



SPRINGFIELD

BUSINESS

springfieldbusinessjournal.com

JOURNAL

MARCH
2018

BRANDT

The hometown global ag company

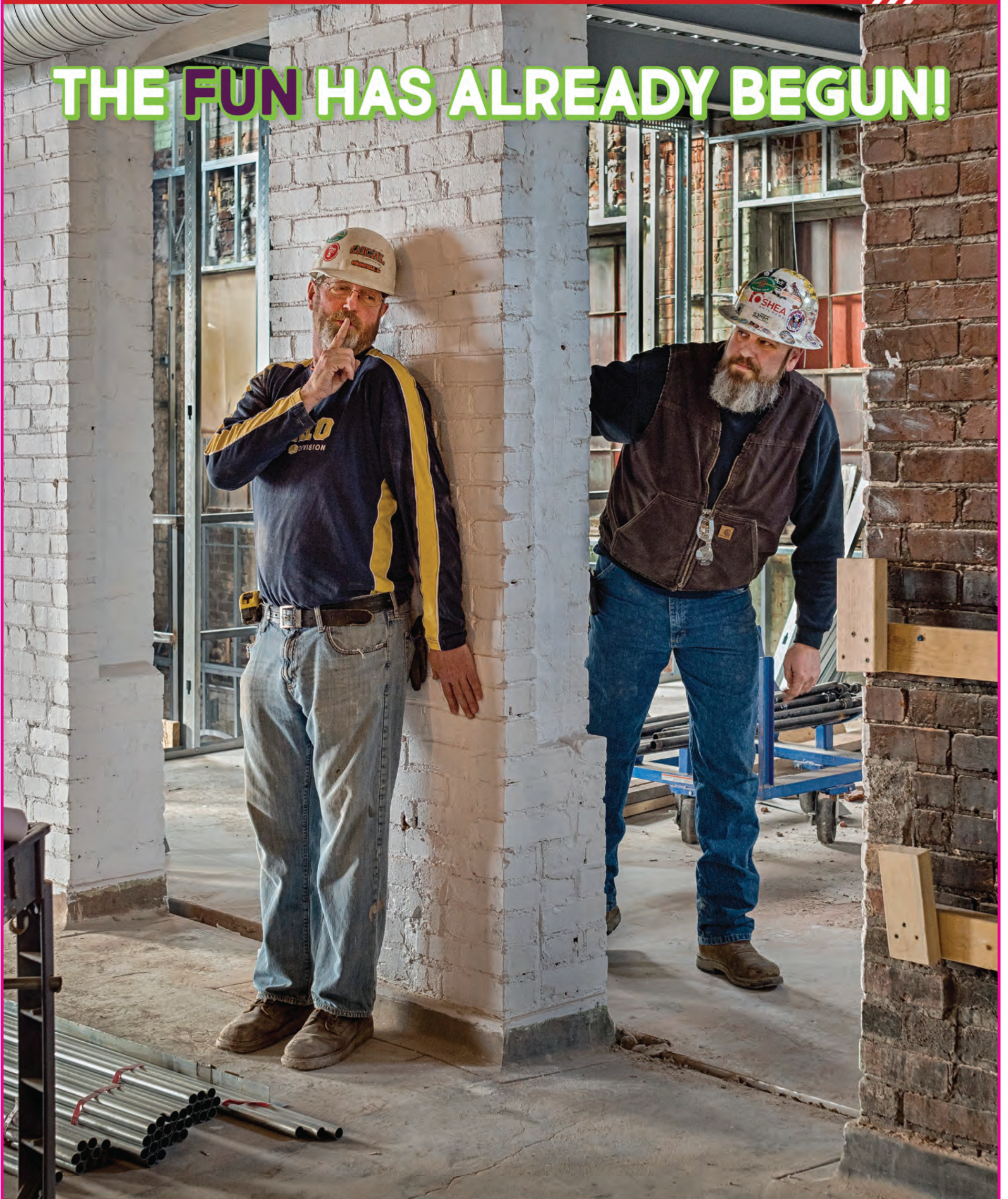
PAGE 3



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

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

THE FUN HAS ALREADY BEGUN!



Dave Duffer (*left*) and Eric Lovely of O'Shea Builders aren't playing around (well, maybe sometimes) when it comes to making sure construction on Springfield's new children's museum stays on track for a summer opening!





BRANDT global headquarters in Springfield

PHOTO/ BY TERRY FARMER PHOTOGRAPHY, INC.

BRANDT: The hometown global ag company

BY DAVID BLANCHETTE

A Pleasant Plains brother and sister had big ambitions 65 years ago when they founded what became one of central Illinois' largest agricultural businesses.

"Early on I decided we wanted to be the General Motors of the fertilizer business," said 91-year-old Glen Brandt, the co-founder of BRANDT. "But I never dreamed that it would go to this extent."

Glen and his sister, Evelyn Brandt Thomas, began the business that bears their name in 1953 with little more than a truck, an office and a new way of helping farmers to grow better crops. Now, BRANDT products are sold in more than 45 countries and include a full range of plant nutrition, crop protection and sustainable products for row crop, vegetable, turf, tree, lawn and garden, and aquatic applications. More than 500 people work at BRANDT, with the majority at their global headquarters in Springfield, distribution centers in Illinois and manufacturing facilities in Pleasant Plains.

"It was more luck than smarts, I'll tell you that," Brandt said. "I just happened to be at the right place at the right time with the right product."

COVER PHOTO

From left to right: BRANDT Technical Agronomist, Andrew Pedersen, and customer Peter Reece with Ratto Brothers review plant health and quality of cabbages in Modesto, California.

PHOTO/ BY TERRY FARMER PHOTOGRAPHY, INC.



Rick Brandt, President and CEO of BRANDT

PHOTO/ BY TERRY FARMER PHOTOGRAPHY, INC.

"I was doing custom hay baling and a fella came along and wanted to know if I'd do some custom application of ammonia. Then along with that I had another company that wanted me to handle some liquid fertilizer," Brandt said. "Then I guess I was lucky enough to come up with a formula for a combination of ammonia with a phosphate starter, and it took off like wildfire. My biggest problem then was it took off so fast that I couldn't get the ingredients."

Brandt mixed 100 pounds of ammonia and 100 pounds of his own formula and this combination had farmers producing 100 bushels of corn per acre, an unheard of amount in the mid-1950s and double the average yield.

After the Korean War there was a surplus of ammonia available from the federal government, which had used the chemical to make explosives, and the young soft drink industry had a surplus of phosphoric acid, Brandt said. The inexpensive availability of these key ingredients helped the BRANDT liquid fertilizer business take off.

"We had no idea it would grow into what it is today. Even my parents, they're probably up there in heaven and can't believe what they are seeing," said co-founder Evelyn Brandt Thomas, who is now 94 years old. "Sometimes I just have to pinch myself and think, 'Is this really happening?' I wake up every day and thank the good Lord that I am still able to participate in it, enjoy it and see it."

Glen was the salesman and applied most of the liquid fertilizer products in the beginning, and Evelyn took care of the financial end of things.

"My C.B. handle was 'the Hawk.' That tells you that I was watching over the pocketbook," Thomas said. "I was the one to go to the bank

and say, 'We need some more money,' and put my name on it.

"In the mid-1950s the money was not there, and my husband, who worked for the state of Illinois, was the only one who had a job," Thomas said. "Glen and I worked but we couldn't even cash a check until the end of the year when the farmers paid their bills.

"We worked hard at it, it didn't come easy, and we were dedicated to our customers," Thomas said. "If they wanted product on Saturday evening, or if they wanted product on Sunday morning, we saw that they got it. And to this day it has definitely paid off."

Glen and Evelyn still come to the office in Springfield, where Glen's son, Rick, is now the BRANDT president and CEO. Both think Rick has done a wonderful job growing the company into the international agricultural force it is today.

"Don't tell Rick, but he's done extremely well," Glen Brandt said. "I don't want to brag on him too much or he'll be wanting another raise!"

For CEO Rick Brandt, the feeling of admiration is mutual.

"The first generation did a great job of building a great company, culture and reputa-

seed and crop protection needs. There are 25 of these BRANDT retail agronomy facilities in the Midwest, all in central Illinois.

BRANDT's chief marketing officer, Karl Barnhart, said the second of the company's three divisions, dealer support, is focused on large-scale purchases of nitrogen, phosphorous and potassium. They buy these fertilizer commodities in the tens of thousands of tons.

The third division, the one Barnhart said is the fastest-growing, is BRANDT's specialty formulations group. "We invent, develop and manufacture products that sell across the world, and we are really, really good at foliar micronu-

trient products," Barnhart said. "Foliar micronutrients are fertilizers that are sprayed onto the growing plant. The key that makes ours so good is that we make sure that these products mix well with everything else that a farmer is putting into his sprayer tank."

BRANDT sells these specialty products in 49 states, every state except Alaska, and in 46 countries. The products are manufactured in Pleasant Plains; Fresno, California; Avon Park, Florida; Logan, Utah; and Brazil and Spain. A new, expanded chemistry lab and testing facility will soon open in Pleasant Plains.

"Our products are on everything from avocados to zucchinis," Barnhart said. "We're on agave in Mexico that gets processed into tequila. In Spain we are on some of the best

and most expensive olives and olive oils in the world. Same thing in Italy. Olives are a huge market for us."

"Here in central Illinois it's corn, beans and a little bit of wheat, but when you go to California, all of a sudden we're on 350 different kinds of crops," Barnhart said. "That creates the need for whole new sets of knowledge. For example, we've got an agronomist who is really focused on high-end specialized Chinese crops. He's constantly working on bok choy."

In addition to plant nutrition inputs, other BRANDT products include water treatment products for irrigation systems, ponds and lakes; products for golf courses and turf fields; herbicides and pesticides; and products that enhance natural processes and give growers tools to help crops realize their genetic potential.

BRANDT also places much emphasis on sustainable products and sustainable farming practices.

"In central Illinois, sustainability means using less and softer chemistries and being good

sustainable products and services in Europe," Barnhart said. "The European Union has gone toward less chemicals and more sustainability, and that's a strategic advantage for us."

Despite its international reach, BRANDT remains an American company serving American agriculture, and lately they have become big supporters of the all-American sport of NASCAR.

"We started our first NASCAR sponsorship seven years ago as a little bit of a test. We can't out-advertise the bigger ag companies, but we can do something a little bit different," Barnhart said. "The double bonus is that the driver of the car we sponsor, Justin Allgaier, is a kid from Riverton. And he is a great ambassador for our company and our products."

Five years ago CEO Rick Brandt formed The BRANDT Foundation as a way to give back to the community. The BRANDT Foundation recently did a fundraiser for the Memorial Medical Center Foundation and raised more than \$30,000, a third through employee contributions. Other organizations have benefited from BRANDT generosity, going all the way back to softball teams the company sponsored in its early years.

"I'm second generation and I was offered a great opportunity," Rick Brandt said. "The third generation, my 18-year-old daughter, is coming along now. She's always been a part of the company and has always wanted to be a part of the things we do. I hope that she aspires to do what I have done. If she doesn't, that's fine – I'm not pressuring her – but if she does, I think that would be awesome." ♦

"It's always been my aspiration to be the first fertilizer company on the moon."

- Rick Brandt

tion in the world of agriculture," Rick Brandt said. "But it's not in my demeanor to just want to be a part of something. I wanted to grow the business when I was named CEO 23 years ago.

"It's always been my aspiration to be the first fertilizer company on the moon," Rick Brandt said. "I've got a Photoshopped picture of an astronaut planting the BRANDT flag on the moon. I used to say that kind of tongue-in-cheek, but as time goes on it becomes closer to a possible reality. I probably need to call Elon Musk or somebody like that and say, 'Hey, don't forget me when it's time to fertilize the crops up there.'"

"In central Illinois we're a leader in serving farmers directly. Nationally, we're one of the leading, if not the leading, micronutrient product producers," Rick Brandt said. "And on a global scale we are quickly growing our brand as a high-quality ag input company."

BRANDT has sold products internationally for more than 20 years through trusted partners. The company acquired its first international production facility in Brazil three years ago, and two years ago they acquired a facility in Spain. Rick Brandt said more expansion in Brazil is likely in the short term, and the company sees Southeast Asia as the next biggest market opportunity. But Pleasant Plains will always be home, he said, and the family business will always treat customers and employees like family.

And you're family whether you need thousands of gallons of fertilizer or just some slug bait.

"My favorite obscure product we offer is 'Sluggo.' It's a quirky name but it's a great product. It's organic and sustainable, and it is the leading slug bait on the market," Rick Brandt said. "You can be in any group of people, whether it's ag people or turf people, at dinner and they'll be like, 'Oh, you make Sluggo!' That's awesome!"

Many central Illinois residents are familiar with the BRANDT name through the company's retail warehouses that serve farmers' fertilizer,



BRANDT Technical Research Manager, Ed Corrigan, fills a planter with new corn seed traits that will undergo field trials at BRANDT Research & Development Farm in Pleasant Plains.

PHOTO/ COURTESY BRANDT



Foliar nutrients applied to soybeans in Pleasant Plains.

PHOTO/ COURTESY BRANDT

BRANDT chemists, Danielle Knox and Lucas Loveless, prepare product samples for quality control measurements, including pH, density and nutrient analysis.

PHOTO/ BY TERRY FARMER PHOTOGRAPHY, INC.



stewards of the land. Nutrient runoff is a huge issue in the watershed," Barnhart said. "So it means applying nutrients at the right time and at the right rate and using the right process."

"There's a massive need for low-impact

David Blanchette is a freelance writer from Jacksonville and the co-owner of Studio 131 Photography in Springfield.

Rauner donation boosts Cairo Port Project

BY COLIN PATRICK BRADY

Larry Klein says more ship cargo passes by the Illinois river town of Cairo than transits through the Panama Canal. If the general manager of Cairo Public Utility is accurate, then he feels that is all the more reason to invest in a \$100 million barge terminal that would allow the historic river town to remain competitive in a global market. The city of Cairo owns approximately 160 acres along the Mississippi River, around which the proposed port would be constructed.

Recently the foundation run by Gov. Bruce Rauner and his wife, Diana, announced they will be donating \$100,000 towards the completion of the Cairo Port Project. “The Rauners’ donation will allow the CPU to draw interest in the port project from shipping companies and the like,” says Klein. “The donation will allow the CPU to begin the process of calling various companies to foment interest in the project, as well as create ongoing interests from shipping companies that would use the port and waterways.”

The initial donation will allow for the creation of advertising and marketing plans, as well as beginning to call interested parties and businesses to get them to invest in the Cairo Port project, Klein says. “As more business leaders get on board with the Cairo Port Project, that will open the door to further funding opportunities.” Plans are for the port to be built in Cairo on the Mississippi River side of the city.

“The influx of Rauner money serves as a much-needed springboard to make the Cairo Port Project a reality for all of southern Illinois,” says State Senator Dale Fowler, R-Harrisburg. “The Cairo Port Project will be reaching out to companies and regions that will benefit from its existence, agencies in the Midwest region as



Barge traffic on the Mississippi River.

PHOTO/ BY NORMAN NG/KANSAS CITY

well as Canada – those that use waterways like ours to transport products like grains, fertilizer, chemicals, coal and other commodities.”

Sen. Fowler says support is strong from both Washington, D.C., and Springfield. “But, there is still a need for around \$1 million that will cover legal fees and various permits before any significant groundbreaking can begin,” he says.

“Southern Illinois has much to offer, and I am pleased that there is a systematic approach to gain momentum and to reinvigorate the re-

gion as a whole,” Fowler says. “Cairo and adjacent regions have been on the road to recovery lately, and this port project may just provide the economic stimulus that the area needs.”

The site of the Cairo Port Project has seen some clearing out and nominal engineering work. The port authority itself was begun in 2010 and given nonprofit status. In 2014 more serious interest in the port project began to emerge as its viability and economic potential became more apparent. Recently with the Rauner Foundation revenue coming in, what

once was a pipe dream is becoming more of a reality.

“Jobs will be created not only for Cairo, but for the region as a whole,” Fowler says. “We wish to construct this port in Cairo to generate revenue and to spur local industry. This port will open economic opportunities to several industries, some of which we may not yet have considered. It will facilitate farmers, miners and other industries to get their wares to market with greater efficiency and with improved cost-effectiveness.” ♦



**ALL THE
EXPERTISE TO
HELP YOU GET
BACK HOME.**

Something as serious as a stroke can have potentially life-changing implications. That’s why ensuring you receive the most advanced and capable care matters. And at Memorial, we’re the only Comprehensive Stroke Center in the area equipped with the facilities and specialized stroke response team to ensure you’re given the best care to help you return home. To learn more, visit MemorialMedical.com/Stroke.

The where for stroke care. **Memorial**
MEDICAL CENTER



Recognizing the Best Places to Work

BY MICHELLE OWNBEY

On Feb. 7, members of the local business community attended the Best Places to Work reception and awards ceremony at the United Community Bank location at 1900 West Iles Avenue in Springfield. Mayor Jim Langfelder gave the keynote address.

The recipients of the 2018 “Best Places to Work,” sponsored by *Springfield Business Journal* and United Community Bank, were Midwest Family Broadcasting, Resource One and Staab Funeral Home. In addition, Lincoln Land Community College and Orthopedic Center of Illinois, both previous winners, were recognized in the alumni category.

To be considered, a business must be located in Sangamon County or Morgan County, have 16 or more employees and have been in business for at least two years. A selection committee chooses the winners from nominations submitted by employees about why their company is a great place to work. ♦



Mayor Jim Langfelder addresses the attendees.



Linda Klein, Val Yazell, Marilyn Kushak.

Guests read the *SBJ* profiles of the recipients.

PHOTOS/ BY LEE MILNER.



UNITED COMMUNITY BANK
The Leader of Community Banking

Business Portrait Sale

It's our 2 for 1 Business Portrait Special!

Save \$185 when two individual portraits are scheduled at the same session time.

Call
652-3534
to schedule

Perfect for your marketing materials for you and your staff.

Let our business promote your business. Offer Expires: April 1st 2018

- Portrait studio and backgrounds
- Online viewing of images
- Retouching of image
- Image burned to a DVD
- And, the time and talent of an experienced, trusted and professional photographer.



terryfarmer
PHOTOGRAPHY

4133 Old Jacksonville Road,
Suite C

Springfield, IL 62711

www.terryfarmer.com

terry@terryfarmer.com

We also offer an array of other services including family photography, aerial photography, restoration, and photography for brochures and graphic design. See our portfolio at www.terryfarmer.com.



The staff of Midwest Family Broadcasting.



Mayor Jim Langfelder, Johnny Molson.



Mary Jessup, Cindy Davis, David Farrell.



The staff of Resource One.

PHOTOS/ BY LEE MILNER.

Hillier Records Management

For organized data management storage.



The Hillier Advantage Includes:

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

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

217-525-8550

The Wardrobe reopening in the Gables

BY CATHERINE O’CONNOR

Whether you’re a student, new mom, busy breadwinner or recently retired baby boomer, you may be thinking about simplifying, streamlining and seriously purging your wardrobe to emphasize finer quality fabric and design over closet-bulging quantity. Enter the “less is more” ethos of The Wardrobe, a Springfield boutique where generations of central Illinois women have shopped for some 50 years to restock each season’s arsenal of styles – from casual athleisure, to professional and all-occasion fashions.

That these longstanding Wardrobe values had become such an institution in the community became undeniably obvious in late 2017, when Dixon announced she would be retiring and closing her South Grand store. After the public learned of the planned closure via email newsletter and more than 1,000 personalized letters, Dixon never anticipated the outpouring of dismay from customers.

After months of wrestling with that decision, early this year Dixon announced she’d reconsidered her plans for retirement and would reopen in a new location. She is ready to start a new chapter in the history of The Wardrobe. As independent retailers wrestle with the competition of internet sales, while falling sales tax revenues hit municipalities across the country, shops like The Wardrobe need to constantly evolve to showcase their distinctions. “It can be the kiss of death to try to do too many things at once. We will not be the cheapest, or the trendiest, or the largest, but we can provide very high quality and per-



Kim Dixon, owner of The Wardrobe, a women’s specialty boutique, which will reopen in a space at The Gables in April 2018. PHOTO/ BY STACIE LEWIS

sonal service,” said Dixon. The target date for opening the Wardrobe at the Gables is April 2018. At the Gables the store will have a more open layout than the old store, while retaining its personalized customer service. Doris Richardson recalls it was in the mid-1970s that she became the owner of The Wardrobe, then operating in a tiny storefront facing South MacArthur. It had been opened in the late 1960s by Marybeth Etz, with four or five employees. Looking back to that time in the city’s history, when there was still a healthy retail market with several menswear and women’s specialty dress and shoe shops downtown, Richardson said that she did not have much experience in retail but she felt proud of working hard to provide high quality and the best service that she

could. “I wanted to make the Wardrobe a place where ladies could feel comfortable coming out of their homes to shop. It may be hard to believe now, but for some that felt like a new and intimidating experience.” Almost three decades later, Dixon, who became the owner of The Wardrobe 15 years ago, has honed her business expertise from previous experience in the traditionally male-oriented corporate environment at Ameritech. There she had learned to pay attention to process, goals, policy and rules of engagement. The most important difference for Dixon has been that, unlike in the corporate world, she had the opportunity to get to know The Wardrobe staff and customers. “When I started in 2002, I felt like the adopted kid,” she said. “The Wardrobe was an established business, so I didn’t need to wor-

ry about sales goals, quotas and constantly training the staff on new technology like we were always doing in the corporate world.” According to Dixon, the mantra of personal service and genuinely caring about people, has always extended to the sales staff who place a high value on knowing the customers and showing them they are appreciated. According to Ann Wisnosky, who has been on the sales staff for a couple decades, The Wardrobe has cultivated a following of women in every age group, who are looking for edgy but conservative styles. “We’re there to assist and offer a second opinion which many shoppers appreciate.” Wisnosky said. “We know that women are watching prices, so the emphasis has been on basic separates that can be paired in a variety of ways, allowing customers to have variety and value in the long run, featuring quality fabrics and construction at a good price point,” according to Wisnosky. In an effort to provide clothes that feel authentic and can stand the test of passing trends and seasonal fads, buyer Lisa Hills, who has been with The Wardrobe for over 25 years, selects pieces that are 80 percent classic and 20 percent trending. According to Hills, “If you are passionate with new business ideas, this town embraces it. The question is how will you sustain it? First impressions and education are crucial.” ♦ Catherine O’Connor is a public historian who has written extensively on the topic of economic development, adaptive reuse and historic preservation. She is undertaking a closet purging project of her own this spring.



Reserve the Hagel 1891 banquet room for a memorable experience.

hagel1891.com | Mt. Sterling, IL

Professional Women’s Calendar of Events


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

Association for Women in Communications (AWC)


The AWC Springfield Chapter offers two awards to recognize outstanding individuals within AWC Springfield and the greater Springfield area community: the Professional Communicator Award and the Chapter Star Award. The Professional Communicator Award is presented annually to any Springfield area communications professional who has made a significant contribution or impact to a non-profit, for-profit or media organization or who has made an impact in the community as a communications leader, innovator and mentor over his/her careers and especially during the past year, and has had outstanding results. The Chapter Star Award is presented annually to an AWC Springfield member for their outstanding involvement and participation in AWC. Submit your nominations by April 1 at www.awcspringfield.org.


Illinois Women in Leadership (IWIL)

IWIL will host “Inspire and Empower: March Spring Social” on Thursday, March 22 from 5:30-7:30 p.m. at the home of Paula Ryan. Join us for a fun evening of socializing with fellow IWIL members and guests. We will have light appetizers and wine. You can feel free to stop by for a drink or stay the entire time. Registration is \$18 per person before March 16; \$23 after that or at the door. Visit www.iwil.biz for more information or to register.




Proudly sponsored by:
SECURITY BANK





To have your event added to the Women’s Calendar of Events, please email your information to info@springfielbusinessjournal.com





Zinn, at left, with his construction staff at company offices in Sherman.

PHOTO/ BY LEE MILNER

Building homes, growing a business

Phil Zinn, of Zinn Construction in Sherman, has been building homes for 15 years

BY ZACHARY ROTH

When Phil Zinn takes you through his offices, there are pictures of some shiny, modern homes built with the latest and greatest in homebuilding technology.

And then, there are other houses, maybe without the bells and whistles, but with a phenomenal story to tell.

"I bought two lots in Sherman on the corner of St. John's Drive, and there's already a house...built in the 20s, and it's real Craftsman," Zinn said. "So, I tried to match it, so people think that they were all built in the same time period."

Zinn has been building homes for over 15 years. During that time, his company has evolved to better itself.

"When we started out, all we did was residential new construction," Zinn said.

"Now we're into complete remodels, decking, outdoor living. You know, screen rooms, three-season rooms, that kind of thing."

A former schoolteacher, Zinn understands that for a company to grow, it needs people with expertise in a variety of different fields. As the company stretches its portfolio, Zinn is adding a new area of skill each time.

"I've grown by about one employee each year," Zinn said. "When we only had three guys, there was no way we could handle new construction and remodel. We now have 14 employees in the field and two in the office."

The variety of different houses is one notable quality that sets Zinn apart from other construction firms. From the small Craftsman house mentioned above, to million-dollar dream homes, to even remodels of beaten



Phil Zinn at the site of a new home under construction in Sherman.

PHOTO/ BY LEE MILNER

down old houses, Zinn's group has shown the propensity to do whatever a homeowner needs.

"We keep it in-house, where we can have a little bit more control over schedule and the quality of work," Zinn said. "We average about 10-12 (houses built) per year."

When Zinn began his firm in 2003, the housing market was good. Unfortunately, the market began to take a downward turn. What followed was the Great Recession, which sunk the housing market into a hole that it is just starting to get out of.

"In '08, we dug our first house in July, which is rare," Zinn said. "Normally, we're digging sometime in March. We actually did a

bit more remodels that year."

Zinn sees signs of a recovery, even if there are fewer people involved in the homebuilding business today.

"It's coming back," Zinn said. "The volume out there isn't quite as high, but there's not as many builders. It has remained steady for us."

As the economic recovery continues, more people have a desire to remodel or build a new home. Many come to Zinn for their specific needs. Those needs have also evolved over the 15 years that Zinn has been building homes.

"Back when we first started, stained trim was in," Zinn said. "Painted trim was just starting to come on to the market." Trim, for

those not familiar with house construction lingo, are the small boards along the side of a door and on the top and bottom of walls.

Zinn also notices people are more environmentally conscious with their homes. Geothermal heating and cooling is in, along with solar panels.

"Geothermal has been a big thing because incentives were provided by the federal government," Zinn said. "From here on out, you're going to see a gravitation towards solar. You're going to see a lot more solar panels because of government incentives."

One thing that isn't in is wallpaper, although some homes do still use it.

"Wallpaper was somewhat in; it's out now," Zinn said. "You might wallpaper one room in a high-end house, but otherwise, wallpaper has sort of gone by the wayside."

In terms of areas in Springfield that are likely to grow, Zinn expects the status quo to remain. Interestingly, Sherman, located north of the Springfield city limits, is becoming another housing hotspot.

"We work out of the Sherman area, so Sherman is continuing to grow," Zinn said. "Since 2003, it's grown by several thousand people." In the 2010 census Sherman's population was 4,148, and it has grown considerably since.

Zinn predicts more growth for his firm in the coming years, both in houses and in people.

"I guess if you go about five years from now, we'll be at 20 employees, and if you go 10 years, we should be at 25 employees," Zinn said. "You have to have the proper guys to go in and get the jobs. Over the next 5-10 years, I'm going to be looking for 3-6 lead carpenters who can run jobs, work well with others and have positive attitudes."

Slowly but surely, Zinn has built his firm into one of the preeminent homebuilders in central Illinois. He'll definitely have more stories to tell, no matter how big or small the project may be. ♦

	NAME / ADDRESS	PHONE / FAX (=)	WEBSITE / EMAIL	NUMBER OF FULL TIME EMPLOYEES	PARTNERS / PRINCIPALS	% REMODEL RENOVATION	% NEW HOME CONSTRUCTION	YEAR EST'D
1	Michael von Behren Builder, Inc. 3537 S. Douglas Ave. Springfield, IL 62704	217-698-8484 217-698=8486	mvbbuilder.com mike@mvbbuilder.com	24	Aaron Acree, Pres./Owner Jodi Acree, Sec./Owner	50%	50%	1982
2	Buraski Builders, Inc. 3757 S. Sixth St. Springfield, IL 62703	217-529-5172 217-529=9356	buraski.com buraskibuilders@yahoo.com	23	Jason Buraski, Heather Sobieski, Managing Partners Frank Buraski, Barbara Buraski	60%	40%	1981
3	Zinn Construction, LLC 1323 Hawthorne Chase Sherman, IL 62684	217-496-3112 866-359=0816	zinnconstruction.com phil@zinnconstruction.com	16	Phil Zinn	30%	70%	2003
3	Moughan Builders, Inc. 3140 Cockrell Ln. Springfield, IL 62711	217-899-5484 217-793=6013	moughanbuilders.com jim@moughanbuilders.com	16	James E. Moughan, David P. Moughan	10%	90%	1992
4	Griffitts Construction Co., Inc. 1501 N. Dirksen Pkwy. Springfield, IL 62702	217-522-1431 217-522=5809	griffitts.net griffitts@griffitts.net	12	Harry Griffitts, Vicky Griffitts-Runyon	95%	5%	1953
5	Creasey Construction of Illinois, Inc. P.O. Box 9286 Springfield, IL 62791	217-546-1277 217-546=1760	creaseyconstruction.com creaseyconst@comcast.net	11	Jan Creasey, Pres., Lisa Creasey	90%	10%	1983
6	DreamMaker Bath & Kitchen 3730 Wabash Ave. Springfield, IL 62711	217-529-9300 217-529=9333	dreammakerspringfield.com ctrampe@dreammakerspringfield.com	10	Curt & Deb Trampe	95%	5%	1998
7	Craig Ladage Builders, Inc. 14915 Kennedy Rd. Auburn, IL 62615	217-438-9206 217-438=5706	clbuilders@royell.org	8	Craig Ladage, Debbie Ladage	40%	60%	1977

Cobblestone Place

New construction conveniently located on Springfield's west side.



Properties For Rent:

1 Bedroom / 1 Bath (830 sq. ft)
2 Bedroom / 2 Bath (1120 sq. ft)
3 Bedroom / 2 Bath (1335 sq. ft)

View floor plans at www.cobblestone-place.com

Amenities Include:

Central Air Conditioning and Heating
Cable Ready
Sprinkler System
Tub / Shower
Washer and Dryer in Each Unit
Stainless Steel Frigidaire Appliances
Carpet / Tile
Linen Closet

Walk-In Closet(s)
Ceiling Fans
Window Coverings
Private Entrances
Patio / Balcony
Bike Racks
Professional Management on Site
Fitness Club Membership

Joyner
Construction
SERVICES, INC.

joyner.leasing@gmail.com

217.522.1836

10 ♦ March 2018 ♦ Springfield Business Journal

8	All-C Construction, Inc. P.O. Box 9737 Springfield, IL 62791	217-787-1900 217-787=1901	allcconstruction.com allcconstruction@att.net	6	Frank Conder, Paula Conder	30%	70%	1999
8	Coady Construction Co., Inc. 143 Circle Dr. Springfield, IL 62703	217-502-0602	adamcoadyconstruction.com coadyconstruction@comcast.net	6	Adam Coady	20%	80%	2006
8	Timber Creek Home Sales, Inc. 2800 Via Rosso, Suite 1 Springfield, IL 62703	217-585-8900 217-585=8908	timbercreekliving.com frank@timbercreekliving.com	6	Douglas Daniels, Pres. Frank Hoover, Sales Manager	0%	100%	1999
9	D & S Builders 30 White Rd. Glenarm, IL 62536	217-529-6288 217-697=8149	todd@d-sbuilders.com or dan@d-sbuilders.com	5	Todd Dudley, Owner Dan Schrage, Owner	40%	60%	1995
9	Hasara Construction Co., Inc. 125 E. Main St. Rochester, IL 62563	217-498-1472 217-498=1472	hasaraconstruction.com j.stites@comcast.net	5	John H. Stites, Jr., Pres./Owner	5%	95%	1976
9	Roth Homes 350 Williams Ln. Chatham, IL 62629	217-483-6086 217-483=5200	www.rothhomesinc.net	5	Terry Roth	25%	75%	1984
10	Robert McCurley Contractor, Inc. 4152 Mt. Zion School Rd. Springfield, IL 62711	217-553-9730 217-679=3533	www.robertmccurleycontractor.com bobmccurley@comcast.net	4	Bob McCurley, Pres. Ki McCurley, Sec./Tres.	30%	70%	1968
10	Ryan Homes & Development, Inc. Paula Ryan Designs 500 W. Monroe, Suite 2W Springfield, IL 62704	217-523-3976 217-523=3990	homesanddevelopment.com paula.ryan2321@gmail.com	4	Mike Ryan, Paula Ryan	30%	70%	1974
11	Illinois Builders & Contractors, Inc. 4120 S. Second St. Springfield, IL 62703	217-585-9490 217-529=9456	ilbuildersandcontractors.com ilbuilders2@yahoo.com	2	Fred Pryor	90%	10%	2003

B Safe Before You Buy!



Complete Home Inspection Service

- Electric
- Plumbing
- Structural
- Termites
- Radon
- Roofs

Lic.# 451.0000836

Phone: (217) 321-1000 • Fax: (217) 321-2000
Springfield, IL • www.BSafeIL.com

Serving Springfield and surrounding communities for 21 years!



2000 South Dirksen Parkway Springfield, Illinois 62703 (217) 753-3871

AS OUR COMMUNITY'S BEST KEPT SECRET, WE ARE CONSIDERED A LEADER IN THE INDUSTRIAL TRUCK EQUIPMENT BUSINESS.

WE AIM TO SATISFY ALL OF YOUR INDUSTRIAL EQUIPMENT AND ACCESSORIES NEEDS BY PROVIDING TOP QUALITY PRODUCTS FROM INDUSTRY LEADERS, IN A ONE STOP SHOP.

COME PARTNER WITH US!






Call Buraski Builders for your commercial space or office remodeling and build out projects

► Commercial space remodel project completed summer 2017 on budget and ahead of schedule!



BURASKI BUILDERS | 217.529.5172
www.buraski.com

New Homes | Remodeling | Handyman

It pays to use an architect when building your home

BY J. BRENT LANCE

Architects see the big picture when it comes to your project. They can help you explore what appeals to you aesthetically and what you require functionally. They coordinate teams of design, engineering and construction professionals. They sort through the maze of building codes and zoning requirements. They provide design leadership so that your project is built the way it was intended.

No matter where you plan to build or the kind of home you envision, be sure to make the difficult-to-alter big decisions before focusing on smaller decisions that can be amended without major upheaval.

The recommended sequence is to start with selecting the neighborhood, then the specific parcel within that neighborhood. Next is to determine a floor plan that facilitates how you live, how the rooms flow together in zones, the internal circulation and connections to exterior spaces. The final touch is style. Style is the result of a whole series of influences and should only be determined towards the end of this process. These are all things that an architect can help you work through to ensure that the house you build fits your lifestyle and your needs.

As soon as you decide you want to begin planning your project, you should start looking for an architect. Architects provide important predesign services including site evaluation, and can help you explore options you may not have considered. Involving an architect early in the process can help avoid costly missteps, and increase the likelihood of your satisfaction with the project.

It is of vital importance to find an architect who makes you feel comfortable, and with whom you can have open communication. It's

also important to find an architect with experience in your project type. The design website Houzz has an architect finder that can serve as an important first step in your search. You

and negotiate to get the best materials and workmanship at a good price. An architect's design can reduce energy and maintenance costs, and provide an efficient layout so that you don't

site. And they spend time planning and fully developing your ideas to avoid changes once construction is underway.

Your architect will depend on you to communicate about your design preferences, functional requirements and budget. Your timely response to questions and design submissions will help keep the project on track. It is also important for you to raise any concerns you have as the project proceeds, so they can be addressed in the earliest stages. Working together in partnership with your architect, you will help achieve a successful outcome for your project.

Every home design or improvement project should aim to help your family connect with each other while enjoying the house more thoroughly. By enlisting the services of an architect, you will increase your chances of "getting it right," and plan to keep costs within budget. ♦



A residence designed by John Shafer and Associates of Springfield. PHOTO/ COURTESY JOHN SHAFER AND ASSOCIATES

should also seek recommendations from those you know who've worked with an architect previously.

Many people believe that they can't afford to hire an architect. While it's true that architects' fees are an additional project cost, hiring an architect can actually save you money in many ways. Architects can monitor your budget

and negotiate to get the best materials and workmanship at a good price. An architect's design can reduce energy and maintenance costs, and provide an efficient layout so that you don't overbuild what you really need. There is often truth in the phrase "less is more." Increasing a home's livability may lead to an improved but downsized version of the best features from your past homes. If renovating, your needs may best be addressed by some well-placed surgery rather than major rework or additions. They can turn a difficult lot into a successful building

J. Brent Lance is a licensed architect with more than 27 years of experience in the construction industry, was the 2017 president of the Springfield Section of the American Institute of Architects, and currently works at the Illinois Capital Development Board as its Capital Planning and QBS Administrator.

CEFCU® Business Loans

At CEFCU, we're committed to Central Illinois businesses and the strong values that have made us who we are. That's why we're proud to offer Business Loans with:

- Local Decisions
- Local Ownership
- Local Service


Plus, we have flexible financing options with great rates. Choose your local Credit Union for all your business financing needs. Call 217.546.2010 or visit cefcu.com/owner today.

CEFCU

Not a bank. Better.®


cefcu.com

2424 W. Iles Avenue, Springfield (near White Oaks Mall)
2449 N. Dirksen Parkway, Springfield (near Lowe's)
1000 E. Lincolnshire Boulevard, Springfield (near Walmart)



Federally Insured
by NCUA







GENERAC®

AUTOMATIC 24/7 POWER PROTECTION



**The Essentials
7kW Corepower
Automatic Standby Generator**

\$1,900.00 Plus Tax & Installation

Starting at* **\$48.50** Month

**Managed Whole House
11kW Whole House
Automatic Standby Generator**

\$3,125.00 Plus Tax & Installation

Starting at* **\$63.00** Month



**Whole House
22kW Whole House
Automatic Standby Generator**

\$4,750.00 Plus Tax & Installation

Starting at* **\$83.00** Month



**341 SOUTH MEADOWBROOK ROAD
SPRINGFIELD, IL 62711
(217)787-4949
WWW.RUBYELECTRIC.NET**

With approved credit, payment based on 9.99% @ 132 months. Starting at* price reflects gas and electric installation, battery and taxes. Additional costs may apply. Offer expires 3/31/2018

SPRINGFIELD
BUSINESS
JOURNAL

**12 MONTHS
FOR ONLY \$35**

Print Copy
Digital Edition
Book of Lists

SUBSCRIBE ONLINE AT:
springfieldbusinessjournal.com

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



**Professionals you can
trust in moving**

ICC No. MC-2934 ILL CC 2934-MC

Spring is Coming - List With Us

**We will help you get the most
MONEY for your home**

**As always, we help you find
your new home at no charge**

**We offer the use of our
moving truck for FREE!**

**SAVE MONEY when you call
and mention this ad**

**LET US PUT OUR YEARS OF EXPERIENCE
TO WORK FOR YOU**



316 E Adams | Springfield, IL 62701 | 217.679.6590



Leave a Legacy
Donate a Brick

Leave a legacy for future generations during
Illinois' historic Bicentennial year in 2018.

Add your name to the brick walkway of the Bicentennial Plaza – a REALTOR® Community Partnership, connecting the Lincoln Home to the east with the Illinois Executive Mansion and State Capitol to the west in downtown Springfield along the Jackson Street Corridor.

Local Business Partners: Massie Massie & Associates • Crawford, Murphy & Tilly • R.D. Lawrence Construction Co.

EzEngraver.com/ReefBicentennial



APPRAISERS

Sources: Capital Association of Realtors, the appraisers.
Ranked by number of certified appraisers.

	NAME / ADDRESS	PHONE / FAX (=) / WEBSITE / EMAIL	NUMBER OF CERTIFIED APPRAISERS	OWNER / PRESIDENT	% COMMERCIAL % RESIDENTIAL	YEAR EST'D
1	Taft Appraisal, Inc. 1999 Wabash Ave., Suite 205A Springfield, IL 62704	217-787-5533 217-787-6949 barrytaft@aol.com taftappraisalinc.com	3	Barry Taft	90% 10%	1989
2	Green Appraisal Service 3624 Wexford Dr. Springfield, IL 62704	217-698-1277 greenappraisalservice@comcast.net greenappraisalservice.com	2	Angela K. Chiaro	0% 100%	1994
3	Gary D. Harvey 6400 Preston Dr. Springfield, IL 62711	217-483-3534 harveygd@comcast.net	1	Gary D. Harvey	0% 100%	1993
3	Heartland Ag Group of Springfield, Inc. 2815 Old Jacksonville Rd., Suite 204 Springfield, IL 62704	217-498-9660 217-546-0811 Heartland.ag erniem@heartland.ag	1	Ernest Moody	98% 2%	1996
3	Kienzler Appraisal Service 410 South Grand Ave. West Springfield, IL 62704	217-525-6050 greg@apraze1.com	1	Gregory Kienzler, SRA	90% 10%	1973
3	Michael J. Call Appraisal Service 837 South Grand Ave. West Springfield, IL 62704	217-747-0252 217-747-0253 callappraisals@comcast.net callappraisals.com	1	Michael J. Call	0% 100%	1987
3	Phillips Appraisal, Inc. 6305 Wind Tree Rd. Springfield, IL 62712	217-529-7351 217-529-7351 rjp01@comcast.net phillipsappraisal.com	1	Randall J. Phillips, SRA	0% 100%	2000
3	Williams Appraisals 881 Meadowbrook Rd. Springfield, IL 62711	217-793-9234 john.williams50@comcast.net	1	John Williams	0% 100%	1993
3	Findley Appraisals P.O. Box 18 Jacksonville, IL 62650	217-245-8141 karylfindley@findleyappraisals.com findleyappraisals.com	1	Karyl Findley	0% 100%	1995
3	Elder Valuation Services 3000 Professional Dr., Suite 200 Springfield, IL 62703	217-414-2201 217-528-5809 Michael.elder@eldervaluationservices.com eldervaluationservices.com	1	Michael D. Elder, MAI	100% 0%	2013



DESIGNER LANDSCAPES
Putting the great in the great outdoors

- Landscape Design & Installation
- Concrete Edging
- Patios & Walkways
- Lighting
- Retaining Walls
- 5 Step Lawn Care
- Water Features
- Mowing Service
- Garden Center

4110 Morrisonville Ave.
Farmersville, IL
217.227.3256
designer-landscapes.com

Serving the Greater Springfield Area for 33 Years



217-313-0580

PRE-INSPECTED HOMES SELL FASTER

Select the Deb Sarsany Team to competitively price and market your home to sell faster

The Deb Sarsany Team Offers Free Pre-inspection for our listings

- Eliminate costly surprises
- Save money
- Avoid lengthy repair negotiations
- Enjoy a smoother transaction to closing



Jackie Frost 341.2642 Melissa Blevins 725.6556 Gail Wasmer 415.1151 Kim Elliott-Birtch 415.0582 **DEB SARSANY** 313.0580

DSARSANY@THEGROUP.COM

Find us on  **@DEBSARSANYTEAM**



www.ilneca.org
 Todd Brinkman – Springfield Division Chair
 Billy J. Serbousek – Chapter Manager



www.ibew193.com
 Michael Patsche II – President
 Neil Hervey – Business Manager & Financial Secretary

LABOR AND MANAGEMENT WORKING TOGETHER IN THE ELECTRICAL CONTRACTING INDUSTRY

• Springfield Division NECA Members •

AmeriCALL Communications Company INC.

Eugene Dinardo
 447 N. Walnut St., Suite B • Springfield, IL 62702
 217-522-2255 • www.americallinc.com

Anderson Electric, INC.

E. Wes Anderson
 3501 S. Sixth St. • Springfield, IL 62703
 217-529-5471 • www.anderson-electric.com

B & B Electric, INC.

Todd Brinkman
 3000 Reilly Dr. • Springfield, IL 62703
 217-528-9666 • www.bnbelectric.net

Egizii Electric, INC.

Kenny Paoni
 3009 Singer Ave. • Springfield, IL 62703
 217-528-4001 • www.eeiholding.com

Gano Electrical Contracting, INC.

Adam Craddock
 701 Caldwell • Jacksonville, IL 62650
 217-243-1414

Mansfield Electric Co.

H. Edward Midden, III
 4425 Peoria Rd. • Springfield, IL 62702
 217-523-0811

Prairie State Plumbing & Heating, INC.

Jerry L. Judd
 1499 W. State Route 29 • Athens, IL 62613
 217-636-9000

PORTABLE SANITATION SYSTEMS

Portable Sanitation Systems provides construction companies with porta potty or restroom trailers for long-term jobs. With Portable Sanitation Systems, you can expect facilities that are always well-kept and orderly. By providing easy access to restroom facilities, your construction workers will be able to work more comfortably and efficiently.

Please remember we do everything to assure our customers are completely satisfied with the equipment and services we provide.

WE GUARANTEE IT!

SERVING ALL OF CENTRAL ILLINOIS

www.pss-il.com

SPRINGFIELD
 217-483-3500

PEORIA
 309-495-9444



Residential

Commercial

24 HOUR SERVICE

FOR ALL YOUR PLUMBING, SEWER, AND DRAIN CLEANING!

3609 S. Douglas Ave. 544-6890

www.ridingsplumbing.com

Knoll Classics at Resource One

Buy locally and at lower prices than national retailers.

Collections include: Saarinen, Mies Van der Rohe, Bertoia, Platner, Schultz, Pollock, Nakashima, and more

217-753-5742

RESOURCEONEOFFICE.COM

ResourceOne

INTERIOR SOLUTIONS & DESIGN

Member FDIC

We take care of business PERSONALLY.

Business Solutions. Expertise. Service.

At Town and Country, banking is personal.

It's banking for the way you live and work. Whether you're on-the-go with your favorite device, or strategizing with our trusted experts – it's the best of both worlds.

Loans and Lines of Credit

Commercial Real Estate Loans

Public Finance

Checking and Savings

Debit and Credit Cards

Farm Loans

Cash Management

Remote Teller Merchant Services

Small Business Administration (SBA) Loans

Financial Planning Investments

CALL 217.787.3100

TOWNANDCOUNTRYBANK.COM

Town and Country

FOR OVER 155 YEARS

HENSON ROBINSON COMPANY

Our expert staff continues the same commitment to excellence that was established in 1861:

To provide and install quality products, backed with superior customer service and support. We strive to maintain this dedication to ensure our customers' comfort and peace of mind throughout their place of work and residence.

HEATING • VENTILATION • AIR CONDITIONING • PLUMBING • ROOFING

hensonrobinson.com

217-544-8451

Rail development continues, despite funding concerns

BY MEGAN SWETT

At a public open house Feb. 16, Springfield Rail Improvement Project manager Jim Moll confirmed that development of a “rail flyover” south of Stanford Avenue will continue, once funding is figured out.

Moll said that the Illinois Department of Transportation (IDOT) funds the project, and IDOT has yet to identify the funding. However, he affirms the project’s importance to the city, as well as the railroad companies.

“Right now, there’s a problem with congestion,” he said, “because [the trains] have to stop and wait for the other to pass. The flyover – having one track go over and the other go under – will fix that problem.”

In a 2017 statewide update released by the department in January 2018, IDOT confirmed its commitment to various aspects of the improvement project, saying that they will, “continue construction of sidings, making improvements to existing bridges and structures, installing new roadway surfaces, and improving at-grade rail crossings.”

However, the report made no mention of the flyover project, one way or the other.

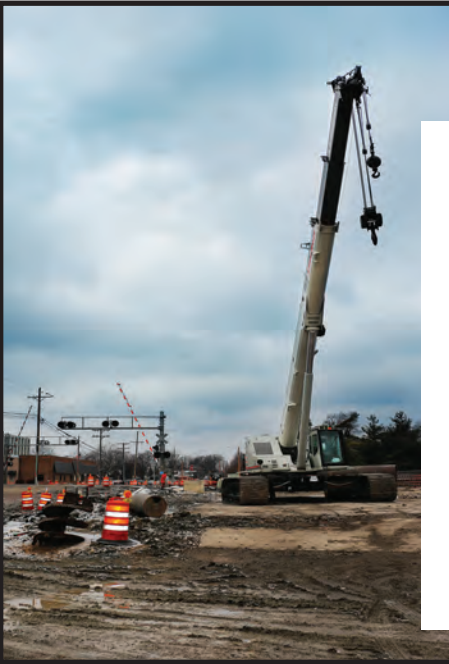
While the report makes no specific mention of the flyover, it does note IDOT’s continued support of the consolidation plan.

Springfield’s railway consolidation, part of the state’s bigger high-speed railway project, will continue as planned, following the Federal Railroad Administration’s (FRA) conclusion that Springfield would not have to reroute construction to avoid the two archaeological sites under the St. John’s Hospital parking lot.

The sites, discovered several years ago during construction for the Carpenter Street underpass, included the foundations of houses

burned down in Springfield’s 1908 Race Riot. Though the Carpenter Street underpass was allowed to continue years ago, the city got confirmation this year that the rest of the project could continue as planned.

A report compiled by Fever River Research for Hanson Professional Services about the sites explained that for the sites to be listed on the



National Register of Historic Places, and thus protected, the sites must meet one of four criteria. The sites met two, as they are associated with a significant event and have or will likely yield important historical information.

Floyd Mansberger of Fever River Research said that the FRA’s decision ultimately boils down to a series of questions. Can the site be avoided?

Is it feasible? Are there any prudent alternatives?

According to Mansberger, the answer was “no” across the board.

“We can avoid some of the site,” he said at the open house, “but not all of it.”

The decision from the FRA came after years of research and community outreach around the discovery.

People across the state had mixed reactions to the sites’ discovery. Teresa Haley, president of the Illinois National Association for the Advancement of Colored People (NAACP), and Shelly Heideman, executive director of the Faith

changes to the plan could cause “unacceptable safety or operational problems.”

“All of the avoidance alternatives would seriously compromise the railroad design standards established to protect railway workers and the public,” the letter said. “It is therefore clear to us that no prudent avoidance alternatives exist.”

While Haley didn’t see the result she had hoped for, she proposed a learning site near the tracks with materials that people could read as they passed through Springfield, to “share our history and our story with the world.”

However, Heideman worries that any railroad development near the sites will deter visitors, as visiting will be too dangerous.

Another concern of danger comes from the project around Lanphier High School.

The school already finds itself surrounded by two railways along North Grand Avenue and North Michigan Avenue. Some community members are concerned that the consolidation plan – which brings a third railway closer to the school – could be dangerous for students.

Part of the consolidation plan, however, includes building an overpass to cross the Norfolk Southern and Illinois Midland railroads, as well as an underpass to avoid the Union Pacific railroad.

Moll said, “We’re going to make sure it’s safe.” ♦















Construction is underway on the Ash Street underpass, which will take auto traffic under the 10th Street tracks.

PHOTOS/ STACIE LEWIS

Coalition for the Common Good, hoped for full protection of the sites.

On the other hand, congressmen Rodney Davis and Darin LaHood advocated the continuation of the railroad project as planned. In a letter to the FRA they said that engineers felt that




Egizii Electric, Inc.

A Division of EEI Holding Corporation

Springfield, IL Location

3009 Singer Avenue

62703









(217) 528-4001

Licensed in 17 States

Illinois
South Carolina
Georgia
Missouri

Indiana
Wisconsin
Tennessee
Florida





ADVOCATES FOR REAL ESTATE



MITZI
BRANDENBURG
The Real Estate
Group, Inc.



ANTHONY BUSCHER
The Real Estate
Group, Inc.



MIKE BUSCHER
The Real Estate
Group, Inc.



DOMINIC CAMPO
Campo Realty, Inc.



NICHOLAS CAMPO
Campo Realty, Inc.



PHILIP E. CHILES
Capital Area Real
Estate



STEPHANIE DO
Do Realty Services,
Inc.



MELISSA DOWSON
VORREYER
RE/MAX
Professionals



KATHLEEN A.
GARST
RE/MAX
Professionals



MELISSA
GRUSSENMEYER
The Real Estate
Group, Inc.



SANDY HAMILTON
RE/MAX
Professionals



RICHARD W.
HANSELMAN
The Real Estate
Group, Inc.



CINDI KRUSE
The Real Estate
Group, Inc.



BECKY LOBER
HENDRICKS
The Real Estate
Group, Inc.



JANE LOCASCIO
The Real Estate
Group, Inc.



DANA LYONS
Illinois Real Estate
Title



SUSAN MADISON
RE/MAX
Professionals



ED MAHONEY
RE/MAX
Professionals



EMILY M. RABIN
RE/MAX
Professionals



SUZIE SABLES
DUFF
RE/MAX
Professionals



DAN SALE
Capital Area
REALTORS®



DEB SARSANY
The Real Estate
Group, Inc.



CHRIS SCHALLER
Diamond
Residential
Mortgage



TRACY SHAW
Keller Williams
Capital

2018 Champions for the Capital City

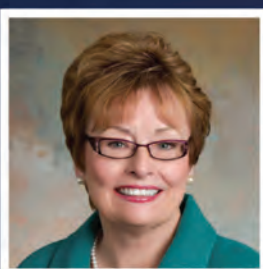
These Springfield Area REALTORS® and Affiliates serve as CHAMPIONS FOR OUR CITY - AND FOR YOU.



BOB CHIPMAN
Chipman
REALTORS®
& Appraisers



ASHLEY COKER
The Real Estate
Group, Inc.



BEVERLY COLLINS
RE/MAX
Professionals



DIANE DAVENPORT
Coldwell Banker
Springfield



KRISTIE L. DEBRUN
Campo Realty, Inc.



SUSAN DENBY
RE/MAX
Professionals



JANE HAY
The Real Estate
Group, Inc.



CORKY JOYNER
Joyner Construction
Services



TIMOTHY J.
KEARNEY
B Safe Home
Inspections of IL



HELEN KENNEDY
Kennedy Real
Estate LLC



KYLE KILLEBREW
The Real Estate
Group, Inc.



JOHN KLEMM
Sangamon Realty



KI MCCURLEY
RE/MAX
Professionals



TODD MUSSO
The Real Estate
Group, Inc.



STEVE MYERS
Myers Commercial
Real Estate



MICHAEL D.
OLDENETTEL
RE/MAX
Professionals



CHRISTINE
PEPMEYER
RE/MAX Preferred
Properties



TRENT PETERMAN
Diamond
Residential
Mortgage



PETER STEWARD
RE/MAX
Professionals



DENA TURNER
CENTURY 21
Tucker-Swanson,
Inc.



ALLAN R. YOUNG
RE/MAX
Professionals

Capital Area REALTORS® wants to thank these professionals for their hard work and dedication in keeping Springfield a vibrant place to live and work. Our communities and the real estate industry can only continue to thrive with the strong advocacy of professionals like these.

RESIDENTIAL REAL ESTATE AGENCIES

Sources: The real estate agencies; Illinois Realtors website (illinoisrealtor.org), MLS Firm Market Share Report. + - does not include commercial division. Ranked by sales volume Jan. 1 - Dec. 31, 2017.

	NAME / ADDRESS	PHONE / FAX (=)	WEBSITE / EMAIL	MANAGING PARTNER(S) / OWNER(S)	NUMBER OF LICENSED AGENTS	TOTAL TRANSACTIONS	SALES VOLUME	% OF BOARD	YEAR EST'D
1	The Real Estate Group, Inc. 3701 W. Wabash Ave. Springfield, IL 62711	217-787-7000 217-787=7779	thegroup.com info@thegroup.com	Michael J. Buscher Managing Broker 32 individual broker/owners	145	2962	\$473,197,823	22.50%	1997
2	Re/Max Professionals 2475 W. Monroe St. Springfield, IL 62704	217-787-7215 217-787=8957	viewspringfieldhomes.com	Michael D. Oldenettel Managing Broker Al & Linda Young, Owners	92	1,977	\$296,822,048	15.02%	1986
3	Coldwell Banker Springfield 4205 W. Wabash Springfield, IL 62711	217-547-6655 217-679=8496	coldwellhomes.com	Don Cave Managing Broker	45	362	\$53,051,395	2.31%	2000
4	Keller Williams Capital 3435 Liberty Dr. Springfield, IL 62704	217-303-8445	kw.com	John Kerstein Managing Broker	33	280	\$37,531,890	1.54%	2016
5	Re/Max Results Plus 1046 W. Morton Ave. Jacksonville, IL 62650	217-245-9613 217-243=7183	jacksonvilleillinois-homes.com	Scott Eoff, Managing Broker Judy Eoff, Owner	8	256	\$33,642,763	1.75%	1996
6	Kennedy Real Estate LLC 400 W. Market, P.O. Box 764 Taylorville, IL 62568	217-824-8888 217-824=5080	kennedyrealestatellc.com info@kennedyrealestatellc.com	Helen Kennedy Managing Broker	14	163	\$18,438,100	1.00%	2011
7	Century 21 Real Estate Associates 2030 Timberbrook Springfield, IL 62702	217-789-7200 217-789=2600	realestateassociates.c21.com kgraham367@aol.com	Kevin Graham	21	144	\$17,212,305	0.72,%	2004
8	Craggs REALTORS, Inc. 650 N. Webster, P.O. Box 109 Taylorville, IL 62568	217-824-8131 217-824=9315	craggsrealtors.com skcraggs@aol.com	Stephen B. Craggs	8	160	\$17,034,100	0.82%	2011
9	Steve Hills, REALTORS 900 S. Main St. Jacksonville, IL 62650	217-245-9589 217-245=4198	stevehillsrealtors.com hills@jinc.net	Dianne Steinberg	4	146	\$15,824,095	0.89%	1965

The
Vineyard

A new subdivision of 24 estate size lots (1 acre or larger) in the City of Springfield
Old Salem Ln., west of Bradforton Rd

Savannah
P.O.I.N.T.E

Limited Time Only - \$5,000 off remaining lots!
Piper Glen Development | 793-1967 | Broker Owned

stabilize

Mold Testing and Remediation
Fire and Water Restoration
Environmental Consulting
Emergency Water Service
Waterproofing
Duct Cleaning

10 Year Warranty on Mold Remediation

Stabilize is a 24/7
EMERGENCY
response service.

Your emergency
is
Our emergency

Call us today at
217-525-6653
IICRC Certified

www.stabilizeinc.com

stabilizeinc@aol.com

Evan Lloyd
ASSOCIATES, INC.

ARCHITECTS

Driven By Design

1630 SOUTH SIXTH STREET
217.789.7011 TEL
1630 SOUTH SIXTH STREET
SPRINGFIELD, ILLINOIS 62703
EVANLLOYDARCHITECTS.COM
established 1969

ISRINGHAUSEN VOLVO REMODEL

20 ♦ March 2018 ♦ Springfield Business Journal

10	Campo Realty, Inc. 610 Sixth St. Pawnee, IL 62558	217-625-4663 217-625=4664	camporealty.com nick@camporealty.com	Nicholas Campo Managing Broker	8	145	\$15,403,563	0.69%	2001
11	Blane Real Estate, Inc. 121 E. Douglas Petersburg, IL 62675	217-652-7521 217-652=3262	blaneinpetersburgil.com homes@blaneinpetersburgil.com	Judy Blane-Olesen Peter Olesen Tim Schappaugh Stowe Olesen	4	77	\$10,364,500	0.59%	1950
12	Snelling-Chevalier Real Estate, Inc. 621 Seventh St. Pawnee, IL 62558	217-625-2411 217-625=7513	snelling-chevalier.com gail@family-net.net	Gail Chevalier Zini Managing Broker	5	60	\$7,678,052	0.34%	1986
13	Curvey Real Estate, Inc. 611 Springfield Road P. O. Box 677 Taylorville, IL 62568	217-824-4996 217-287=2111	curveyrealestate.com curvey@ctitech.com	Bernard A. Curvey Owner/Broker Joe Curvey, Managing Broker	8	74	\$7,287,190	0.36%	1985
14	Do Realty 600 South 6th St. Springfield, IL 62703	217-391-3636 217-391=3666	BPO@dorealty.net	Stephanie L. Do President/Broker	1	159	\$6,780,904	0.49%	2002
15	Capital Area Real Estate 316 E. Adams Springfield, IL 62701	217-679-6590	philipchiles@gmail.com TheChilesTeam.com	Phil E. Chiles, Managing Broker/Owner	4	37	\$5,261,900	0.18%	2016
16	Grojean Real Estate 360 W. State St. Jacksonville, IL 62650	217-245-4151	grojeanagency.com cgrojean@grojeanagency.net	Charles Grojean	4	48	\$5,111,513	0.31%	1947
17	Advantage Realty 933 South Grand Ave. West Springfield, IL 62704	217-528-1000 217-528=1026	528-1000.com advantagerealty1@hotmail.com	Marty Benoit	9	39	\$4,970,658	0.26%	1987
18	Real Estate Center of Jacksonville 230 W. College Jacksonville, IL 62650	217-243-0500	RECOJ.com jp@jamespate.com	Jim Pate	6	58	\$3,385,710	0.20%	2004
19	1 Call Real Estate Professionals 407 W. Madison St. Auburn, IL 62615	217-652-3385	1callrealestateprofessionals.com	Cheryl Dambacher	1	28	\$3,333,600	0.18%	1987
20	Welcome Home Realty 211 N. Main St. Chatham, IL 62629	217-483-5501	welcomehomerealtyil.com welcomehomerealtymail@gmail.com	Jen Chance	7	25	\$3,327,750	0.11%	2015



Alluring and seductive, a smoky color palette is always in style. Blending amber-hued warmth with sleek fixtures, this smokey bathroom captures the best elements of the minimalist design.

Let's make your dream a reality. Visit your nearest showroom where our skilled consultants can help you recreate this look or design one of your own.



Connor Co.
1400 S. 9th Street
Springfield, IL 62703
(217) 544-9612

Freedom Real Estate merges with Coldwell

Large group offers better access to technology

BY MICHELLE OWNBEY

The Coldwell Banker Springfield team is growing after a merger with Freedom Real Estate and now has a total of 45 real estate agents.

Don Cave, the managing broker of Coldwell Banker Springfield, noted that in addition to their presence in the local market, they have an even larger footprint. “Honig Realty, our parent group, did \$3.2 billion in volume and over 17,000 transactions in 2017,” he said. “We’re up to 53 offices altogether. They go from Springfield, Illinois, to Appleton, Wisconsin.”

Diane Davenport, who was the managing broker and a co-owner of Freedom Real Estate, is now a regional trainer/broker for Coldwell Banker Springfield. Julie McCormick and Hero Tameling, the other previous co-owners of Freedom Real Estate, transferred their licenses to Coldwell Banker Springfield as well, along with Jodi Moscardelli, Becky Jo Carver, Andrew Kinney, Pam Biswell, and Kerris Osborn. In addition, Jim and Freda Wall recently transferred their licenses from The Real Estate Group.

“Coldwell approached us about a year ago, and we just felt the timing was right,” said Julie McCormick, who was one of the owners of Freedom Real Estate. “Our agents were getting to the point that we felt responsible for some new lead generation and digital is definitely a driving force, so it came down to what we could offer our agents.”

McCormick cited Coldwell’s statewide and national presence, as well as the increased technology available through a larger compa-



The Coldwell Banker Springfield office on Wabash.

PHOTO/ BY STACIE LEWIS

ny, as a strong consideration in making the move. “We would have had to spend upwards of \$100,000 for some systems,” she said, explaining that the investment in technology can be cost-prohibitive for smaller agencies.

The Springfield agents who were previously working out of the Freedom Real Estate

office in Piper Glen have moved into the Coldwell Banker location at 4205 W. Wabash, but the Freedom Real Estate location in Jacksonville will remain open and become a satellite office for Coldwell. Kerris Osborn will be working from the Jacksonville location.

McCormick said she was already quite

familiar with Coldwell Banker, having initially started her real estate career there. “We really like that Coldwell is a family-owned franchise, and they have a lot of the same values that we do as far as putting the customer first,” she said. “It seemed like the right time for everybody.” ♦



OUR CHATHAM ROAD LOCATION



Banking for Generations

PAST, PRESENT & FUTURE



SECURITY BANK

FULL SERVICE COMMUNITY BANK





3001 CHATHAM ROAD
SPRINGFIELD, IL 62704



(217)789-3500



(217)529-3850



2500 STEVEN DRIVE
SPRINGFIELD, IL 62704



(217)789-3500



(217)787-4726



510 EAST MONROE
SPRINGFIELD, IL 62701



(217)789-3500



(217)544-4398




count on
SPRINGFIELD CLINIC
... your circle of care

providing 400 board certified physicians & advanced practitioners in 80+ medical specialties
serving patients in 40+ locations in Springfield & central Illinois

www.SpringfieldClinic.com

SPRINGFIELD CLINIC
 Leading the Way


The John Maxwell Company
LIVE2>>LEAD




Thursday, March 29, 2018
8:30 a.m. - 12:00 p.m.

Dove Conference Center
at Prairie Heart Institute
619 E. Mason St., Springfield, IL

OPEN TO THE PUBLIC!

Presented by:


Media Sponsor:


The Greater Springfield Chamber of Commerce will host a rebroadcast of The John Maxwell Company LIVE2LEAD leadership event featuring:

John C. Maxwell
Leadership expert, New York Times bestselling author and coach

Dave Ramsey
Personal money-management expert, bestselling author

Cheryl Bachelder
Former CEO of Popeyes Louisiana Kitchen, Inc.

Warrick Dunn
Former NFL running back, partner of the Atlanta Falcons

Cost to attend for Chamber members is \$59 per person (before March 13, \$75 after) and \$95 per person for non-members. A light breakfast is included. To register, visit www.gscc.org or contact Bri Coons at The Chamber at (217) 525-1173 ext. 216 or bcoons@gscc.org.

The Greater Springfield Chamber of Commerce
1011 S. Second St. | Springfield, IL 62704
www.gscc.org



E.L. Pruitt Co.
 Mechanical Contractors

Commercial
Institutional
Industrial

AND NOW...

Your premier provider of
residential heating
and cooling services!

Call for details

217-789-0966



YORK
 INSTALL CONFIDENCE

www.elpruitt.com

Employers using noncompete agreements in Illinois

Don't try it with low-wage workers

BY THOMAS C. PAVLIK JR.

I've found that many employers don't have a good grasp of the basics regarding noncompete agreements, something that's all the more true due to recent changes in Illinois law on the topic. The new reality is that only under the right set of circumstances will noncompete agreements stand up to Illinois judicial scrutiny. This is a guide for employers who currently use or are looking to use noncompete agreements with their employees.

The utility of noncompete agreements

Noncompete agreements are agreements between an employer and an employee where the employee agrees not to use information they obtain during their employment in a manner that would directly compete with the employer when used in the employee's subsequent business endeavors. Such agreements are premised on the idea that there are certain specialized business skillsets, trade secrets and confidential information attainable only through certain types of employment. The very nature of such work creates the threat of an employer indirectly training its future competitors disguised in employee clothing. Noncompete agreements offer assurances to an employer that they are not unwittingly inviting wolves into the henhouse.

Courts will validate noncompete agreements that are "reasonable"

For the most part, Illinois courts validate and are accepting of noncompete agreements, so long as they are both reasonable and supported by consideration. In 2011, the Illinois Supreme Court ruled in a case called *Reliable Fire Equipment v. Arredondo* that an Illinois noncompete agreement is valid so long as it "contains a reasonable restraint and the agreement is supported by consideration." Using the wonderfully named "three-dimensional rule of reason," the Supreme Court determined that a "reasonable" noncompete agreement is one that:

- ✓ Is no greater than is required for the protection of a legitimate business interest of the employer;
- ✓ Does not impose undue hardship on the employee; and
- ✓ Is not against public policy.

The Supreme Court also found that noncompete agreements must be supported by consideration, but offered little guidance as to what that might constitute. Since then, one appellate court attempted to establish a bright-line consideration rule in an often cited 2013 case known as *Fifeld*

v. Premier Dealer Services. It was here that the First District held that two years of continual at-will employment is sufficient consideration to trigger the enforceability of a noncompete agreement, regardless of whether the employee was



PHOTO/ PEXELS

terminated or resigned on their own. Rather than unifying the Illinois noncompete legal scene, *Fifeld* did the opposite and turned the state into the Thunderdome.

Currently it appears that of Illinois' five Appellate Courts, only the First District, Third District, and Fifth District adhere to a two-year consideration rule. Earlier last year the Second District seemed to be on board as well, but hinted in a recent unpublished opinion that it thinks the Supreme Court would disfavor the two-year rule and is consequently beginning to have second thoughts. Springfield's own Fourth District has thus far not dealt with the issue of noncompete consideration, so it has remained silent.

On the federal side of things, Illinois' three U.S. District Courts are very much united in their opposition to the two-year rule. Locally, the Central District of Illinois opined in 2015's *Cumulus Radio Corporation v. Olson* that it would be naïve to consider *Fifeld*'s two-year rule to be a one-size-fits-all for Illinois workers due to the wide diversity of employment in the state. Rather, the Central District feels that adequate consideration should be a "case-by-case, fact-specific determination," with a particular eye towards examining the employer's business interest in maintaining a level of permanency with its customers. Last summer the Southern District of Illinois declined to strictly apply the two-year rule in a case called *Apex Physical Therapy, LLC v. Ball*. And in similar fashion, the Northern District of Illinois gave a particularly scathing review of *Fifeld* this past October in *Stericycle, Inc. v. Simota*.

Illinois Freedom to Work Act – champion of low-wage workers

Even though noncompete agreements are

by design best utilized on senior executives, highly-compensated professionals and other top employees, you would be wrong to think that they are only ever used on the upper levels of business organizations.

In 2016, Illinois drew national attention when the Office of the Illinois Attorney General filed suit

required by the applicable federal, state, or local minimum wage law; or \$13 per hour.

As the Freedom to Work Act is presently written, any Illinois employer seeking to enforce a low-wage employee noncompete agreement would not only be unsuccessful in any Illinois court, but the employer seeking to enforce could possibly be opening themselves up to much bigger problems because the Act goes so far as to explicitly declare such agreements to be "illegal."

Recommendations for Illinois employers

Illinois employers using or looking to use noncompetes are advised to make sure that any such agreements are specially tailored to protect their own personal business interests, so extra effort should be made to avoid simply copy-and-pasting a form noncompete agreement. It is equally important that such agreements are worded in a manner that comports with current Illinois law so that it will stand up in court.

An Illinois employer looking to enforce a noncompete agreement will probably be successful in state court so long as it can be shown that the noncompete (1) meets the Supreme Court's "three dimensional rule of reason" test, and (2) the employee was employed for a period of at least two years or separate, independent and adequate consideration (e.g. a lump sum payment) was provided. In other words, the mere fact of hiring a new employee (or refraining from firing an existing employee) is likely no longer sufficient consideration to support a noncompete.

Illinois employers who want to take a shot at enforcing noncompete agreements against former low-wage employees should save their money and not waste the effort. Because of the Freedom to Work Act, it is simply not going to work out. ♦

Thomas Pavlik is an attorney at Delano Law Offices, LLC. Contact him at tpavlik@delanolaw.com.

Committed to Commercial Real Estate

Blake Pryor

Lindsey Leonard

Curtis Tilleff

Tim Mathis

Denise Bean-Mathis

COLDWELL BANKER COMMERCIAL
DEVONSHIRE REALTY

427 E. Monroe, Suite 400
Springfield, IL 62701
217.547.6650
www.cbcdcr.com

Universal Recycling

Simple ways to recycle bulbs, batteries, ballasts and other mercury-containing devices.

Republic Services offers environmentally sound solutions to help keep your business compliant and our planet protected.

Please contact our local team for more information
(217) 391-2991

Helping patients get a good night's sleep

Dentist buys Koala Center for Sleep Disorders

BY ROBERTA CODEMO

Springfield dentist Albert Capati, DDS, recently purchased a Koala Center for Sleep Disorders franchise, located at 2061 Timberbrook Drive, from Dr. Raj Dhamrait, DDS. "He needed someone to take over," said Dr. Capati, who assumed ownership on Sept. 15, 2017.

"I was looking for a way to differentiate myself in the market," he said. One day Lindsay Bolsen, who is the office manager, was out doing marketing and walked into his office with some Koala brochures. He knew her from a karaoke competition in Decatur.

He had been listening to a dental podcast when he heard an interview with Dr. Rod Willey, DDS, who pioneered the treatment of obstructive sleep apnea and other sleep disorders using oral appliance therapy. Willey founded Koala Center for Sleep Disorders, and there are now 17 franchises across the country.

A longtime sufferer of sleep apnea and TMD disorder himself, Capati had been treating these conditions in his practice since 2003 and was making his own oral appliances to treat his sleep apnea. He learned the technique from the dentists from whom he purchased his practice, located at 1027 South Second St., in 2002. "Sleep apnea and TMD go hand in hand," he said.

Approved by the American Academy of Sleep Medicine, oral appliance therapy is a non-surgical, nonpharmacological treatment option for patients suffering from obstructive sleep apnea and temporomandibular joint disorder, or TMD, and is as effective as CPAP – which stands for continuous positive air pressure – in treating

mild to moderate obstructive sleep apnea.

Obstructive sleep apnea is a common sleep disorder that occurs when the upper airway becomes blocked. Signs of sleep apnea include loud snoring, periods of breathing cessation during sleep and excessive daytime sleepiness. The most common way to treat it is the use of a device called a CPAP machine. For individuals who cannot tolerate CPAP, there were few alternative treatment options available.

First-time patients receive a comprehensive screening exam and complete a questionnaire. If he sees signs that point to sleep apnea, he refers them to their doctor, who can then refer them to a sleep doctor for a sleep study. "Dentists cannot diagnose sleep apnea," said Capati.

Once a patient has been diagnosed with sleep apnea, Capati works with them to create a customizable oral device that is similar to a mouth guard. Among the advantages of the oral device are comfort, portability, physical appearance and convenience.

The process begins with taking a set of impressions that are then sent to a dental lab. Once the device is ready, the patient returns and is fitted with it. The adjustable device is designed to help move the lower jaw forward to open the airway. Capati teaches patients how to adjust the device until they begin noticing a difference in their sleep patterns.

After a few weeks, the patient comes for



From left to right: Albert Capati, Lindsay Bolsen, Laken Adams, Caitlyn Weiss

PHOTO/ BY DAVE MOLLECK

a follow-up appointment. Capati makes sure they're comfortable with the device and asks how they're doing overall in terms of sleep. If the patient has reached their "sweet spot" where they feel they are getting a good night's rest, they then have a follow-up sleep study done and the results are compared to their first study.

Sleep apnea not only affects adults but is becoming more common in children. The Koala Center has partnered with Healthy Start to try to

fix sleep apnea problems in children before they start. Signs to look for include a narrow arch and a high palate. Capati plans to offer services to children in the near future.

"This is not a cure," said Capati, who wants to help people get the best night's sleep possible. "This gives patients another avenue." ♦

For more information, visit the website at springfieldsleep.com or call 217-481-8094.

We're with you.



Marine Bank understands your passion for business, appreciates your countless hours of hard work and believes in partnership and making a difference. We are ready to work with you, from planning to build, to open for business, Marine Bank's Commercial Lending Team is committed to your success.

 **MARINE BANK**
726.0660 • ibankmarine.com

MEMBER FDIC

I MADE AN EDUCATED DECISION



www.llcc.edu/decision

to come back to school.

I was an at-home mom for years. I wanted my daughter to start college right out of high school so I told her we'd do it together. That was the push I needed. It's the best decision I could have made. You learn so much about yourself and the world around you. LLCC is super cool. The teachers care so much and make it their business to see that you succeed. I'm close to earning my degree and then I want to start my own business, do good things for my neighborhood and leave a legacy.

D'Andrea Banger

Registration is now open for summer classes!





Cinnamon roll, brioche and a savory sausage gravy hand pie.

PHOTO/ BY STACIE LEWIS

New downtown bakery

BY STACIE LEWIS

Hidden inside Custom Cup at 319 E. Monroe is one of the area's newest bakeries, Three Twigs Bakery. The resident bakery has a selection of fresh items available for purchase including cakes, cookies and brownies, along with pastries, pies and breads. The in-house location is also used for consultations and tastings for catered events such as lunches, dinners

and weddings, as well as catered snack and dessert stations.

Emily Lewis is the owner. The bakery is open from 7 a.m. through 1 p.m. Monday through Friday and 8 a.m. through 1 p.m. on Saturdays. Consultations and tastings are available by appointment only from 9 a.m. through 5 p.m. Monday through Friday and Saturday from 10 a.m. through 2 p.m. Three Twigs can be reached by phone at 652-9120 or through the website at threetwigsbakery.com. ♦

SANGAMON COUNTY NEW BUSINESS REGISTRATIONS

A Better Choice Healthy Vending, LLC, 75 Interlachen Road. 725-3109. Kevin Leamon.
Henry and Jane Handmade, 8024 Hunt Road. 836-8821. Nicole Flemming.
Needham Chiropractic, 205 North Grand Ave., W. 525-2035. Cody Needham.
Next Level Mastery Center, 917 Clocktower, Suite 250. 553-1438. Veris Van, Ashley Blue.
TCG Elite Auto Detail & Sales, 2811 E. Cook. 670-1418. Gregory Stapleton.
AM Studio, 3130 East Division. 416-2510. McKenna C. Blair Severns, Andrew Severns.
District 23 Boutique, 130 John Street, Rochester. 553-1753. CIAF, Inc.
Ms. Tara Talks, 2233 Boysenberry Lane, #2. 299-3629. She Got The Nerve.
SweetNSassybyAshley, 9050 Johns Creek Road, Loami. 652-5501. Ashley Moore.
Piero Photography, 1932 S. Walnut. 312-505-9922. Piero Taico.
Flexential, 8809 Lenox Point Dr., Charlotte. 720-891-2524. Peak 10, Inc.
Hey!!! I Want That, 101 E. Main, Williamsville. 494-0479/ Johnny Beal.
Siebert's Wildlife Control, 4500 Spaulding Orchard Rd. 415-1818. Blake Siebert.
La Zacatecana Mexican Grocery Store, 1502 Wabash Ave. 309-5434. Tammy M. Solis, Rolando Solis.
Blake's Lawn & Landscape, 308 W. Illinois St., New Berlin. 416-8717. Blake A Kemp-Irvin.
Innkeeper's Café, 311 N. Logan Ave. 525-3663. Anthony J. Leone, Jr.
Hair by Primm, 1800 E. Hood St. 971-4929. Amanda Primm.

Sexton Lawn Care, 6545 Bunker Hill Rd., New Berlin. 836-6606. Scott Sexton.
LK Transport, 2735 York Rd. 415-8429. Kathleen Blankenship, Lawrence Beckom.
N. 8th Hair & Nails, 1211 N. 8th St. 899-5135. Rita K. Brandenburg.
Flexible Fork, 2501 Wabash. 248-2909. Micca Donohoo.
Birdie's Eye View, 362 N. Old Covered Bridge Ln. 622-2872. Brendan Padget, Alex McNear, Nolan Roberts.
Homegrown Beard Co., 1630 Helene St. 553-4884. Ronald A. Coyle, Amanda J. Coyle.
Round The Block Collectibles, 533 E. Main St., Rochester. 498-9703. Mark Ritterbusch, Karen Ritterbusch.
ABCarpentry, 2548 Willow Dr. 717-1109. Anthony Black.
Candioto Bookkeeping, 10347 Old Indian Trail, Glenarm. 306-0734, Cindy Candioto.
Moxie Boutique, 315 North Iris Dr., Auburn. 899-4869. Tegan M Ayers.
Christopher M. Melton Home Improvement Services, 100 W. Conrey St., Apt. 9, Williamsville. 652-7053. Christopher M. Melton.
Midwest Garage Builders, 2227 S. College. 381-7870. Jeff Klees.
Kate Holzman Photography, 3914 Brandonshire Dr. 414-807-4272. Kate Holzman.
Andy's Snack Bar, 2501 Wabash Ave. 441-5998. Adrian M. Garrett.
Koch, Sylvia and Associates, 2621 Montega Dr., Suite A. 787-2435. Steven Koch.
Megan Stotts Photography, 1517 Brenda Ct. 415-4586. Megan Stotts.

Fitness for All

Fitness Equipment & Brunswick Billiards

NEW SPRINGFIELD LOCATION!

3040 LINDBERGH BLVD
SPRINGFIELD, IL | 62704

FITNESSFORALLINC.COM

217.546.8118

A bigger & better Springfield location means more options in our already extensive line of workout equipment for fitness and fun!

Discover MJ's at its new location

Every day is fry day at MJ's Fish and Chicken Express



Left: MJ's is at the former Suzie Q's location.
Center: A generous fish sandwich portion with all the fixings.
Bottom: The proud owner of MJ's, Jerome Taylor.

PHOTOS/ BY STACIE LEWIS

BY THOMAS C. PAVLIK JR.

I've heard about MJ's for quite some time now – starting back when it was a humble mobile food trailer and catering business. I never had a chance to visit, but with MJ's moving into a brick and mortar location, I ran out of excuses and decided to give it a try. Too bad it took me so long, because they sure have frying down to a perfection.

My guests and I arrived around noon to find MJ's pretty empty. Of course, it was a state and federal holiday – which probably explained the relatively slow business that day. As the lunch hour progressed other diners started trickling in – primarily families and perhaps those out with friends on the holiday.

Much like the exterior that has little by way of signage, the interior of MJ's is also quite nondescript. There was one TV, a few beer signs, and beige painted walls. Seating consists of three or four 4-tops and several large tables for groups. There are also seats at the bar. If I had to use one word, Spartan would come to mind. But you're not coming to MJ's for the ambience. You're coming for fried fish, chicken and shrimp.

Service the day we visited was quite friendly, but it seemed like MJ's was down a server or two. Even with limited staff, however, our lunch clocked in at under an hour and we could have shaved some more time off had we not all been so chatty. And, in any event, you can't rush the frying process.

MJ's menu, as you might suspect, focuses

quite a bit on fried fish, shrimp and chicken. There's catfish, walleye and chicken. Diners can order sandwiches (with or without hand cut fries, \$6 - \$8.50), lunch size orders (\$7.50 - \$8.50, all served with fries), and dinner sized orders (\$11 - \$15, all served with fries). For those who can't decide, there are a selection of "Combos" that come with toast, fries and any combination of the fish, chicken and shrimp (\$13 - \$15).

Not in the mood for something fried? MJ's has you covered with a variety of burgers, sandwiches and horseshoes. But don't come here thinking you'll find a salad or other low-calorie offering. This is a diet buster of a menu – one you probably don't want to sample every day but that's worth a splurge now and then.

If you're looking for something with a bit more kick to accompany your meal, MJ's offers beer and what appeared to be a limited selection of hard liquor. We stuck with sweetened and unsweetened iced tea.

Deciding to be decadent, we started off with an order of the fried cheese curds (\$4.25) and a side of ranch. As we quickly learned, MJ's portions are generous and the curds were no exception. Served piping hot and perfectly fried, we all agreed that the coating was well seasoned and the cheese nice and gooey. It was a pleasing start to our lunch.

My two guests apparently didn't get the message that MJ's specialty is fried food because they opted for a cheeseburger (\$4, \$8.50 with fries) and the ribeye sandwich (\$10, served with one side). So I had to pick up the slack and order the walleye and chicken wing special, with



toast and fries (\$13).

I admit we were a bit confused how adding fries to the cheeseburger cost more than the burger itself – but since my guest passed on the fries (opting, instead, to graze off of my plate) we never figured out if this was a typo on the menu or not.

When our server brought the orders to our table, I was flabbergasted at the pile of food that made up my Combo. Two pieces of toast, five or so walleye filets, eight chicken wings, all topped with a mound of MJ's hand cut fries. Everything had obviously just come directly from the fryer. Unusually for hand cut fries of this type, they were crisp on the outside and fluffy on the inside – no wonder my one guest kept helping herself. The fish and wings were perfectly cooked and succulent. Like the curds, the batter/coating gave a nice crunch and was well seasoned. They made me think of my great grandmother's fried chicken (cooked in lard, of course), which is very high praise.

The sandwich came with a large cut of steak and a mound of French fries. Other options for sides included the mac-n-cheese – which, judging from the table next to us, would have been enough for a meal on its own. The

sandwich was reported as cooked as desired. My guest particularly appreciated the sautéed onions that accompanied the dish.

The cheeseburger was well sized compared to MJ's peers, but in comparison to our other dishes looked puny. It came on a nicely toasted and better than average bun. My guest stated that it was nicely representative of the higher end of diner burgers with a nice crust.

In terms of a business lunch, don't let the fact that there's so much fried food dissuade you from going to MJ's. I fully expected to return to work smelling like I'd been hovering over the frying oil. Not so – other than a full stomach and memories of a pleasing meal, I took back little else of MJ's to the office.

There's some good stuff going on at MJ's. Plan on giving it a try. ♦

Thomas Pavlik is an attorney at Delano Law Offices, LLC. Contact him at tpavlik@delanolaw.com.

MJ'S

716 East Enos Avenue, Springfield
(217) 572-0257

Hours:
Monday – Saturday, 11 am to 8 pm

Wheelchair access: Yes

Credit cards: Yes

Atmosphere: ★★★

Service: ★★★★★

Food: ★★★★★

Price: ★★★★★

Suitability for Business Lunch: ★★★★★

OVERALL: ★★★★★

WE SERVICE MOST OTHER BRANDS

- ★ Phone Systems
- ★ Cabling & Networking
- ★ Voice Mail ★ Data ★ VOIP
- ★ Commercial Surveillance Systems

Locally owned - Locally operated.
Serving over 2,500 satisfied customers.*
* Over 97% customer retention rate

AmeriCALL
Communications Company, Inc.

NEC
NEC Unified Solutions
Central Illinois' ONLY
authorized NEC dealer

217.522.CALL (2255) • www.americallinc.com

TEAM MATHIS
217-377-1944
Office Space for Lease
3921 Pintail Dr.,
Springfield, IL 62711

Property Highlights

- 510 - 2,846 SF Available (Divisible)
- Located in a Professional Office Park
- Great Access to I-72

COLDWELL BANKER COMMERCIAL
DEVONSHIRE REALTY
www.cbcdri.com



Address: P.O. Box 398, Springfield, IL 62705
Phone: 217-726-6600
Website: springfieldbusinessjournal.com
Email: info@springfieldbusinessjournal.com
Facebook: facebook.com/sbjmonthly
Twitter: twitter.com/sbjmonthly

Editor: Fletcher Farrar
fletcher@springfieldbusinessjournal.com

Publisher: Michelle Ownbey
michelle@springfieldbusinessjournal.com

Production Designer: Brandon Turley
brandon@springfieldbusinessjournal.com

Editorial Designer: Blake Detherage
blake@springfieldbusinessjournal.com

Business Manager: Brenda Matheis
brenda@springfieldbusinessjournal.com

Business and Circulation Coordinator:
Stacie Lewis
stacie@springfieldbusinessjournal.com

Advertising:
Beth Parkes-Irwin
beth@springfieldbusinessjournal.com

John Mikels
john@springfieldbusinessjournal.com

**COVER PHOTO / BY TERRY FARMER
PHOTOGRAPHY, INC.**

March Contributors

David Blanchette
Thomas C. Pavlik, Jr.
Janet Seitz
Zachary Roth
Roberta Codemo
Stacie Lewis
J. Brent Lance
Catherine O'Connor
Colin Patrick Brady
Megan Swett

SPRINGFIELD BUSINESS JOURNAL is published monthly by Central Illinois Communications., P.O. Box 5256, Springfield IL 62705. The contents of SPRINGFIELD BUSINESS JOURNAL are copyrighted, and material contained herein may not be copied or reproduced in any manner without the permission of the publisher. Manuscripts, photographs, illustrations and letters to the editor are welcome, but SPRINGFIELD BUSINESS JOURNAL can take no responsibility for them while in transit or in the office of the publication. Letters may be edited. Information published in SPRINGFIELD BUSINESS JOURNAL is gathered from reliable sources, but the accuracy of this information cannot be guaranteed. Opinions expressed in SPRINGFIELD BUSINESS JOURNAL are those of their authors, and no information or opinions expressed in SPRINGFIELD BUSINESS JOURNAL represent an endorsement or solicitation for purchase or sale by SPRINGFIELD BUSINESS JOURNAL or its staff.



Kerber, Eck and Braeckel staff helped to clean up a Habitat for Humanity site. KEB employees are encouraged to serve the community.
PHOTOS/ COURTESY KERBER, ECK AND BRAECKEL

For Dale Becker, giving is a win-win-win

KEB makes giving back part of its corporate culture

BY JANET SEITZ

For Dale Becker, the benefits of charitable giving add up, both personally and professionally. Becker is a CPA and partner with the Springfield accounting and management consulting firm Kerber, Eck, & Braeckel (KEB).

Becker became involved in charitable efforts, “almost out of the womb,” he said. “I was raised in a middle-class, hard-working, Catholic family. Giving back and being charitable was instilled in me by my parents. We didn’t have a lot of money, but we always gave what we could to the church and other causes we believed in.”

Of the ways to give charitable support – time, talent and treasure – Becker tries to do all three. “Over the years, I have been involved in many charitable endeavors, such as SPARC, Contact Ministries, Multiple Sclerosis, St. Agnes Parish and Sacred Heart-Griffin High School. I get involved because someone I know and trust asked me. Then, if it is a cause I truly believe in, I am all in.

“As a CPA, I get asked often to serve on boards as the treasurer or finance committee chairman,” Becker continued. “It is a natural fit and I am happy to give of my talent. I currently serve in those roles for Memorial Health System and Memorial Medical Center. Sometimes it is just my manual labor that is needed, like working on a Habitat for Humanity house this summer doing the yard work, which I also love, with a group of KEBers. The money part of giving is also so important because many charitable organizations depend greatly on donations from the community.”

One of Becker’s most rewarding experiences was in 2014 when he and his family were the first to run the Annual United Way Campaign as a family. “It was an amazing experience,” he said. “We enjoyed doing it as a family. We had lots of community interactions and lots of brainstorming sessions to run a successful campaign. The Beckers are a passionate group.”

The Becker family passion paid off. United Way support had been decreasing for several years, Becker explained. Working to reverse the trend with United Way staff, they achieved their goal and raised more money than the previous year with a nearly five percent increase.

The passion for charitable contributions extends to KEB as

well. When he started his career at KEB in 1975, Becker said “it was a perfect fit” with the firm’s culture of giving back to the community. “I had great role models at KEB, like Dan Cadigan, the most generous and giving man I have ever known. Dan’s leadership by example when it came to giving back was very contagious and has continued.”

Last October KEB completed a year-long “Give Back Campaign” to celebrate its 85th anniversary. Every employee was involved in giving back to a variety of causes. The campaign raised about \$60,000 through the efforts of 95 employees.

According to KEB partner and CPA Kate Ward, who helped chair the campaign, 10 charities were supported independent of employees’ individual support. The campaign was so successful, she said, that the firm decided to implement a full-time Give Back Committee to provide coordinated volunteer opportunities for employees.

“We encourage employees to serve the community,” added Ward. That can take the form of serving on boards, volunteering and other support. In January, KEB had a group serve at the Ronald

McDonald House, and they donated numerous items to RMHC for the children’s use. They are currently working on a food drive in conjunction with an in-house weight loss program they have. There are several more charitable events planned for this calendar year.

“Giving is a very personal choice,” Becker said. “It comes from the heart. I know from a selfish standpoint, it makes me feel good. I think of this saying a lot – not sure when I first heard it – ‘What you give,

you keep forever. What you keep, you lose.’ The good feeling you get from helping someone lasts forever. Many people give to a cause, especially ones where they have a personal connection. For example, you might support Susan G. Komen because you have a loved one with breast cancer. The bottom line is charitable giving and support is a win-win-win. The person or group you help wins. Your community is stronger and more compassionate. Win. And you feel better for doing something for someone else – a totally unselfish act. Win.” ♦

Janet Seitz of Springfield writes a monthly column for Springfield Business Journal on charitable giving and philanthropy. Contact her at janetseitz1@gmail.com.



Dale Becker models giving in multiple ways – including manual labor.



MEDICAL NEWS

Reversing heart disease

Program addresses underlying causes through lifestyle changes

Prairie Cardiovascular Consultants is now offering patients a non-invasive approach to reverse cardiac disease. Dr. Ornish's Program for Reversing Heart Disease® available exclusively from Sharecare, addresses the root causes of heart disease rather than just its symptoms, and offers participants what can be a more appealing option than surgery: lifestyle as treatment.


"This program will be an excellent addition to the cardiac services that we offer at Prairie, and we are excited to introduce it as an option for our patients," said Dr. Roberto Pacheco, medical director of Ornish Lifestyle Medicine™ at Prairie. "Ornish Lifestyle Medicine gives us another proven approach to treat heart disease and supports our ongoing mission to provide the best possible care and treatment to our community."

The Ornish Lifestyle Medicine Program is based on more than three decades of research showing that the progression of coronary


artery disease and other chronic conditions can be treated and reversed through lifestyle changes. The program, Dr. Ornish's research and Dr. Ornish himself have been featured widely in national media, including stories in *Newsweek*, *TIME*, *U.S. News & World Report* and the *New York Times*.

Ornish Lifestyle Medicine participants attend 18 four-hour group sessions over a nine-week period. Each session can accommodate approximately 15 individuals who focus on improvement in four key areas: exercise, stress management, nutrition and group support. The program is facilitated by a dedicated six-person team that includes a medical director, program director, nurse case manager and experts in stress management, behavioral health, fitness and nutrition. These experts help participants to take control of their treatment by providing them with the knowledge, training and community resources to sustain a healthier lifestyle. Many participants maintain


THE ORNISH REVERSAL PROGRAM CAN:




REVERSE
HEART DISEASE




REVERSE
DIABETES



REVERSE
PROSTATE CANCER



LOSE
WEIGHT



OUR RESEARCH FOUND THAT THE **SAME** DIET AND LIFESTYLE RECOMMENDATIONS CAN ACCOMPLISH **EACH OF THESE**.
IT'S AS THOUGH YOUR BODY CAN **PERSONALIZE** WHAT IT NEEDS TO HEAL IF YOU GIVE IT THE **MOST HEALTHY INGREDIENTS**.

PHOTO/ ORNISH LIFESTYLE MEDICINE

contact with their group and continue to be a part of the Ornish community after the program ends.

The program will be offered at FitClub South, 3631 South Sixth Street, in Springfield.

To determine whether you may be eligible for Dr. Ornish's Program for Reversing Heart Disease call 217-757-6120, visit www.thedoctorsofprairie.com or email Ornish@prairie-heart.com for more information. ♦



Culinary medicine to cook up nutritional solutions

A new collaboration between the Lincoln Land Community College Culinary Institute and Southern Illinois University School of Medicine aims to blend the art of food and cooking with the science of medicine.

"Nourish: Culinary Medicine" is a series of classes that aims to educate health care professionals and learners on ways to eat better and promote healthier diets to others.

Culinary medicine is a new evidence-based field, according to Stacy Sattovia, M.D., associate professor of internal medicine at SIU Medicine. "The goal is to help people make good personal medical decisions about eating healthier to prevent and treat disease while boosting their well-being. The focus is

on educating physicians and health care professionals, giving them knowledge and skills that can translate into teachable moments in the clinic."

Physicians frequently counsel patients on diet and exercise or refer patients to nutritionists and dietitians. More than one-third of U.S. adults are obese. Meal choices and sedentary lifestyles within the typical American household are causing increased rates of heart disease, stroke, type 2 diabetes and certain types of cancer. The stress to the U.S. health care delivery system is growing with the nation's waistline.

For more information go to www.siumed.edu/cpd. ♦



PHOTO/ PEXELS

Healthy divorce can be a realistic possibility

Two people don't get married expecting the relationship to fail, but statistics show some marriages face this harsh reality.

Separation and divorce are not easy choices, even if you know it's the right thing to do. However, the possibility of a healthy divorce can be realistic, according to Tisha Bayless, a licensed clinical professional counselor and a therapist with Memorial Behavioral Health, an affiliate of Memorial Health System.

Some people may think a healthy divorce means communicating effectively and productively with their ex, while others maintain very separate lives and speak only when necessary.

"A healthy divorce is a goal you should continually work toward for many years," Bayless said.

While getting along with your former spouse is possible after a divorce, it won't happen overnight, Bayless warned.

"It's rare for a couple to separate, terminate a marriage and instantly have a wonderful friendship," she said. "Couples will grieve; they will go through anger, depression, blame, guilt and fear. As people heal, a friendship may or may not be possible in the years to come."

Bayless encourages couples contemplating separation to set healthy goals.

"Your life is about to become very different. Everything from your finances and daily routine, to your family dynamic will change. Most people don't realize all aspects, so the more prepared you are, the better," Bayless said. "Allow yourself time to heal, be patient with the process and focus on what is in your control."

Bayless urges couples to evaluate their circumstances. Weighing the pros and cons for the sake of their children is very important. Couples need to realize divorce affects all children – at any age.

"When it comes time to sit your children down for the discussion, make sure you share age-appropriate content, reassure them that things will be OK, and the divorce is not their fault," Bayless said. "Be aware that kids will remember what is said."

She also recommends couples inform their children's teachers about the divorce since they spend the majority of their day at school.

"When moving ahead with your divorce, focus on your relationship with your child – and not your ex," Bayless said.

It will take work to create a healthy relationship with your ex, but it is possible. If you find yourself struggling to move on after the divorce, it may be time to reach out to a professional. A therapist can help you dig deeper and provide guidance while rebuilding your life, Bayless said. ♦



SPRINGFIELDMOWERS
Power Equipment

Commercial and Residential
Zero-Turn Mowers • Walk Behind Mowers
Garden Tractors • Snowblowers
Premium Used Equipment
Gas and Battery Powered:
Trimmers • Blowers • Chain Saws
Sales • Service • Parts • Repair

217.679.3925
1514 W Jefferson Springfield IL 62702
www.springfieldmowers.com

We work on most Brands!

HUSCHER
Turf Equipment

TORO

STIHL

HONDA
Power Equipment

Mon - Fri:
7:30 am - 5:00 pm
Saturday:
8:00 am - Noon



DESIGNER LANDSCAPES
4110 MORRISONVILLE AVE • FARMERSVILLE
217.227.3256 • DESIGNER-LANDSCAPES.COM



TREMCO
ROOFING & BUILDING MAINTENANCE

...because 40 really is the new 20.

If you're a roof restored by Tremco Roofing.

Commercial Low Slope Roofing Products and Services
217-306-5610 • djanssen@tremcoinc.com

GAME ON

BUSINESS
GOLF
SPORTS
MEDICAL

PROFESSIONAL EDGE
peak performance coaching & consulting
(309) 868-2495 www.professionaledge.co



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

David L. Brumme
Financial Consultant
Vice President - Investments

3400 Hedley Road
Springfield, IL 62711
Telephone 217-726-5862
Toll Free 877-303-9981

Member SIPC david.brumme@benjaminfedwards.com

LET US DO THE CLEAN-UP WORK FOR YOU!
Self Contained • Customer Satisfaction • Quality Work • Professional & Courteous

Power Washing/Detailing Autos, RVs
Building Exterior, Cleaning

ALL IN ONE

Construction Cleaning,
Farm/Implement Cleaning

Toll Free: (866)567-0491 | www.allinonesite.com



The BODY QUEST
Store, Inc

We Sell the
Most Innovative
Fitness Equipment

217-787-9930
3120 Montvale Dr.
Springfield, IL 62704
www.bodyqueststore.com

Ron Furman's
COMMERCIAL SWEEPING & PAVING
217-528-9407
SPRINGFIELD, ILLINOIS

RESIDENTIAL COMMERCIAL

3600 North Dirksen Pkwy • Springfield, IL • ronfurmanspaving@hotmail.com



**Clinical Counseling
and Consulting, Ltd**

Leslie Jack Fyans Jr. PhD
Clinical Psychologist

ClinicalCounselingAndConsultingLtd.com
3001 Spring Mill Dr. • Springfield • 793-8900



**Mid-West Family
Broadcasting**

WE GIVE SPRINGFIELD THE BUSINESS

As a member of the Chamber of Commerce and Local First as well as a supporter of Sangamon CEO, Mid-West Family Broadcasting is committed to the Springfield and Central Illinois business community. We have a vested interest in the growth of our community. After all, we're locally-owned too!

That's why News/Talk 94.7 & 970 WMAV has started 'Springfield Business First' - a daily feature on The Brian Pierce Show where Brian spends time with an area business owner or manager, talking about the successes and challenges that face everyone who owns or operates a local business.

Listen to how Springfield works on The Brian Pierce Show on News/Talk 94.7 & 970 WMAV every weekday from 10:00am - Noon, followed by Springfield's only place for a full hour of local news, business and sports with The News Feed. You can depend on us for the most live and local news and talk programming in Springfield. No radio station does more or does it better.



**NEWS TALK
94.7 & 970
WMAV
DEPEND ON US**

Gig-speed you can actually
get at your business.
See what you can do when you

Dream Gig.



Building America's largest
Gig-speed network.

The phone company promises
Gig-speed but can only provide it to a few
customers. Comcast Business makes
Gig-speed available to more businesses
in more places. That's download speeds
up to 20 times faster than most people
have—all at an affordable price.
Go ahead, Dream Gig.

DREAMGIG.COM

Restrictions apply. Gig speed may not be available in your area. Connection type, device capabilities, and other factors affect speed. Actual speeds vary and are not guaranteed.
© 2017 Comcast. All rights reserved.



**COMCAST
BUSINESS**

BUILT FOR BUSINESS

The **SIGN** of a **GREAT MORTGAGE.**



787-3000



Member
FDIC

UCBbank.com NMLS 571147

The Leader of Community Banking