15th ANNUAL 15 UNDER FIFTEEN

All in One On-Site Wash & Detail

Bailey Hardwoods & Woodworking, Inc.

Best Expo, Inc.

Central States Fireworks, Inc.

CrossFit XLT

Deb Sarsany Team at The Real Estate Group, Inc.

Fire and Ale

Gypsy Dreamer, Tribe, & Soul

Law Automotive, Inc.

Masco Packaging & Industrial Supply

Monty's Submarines

Rogers HR Consulting

Springfield Jr. Blues

Springfield Travel Shoppe, Ltd.

Your Corner Office, Inc.



Central States Fireworks



THE OWNERS AND STAFF OF CENTRAL STATES FIREWORKS

SNAPSHOT

established: 2001 owners: Larry and Vivian Lefferts employees: 5 services: fireworks sales and displays

18034 Kincaid St., Athens 217-636-7598 centralstatesfireworks.com

PROFILE

"We try to craft a good working relationship with our customers. We try to give our customers the best we can for their budget," says Larry Lefferts, president, who bought the business with his wife, Vivian Lefferts, 16 years ago. "We are a display fireworks company. We sell shows and shoot displays throughout the

Notable annual displays in Springfield include the Carillon Festival Fireworks and the Capitol Fourth in downtown Springfield. These are very different shows, explains Lefferts. "In our industry, the size of product we can fire depends on the safety zones around the site. Downtown, the shell size is limited to three inches. At the Carillon, we can shoot

up to six-inch shells."

Central States Fireworks also produces "close proximity" shows for even tighter areas, including productions for the University of Illinois football team and Chicago Fire soccer team.

Close, repeat customer relationships are important to Central States Fireworks' success. "A lot of them have become friends," says Lefferts. "Our employees are dedicated to partnering with our customers to design and shoot a display that meets or even surpasses their expectations. It's our passion ... whether you have a small or large budget we have ideas that will make your event be remembered fondly."

- DiAnne Crown

Law Automotive



Photo by Terry Farmer STACY AND ROLAND LAW

SNAPSHOT

established: 1972 owner: Roland and Stacy Law employees: 5 services: auto repair

1817 W. Jefferson St., Springfield 217-546-2332 lawautomotive.com lawautomotive@comcast.net

PROFILE

"Law Automotive has been a family owned and operated auto repair shop since 1972, founded by Howard 'Butch' Law. Butch's son, Roland Law, bought the business in 1994. An ASE-certified Master Technician, Roland, along with his wife, Stacey, updated the business, converting the shop to computerized technology and modern tools," Law Automotive says on its website, www. lawautomotive.com.

"Law is our firm's name," says Stacey Law. "We take personally everything we do because it's the name on the shingle and sign out front, and everything we do represents our family."

In addition, Law says, "All of our employees have been here four to 16

years. We're close with our staff, and that transfers to our customers' cars like they're another member of the family."

Law Automotive invests in training for the team every year. "We realize with the fast-paced technology of the industry that we have to stay up to date with our equipment and our training," Law says. "Our technicians have 100 hours per year to go to training and make sure we're up to date on the advancements. That expense of time and money is an investment in our staff to make sure our customers are getting the best service possible 'allowed by Law.' The dealers have no information or training over us."

- DiAnne Crown

Masco Packaging and Industrial Supply



LAURIE AND CRESS MADDOX, JENNIFER WAGNER

Photo by Terry Farmer

SNAPSHOT

established: 2000 owners: Cress Maddox employees: 14 services: wholesale distributor for packing materials, janitorial supplies and

290 North St., Springfield 217-744-0303 mascopackaging.com cress@mascopac.com

PROFILE

"We are a wholesale distributor for by using environmentally safe, greenpackages, boxes, sealing tape, void fills certified cleaners. By reducing the toxicity (peanuts, foam, padded mailers and bubble wrap) and also provide janitorial supplies and equipment," says Cress Maddox. "We offer value and service, and try to partner with our customers. We service just about every manufacturing plant in central Illinois by giving them ideas on how they can save money."

"Masco is dedicated to creating a healthier, safer and more effective way to clean our homes, offices and school

that is put back into the environment we are protecting our environment and improving our human safety. Customer satisfaction is our priority," Masco says at www.mascopackaging.com.

Masco's product list includes a wide range of packaging and sealing, chemicals, paper, and equipment for floor care. "Safe, simple, natural" are the Masco values.

CrossFitXLT, Exceeding Limits Together



THE TRAINERS OF CROSSFIT XLT

Photo by Terry Farmer

SNAPSHOT

established: 2014 owners: Bryan Bridges and Jon Salvacion services: fitness classes and training

251 Walnut Dr., Chatham 217-416-0066 crossfitxlt.com crossfitxlt@gmail.com

PROFILE

Located in Chatham in a 9,000-squarefoot facility, and founded in 2014 on principles of fitness, community, accountability and integrity, CrossFitXLT is dedicated to improved health through teaching and encouragement. Its mission is to offer the best possible service focused on assisting people of all fitness levels and improving quality of life. CrossFitXLT also offers "WOD" (Workout of the Day) fundraisers, and makes the heart of their program the community of individuals who support and encourage each other

"CrossFit is the way to go in gaining quick results, building your strength and joining a community that believes in supporting and encouraging one another,"

says www.crossfitxlt.com. "In the world of fitness, everyone has to start somewhere and it's good to have support as you begin and move along on your own personal journey for health."

"We provide both private and group training to individuals of all ability levels, even if you have zero CrossFit knowledge. Our coaches are with you for every workout, they genuinely care about your fitness goals, and they specialize in how well you move so you get a fun, safe and effective workout in under an hour. Every workout is completely scalable and can be tailored to your exact needs," says Jon Salvacion. "We are not just a gym, but a FITFAM."

- DiAnne Crown

Best Expo



COLIN AND MELANIE JACOBS

Photo by Terry Farmer

SNAPSHOT

established: 2007 owners: Colin and Melanie Jacobs employees: 2 full-time, additional part-time as

services: event rental equipment and services

P.O. Box 107, Sherman 855-777-EXPO(3976) bestexpoinc.com mjacobs@bestexpoinc.com

PROFILE

Owner Melanie Jacobs is known for complete service on jobs of every size in a niche market providing exhibition, event, meeting and trade show services. "We are a full-service trade show company," says Jacobs. "We offer vendor servicing, material handling, show labor, graphics and dayof-show-services. We help foundations, agencies, nonprofits, associations, companies, universities and other groups with their events, including festivals, fairs, awards programs, weddings, fundraisers and much more."

"Best Expo was founded on a belief that the convention services industry should be about more than just rental equipment and rushed deadlines," says Jacobs'

website www.bestexpoinc.com. "It should be about good service and even better relationships. That's why we believe in a more personalized approach in assisting with the production of your event. ... At Best Expo, we're large enough to be able to handle just about any task, but small enough to care about every detail. We feel that 'Our job is to make your job easier.'

"We can custom-design a to-scale floor plan of any facility, print your signs and banners, and give expert advice. The only thing we can't do is provide the attendees."

"Our reputation is of flexibility, hard work and friendliness," says Jacobs.

- DiAnne Crown

Fire and Ale



STEVE FICKAS Photo by Terry Farmer

SNAPSHOT

established: 2012 owners: Steve Fickas, Bill Hahn and Calvin Kirk employees: 12

services: bar and restaurant

135 Illini Blvd., Sherman 217-496-2236 fireandale.net contact@fireandale.net

PROFILE

Owners Steve Fickas and Bill Hahn say they took over the local sports bar in Sherman about four months ago and now feature an updated menu that includes homemade pizzas baked in a wood-fired pizza oven, new desserts and wines, and a variety of craft beers. In addition, customers can watch their favorite sports teams on the 18 televisions, sit at an outside patio with two fire pits, and play video games on site.

"Come see our patio that is equipped with two firepits, TVs and comfortable seating. Or check out the 90-inch TV above the bar. Watch your pizza come out of our wood-fired oven fully cooked in only a few minutes. Try our selection of wines and craft beer. And book our back room for your event (equipped with a projector for presentations). Come relax and listen to local talents play live music every week. Can't wait to see you here!," say owners Fickas and Hahn at www.fireandale.net.

"We're service-oriented," says Fickas. "We've learned that to be successful, we work on providing good service every day." Visit Fire and Ale on Facebook, and see their current menu at www.fireandale.net/

Gypsy Soul, Gypsy Tribe and Gypsy Dreamer



CHANEL, ELLE, AND SUE SCHWARTZ

MELISSA HAMILTON

PAMELA FRAZIER

Photo by Terry Farmer

SNAPSHOT

established: 2012 owner: Sue Schwartz

employees: 2 full-time, plus part-time help services: boutique for clothing, accessories

and gifts

Gypsy Soul-2939 Montvale Dr. Gypsy Tribe-2920 Plaza Dr. Gypsy Dreamer-2935 Plaza Dr. GS-217-679-0174 GT-217-679-5649 GD-217-679-1736 gypsystores.mybigcommerce.com

PROFILE

The Gypsy store boutiques successfully provide a personal shopping experience, says owner Sue Schwartz, including "the hands-on attention needed to accomplish the best gift giving and the very best frame of mind when you walk out your door in our unique clothing brands and ideas."

"Gypsy Tribe is a children's store providing items from birth to size 16. Gypsy Dreamer is a treasure with fun clothing and accessories and kitschy gifts," says Schwartz. "We are now the only place between St. Louis and Chicago that you can purchase the LULULEMON athletica brand. Gypsy Soul is a boutique that is ever-changing in fun and functional clothing, accessories and fun gifts. Our

team is always eager to help you get THE question -- 'Where did you get that outfit?' We built our business on it.

"We are a true family business. My daughter, Chanel Schwartz, manages Gypsy Dreamer. My daughter-in-law, Elle Schwartz, manages Gypsy Tribe and I manage Gypsy Soul." The Facebook page for Gypsy Tribe features cute kids in cute clothes — "Local children's boutique in Springfield, featuring a wide array of unique clothing and accessories for ages 0-16 along with special gifts and toys." Described as a "fun and eclectic boutique with amazing clothing and jewelry at great prices," Gypsy Soul "also offers a selection of baby/kids items and home goods."

- DiAnne Crown

Your Corner Office



Photo by Terry Farmer

SNAPSHOT

established: 2013 owner: Melissa Hamilton employees: 6 services: office space, consulting and marketing services 427 E. Monroe, Suite 200, Springfield 217-679-4653 urcorneroffice.com mhamilton@sylutionsinc.com

PROFILE

With multiple business partners and six employees, Melissa Hamilton, president and community founder, is able to help businesses succeed. "We provide office space, consulting, networking and direction for business marketing, strategy and more," says Hamilton.

Open at her downtown location since February 2016, Hamilton describes her business as a networking partnership. "This co-working environment is designed to help yield higher productivity while encouraging you to grow personally and professionally.

"We are committed to help our members build relationships within the community by fostering a networking atmosphere with a diverse group of entrepreneurs, freelancers, small business owners, remote workers, travelers and working professionals. Your Corner Office offers services like workshops, training, business mentoring, recruiting and social networking events to help support your career development and grow your business.

"Across the country, the concept of a dedicated co-working space is expanding as companies move towards virtual work environments. Your Corner Office aims to meet the needs of smaller companies, sole proprietors and community groups looking to expand from their home or the local coffee shop to more professional settings. Whether you are a start-up, nonprofit or small business, large leases may not make sense when you can share business resources and connect with other like-minded individuals and groups."

- DiAnne Crown

All in One On-Site Wash and Detail



Photo by Terry Farmer

SNAPSHOT

established: 2002 owner: Pamela Frazier employees: 5 services: detailing, power washing, and cleaning services P.O. Box 2754, Springfield 217-415-8587 allinonesite.com allinonesite@yahoo.com

PROFILE

"All In One provides on-site detailing, powerwashing, steam cleaning and construction cleanup for residential, commercial, industrial/agriculture and government sectors," says Pamela Frazier. owner, as well as "self-contained mobile units offering personal/commercial, one-on-one care including but not limited to automobiles, RVs, boats, fleets, planes, buses, trucks, trailers, bridges, construction heavy equipment, homes and building exterior, driveway, walkway, deck, cleanup and more. Our primary business goals are customer satisfaction, unique comprehensive solutions and quality work. Our mission is simple: 'Get it clean.'"

All in One cleans anything on wheels, says Frazier's website, www.allinoneonsite.

com. "We at All In On bring to you mobile detailing, power washing and steam cleaning and construction cleanup. We also provide the same level of expertise to your automobile, RV, boat, motorcycle, fleet, plane, bus, truck, trailer, equipment, home, building, patio and driveway. ... You'll receive a personal touch and a dedicated appearance expert whose goal it is to leave you completely satisfied.

"As a member of The Greater Springfield Chamber of Commerce, Illinois Women in Leadership, Local First Springfield and Central Illinois Networking Group, we proudly maintain the standards of excellence that have made our 13 years in business so successful."

Bailey Hardwoods and Woodworking



THE OWNER AND STAFF OF BAILEY HARDWOODS

JILL BOWEN

Photo by Terry Farmer

SNAPSHOT

established: 1983 owner:Jennifer Bailey-Desart

employees: 6

services: custom woodworking

and flooring

628 E. Kimble Ct., Springfield 217-529-6800 baileyhardwoods.com jdesart@baileyhardwoods.com

PROFILE

"We've been here for 35 years," says owner Jennifer Bailey-Desart who bought the company from her father, Tom Bailey, in 2006. "I'm surrounded with the same people I've worked with for more than 25 years. I do all the creative design work on kitchens, custom entertainment centers. custom cabinetry and more, and the guys who have been here forever make me look like a genius. Anything I can draw or create, they can build.'

One of Bailey-Desart's most creative jobs was producing custom built-in shelving with mixed woods. "It was one of the most unique things I've ever done. It was a custom built-in unit with a unique, contemporary design for decorations, books, vases and pictures in the living room. The wood is two species -- walnut and eucalyptus grandis. The combination of colors and geometric shapes created with the shelving and depths created from floating drawers in the middle made it a really fun project."

"I have really great clients," Bailey-Desart says. "We spend so much time together we become friends. It's sad when the job is over. They've told me that. We miss each other when it's over."

Bailey-Desart takes time with each project. "I take a real hands-on approach with my clients. I spend a lot of time with them. Ninety percent of my business is referrals and repeat customers."

- DiAnne Crown

Springfield Travel Shoppe



Photo by Terry Farmer

SNAPSHOT

established: 1984 owners: Frank and Jill Bowen employees: 2 full time, 1 part time services: travel agency

552 S. MacArthur Blvd., Springfield 217-753-0255 travelshoppeil.com jill_bowen75@hotmail.com

PROFILE

Explore. Dream. Discover. So begins the inviting description of the Springfield Travel Shoppe at www.travelshoppeil. com. "Established in 1984, Springfield Travel Shoppe is proud to be a small, locally owned full-service travel agency. As experienced travel consultants, we are dedicated to providing outstanding customer service while sharing our love and passion for travel. With so many travel options out there, it can be overwhelming. ...We will find amazing experiences that exceed your every desire but not your budget (and) can save you time and money and assist with every aspect of your travel. We will be your advocate in the event an issue arises with any part of your travel experience. We pride ourselves on our personalized service."

"We are the oldest established travel agency in Springfield with a combined experience of over 65 years," says Jill Bowen who owns the Springfield Travel Shoppe with her husband, Frank. "We pride ourselves in personalized service, and we consider our clients to be family. We work together as a team and we love what we do. We help our clients navigate through the numerous choices and decisions of travel, as the travel industry is continuously changing. We know that whatever the travel needs, we are able to offer help and professional guidance and always look forward to making their travel dreams come true."

- DiAnne Crown

Springfield Jr. Blues



THE OWNER, STAFF, AND PLAYERS OF SPRINGFIELD JR. BLUES

Photo by Terry Farmer

SNAPSHOT

established: 1993 owners: Dan Ferguson employees: 6 services: hockey team

Nelson Center, 1601 North 5th St. Springfield 217-525-2589 jrblues.com info@jrblues.com

PROFILE

"We do a lot of things with few people," says sports franchiser Dan Ferguson. "We have six full-time people and we sell sponsorships, tickets, merchandise, There are many facets to what we do.

"We're a community-driven program, as well. We have student athletes trying to achieve their goals as professional hockey players or get collegiate scholarships. We bring in players from all over the world - from Europe, the United States and Canada – who are after a collegiate or pro contract.

"Our players participate with more than 2.000 community service hours in such organizations as the Central Illinois Foodbank and the Ronald McDonald House, they read and work with kids in schools, and more.

"And part of what makes the players special is they live with housing families in the community," adds Ferguson, "A lot of times those families look at the players like a big brother and role model for the younger kids in the family.

"I think that's a lot of what makes us unique as a 15 Under Fifteen organization."

Schedule, events highlights, free mobile app information, news features and more are all available online at www. jrblues.com, which describes the franchise on the sponsorship page. The Jr. Blues are entering into our 25th year in the North American Hockey League and the sixth year under FERZOW LLC ownership.

Rogers HR Consulting



DONNA ROGERS Photo by Terry Farmer

SNAPSHOT

established: 2002 owner: Donna Rogers employees: 1

services: human resources and training

2712 Cronin Dr., Springfield 217-414-1297 rogershr.com rhrc@rogershr.com

PROFILE

"I assist small to medium-size businesses in all their human resources and training needs as an outsourced HR professional," says owner Donna Rogers. "If they need advice on what to say, do or write, they can call or email me to work hourly or by the project."

Rogers describes her services at www. rogershr.com: "Helping businesses with 'Hiring to Firing' and everything in between and after when some employees come back to challenge something that happened during that employment time frame." Now in her 15th anniversary year, the site continues, "Rogers HR Consulting is available to assist you and your company in achieving tomorrow's objectives with today's employees. We will work with you on your special HR projects or just be 'on call' for those unexpected hard to

handle employee situations."

Rogers offers such project services as writing employee and safety handbooks, conducting compensation studies, creating affirmative action plans, and more. "I have been doing this for more than 25 years," says Rogers. "I have two HR certifications and a master's degree, so my clients know they can believe in me and trust me to know the answers for compliance at the state and federal levels, and even when to refer them to an employment law attorney.

"I have so much experience in so many different industries, in everything from complex and sensitive legal matters to routine procedures", says Rogers, "clients know they can count on me."

- DiAnne Crown

Deb Sarsany, The Real Estate Group



MELISSA BLEVINS, DEB SARSANY, GAIL WASMER, JACKIE FROST

Photo by Terry Farmer

SNAPSHOT

established: 2015 owner: Deb Sarsany employees: 4 services: residential real estate 3701 W. Wabash Ave., Springfield 217-313-0580 debsarsanyteam.com dsarsany@thegroup.com

PROFILE

"Let's work together to find a home you love," is the welcome Deb Sarsany's website visitors receive at www.debsarsanyteam. com.

Sarsany attributes much of her success to her team's emphasis on listening, communication and personal service. "Our primary thing is communication and listening," she says. "We listen and have incredible follow-up and customer service. Our team members handle all of our listings personally. We do a good job every Friday of checking our listings to see how the market has adjusted (and) touch base with our clients at least once a week."

"We are hands-on, available and approachable," Sarsany continues. "We live

in Springfield, we buy in Springfield. We're neighbors and friends. We do a lot with charities and are a part of local organizations.

"We have a wide variety of experiences on our team," which, she says, is increasingly moving their services into social media. "Some of the younger girls bring their experiences to the table and help us all keep our ideas fresh."

For more information, tips, and listings visit www.debsarsanyteam.com. "We take our customer service very seriously and will respond within 24 hours. Your satisfaction is our number one priority and we look forward to being able to help you in any way that we

- DiAnne Crown

Monty's Submarines



THE OWNERS AND STAFF OF MONTY'S SUBMARINES

Photo by Terry Farmer

SNAPSHOT

established: 1989 owners: Robert and Patty Lanser employees: 6 full time, plus part time as needed services: restaurant 3124 Montvale Dr., 217-546-3020 725 Bruns Ln., 217-546-6000 1760 Sangamon Ave., 217-789-4575 montyssubs.com montys.brc@gmail.com

PROFILE

Monty's Submarines has been serving thick, fresh sandwiches since owners Bob and Patty Lanser started this local business in 1989. Now in three Springfield locations, the business' Facebook page sums it up – "Fun and fresh local Submarine shop located in the heart of Springfield. We offer all fresh ingredients and nothing less. Hearty flavors and smells. Come join us for some hot oven-toasted submarine sandwiches, colorful salads and delicious soups!"

"We use real bread we bake here every day, real meat, real cheese, and our sandwiches are toasted in a real oven," says Bob Lanser. "You get value for your money."

While some subs are tidy to-go fare, Monty's meals are best enjoyed as two-handed, sit-down experiences, so the generous toppings stay on the table, not your tie. Sandwiches are either \$6.44 or \$7.44 with a choice of bread and toppings. Add a soup, salad, bag of chips, sweet treat and drink for a hearty meal in a convenient location.

"We stress customer service," says Lanser. "We treat each customer like they're the only one of the day."

For the menu, photos and reviews, visit www.facebook.com/Montys-Submarines-211015808919941/

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LOCALC	Andrews Landscapes Gorham's, Inc. Paul Tree Farms	PAZEATEN
LOCAL C	Capitol Chiropractic Health Center Hoogland Center for the Arts PhysioTherapy Professionals, LLC Country Market, Inc. Lee O'keefe Insurance Agency Robert's Seafood Market	EVEMEN
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EXCELLE	Cajun Lawn Care Global Printing The Rock Shop Cummins Engineering Corporation Humphrey's Market Siebert and Sipes Podiatry	GROWI
OCAL EN	Fitness Together Illinois Times Springfield Trolley Tours	KCELLEN
OCAL EN	Affordable Shred Hot Dog Design Prairie Dental Group B&R Builders Incredibly Delicious Pure News USA	Workshill !
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