.

The fetal echocardiogram identifies heart defects in fetuses. By identifying cardiac abnormalities in utero, physicians can provide specialized care immediately at the baby's birth. "Family members can also better understand the expected treatments and possible surgical interventions their baby will need," Abrams said.

To receive this accreditation, the SIU practice met voluntary guidelines set by the diagnostic ultrasound profession. All facets of the practice were assessed, including the training and qualifications of physicians and sonographers; ultrasound equipment maintenance; documentation, storage and record-keeping practices; policies and procedures to protect patients and staff; quality assurance methods; and the technical quality and interpretation of the sonograms the practice performs.

Memorial earns award

Memorial Health System received hon-

ors in the healthcare system category in a quality excellence competition sponsored by the Illinois Hospital Association.

This is the IHA Institute for Innovations in Care and Quality's third annual Quality Excellence Achievement Awards. The awards were presented during the IHA's Leadership Summit.

The nonprofit health system was recognized for a project titled "Lean Six Sigma Methodologies Reduce Hospital-Acquired Pressure Ulcer Prevalence by 79 Percent in a Tertiary Medical Center." The initiative had a 50 percent reduction goal, but Memorial Medical Center achieved a 79 percent reduction in hospital-acquired pressure ulcers.

"This award is a recognition of the work done across all Memorial Health System inpatient nursing units to reduce the rate of this health care-acquired condition," said Charles Callahan, Ph.D., vice president of quality and operations for Memorial Health System.

A total of 104 projects were submitted by 57 hospitals. Memorial Health System submitted 21 projects for evaluation.

Awards went to the most highly scored project in each of three categories: Healthcare System, Rural/Critical Access Hospital and Urban Hospital.

Winners were chosen by a 29-member panel of nationally recognized quality improvement experts, who evaluated submissions based on achieving progress in implementing the Institute for Healthcare Improvement's Triple Aim—enhancing the patient experience, improving population health and reducing health care costs.

St. John's named in Becker's

St. John's Hospital has been named to Becker's Hospital Review and Becker's ASC Review annual list, "100 Great Places to Work in Healthcare."

The hospitals, health systems, ambulatory surgery centers and physician groups included in this list offer benefit packages, positive work environments, employee recognition programs and opportunities for professional development and continuing education.

"We are very proud to be among such a nationally recognized and admired group of health care organizations," said Becky Puclik, Chief People Officer at St. John's.

St. John's earns recertification

Two visits from The Joint Commission proved successful for St. John's Hospital. The hospital was recertified in Advanced Heart Failure, and once again certified as an Advanced Primary Stroke Center by TJC. For both recertifications, no requirements for improvement were identified.

The Joint Commission accredits and certifies more than 20,000 health care organizations and programs in the United States. Joint Commission accreditation and certification is recognized nationwide as a symbol of quality that reflects an organization's commitment to meeting certain performance standards.

"We participate in surveys from The Joint Commission because we want to make sure we excel when it comes to patient safety and quality of care," said Dave Olejniczak, Chief Operating Officer at St. John's Hospital.

St. John's marks Saints Flight anniversary

St. John's Hospital is celebrating five years of Saints Flight, an air transport service that connects the hospital to other medical centers in the region. The original

Saints Flight was launched in fall 2008, and since that time additional flight teams and a new helicopter have enhanced St. John's ability to transport critically ill patients safely and quickly.

Saints Flight is permanently stationed at the hospital, allowing air transport to occur immediately whenever a call for service is made.

"Saints Flight provides an efficient and safe method of transporting patients in critical need of medical care," said Dave Olejniczak, chief operating officer at St. John's Hospital. "Because St. John's serves central and southern Illinois, it's important that we can quickly transport seriously ill or injured patients from across the region to our facility."

With a cruise speed of 130-150 mph, air transport time for Saints Flight is typically half that of a ground transport.

District 186 commended for EpiPen use

The Sangamon County Medical Society commended the Springfield Public Schools District 186 administration, school board and nursing staff for moving to put EpiPen auto-injectors in all of the district's schools under the provisions of the Emergency Epinephrine Act.

Dr. Dareen Siri, president-elect of the Sangamon County Medical Society and a board certified Allergist/Immunologist, worked with members of Illinois Attorney General Lisa Madigan's office and with Valerie Rogers R.N., the health service coordinator for District 186 to inform the school board about the benefits of implementing the act.

As part of a program offered by Mylan Pharmaceuticals, the district will receive two EpiPens per school at no cost, which will cover the 2013-2014 school year. Access to these medications will help to ensure the safety of school-aged children that suffer from severe allergies.

SIU adds Ganai

Sabha Ganai, M.D., Ph.D. has joined the faculty at Southern Illinois University School of Medicine as an assistant professor of surgery and director of gastrointestinal oncology. She is also a member of SIU HealthCare, the medical school's practice group.

Ganai completed three fellowships: medical education at the University of Chicago Pritzker School of Medicine; clinical ethics at the University of Chicago MacLean Center for Clinical Medical Ethics; and surgical oncology at the University of Chicago Department of Surgery in 2013.

She completed her general surgery residency at Tufts University School of Medicine in Springfield, Mass. in 2010. She also completed a surgery fellowship at Baystate Medical Center through Pioneer Valley Life Sciences Institute in Springfield, Mass. in 2007.

Ganai received her doctorate in molecular and cellular biology from the University of Massachusetts in Amherst in 2007. She earned her medical degree from the University of Southern California Keck School of Medicine in Los Angeles in 2001 and her bachelor's in biomedical engineering from the University of Southern California in Los Angeles in 1997.

Ganai is certified by the American Board of Surgery and is a member of the Society of American Gastrointestinal Endoscopic Surgeons, Association for Academic Surgery, Society for Surgery of the Alimentary Tract, Society for Surgical Oncology and American Society of Clinical Oncology.

OPINION

Who am I?

I suppose it was about a year ago when a message popped up in my LinkedIn®. Someone had endorsed me!



Brant Mackey

PUBLISHING

That in and of itself is not such a big deal. Endorsements are a quick and easy way to acknowledge someone's skills and attributes. I feel fortunate for every one I have received.

I have never made an endorsement, however, I have given out 110 recommendations. Recommendations take a little more time and thought in personalizing the message with details. I suppose it is the journalist in me.

But wait! I have 72 endorsements for advertising and another 31 for marketing. Meanwhile I have only 31 endorsements for journalism and 23 for publishing. Score 103 to 54.

It probably makes sense. I spent the first 10 years of my career in Springfield going from business to business talking to owners and managers about advertising in the Business Journal. Even now as editor and publisher, I rarely conduct an interview and have yet to have ever report an actual news story. So if I am always "off-the-record," how can I be a real journalist?

Plus, this column is the only writing that I do and I find it painstaking enough each month.

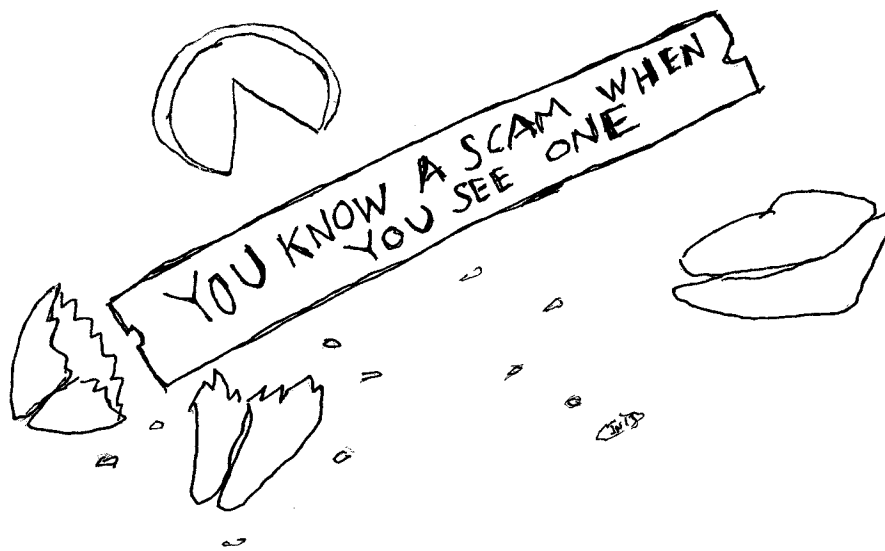
Still in recent years I have worked to reinvent myself as a publisher as a have taken over the family business. Let me be abundantly clear, I am not necessarily try to shake the image of a salesman. There is nothing wrong with advertising sales. Done properly, with integrity and credibility, it is a noble profession that I was and still am proud to be a part of.

However, over the years I have come to believe that I am not necessarily an advertising specialist. I suppose I have heard too many tales of gimmicks and false promises by other advertising account executives. Those people are like the image of the pushy used car salesman that give our industry a bad name.

As strange as it may sound, we at the Business Journal never have and never will guarantee advertiser response.

What we promise is quality community journalism delivered to approximately 5,000 Springfield and central Illinois businesses every month. It is a promise we can keep and one that must be working given my endorsements.

Brant Mackey is publisher and editor of Springfield Business Journal. He can be emailed at: brant@springfieldbusinessjournal.com



EDITORIAL

We are thankful for...

Regular readers of the Business Journal are probably aware that we are big fans of the Thanksgiving holiday. This poor forgotten holiday, seemingly passed by with retail Christmas displays as early as September, too often gets overlooked.

So one of our favorite traditions in the November issue is to take a break from regular business related editorial topics and share with our readers some of the things that we are thankful for...

Locally owned and operated businesses and the people who shop locally that support them ... our readers ... friends and family ... advertisers ... horseshoes ... iPhones .. Abraham Lincoln ... parks and playgrounds on a fall day ... Women of Influence ... donuts ...e-reads... school teachers ... great business partners ... Facebook... historic sites ... our faith ... four wheel drive pickup trucks ... volunteers ... Best Places to Work ... a new lawnmower ... smiles ... new office chairs ... pizza delivery ... reasonable and patient people ... well written stories from our writers ... holding hands with a grandchild ...Vachel Lindsay... pets ... diet soda ... friends who pick up the tab ... weddings ... golf ... smiles ... vacations ...tablet computers ... focused leaders ... freedom of speech ... post it notes ...Linkedin... community services organizations ... Abraham Lincoln Library and Museum ... positive attitude ... freedom of speech ... beer and wings ... Illinois wineries ... the first snowfall ... second chances ... Forty Under 40 recipients ... loyal employees ... Twitter ... casual Fridays ... Abraham Lincoln Capital City Airport ... recycling programs ... mail delivery ... honest politicians ... helpful co-workers ... golf outings... bicycles ... drive in movies ... commercial developers ... green lights when driving ... sushi ... new apps ... downtown development ... a front row parking spot ... a job ... the delete key ... not getting sent to voicemail ... turkey ... Dana Thomas House ... our service men and women serving at home and abroad ... organized files ... elevators ... construction of HyVee ... Illinois State Fair ... tivo ... the opportunity to vote ... Lincoln Library... tabloid paper ... meeting a deadline ... a boat ride on Lake Springfield ... 15 Under Fifteen recipients ... stocking cap and gloves ... brothers and sisters who call ... satellite radio ... salespeople ... a better economy ... tailgating before the game ... quiet time ... knowledgeable and friendly bankers ... the First Amendment ... new leadership ... Illinois State Museum... grown children ...online banking... InDesign and Photoshop ... a clean desk ... Roses and Thorns ... ice cream ... raking leaves ... a dry cleaner who gets the stain out ... local bands and musicians ... burritos ... affordable baby sitters on a Friday night ... a Garmin ... a 22" computer monitor ... Book of Lists ... low interest rates ... CNN's Headline News ... iPads ... helpful real estate agents ... long weekends ... dedicated employees ... International Motherroad Route 66 Festival ... dry basements ... pdf files ... being invited to a party ... the Chicago Cubs ... a good hair day ... meeting deadline ... bike trails ... napping in the office chair and not getting caught ... outreach to the homeless ... reasonable cell phone bill ... full tank of gas ... YSPN ... loyal customers ... Weber grills ... a clean car ... Sunday lunch with family ... friends returning home safely ... laptop computers ... architects and builders ... three day weekends ... a boss in a good mood ... Chinese buffet ... a copy machine that works ... finding the perfect gift for someone ... paper shredders ... midnight music curfew on weekends ... successful building implosions ... chocolate chip cookies ... TIF districts ... business that hire people with disabilities ... Praire Capital Convention Center ... 3D movies ... Sangamon Auditorium ... puppies ... simulcasted business seminars ... caterers ... construction of medical facilities ...Thanksgiving.

LETTERS TO THE EDITOR

Springfield Business Journal welcomes all letters to the editor. We look forward to providing an open forum for you to express your views. Please include your name, address and telephone number for verification. Please send them to: Editor, Springfield Business Journal, P.O. Box 9798, Springfield IL 62791 or e-mail them to info@springfieldbusinessjournal.com. Letters may be edited for clarity, space or libel.

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Office of the President and Vice President: The White House, 1600 Pennsylvania Ave., Washington, D.C., 20500; main telephone number: (202) 456-1414; comment line: (202) 456-1111; e-mail: president@whitehouse.gov

Two Thanksgivings

Somebody find the fainting couch and fetch the smelling salts, because I do believe we are suffering a case of the vapors.



Joe Natale

WORKING BLUE

Crashing the Obamacare web site?

No. The latest national temper tantrum is over some stores being open on Thanksgiving Day. Macy's is one of the stores that will get a head start on Black Friday by opening on Thanksgiving evening. In the past few years, stores have been opening earlier and earlier as Black Friday approached, causing a firestorm on social media sites like Twitter, where people rail that opening on Thanksgiving is like defacing a Norman Rockwell painting with a carving knife.

On the other hand, retailers have a significant investment in a healthy, and extended, holiday shopping season, which is sorely needed this year since Thanksgiving lands on about the latest day possible, presenting a shortened shopping season.

Since 1863, when the guy who used to live at Eighth and Jackson Streets in Springfield proclaimed it a national holiday, Thanksgiving was celebrated on the last Thursday in November. Fast forward to 1933, when merchants, who were trying to claw out from the depth of the Great Depressions, were facing a 24 day shopping season as Thanksgiving landed on Nov. 30.

Los Angeles merchants asked Franklin Roosevelt to move Thanksgiving to a week earlier. The problem of doing that was it would upset school schedules, football games, vacation and calendars, which were printed two years in advance.

Roosevelt did not make the change in 1933, but the same problem occurred again in 1939, and then he moved Thanksgiving Day to a week earlier. This divided the nation: 23 states proclaimed Nov. 23 as Thanksgiving Day; 23 states proclaimed Nov. 30 as Thanksgiving Day. Covering their bases, Colorado and Texas celebrated Thanksgiving on both dates.

In 1940, Roosevelt declared the third Thursday in November as Thanksgiving. Finally, in 1941, Congress settled on fourth Thursday of November as Thanksgiving Day. But after all that, in 2013, we're right back where we started with Thanksgiving on Nov. 29.

Joe Natale is a freelance writer from Springfield.

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Inland waterways is vital to our economy

Recently, the U.S. House of Representatives approved H.R. 3080, the Water Resources Reform & Development Act (WRRDA), that authorizes the U.S. Army Corps of Engineers (USACE) to develop, maintain, and support our Nation's waterways and ports while balancing and providing environmental restoration and flood protection.



Douglas L. Whitley

OPINION

America's inland waterways work like our highways and railroads, connecting the Midwest and other internal regions of the U.S. to the rest of the world. Each of these systems is vital for the import and export of commodities, raw materials, and finished products.

Illinois's portion of these navigable waterways is roughly 1,118 miles, only a portion of the 25,000 miles of rivers and canals that move more than 612 million tons of cargo totaling over \$222 billion in value across the nation. \$23 billion of that \$222 billion annually travels the Illinois portion of the waterways.

This portion is comprised of the Mississippi River, Illinois River, Ohio River, and tributaries of these larger systems. The result is a connection between the Great Lakes, Port of New Orleans, and the western side of the Appalachian Mountains.

The 2010 Illinois Department of Transportation Freight Mobility Report showed 104 million tons of the goods being moved on Illinois waterways are outbound from Illinois compared to 127 million inbound tons. Nearly one-third is Illinois grain destined for export via New Orleans. The bulk movement of grain for export is crucial to Illinois' agricultural economy.

Industries including agriculture, mining and manufacturing move products by bulk efficiently by barge providing thousands of direct jobs in these industries. According to data gathered by the U.S. Chamber of Commerce, waterways in Illinois support almost 50,000 jobs and move

almost \$140 billion in goods and commodities through Illinois and account for \$6.4 billion in revenue. These numbers do not include jobs and investment that connect to the waterways including railroads, trucking and logistics facilities, and other industries. Investment in one area of our transportation network creates growth in other areas and is an investment American taxpayers need to make. However, our ability to efficiently move cargo by waterways is threatened.

Historically, the U.S. Congress authorizes a water resources development act every two years. WRRDA provides direction and authorization USACE to maintain our waterways for navigation and flood prevention. In particular, the USACE maintains our locks and dams, essential components of our nation's infrastructure. Since the last WRDA bill was authorized in 2007, the world has kept on turning and our nation's locks and dams continued to age. Some of these facilities were constructed in the 1930s and many are operating well beyond their ideal lifespan.

The result is a backlog of projects that costs \$8 billion and is growing quickly as deterioration exceeds the rate of repair and new construction. Broken locks delayed the movement of goods and caused unscheduled delays in percent of the locks in 2009. In 2011, delays as a result of malfunctioning locks cost industry \$33 billion. It is estimated that amount will rise to \$50 billion by 2020 if there is little or no change in the pace of repair and construction.

In September, the Transportation & Infrastructure Committee of the U.S. House of Representatives reported WRRDA out of committee as a bipartisan bill. Earlier this year the Senate passed its version of the bill that will help our nation better invest in our water infrastructure.

However, the cost to upgrade and im-

prove America's waterways is more than reform alone can provide.

Improvements in our inland waterways will increase our ability to move agricultural goods, heavy machinery, and other bulk items more efficiently. Earlier this year, two bills were introduced that if approved by Congress and signed into law would increase the waterway user fees to pay for improvements. The RIVER Act (S. 407) was introduced in the Senate while the House introduced H.R. 1149 known as WAVE-4.

Components of WAVE-4 could be incorporated into WRRDA through the House Ways and Means Committee, which has jurisdiction over revenue.

However Ways and Means did not mark-up WRRDA, meaning that at least for now no new revenue will be directed towards construction on the waterways. Despite industry support, a majority of GOP members in the U.S. House of Representatives do not want to raise user fees.

Their commitment to fiscal restraint is commendable in the "big picture" but the failure to accept responsibility for addressing the backlog of projects critical to the nation's economy is extremely short-sighted. The backlog of work for the USACE is simply too large to be paid for at the proposed levels.

While the lack of an increase in investment is disappointing, the WRRD bill represents progress and provides much needed reform. The Illinois Chamber supports the WRRDA bill and is a proponent of the RIVER Act and WAVE-4 in hopes that further progress to improve the nation's waterways can be achieved.

“The 2010 Illinois Department of Transportation Freight Mobility Report showed 104 million tons of the goods being moved on Illinois waterways are outbound from Illinois compared to 127 million inbound tons.

Douglas L. Whitley is president and CEO of the Illinois Chamber of Commerce

ROSES and THORNS

A Rose – To businesses that hire people with disabilities.

A Thorn – To people who scam hard-working businesses with fake invoices.

A Rose – To Downtown Springfield Inc. for holding an open house for office space in the downtown area in an effort to get more people and/or businesses interested in downtown.

A Rose – To sports; it is that wonderful time of year when the World Series, college and professional football and professional basketball are all available for our viewing pleasure.

A Thorn – To retail clerks and cashiers view holiday shoppers as more of a burden than a blessing.

A Rose – To the Dew Chilli Parlor truck for bringing back a flavor of Springfield nostalgia.

LOOKING BACK

5 years ago in the Business Journal (November 2008) ...

- The Business Journal examined the declining state of the daily newspaper industry.

- The local Re/Max Professionals agency owned by Al and Linda Young completed a renovation to update their office.

- Local businessmen Tom Pavlik, Rod Egiizi and Jonas Petty talked about reaching the summit of Mount Rainer.

- Midwest Office Supply acquired to southern Illinois firms to expand their business.

- Morton-based contractor, Otto Baum, was planning a Springfield expansion.

- Local commercial REALTOR® broker Sam Nichols opened and NAI True office.

BOOK OF LISTS

In each issue of the Business Journal, we publish at least one or more lists of local businesses by major business categories. In the month prior to publication, we announce which lists will be published the following month. If your business is included in our monthly and annual lists, take a moment each month to check our upcoming list(s). If you have changes, additions, deletions, etc., e-mail us at: info@springfieldbusinessjournal.com. NEXT MONTH: Accounting Firms, Banks and Credit Unions.

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