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The business of beer

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**COMCAST
BUSINESS**

BUILT FOR BUSINESS

The business of beer

They won't catch up with the coasts. But microbreweries catch on here.

BY DAVID BLANCHETTE

Just eight years ago there were none in Springfield. Now there are five operating microbreweries in the capital city area with a sixth soon to open, and don't be surprised if you see more in the coming years.

Craft beers are hot right now, and the establishments that make and serve those homemade hopped beverages are the places to be. Local microbreweries are part of a national trend that saw a 16 percent increase in the number of operating breweries last year, with craft breweries now accounting for 12.7 percent of the overall market share for beer sales, according to the Brewers Association.

"Beer lovers are trending toward supporting their local small and independent community craft breweries," said Bart Watson, chief economist for the Brewers Association. "Beer lovers want to support businesses that align with their values and are having a positive impact on their local communities and our larger society. That's what small and independent craft brewers are all about."

Beer Association figures for 2017 show that

craft brewers produced 25.4 million barrels, a five percent increase over 2016, and had an eight percent rise in retail sales volume to \$26 billion. Microbreweries and brewpubs delivered 76 percent of the craft brewer growth, which occurred in the context of a total beer market which dropped one percent by volume in 2017.

The number of operating breweries in the U.S. grew 16 percent, totaling 6,372 breweries, which includes 3,812 microbreweries, 2,252 brewpubs, 202 regional craft breweries and 106 large or otherwise non-craft brewers. The Beer Association said there were 997 new brewery openings in 2017.

Two Springfield microbreweries are going to make the list of openings in 2018. One of them is Buzz Bomb Brewing Co., which opened in March at 406 E. Adams, and the other is Anvil & Forge Brewing and Distilling Co. at 619 E. Washington, scheduled to open in early summer. They join six-year veteran Obed & Isaac's Microbrewery and Eatery on South Sixth Street downtown; Engrained Brewery and Restaurant near the MacArthur-Interstate 72 interchange; Hand of Fate Brewing Co. in Petersburg; and Rolling Meadows Farm Brewery in rural Can-

trall, the old man of the bunch at seven years old.

The Springfield area microbreweries have several common themes: Their owners started as homebrewers and parlayed their passion into a business; they did advance research to determine the public demand for their operation; and most of them would welcome even more microbreweries in the community.



Left to right, brothers Adam, John and Mike Zerkle in the brewing room of the soon-to-open Anvil & Forge Brewing and Distilling Co.

PHOTO/ BY DAVID BLANCHETTE

Buzz Bomb Brewing Co.

"We are a long ways off from saturation. All research for the last five or six years shows there is still a lot of room for growth for operations like ours," said Buzz Bomb co-owner Bill Larson. "We could have four or five microbreweries in downtown Springfield and all of us would still function just fine."

Larson and co-owner Josh Flanders developed a 65-page business plan for their microbrewery with help from the Lincoln Land Community College Small Business Development Center. The plan provided them with valuable information and convinced them that the market was ripe for another establishment in the downtown area.

"A large portion of our demographic is millennials, that's a big driving force in the craft beer industry right now," Larson said. "They are much more educated in their beer-drinking prowess than the previous generations were at their age, and they have expendable income. But honestly our clientele is all over the place. If you come in on a Friday night you have 21-year-olds all the way to retired folks."

"Brand loyalty is kind of going by the way-side, even for smaller craft breweries," Larson said. "Instead of having flagship beers that keep the customers coming back, it's variety. The younger crowd seems to crave that. We have taken note of that, and it's one of our goals here, to have constant change."

Buzz Bomb has a "pilot batch" system, a series of perpetually brewing recipes in smaller vessels that allows them to anticipate trends and try new concoctions, and then get larger batches in production much more quickly. The owners built all of the eclectic furnishings, including a table with designs burned into the wood using electric current. Distribution is the next step in the business' state of perpetual motion.

"Our immediate plans are to make this the best tap room possible, find a place to start distribution, fully supply ourselves with beer here, then supply Springfield and central Illinois, then Illinois and the world with our beer," said Buzz Bomb co-owner Josh Flanders. "Then along the way, we may do some things like open a custom furniture store, a German restaurant food truck; we get a lot of ideas after we've had a couple of beers."

Buzz Bomb has come a long way from two friends who gathered to home brew every weekend.

"It was a hobby that took over our lives," Flanders said. "We had always gotten good reviews on our beer but they were from our friends, so you take that with a grain of salt. But when those good reviews come from strangers, that made the difference."



Bill Larson and Josh Flanders of Buzz Bomb Brewing Company.

PHOTO/ BY DAVID BLANCHETTE

Anvil & Forge Brewing and Distilling Co.

"Our philosophy is a rising tide floats all boats," said Anvil & Forge co-owner Mike Zerkle. "People ask us if we are upset that someone opened right across the way from us, and we tell them that helps us, because it gets everyone down and in the same area. It brings more people to a location who are looking for the same thing."

Mike and his brothers, John and Adam Zerkle, plan to open the doors of their microbrewery operation in early summer and have the whiskey distilling portion ready a few months after that. The siblings actually planned the distillery first, then decided that adding a microbrewery made a lot of sense.

"We realized there is a lot of overlap between distilling and brewing in the equipment and the production side of things that happens when you go from grain to final product," Mike Zerkle said. "Really, distilling is just one extra step, so we morphed it into a combined business plan and it took off from there."

That business plan included using locally and regionally sourced building supplies and equipment wherever possible, making sure customers have a clear view of the entire production process and having a way to effectively bring new beverages to the market.

"We are likely to use our pilot system as a starting point and do iterations of the same beer, trying to chase what we are looking for in a batch," said co-owner John Zerkle. "It will definitely be based on sales and response from the public as well as our own feelings about it."

Although they aren't yet open, Anvil & Forge already has a sense of their demographic.

"Our experience is that people of all ages are popping their heads in," John Zerkle said. "Not only are they interested in what's going on, far more people have at least been exposed to craft beer than most people would think."

The Zerkles started in homebrewing, John worked for a time at Obed & Isaac's, and then the three of them decided to give their own business a try. They already have their sights set on expansion.

"Distribution is going to be a focus with the general Springfield area first, we will most likely be doing kegs to bars and restaurants," said co-owner Adam Zerkle. "We will also have a canning line here to sell our beer in supermarkets and liquor stores."

"Our approach will be self-distribution in the beginning, and from there we can discuss whether or not we will hire someone whose full job is sales and deliveries," Adam Zerkle said. "In 10 years we'd like to see our distribution trucks circling around the block."



COVER PHOTO

Obed and Isaac's Microbrewery and Eatery operations manager Casey Conn in the tap room.

PHOTO/ BY DAVID BLANCHETTE



Obed & Isaac's Microbrewery and Eatery

"I think Springfield has gotten to the point that we have room for other breweries. We don't consider it competition," said Obed & Isaac's operations manager Casey Conn. "I've had Buzz Bomb's and Anvil & Forge's beers, and they are great beers. They are different from us, and I think there is plenty of room for them to be in Springfield as well."

Obed & Isaac's was the first Springfield area brewpub and proved these type of establishments could be as popular as anywhere else in the country. But Conn said it wasn't a sure thing when they opened in 2012.

"Springfield was a little different due to the fact that there wasn't a microbrewery here, and sometimes Springfield doesn't like change very much," Conn said. "So even as we opened we had to be very leery of how much change

Springfield would be willing to allow. It was a learning curve."

"The initial response was very overwhelming. We never thought it would take off like it did," Conn said. "For the first couple of years we were very cautious about putting new menu items on, both of beer and food, but we are a little bit more established now and we can mix it up a little bit and get away with it, to get more off-the-wall beers and things of that nature."

Conn said their two brewers keep Obed & Isaac's flagship beers in good supply, but they have the freedom to experiment with new recipes which are offered in small batches every Friday to gauge customer reactions. The brewpub attracts visitors of all ages and sees a lot of traffic from the nearby Lincoln Home and people traveling Route 66, he said.

Obed & Isaac's has come a long way from the homebrewing Conn, his brother and father did before deciding to take beer production to

the next level. Conn hopes the newer micro-breweries will have the same success.

"I am very happy to see these other businesses come in here and focus on what we've done for so long," Conn said. "We can grow Springfield, and especially downtown."

Obed and Isaac's Microbrewery and Eatery operations manager Casey Conn in the tap room.

PHOTO/ BY DAVID BLANCHETTE



Rolling Meadows Farm Brewery distribution samples at the brewing facility near Cantrall.

PHOTO/ BY DAVID BLANCHETTE



Rolling Meadows Farm Brewery

"I think the more breweries the better," said Rolling Meadows head brewer Dustin Regan. "It's great for the beer community to have access to beers from town, from local farms, and get a real taste of what's going on in your local neighborhood."

"There's still a lot of people out there who don't know about this craft beer resurgence and are stuck in their

old habits, their old drinking ways," Regan said. "The more microbreweries there are, the more good beers there are to try locally and the more it's going to open consumers' minds to the whole idea and the ethos of consuming products that are made locally and supporting the local economy."

That was the idea when Rolling Meadows was founded in 2011 in rural Cantrall, using local ingredients to produce unique beers and to get those beverages on area

stores' shelves. They aren't a brewpub and are open only by appointment, but their beer can be purchased at several area grocery and liquor stores and is on draft at Findley's Tap House in Springfield.

Rolling Meadows started the same way many other microbreweries begin, with friends who liked to make their own beer.

"We are making beer out here on a farm, and it kind of evolved into saying that something like this needs to be

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)

AWC will host a lunch meeting on Wednesday, May 9 at the Sangamo Club from 11:30 a.m.-1 p.m. The guest speaker will be Sonya Jones, who captured the attention and hearts of viewers with her upbeat attitude and dedication to succeed during her tenure in Season 16 of NBC's TV show The Biggest Loser. Sonya is currently an Outreach Representative for HSHS Medical Group and is a certified speaker with the John Maxwell Team. To make a reservation, visit www.awcspringfield.org.

Illinois Women in Leadership (IWIL)

IWIL will host the IWIL High School and Chrysalis Scholarship Luncheon on Thursday, May 17 at the Sangamo Club from 11:30 a.m.-12:45 p.m. Every year, Illinois Women in Leadership awards three high school scholarship awards to graduating seniors in Sangamon County. In addition, there is one annual Chrysalis award that is designated for a woman at least five years out of high school and now taking college or university courses. The program is open to all IWIL members and their guests. Registration is \$18 per person on or before May 11; \$23 after May 11 or at the door.

Visit www.iwil.biz for more information or to register.

Women Entrepreneurs of Central Illinois (WE-CI)

WE-CI will meet on Wednesday, May 9 from 11:30 a.m.-1 p.m. at the Sangamo Club. Join Stacey Skrysak, news anchor on NewsChannel 20, as she shares her insight and wisdom about overcoming life's obstacles! Cost is \$15, register at www.weicispringfield.org.



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



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Hand of Fate Brewing Company owner Mike Allison in his brewing room in downtown Petersburg.

PHOTO/ BY DAVID BLANCHETTE

available to the public,” Regan said. “We were out here using farm-based ingredients, great friends who loved making beer together, and we did it for these big personal parties that we had out here. That showed us how much people enjoyed this craft product, and we wanted to make that available, not only to our friends, but to everyone in the Springfield area.”

“If it weren’t beer we were making for the local community, it would be something else using farm-fresh ingredients,” Regan said.

Rolling Meadows’ goal is the same as that of the other area microbreweries.

“Getting people to branch out of that name brand box they are in, and to try a craft beer, and to love it,” Regan said.

Hand of Fate Brewing Co.

“We understand that they are going to try our neighbor’s beer, and we want them to have good beer too, because if their beer is the first one they try and they don’t like it, they might not come and try mine,” said Hand of Fate owner Mike Allison. “We want mass-produced beer drinkers to get out of that rut of the same old, same old. There is so much variety and so many wonderful flavors out there that you are missing out on if you’re not checking it out.”

The Petersburg microbrewery is the official Illinois Bicentennial Beer producer, and Hand of Fate hopes their 1818 Prairie State Farmhouse Ale will get more people to visit microbreweries and try their offerings.

“It was great that the state recognized how much this industry was really beginning to bloom and decided that they needed to spotlight that during the Bicentennial,” Allison said. “We created a brew that is an ambassador beer for non-craft drinkers. They can try it and think, ‘Hey, there is some neat stuff out there.’”

Allison founded Hand of Fate in 2016 as the longtime homebrewer and former funeral director realized that central Illinois was just starting to open up to craft beers. Allison is glad that the area has more microbreweries than when he started, but he doesn’t think the sky is the limit.

“Variety is good, but we don’t have the large metropolitan area that places like Chicago or St. Louis do. I think there will be a saturation point,” Allison said. “It really depends on what the breweries are aiming to be. If you are just a brewpub where people just come to your place to drink, I think that’s fine. But we are running

into more and more production breweries so it’s going to get tougher to get places on the shelf.”

Hand of Fate is a brewery, not a brewpub, and as such can only serve what they produce on site, Allison said. He supports state legislation introduced as House Bill 4897 that would expand what microbreweries could serve.

“This bill would allow us to have ‘guest taps’ to allow us to spotlight some of our other colleagues’ beers in here also,” Allison said.

“We are starting to see people going back to wanting the farm-to-table, the locally raised food, the locally made beer, the little coffee places,” Allison said. “People are starting to go back to that and getting away from the large, mass-produced stuff.”



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Some of the craft beer offerings at Engrained Brewery & Restaurant.

PHOTO/ BY DAVID BLANCHETTE

Engrained Brewery and Restaurant

"It's not hard to tell the future in Springfield. You just look to the west coast and look to the east coast and add about five years, and that's what is coming," said Engrained owner Brent Schwoerer. "I think craft beer is a very good predictor of that. You see the level of saturation on the coasts and it's far beyond what we have here, so I think there's a lot of potential down the road."

Engrained opened in 2013 and for a while the south side establishment and downtown's Obed & Isaac's were the only brewpub games in town.

"My philosophy, and I think it's one that most of the people in the craft industry share, is that we are stronger together," Schwoerer said. "The more breweries and brewpubs that are out there, the more educational efforts, the more awareness, the more diversion from macro into micro, that's better for all of us."

Schwoerer was a mechanical engineer for Caterpillar and decided to abandon the corporate world and pursue his passion, which began with homebrewing. He grew up on a farm and emphasized the farm to table nature of many of his brewing and restaurant dish ingredients.

"You are seeing less allegiance and loyalty to brand and more focus on value and where things come from, how things are made, and the experience," Schwoerer said. "There can be loyalty when you are aligned with those

values."

Schwoerer realizes his location just south of Scheel's puts him on "a bit of an island" now, but he anticipates future growth will put more businesses in the area. He gets his inspiration for trying new beer recipes from trips to the grocery store, industry trends and customer suggestions. A recent trip to Kentucky will result in some new beer offerings at Engrained.

"We picked our own barrel of bourbon. We will be getting that bourbon in bottles but I also get the barrel," Schwoerer said. "We will fill that barrel with beer and we're going to have bourbon barrel-aged beer to go with our other beers."



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Homebrewing

There are an estimated 1.1 million homebrewers in the United States, 26 percent of whom are in the Midwest, according to the American Homebrewers Association. These homebrewers produced 1.4 million barrels of beer in 2017, or approximately one percent of total U.S. production. Forty percent started homebrewing in the last four years, according to the association.

“Craft beer is in. I started homebrewing about 10 years ago in my kitchen,” said Jeremy Barrow, owner of Capital City Brewing Supply in Springfield, which opened in the fall of 2017.

“Somebody puts their time and effort, their blood, sweat and tears into making their product,” Barrow said. “It’s a very proud moment to give somebody a beer that you made and have them drink it and like it.”

Barrow said area microbreweries purchase supplies from him and he buys things from them. He doesn’t think the craft brewing marketplace is saturated and believes that the craft beer industry is a supportive community. Barrow feels most homebrewers are also microbrewery customers.

“People want to be able to duplicate what they taste,” Barrow said. “With so many different beers out there and so many different styles for different palates, the possibilities are endless.”

Friar Tuck Beverage in Springfield also sells homebrewing ingredients and equipment for novice to intermediate brewers.

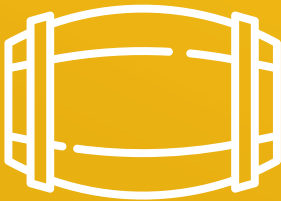
“A lot of folks are picking up the hobby of both home brewing and wine making,” said Springfield Friar Tuck Beverage general manager Mark Maskey. “I think it’s been growing for quite some time now.”

The owners of several area microbreweries are familiar faces to Maskey, and he now carries some of their craft beers in his store.




Ingredients of the craft – hops, barley, and malt – with the delicious finished product. PHOTO/ ISTOCK

“Some of them actually got their start with us,” Maskey said. “When they began to brew they bought some of their equipment and supplies from us, like the folks at Rolling Meadows, and we are pleased to now feature their products.” ♦




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

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The AMC Springfield 8 now has power recliners in every auditorium.

PHOTO/ COURTESY AMC THEATRES

Plush recliners, wine and a movie

AMC's Capital City theater renovated with new amenities

BY COLIN PATRICK BRADY

Your Springfield movie-going experience is soon to be greatly improved. AMC Springfield 8 has recently completed a renovation project estimated to cost in the multi-million-dollar range. Kimberley Sanden, coordinator for corporate communications, spoke with *Springfield Business Journal* about the changes.

"This theater has undergone a complete transformation," says Sanden, "which will prove to enhance every portion of your movie going experience." The AMC Springfield 8, at Capital City shopping center, now features what they call AMC Signature plush power recliner seats in every auditorium, along with enhanced menu items and the latest in projection technology, capping it all off with the AMC

MacGuffins adult beverage scheme.

Speaking from AMC corporate offices in Leewood, Kansas, Sanden enumerated some of the upgrades that theatergoers might hope to experience. "We have also implemented online ticketing, reserved seating and ticketless entry," states Sanden. This should facilitate time in and out of the shows for theatergoers.

Along with other changes, AMC has added new movie screens and new sound systems. "We have also added an expanded menu," Sanden says, "featuring Coca-Cola Freestyle, which can offer up to 120 drink options. Also, for those of our patrons who are of age, we have added the AMC MacGuffins adult beverages feature." Patrons 21 and over can enjoy beer and wine.

Some of the enhanced menu options in-

clude AMC Feature Fare, including items like pretzel bites, stone-fired flat bread pizzas and gluten-free snacks.

"Reserved seating is also a new feature at AMC Springfield 8," remarks Sanden. "This provides movie-goers with the confidence that they'll be allowed their preferred seating." Also, ticketless entry will allow patrons to access their tickets on their mobile devices.

Will these new amenities invite a rowdy crowd? Sanden replied, "No, our patrons are largely respectful and treat the theatergoing experience as if it was their own home."

If you would like to learn more about recent renovations at AMC Springfield 8 or to set up a theater time, feel free to visit www.amctheaters.com and search for Springfield 8. ♦



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Security Bank and Springfield Business Journal are proud to bring you the 15th annual Women of Influence. This program honors local women for their contributions to the Springfield area community. Selected by their peers through submitted nominations, all have made important contributions to the community at large.

You are invited to join us in celebrating their achievements at a reception on Tuesday, May 22, at the Inn at 835. The reception will be held at 5 p.m. with an awards ceremony to follow at 6 p.m. Please let us know if you plan to attend by calling 217-726-6600 or email info@springfieldbusinessjournal.com.



Aruna Mathur

PHOTO/ TERRY FARMER PHOTOGRAPHY, INC.

BY ROBERTA CODEMO

Giving back to others is a common theme that is woven throughout Aruna Mathur's conversation.

When she was a small child in India, her mother taught her to give to others. She said that the difference between animals and humans was that animals cared only for themselves while humans cared for others.

"My parents did a lot for others. My father was an ophthalmologist who never took money from the poor because he knew vision was important. I grew up knowing it was important to take care of other human beings."

After she moved to Springfield in 1969 to join her husband, who was employed as an engineer at the Illinois Department of Transportation, she knew she had to give back to the community. "I came from India with two suitcases," she said. "This community welcomed me."

There weren't many people from India living in Springfield at that time. She recalls she was out shopping one day when a little boy asked her where she was from. When she said she

was Indian, he asked her where her feathers were. "He thought I was an American Indian. Now I say I'm from India when someone asks where I'm from."

A retired researcher with Southern Illinois University School of Medicine, she earned a master's degree in microbiology in India and a degree in medical technology from the University of Illinois Springfield in 1975. After raising two children, she joined SIU School of Medicine in 1976 in the microbiology department before transferring to the Division of Plastic Surgery, where she stayed for 23 years before leaving in 2001.

She loves the Springfield community. "This is my home. I've lived here longer than I lived in India. I came here when I was 22 and now I'm 72."

In 1991, she called a few friends and invited them to her home. At that time, people would work on small fundraising projects individually and would help others back home in India. She thought it was time that everyone gave back to the community that had given them so much. "I was very passionate about it."

At first the group started out as a social

gathering and would meet monthly at each other's homes. "We didn't have family here," she said. "Our friends became like a family."

Everybody looks forward to getting together. "It feels like a party."

The group has grown from 20 to 25 members to 30 to 35 members, and has volunteered with Hospital Sisters Mission Outreach, the Boys & Girls Club, Helping Hands, St. John's Breadline and the Angel Tree at White Oaks Mall.

The group organized and formed a nonprofit in 1992. She served as president until 2009 when she stepped down. After her husband died in 2013, she needed something to do. So when the organization asked her to come back in 2015 she did and served until retiring in 2016. "It was time for new blood to come in and take over," she said.

"We started out doing little things," she said, such as cookie sales and garage sales. It wasn't until 1994 that they reached out to other organizations and offered to do fundraisers for them.

Everybody turned them down except Joan Vogal, who was the executive director of the

Ronald McDonald House at that time. "She was surprised someone wanted to do something for them."

The organization held its first India Night in 1996 to introduce the community to Indian culture and raised \$6,952. The organization served Indian foods and there were Indian dances, fashion shows and an auction. Since that time, it has raised a total of \$201,788 for the Ronald McDonald House.

"We didn't know what to call ourselves in the beginning," she said. Originally, the organization called itself the Women's Club before changing its name to the Asian Indian Women's Organization.

In 2016, the group changed its focus and held a fundraiser for the neonatal intensive care unit at HSHS St. John's Hospital. "It worked out wonderfully," she said, and the organization raised \$136,800. This year they are hosting a fundraiser for Mercy Communities on Sept. 29.

"It feels good doing this," she said. "I do it from the bottom of my heart."

Since she retired, she loves spending time with her grandchildren and traveling. "I love visiting India," she said. "I love coming back to my home."



Dr. Clarice Ford

PHOTO/ TERRY FARMER PHOTOGRAPHY, INC.

BY COURTNEY ENLOW HALL

Since 2008, Clarice Ford, Ph.D., has gifted Springfield with her faith. Not only her spiritual faith – Dr. Ford has a master's in religious education and theology and is an ordained minister – but her faith in people, and how the two applications of faith meet.

“To me, my experience in the seminary allows me to utilize my faith to believe that it's not always what you see. That it's important to understand a person for who they are inside and out,” she said. “It has helped me work with all students and staff from different walks of life from the atheists to the Christians to the non-believers. It has given me the opportunity to be able to communicate with them effectively and love them in spite of their belief system.”

That faith in and love for humanity, without judgment or condition, is actually the driving force behind Ford's current role as vice chancellor for student affairs at the University of Illinois Springfield. When asked if she always wanted to be an educator, she laughed. “I actually wanted to be a parole officer.”

The seemingly divergent paths make a lot of sense, really. With her experience in corrections, working with juvenile and adult male offenders, Ford began noticing a pattern: most of her clients had a history of issues that began in school. “It happened at an early age or middle school or high school, where maybe they didn't know how to read and no one caught it. So they struggled and dropped out and crime occurred,” she explained. “I saw that connection and thought ‘I really want to stop that.’ I really want to make certain that students know they can be anything they want to be and that they have the tools to do that.”

Ford grew up in Farrell, Pennsylvania, a diverse steel town with a strong sense of community. In fact, in addition to her parents, she considers herself raised by many of her neighbors, who inspire her to this day. “I always had women to support me,” she said. “I still receive calls from women who were there when I was a kid. They're still holding on to me.”

The first in her immediate family to graduate from college, Ford's own educational experience informed how she serves her students.

“I went to school at a time schools didn't know how to serve students of color. I struggled because of that. I didn't have the support I needed to be successful back then,” she said. “So I made a conscious decision that no matter what I did in life, I would try to be a support for people.”

Ford has been in Springfield nine years. What she loves most about it is its sense of community and how it rallies around its young people. That's something she does herself, not only through her role at UIS, but as a volunteer, trustee and board member for numerous organizations, such as Rotary, Springfield Urban League, Hoogland Center for the Arts and Rutledge Youth Foundation. “I'm honored and blessed to be embraced by a town that I really have no family in or no connection to,” she said. “Everyone has embraced me.”

That embrace is mutual. In 2012, UIS students named her Mentor of the Year, and this February, Ford was named the recipient of the 2018 Outstanding Commitment in Education award by the Illinois State Treasurer's Office. “I live for the students. Regardless of their back-

ground, regardless of their race, regardless of their age, I try very hard to make certain that I'm their support system and their advocate,” she said.

Ford's commitment to giving back has only increased in the past few years, particularly after a stroke in 2014 brought her face to face with the possibility of death. “I believe in much is given and much is required, and I've been given a lot. I've been given a second chance. There was a reason I was spared, and I believe that reason has a lot to do with giving back,” she said. “If it means I just say hello to someone or can help someone financially or give my time to the community or a student, any student, that's my goal. I just want to make certain that I leave a legacy.”



Rev. Margaret Ann Jessup

PHOTO/ TERRY FARMER PHOTOGRAPHY, INC.

BY CINDA ACKERMAN KLINKNA

After 25 years as an oncology nurse, Margaret Ann Jessup had a calling she just couldn't ignore — entering seminary. Today, she is an ordained minister, serving as the associate pastor at Douglas Avenue United Methodist Church.

Many in the community know of the Douglas program called Wooden It Be Lovely. Women who have struggled with issues such as drug abuse, incarceration or prostitution learn to refinish and paint donated furniture. Jessup says many people just think about the furniture because it is so beautiful and something they can actually see. "But, I don't think about furniture. I think about the women we are helping. And, what I see are the women who come to us with a broken soul and become stronger over time."

With four teenage children, Jessup entered Eden Theological Seminary in St. Louis, graduating in 2014. An internship at Thistle Farms in Tennessee, focused on the concept that love heals, helped her realize that her real mission was to work with women who struggled. Women at Thistle Farms made lotions and lip gloss

while learning work skills.

When Jessup became aware of a woman facing major hardships, she started thinking of ways to raise funds to help people here in Springfield. Remembering her experience in Tennessee, she tried painting two old chairs, something she had never done before, to see if refinishing could be turned into a moneymaker. That vision led to research in furniture refinishing and, in March 2016 the program was launched. Jessup says this wouldn't have been possible without the help of Pastor Julia Melgreen, whose compassion and respect from the congregation garnered support.

Jessup says the program is just one part of her role as associate pastor. She preaches once a month; she visits patients, which is helped by her nursing experience. She does fundraising and grant writing. She helps the women build their skills, create resumes and find jobs. One lady is pursuing her nursing degree. Currently, six women are in the program and 21 have been helped since 2016. Jessup points out that it's not just the women who are helped; what they accomplish helps their families, too.

"This has been emotionally harder than being an oncology nurse, and it brings me great joy. I learn so much from the women. Each one has a gift. When a community and a church surround and support these women, they are transformed."

To keep the program going, donated furniture and paint are needed; people have been generous. "One day we were actually pretty low on furniture. Someone pulled up to our door driving a horse-trailer. It was full of furniture."

The restored furniture is sold three times a year; the next sale will be July 24. "When the women see what they have accomplished, they are amazed." The sales have raised \$80,000 to date, which isn't all that is needed to pay the women, and so Jessup writes grants and raises funds.

Jessup grew up in Salem, Illinois, and attended St. John's for her nursing degree. She received her bachelor's and master's in nursing at UIS and SIU-Edwardsville, respectively. She was ordained in June of 2017.

"Networking with the Springfield community is part of the success of the program,"

Jessup says.

Volunteers can help paint alongside the women on Tuesdays and Wednesdays from 6-8 p.m. "People come in their painting clothes — high school students earning community service hours, retirees, church members. It isn't obvious who is in the program or not — people just paint together and learn about each other." On Thursdays people can arrange for a Paint Night with their friends, painting and sharing stories with the women in the program.

Even though Jessup says, "I can think of many women in Springfield who should receive this award more than I should," it is obvious her calling to the ministry has had a profound influence on many.



Polly Poskin

PHOTO/ TERRY FARMER PHOTOGRAPHY, INC.



BY SCOTT FAINGOLD

“People often ask, do I think there is an increase in the number of sexual assaults? We have no way of knowing,” said Polly Poskin, executive director of the Illinois Coalition Against Sexual Assault (ICASA), headquartered in Springfield. “What we do know is there is an increase in requests for the services. We think that is due in large part because the services became available, so there is a safe and helpful place to go. People know they will get the support and they know they will be believed.”

Poskin grew up in Thawville, a small, rural community in Iroquois County, as one of seven children. “My mother was an active Republican and my dad was a quiet Democrat, so I learned early on about accommodating different points of view. I consider that a big plus in my life,” she said. She earned her master’s degree in American History from Illinois State University (her thesis was on the National Women’s Trade League of America, an early-20th century effort to organize women in industry and the trades). In the early 1980s, she worked for the Women’s Alliance, an organization which provided a forum for women’s issues in the Springfield

community and also worked on the campaign to pass the Equal Rights Amendment in Illinois (legislation which finally passed the state Senate in April 2018, more than three decades later).

In 1982, Poskin interviewed for executive director at ICASA and was hired for the position she has held ever since. “Ronald Reagan was president then and he created block grants so, for the first time in the history of our nation, there were funds for rape crisis and rape prevention,” she said. One of the coalition’s first projects under Poskin’s leadership was a major revision of the state’s sex crime statutes. “We were learning that not only women are sexually abused and sexually assaulted, so are boys and men,” she said. “Our laws were very archaic at the time. They only addressed rape defined as a crime of male perpetration against female and that’s not the true spectrum of sexual abuse and sexual assault.” Poskin believes that the changes they carried out helped catapult both the issue and the ICASA into the public eye. “We gained credibility and legitimacy in the legislative and criminal justice worlds and became better known to the community, so victims knew where the services were.”

The Victims of Crime Act of 1984 (VOCA) provided resources for the coalition to employ staff and make them available Monday through Friday, while the courts and prosecutors’ offices were open. Ten years later, when the Violence Against Women Act passed in ’94, additional federal money became available. Over this time period, under Poskin’s direction, the ICASA was able to expand from 12 rape crisis centers to the current 30. “We grew from \$148,889 in our first block grant to just over \$26 million now,” Poskin said, with a mix of wonder and pride in her voice.

The social and cultural landscape has gone through many changes over the decades, with some very dramatic shifts recently. Poskin credits the #metoo movement with transforming people’s thinking and understanding about the pervasiveness of sexual abuse, sexual assault and sexual harassment. “People now see that women have kept these experiences to themselves because they feared it would damage their careers, they feared they wouldn’t be seen as credible and they feared that the help wouldn’t be there – instead there would be the doubt or the blame or the complete dismissal of their experience.”

Poskin lives in the Harvard Park neighborhood, where she serves as president of its neighborhood association. “I love it – I love our older neighborhoods,” she said. “I’m very committed to our city. I’m grateful that my energy level is such that I can continue to be an advocate.” She also enjoys working in her garden and interacting with her neighbors and family. Poskin is an avid Chicago Cubs fan since her college days and enjoys travel. “My most recent great trip was to Istanbul, Turkey, about four years ago,” she said. “I’m very thankful that I went there at that time as I’m not sure it would be such a great idea to go there now. But what a magnificent city and fabulous culture!”

Poskin is a major booster of Springfield overall, shouting out Maldaner’s, Obed & Isaac’s, Taqueria Moroleon and Incredibly Delicious as favorite local dining spots. She describes herself as an admirer of the reporting at both NPR Illinois and *Illinois Times* (“I’m not saying that just because you’re sitting here”). “I love our downtown, even though it is underdeveloped,” she said. “I also love the arts community. We are living in a special time in Springfield. It’s a city worth taking stock of and taking pride in.”



Angela Sowle

PHOTO/ TERRY FARMER PHOTOGRAPHY, INC.

BY KAREN ACKERMAN WITTER

Angie Sowle grew up in Keokuk, Iowa, a small town where the YMCA was an integral part of the community and way of life. She loved gymnastics and aspired to have her own gym and train gymnasts. A summer internship at the YMCA in Keokuk between her junior and senior years of college set her on a different career trajectory. Sowle was majoring in Parks and Recreation and Exercise Physiology at Northeast Missouri State University. For her internship she directed a summer program for low-income children. She saw firsthand the profound impact of the YMCA on these children. This was a life-changing experience for her.

Some people know at an early age they want to be a teacher, nurse, or doctor. A career at a YMCA is a more unusual goal. For Sowle, the YMCA has been her calling since that college internship, and her enthusiasm is palpable. While some may think of the Y as simply a place to work out, take a class or learn to swim, it is much more than that. Sowle says the YMCA is a social service agency that is all about service to others and having a positive impact on the people they serve. She can't imagine any-

thing more inspiring.

When asked what motivates her about the Y, she says "everything." The YMCA is a nonprofit organization whose mission is to put Christian principles into practice through programs that build a healthy spirit, mind and body for all. The Y is dedicated to building healthy, confident, connected and secure children, adults, families and communities.

Sowle came to the YMCA in Springfield straight out of college at the age of 23 and has devoted her entire career to the YMCA, helping improve the lives of others. Her first job was physical director with responsibilities over the fitness programs. She served in that role for 12 years and was associate executive director for five years. When the Kerasotes facility opened, she became branch manager of the downtown facility. She was appointed CEO when Don Darnell retired in January 2013.

Sowle credits the staff, which she describes as a small army of people working tirelessly to improve the lives of others. For example, she says kids don't come in just to learn a skill, such as how to swim. Adults support the kids and believe in them. And, staff members help kids believe in themselves. They promote per-

sonal development, leadership skills and giving back to others.

Kids aren't the only ones who benefit from the many classes, programs and activities at the YMCA. For families, there is something for everyone. There are programs for children as young as six months and that extend throughout a lifetime. Social isolation can be a significant concern for seniors, and the Y provides opportunities for social interaction, which can be as beneficial as physical exercise. Many seniors enjoy the Y as a place to interact with others, exercise with people with similar interests and abilities or just hang out and socialize.

Everyone is welcome, and no one is denied service based on background, income, ability or address. Sowle says she is proud of the Y's expanded reach into the community with over \$500,000 in financial assistance helping serve more than 3,100 people.

Plans are on the drawing board to relocate the downtown Y to a new location at Fourth and Carpenter streets. Sowle is excited about this opportunity to further expand the Y's impact in the Springfield community.

Sowle is devoted to the mission of the YMCA. She especially enjoys "mission mo-

ments" at staff meetings, where staff members tell stories that exemplify the Y's commitment to changing lives and strengthening communities. For example, she was delighted to learn that one of the homeless children who had attended a summer camp made the high school honor roll. Sowle says, "The story of the Y is the people we serve."

Sowle always has a smile on her face. She says she is constantly moved by the resiliency of the human spirit and people who overcome adversity. She overcame her own adversity when she battled breast cancer many years ago when her children were young. She stepped down from her full-time position that she loved in order to focus on her health and her family. Sowle later returned to continue her passion to help others overcome their adversities and transform their lives.



Front Row (L-R)

Nina Harris, Director, Former Woman of Influence
Karen Hanson, Vice President, SB Financial Services
Tammy Bull, Community Reinvestment Act Officer
Morgan Beck, Vice President, Finance

Back Row (L-R)

Eleanor Singleton, Branch Manager, Stevenson Drive
Tammy Gilchrese, Assistant Vice President, Operations
Eloise Mackus, Director, President, Chief Executive Officer
Sarah Delano Pavlik, Director, Former Woman of Influence
Mary Ann Dunn, Vice President, Project Management
Teri Fleckenstein, Vice President, Information Services

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Economic development corporation launched

BY BRUCE RUSHTON

The Sangamon County Board in April approved a contract with a fledgling economic development corporation that includes \$500,000 in public money for the group tasked with attracting new businesses.

The money for the Land of Lincoln Economic Development Corporation will be provided in quarterly payments, according to the contract approved by the board. The Springfield city council in February approved \$250,000 for the corporation, an entity composed of business and civic leaders, but the money has not been released.

The city's commitment is half what the county had requested when it proposed forming the corporation last fall in the wake of a blistering report from a county-hired consultant who concluded that economic development efforts have lagged due to a piecemeal approach that puts no one agency in charge of attracting business and boosting job numbers. County board chairman Andy Van Meter says he's confident that the city will come through with money that was included in this year's municipal budget. "The city has

and community development, as the first employee. Collins is working out of BUNN offices. Van Meter, who is expected to serve on the board of directors, said that someone was needed to handle inquiries and otherwise handle day-to-day affairs for the group.

The job description for an executive director recently posted on LinkedIn calls for someone with at least 15 years of experience in economic development, sales, real estate or a "related field." Past efforts to bolster economic development haven't succeeded, Van Meter said, and the ideal candidate will teach civic leaders and public officials how to do things differently and effectively promote the Springfield area.

"We haven't done that for a half-century," Van Meter said.

The chamber of commerce in 2007 created Quantum Growth Partnership, also

development department headed by Val Yazell, who will work under a \$96,000 contract under the city's annual budget adopted in February. Van Meter said that coordinating the efforts of the city with the efforts of the economic development corporation will be crucial.

Whether new employers establish themselves in Springfield or other towns isn't as important as new employers locating somewhere in Sangamon County, Van Meter said. "Just get them here," he said. For too

long, Van Meter said, local governments haven't worked together on economic development to the extent that they should.

"The days when this community had the luxury of turf wars are over," Van Meter said. "Either we pull together or we're going to sink together." ♦

Bruce Rushton is a staff writer for Illinois Times, where this article first appeared.



PHOTO/ PEXELS

said they'll contribute a quarter-million dollars, and I believe that they will," Van Meter said.

Money for the group will come from both the public and private sectors, backers say. The contract approved last month makes the corporation an independent contractor that will establish its own rules for releasing information to the public.

The corporation has established a seven-member steering committee composed of top executives from Horace Mann, Memorial Health System, BUNN and other local businesses. An additional eight public officials and civic leaders, ranging from Mayor Jim Langfelder to Urban League chief executive officer Nina Harris, are contemplated as members of a planned 15-member board.

Even before finding an executive director, the corporation in April hired Josh Collins, who formerly worked for the Greater Springfield Chamber of Commerce as director of business

called Q5, funded by tax dollars and private contributions that was aimed at creating 4,500 jobs in five years. That job creation effort fell short, and Q5 ultimately became involved with issues such as railroad relocation that had little to do with recruiting new businesses. Van Meter said such loss of focus won't be tolerated on the new economic development corporation.

Van Meter said the new corporation should attract "primary employers," not supermarkets and other retail establishments that don't necessarily result in population growth and net increases in job numbers. Q5 morphed into an effort that sometimes took credit for retaining jobs, but Van Meter said the sole measure of success for the economic development corporation will be job growth.

Langfelder has expressed skepticism about the economic development corporation, and the city is retaining its own economic



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MEDICAL NEWS



New Illinois State Medical Society president, Katherine M. Tynus, M.D.

PHOTO/ COURTESY ILLINOIS STATE MEDICAL SOCIETY

Medical Society gets new president

Katherine M. Tynus, M.D., was inaugurated president of the Illinois State Medical Society during its 2018 annual meeting.

Tynus is board-certified in internal medicine, practicing with Northwestern Medical Group in Chicago. She serves on the medical staff at Northwestern Memorial Hospital where she is also a clinical associate professor at the Northwestern University Feinberg School of Medicine. She serves on the American College of Graduate Medical Education Transitional Year Review Committee and previously served on the American Board of Internal Medicine Test Writing Committee.

Tynus is active in many areas of organized medicine. She has been a member of ISMS since 2006, serves on its executive committee and has served on the ISMS Council on Membership and Advocacy and the Medical Legal Council. She is active in the Chicago Medical Society, where she has served as its president from 2015 through 2016. She is a fellow of the American College of Physicians and has a long history of community service.

Tynus will serve as president through April 2019. ♦

Springfield medical groups ship cath lab to Damoh, India

In April, Hospital Sisters Mission Outreach, HSHS St. John's Hospital and Prairie Heart Institute shipped a cardiac catheterization lab in a 40-foot container to Damoh, India. Cardiac cath labs provide imaging for doctors to see abnormalities within the heart and detect heart disease. Without the equipment, these problems will go untreated. The closest cath lab to Damoh is seven hours away by car. Life-saving equipment is critically needed in this part of India. Along with more than 112,000 residents in Damoh, millions in the surrounding areas need cardiac care as well. Springfield has 13 cath labs readily available for 117,000 residents; whereas, Damoh and the surrounding areas with nearly 20 million residents do not have one cath lab.

"The cath lab we're donating from St. John's and Prairie has the potential to improve and prolong the lives of thousands of people in Damoh, India," said Dr. Charles L. Lucore, president and CEO of HSHS St. John's Hospital. "Although we've never shipped an entire cath lab before, the partnership between Prairie, St. John's,

Mission Outreach and Central India Christian Mission Hospital will allow us to help a large number of people who currently don't have any access to cardiovascular care."

On average, delivery of a 40 ft. container will cost \$30,000. The container to India is conservatively valued at \$242,000 -- a tremendous return on the investment. Thirty days prior to shipping, Mission Outreach prepares customs documentation, compares shipping quotes and books space on a freighter that will carry more than 5,000, 40 ft. containers across the Atlantic Ocean. The voyage from the U.S. to Mumbai will take 35 days. In addition to the cath lab itself, essential needs such as wires, catheters, hemodynamic monitoring, balloons and stents will also be sent over. Volunteer support teams will also travel from Springfield to Damoh to help with setup, provide direct care to cardiology patients as well as training for physicians in the community. ♦

Memorial Medical Center announces summer sessions for Hands-On Healthcare

Memorial Medical Center announced summer sessions for a program designed to help students and community members learn more about health care careers.

The free program, Hands-On Healthcare, launched in September 2017 and is offered in partnership with Southern Illinois University School of Medicine.

The program meets at least monthly. It is for high school and college students as well as adult community members.

Sessions for the summer are medical education, May 3; physical therapy, June 7; medical imaging, July 12; pharmacy, July 23; medical education, Aug. 9; and nursing, Aug. 20.

All sessions will be held from 6 to 8 p.m., except for the July 23 pharmacy class, which will be 2 to 4 p.m. Except for two sessions, all

sessions will be held in the Memorial Center for Learning and Innovation, 228 W. Miller St.

The May 3 medical education session will be held at SIU School of Medicine, 801 N. Rutledge; the June 7 physical therapy session will be held at Memorial Physician Services, 3132 Old Jacksonville Road.

Each session has a limit of 40 participants. Online registration opens 30 days prior to each session.

Applicants will be accepted on a first-come, first-served basis. A confirmation email will include documents that require a parent's or guardian's signature if the participant is 18 years old or younger. To register or for more information, visit Jobs.ChooseMemorial.org/students/hands-on-healthcare. ♦

Med students get their hands dirty with neighborhood service

Southern Illinois University School of Medicine's Fifth Annual Day of Service took place in the Enos Park neighborhood April 26. Second-, third- and fourth-year medical students and faculty, with assistance from the Enos Park Neighborhood Improvement Association, helped with neighborhood beautification projects and radon testing. Students performed a variety of tasks, including painting, alley cleanup, gardening, cleaning, landscaping, removing graffiti and more. ♦



SIU School of Medicine students break from cleanup to recharge with food and smiles before jumping back in to help.

PHOTO/ BY STACIE LEWIS

Startup city

Innovation awards spotlight entrepreneur spirit

BY ZACHARY ROTH

There were some award categories at the inaugural Illinois Capital Innovation Awards that weren't too surprising for those who appreciate this fair city. Government solutions, health care applications and medical device innovations can be expected in a town with a thriving medical industry and a bustling political climate.

But startups? Surely, Springfield wouldn't be too attractive for those looking to start an innovative business.

"Why wouldn't someone want to start a business anywhere?" says Bruce Sommer, the head of UIS's Center for Entrepreneurship and the cofounder of a group called Innovate Springfield. "I think that startup businesses are incredible experiences to find and capture opportunity. Why wouldn't Springfield be a place to do that?"

There was plenty of entrepreneurial spirit in attendance at the University of Illinois Springfield's new Student Union for the awards on April 6. Four different groups pitched their startup ideas, and the companies that sprung from them, to a blue-ribbon panel. Others from all walks of life, including members of UIS's faculty and distinguished medical professionals, received awards for various innovations that help make people's lives easier.

The awards were the brainchild of Innovate Springfield, founded by a group including Sommer in 2012. The organization has made signifi-

cant strides in showcasing Springfield as a town where innovation thrives. In fact, TechCrunch, an online purveyor of technology and business

the Midwest."

An array of businesses showcased their wares at the awards, competing for top startup, in addition to various other awards. One of them was Serious Lip Balm, a business that sells all-natural, homemade lip balm.

The company is led by Khara Koffel and Megan Luckey, women who were looking for something different when it came to lip balm. Not intending to start any kind of business, they decided to invent their own product. The result

explained just how different the company was from others in the lip balm field. The company made a profit in around three months and its product is now in more than 70 retail stores. In addition to selling handmade balms, the two also are the purveyors of a website called Gooddoes-good.com, a venture that showcases various good deeds. "It's this kind of platform that we're using to show how positive energy being put out in the world can only make everything better," Koffel said. "We want to try to highlight different organizations and foundations in our area that are doing amazing things, that you can add a little bit of wonderful in tiny ways and in large ways."

The pitch impressed the judges, who named Serious Lip Balm the Innovator of the Year for startups. Other winners at the awards included Barnabas Helmy, the inventor of The Puck, a device that allows one to control several different entertainment devices with one remote control, and Andrew Arenz, inventor of the Reel Rack, a spare tire cover that also serves as a fishing pole holder.

There were awards given for medical breakthroughs. Three different awards were given to people who made various items that could be used to save lives. All three were given to doctors at Prairie Heart Institute and SIU School of Medicine, in categories that ranged from medical devices and research to health care applications.

The primary goal of the awards was to spotlight Springfield's burgeoning business culture. Whether it was homemade lip balm or an app that shortens hospital stays, the Illinois Capital Innovation Awards showed off a side of Springfield that rarely gets mentioned outside of the regular business culture. That's a good thing for people like Sommer, who makes his life's work in helping people get their foot in the door.

"I grew up here in a family business. I grew up not knowing any better than business," Sommer said. "We have reasonable amounts of innovation going on... but what's not happening is the identification and collaboration. I felt for our community to grow in a healthy way, we need not only more innovation, but also more collaboration with industry innovators. In order to do that, we need to identify who they are and then celebrate them. Then we can make connections where their innovations have a greater impact in this world."

For many at the awards, success there will be the first step towards greater recognition and accolades. Or as Megan Luckey put it, "Total lip balm domination." ♦

Zach Roth is a freelance journalist based in Springfield.



The winners of the Illinois Capital Innovation Awards.

PHOTO/ BY DAVID BLANCHETTE

news, rated Springfield as one of the 15 best places to start a business in the Midwest.

"We're somewhat of an easy place to live, I'd say," Sommer said. "The startup culture is not as pervasive here as in other places in the country. But evidently, the data show it's in the top 15 in

has been lip-smacking.

"We started four years ago just on a whim as a bunch of teacher gifts," Koffel said. "It got into different people's hands and the next thing we knew, we had a company growing before us."

The presentation given by Koffel and Luckey

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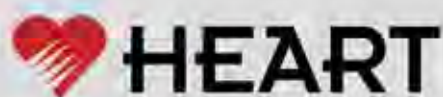
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1	CDS Office Technologies 612 S. Dirksen Pkwy. Springfield, IL 62703	217-528-8936 217-753=4867 cdsot.com info@cdsot.com sales@cdsot.com	118	Jay Watson, CEO, Mark Watson, President	Managed IT services, managed print solutions, copiers/ printers and office supplies.	Konica Minolta, Lexmark, HP, Lenovo, Samsung, Panasonic, Sharp, ShoreTel, Aruba, Ruckus Wireless, Ubiquity Wireless, Scala, Brother, M-Files and InfoDynamics document management, Microsoft Certified Gold Partner	1971
2	Watts Copy Systems, Inc. 2860 Stanton Ave. Springfield, IL 62703	217-529-6697 217-529=7395 wattscopy.com watts@wattscopy.com	77	Carol Watts, President	Copiers / multifunctional devices (MFD's), desktop multifunction printers (MFP's), desktop printers, managed print services (MPS), interactive display systems/digital signage, software solutions, water filtration systems, scanners.	Authorized Sharp Dealer, Authorized Kyocera Dealer, HP	1981
3	Midwest Office 1999 W. Wabash, Suite 200 Springfield, IL 62704	866-978-5555 866-753=1417 MidwestOffice.com info@midwestoffice.com	72	Steve DeMarco, President	Consistent value, state-of-the-art technology, competitive pricing, world-class customer service, free next day shipping, office supplies, contract furniture, print services, promotional products, technology, break room supplies, interior design, space planning and more.	HP, 3M, Bic, Avery, Sharp, HON, OM, Maxon, Versteel, Lorell, Genuine Joe, Business Source, Brother, Keurig, Scotch, Energizer, Expo, Fellowes, Quartet and more	1989
4	GFI Digital, Inc. 1846 W. Jefferson Springfield, IL 62702	217-303-6776 gfidigital.com jtrent@gfidigital.com	30	Bruce Gibbs	IT services and hardware, copiers, printers, document management, scanning, data backup.	Ricoh, Sharp, HP, Barracuda, Cisco, VMware, EMC, HP Enterprises	1999
5	Resource One 321 E. Adams St. Springfield, IL 62701	217-753-5742 217-753=5748 resourceoneoffice.com info@resourceoneoffice.com	20	Cindy Davis and Craig Mannschreck	Contract furniture, delivery and installation, design and space planning, interior construction products, modular interior walls, solar shades, flooring, sustainable design consulting, used furniture.	Knoll, DIRT walls, casework, electrical and raised flooring, Trendway, OFS Brands, Hon, Gunlocke, Neutral Posture, JSI, Global, Indiana Furniture, Spring Window Fashions, Integra, Aurora Steel Products, Via Seating	1987
6	Wiley Office Furniture 301 E. Laurel Springfield, IL 62703	217-544-2766 217-544=8756 wileyoffice.com springfield@wileyoffice.com	14	Zachary Hoffman and Diane Beauchamp	Celebrating our 60th year. Our sales, space planning, interior design and installation teams provide innovative solutions. We partner with our clients to create inspiring places to work by developing interior spaces that help them to achieve their goals – including greater efficiency, integration of emerging technologies, increased collaboration and employee attraction and retention.	Herman Miller, Design Within Reach, Geiger, Kimball Office, National Office Furniture	1958
7	RK Dixon 2912 Stanton St. Springfield, IL 62703-5848	217-529-7899 217-529=8529 rkdixon.com	12	Jackie Kelly	Customized information and office technology.	Xerox, Samsung, Hewlett Packard and Lexmark	1983
8	Tom Day Business Machines 2125 Stevenson Dr. Springfield, IL 62703	217-529-8282 217-529=9225 tomdaybusinessmachines.com	10	Dale Smith, President	MPS (Manage Print Service), office solutions.	Lanier, HP, Brother and MBM	1981
9	NCI Business Systems, Inc. 1801 South 6th St. Springfield, IL 62703	217-529-2070 217-529=9489 ncibsi.com tbeverlin@ncibsi.com	9	Terry Beverlin, VP of Sales and Service	Sales and service of office imaging, scanning and docu- ment management systems.	Toshiba, Kyocera, HP and Lexmark	1988
10	Wade & Dowland Office Equipment, Inc. 202 North Sandy St. Jacksonville, IL 62650	217-243-3379 217-245=1323 wdoffice@frontier.com	7	Steven L. Quigg	Furniture, copiers, cash registers, fax machines, all office supplies along with a full service department.	Authorized Sharp dealer and furniture brands: Lorell, Hon, Premiera, Fireking and more.	1961
11	Digital Copy Systems LLC 2900 Stanton St. Springfield, IL 62703	217-529-0666 1-866-334-0700 dcscopiers.com	2	Tim Lance	We sell and service new and pre-owned Canon copiers, facsimiles, printers, scanners and wide format printers, digital duplicators, smart boards, new Duplo folding machines.	Canon, Toshiba, Samsung, Riso, Ricoh, Lanier, Savin, Kyocera, Copystar	2003
11	Work Space Solutions, Inc. 2340 North Third St. (warehouse) Springfield, IL 62702	217-553-0123 workspacesolutionsinc.net cjhrdh@sbcglobal.net	2	Robyn and Christie Hovey	Office, school, medical furniture – new and used – specification and sales, receiving, delivery, and installation of interior furnishings, window treatments, carpet, tile, interior accessories, reupholstering and refinishing of existing furniture.	Krueger International - KI, Lafayette Blinds, Pallas Textiles, HON, Tandus-Centiva, Xenali, Furniture Lab and Mayline	2004

ADVERTISING AGENCIES

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

	NAME / ADDRESS	PHONE / FAX (=) WEBSITE / EMAIL	NUMBER OF EMPLOYEES	PARTNERS/ PRINCIPALS	MAJOR CLIENTS	DIGITAL MEDIA	DIRECT MAIL MARKETING	IN-HOUSE PHOTO. VIDEO	PROMO/ EVENT MARKETING	PUBLIC RELATIONS	TRADITIONAL ADVERTISING	YEAR EST'D
1	Systemax 4501 Alex Blvd., Suite A Springfield, IL 62711	217-546-6646 systemaxsolutions.com bjackson@ systemaxsolutions.com	44	Brett Jackson, Steve Jackson	Memorial Health Systems, Brandt, Dot Foods, Bank of Springfield, Troxell, Brown, Hay and Stephens, HSHS, Kidzeum, Sangamo Construction, Hope, Pie's the Limit, H.D. Smith, Cochran Construction, Town and Country Bank, Bank and Trust Company, Purdue Federal Credit Union, Gesa Credit Union, UNIFY Federal Credit Union, UT Federal Credit Union, Beacon Credit Union, Whitefish Credit Union, Western Growers, Cabinettland, Security Federal Savings Bank, South Louisiana Bank, State Bank of Bement, Prairie Eye & Spa, CBI Pipe and Supply, Soderstrom Skin Institute, Illinois American Water, Children's Home, Bradley University, OSF Healthcare System, Connor Company, VSI, J-tec Industries, Inc., Morton Community Bank, Illinois Cancer Care, Susan G. Komen, Eureka College, River City Construction	✓	✓	✓	✓	✓	✓	1982
2	HPR Marketing & Consulting Group 2341 W. White Oaks Drive Springfield, IL 62704	217-698-2023 217-698=2030 hprmarketing.com info@hprmarketing.com	12	Wally Hamlin	HPR Marketing Group serves over 150 clients nationwide. Our services include digital and direct mail marketing.	✓	✓					2001
3	The Illinois Press Association Advanced Media Placement (AMP)* 900 Community Drive Springfield, IL 62703	217-241-1700 217-241=1701 illinoisamp.com jholman@illinoispress.org	11	Illinois Newspapers	Ameren, Illinois Department of Public Aid, Illinois EPA, Illinois Secretary of State, Illinois State Bar Association, Subway, Office of the Illinois State Treasurer, Blue Cross Blue Shield Illinois State Board of Education Free Summer Food Service Program, Nicor Gas	✓	✓				✓	1865
4	HIP Advertising 2809 Mansion Road, Suite A Springfield, IL 62711	217-789-4447 217-789=4441 hipadvertising.com mhoffman@hipadvertising. com	8	Myra L. Hoffman	American Lung Association (Ill. Tobacco Quitline), BJ Grand Salon & Spa, Burrus Hybrids, Butler Funeral Homes, Central Illinois Builders Association, CES, Colorific, do. Active Products, Halverson Construction, KEB, LLCC Foundation, Pro Salon Distribution Group, Springfield Convention and Visitors Bureau, St. Agnes School/Parish, Sensible Innovations, University of Spa & Cosmetology, Vision Care Associates, Zara's Collision Center	✓	✓	✓	✓	✓	✓	1993

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5	Encore Consulting 3309 Robbins Road, PMB 204 Springfield, IL 62704	217-816-5415 encoreconsulting@gmail.com	6	Terri Noel	Auto dealers, banking, capital campaigns, construction/interior design, entertainment, jewelry, healthcare, manufacturing, real estate, restaurants, senior living, and varied retail	✓	✓	✓	✓	✓	✓	2003
6	Targeted Marketing Resources 3171 Wood Duck Drive, Ste. A Springfield, IL 62711	217- 546-8194 targetedmarketingresources.com larissa@targetedmarketingresources.com	5	Larissa Hansen	Allegra Network/Alliance Franchise Brands; Central Illinois Community Blood Center; Craig A Backs, MD, LLC; Forever Home Feline Ranch; Formea Insurance Group; genHkids; It's a Wrap/My Name on Stuff; Jane Hay Sales & Staging; Lift & Firm Day Spa; School Specialty, Inc; Springfield Urban League; The Center for Prevention, Capitol Strategies Consulting; Strategic Hourglass Solutions; Bright Star Scrubs; Preacher's Aid; Society & Benefit Fund, Mississippi Valley Regional Blood Center, Write Right Editing, Sybatech, Upper Cervical, Webb and Associates, Transworld Business Advisors of Central Illinois	✓	✓		✓	✓	✓	2009
6	Gem PR & Media 2121 W. White Oaks Drive Springfield, IL 62704	217-391-4302 gemprmedia.com hello@gemprmedia.com	5	Gemma Long & Chris Long	Assisting clients in the health, technology, finance, legal and insurance industries. Clients include The Real Estate Group, Sensible Innovations and the Springfield Jr. Blues, as well as services to non-profit organizations.	✓		✓	✓	✓		2013
7	YCN Media	217-520-1474 matt.minder@ycnmedia.com	3	Matt Minder	DND	✓	✓	✓	✓	✓	✓	2015
7	Social Shot Marketing	217-725-1632 travis@socialshot.com www.socialshot.com	3	Travis Cox	Autohaus of Peoria, Peoria Toyota, Robert's Automotive, Elite Studios by Candis, PRS Group	✓		✓	✓		✓	2014
8	Fine Tune Creative 2228 Cloverfield Lane Springfield, IL 62711	217-622-6363 finetunecreative.com pzubeck@msn.com	2	Perry Zubeck	Knights Action Park, Trade Winds Pub & Eatery, Arizona Tile Company, The Curve Inn, Gyros Stop, Weebles Bar and Grill, Springfield Reprographics, 3Sixteen Wine Bar, The Creek Pub and Grill, Clearview Glass, Chatham Collision Repair, Collision Concepts, Inc., Third Base	✓	✓	✓	✓	✓	✓	2013

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Session 4
Instagram VS Snapchat for Business
Thursday, June 14 • 3:00 - 5:30 pm

- » Overview of each platform
- » Instagram vs. Snapchat engagement, advertising & analytics
- » Stories

Session 5
LinkedIn
Tuesday, July 10 • 3:00 - 5:30 pm

- » Platform overview and content
- » Business page vs. personal page
- » Recruitment building
- » Networking/be social
- » Advertising on LinkedIn

Session 6
Utilizing Social Media for Branding & Culture
Thursday, August 9 • 3:00 - 5:30 pm

- » Tell your story
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	NAME / ADDRESS	PHONE / FAX (=)	WEBSITE / EMAIL	FULL-TIME EMPLOYEES	PART-TIME EMPLOYEES	LOCAL EXECUTIVE(S)	AREAS OF SPECIALIZATION	YEAR EST'D
1	Express Employment Professionals 3000 Professional Drive Springfield, IL 62703	217-528-3000 217-528=3400	expresspros.com/springfieldil jobs.springfieldil@expresspros. com	25	1	Jim & Carole Britton, owners Kayla Edwards, manager J.T. Britton, manager	HR and workforce strategies - specializing in administrative, accounting, engineering and industrial careers, temporary, contract and direct placement.	1980
2	Manpower 2719A W. Monroe Street Springfield, IL 62704	217-528-2323 866-687=8330	manpowerillinois.com springfield.il@manpower.com	14	0	Ginette Comstock, regional director Rick Lenhart, branch manager	Professional, administrative, industrial, accounting, customer service, HR services, direct hire, on-site services, recruitment process outsourcing.	1948
3	Alice Campbell Staffing Inc. 2121 W. White Oaks Drive, Suite D Springfield, IL 62704	217-793-5522 217-793=5527	acstaffing.com jean@acstaffing.com	4	1	Alice Campbell, president Jean Campbell, manager	Administrative, clerical, professional, financial, customer service, temporary, temp-to-hire, direct placement, payroll services, skills assessment.	1981
3	StaffQuick 681 E. Linton Avenue Springfield, IL 62703	217-787-9400 217-787=9991	staffquick.com amyf@staffquick.co	4	0	Amy Finley, branch manager	Full service staffing agency including temp and direct-hire, clerical, light industrial, professional and executive HR consulting and outplacement services.	2002
4	Innovative Staff Solutions 1425 Stevenson Drive Springfield, IL 62703	217-585-1620 217-585=1628	www.staffsolutions.com	3	2	Wayne Meinhart, owner Robyn Harms, branch manager	Workforce management company offering staffing solutions for temporary, temp-to-hire, direct hire and on-site management. We place candidates for professional, administrative and light industrial positions.	1994
4	Kelly Services, Inc. 3001 Montvale Drive, Suite B Springfield, IL 62704	217-793-1226 217-793=0101	kellyservices.com 2442@kellyservices.com	3	0	Sean J. Walker, senior district manager	Staffing solutions-temporary, temporary to hire, direct placement, vendor on site, clerical, light industrial.	1946

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Big turnout of teens looking for summer jobs

BY ROBERTA CODEMO

The Boys & Girls Club hosted their third annual summer expo and job fair for teens ages 16 to 19 on Friday, April 13. There was a good turnout, according to Tiffany Mathis, director of development and community relations, with about 300 teens expected before the evening was over.

This is the third year that the Boys & Girls Club has partnered with the Sangamon County Juvenile Justice Council, and the City of Springfield is a new partner this year. This event connects teens with employment opportunities and resources during the summer.

Mathis said the Juvenile Justice Council sees what happens when youth don't have something constructive to do, while the Boys and Girls Club helps youth get set up for success. The two organizations wanted to create an event just for teens.

"What was missing was a teen job fair," said Mathis, who organizes the event. She said more teens are looking for jobs. "It's harder for teens to know where to get jobs."

Each year she sends out sponsorship letters to area businesses and organizations inviting them to participate. The response has been positive. This year, the Lincoln Land Community College Career Center also held a job workshop prior to the event.

The event has grown since its beginnings when only 10 or 12 employers came out. This year more than 20 businesses and organizations were on hand; more than half were first-time attendees.

"It builds connections with the community," said Mathis. "Many don't know what the Boys & Girls Club does. Most think it's only an after-school program. We want to push the

message that we serve youth from kindergarten through 12th grade."

Tina Toigo, customer service manager with the County Market on West Monroe, said there are a number of positions available for teens ages 16 and 17 as cashiers and baggers. Those over 18 can apply to work in any department.

"This is a really great opportunity," she continued. "It's a chance for teens to meet a local company." She said it can be a great stepping stone for teens looking for their first job.

For teens looking for a position at her store, she recommended they go online and fill out an application and then contact her directly. "That way I can associate a face with a name and know I talked with them at the job fair," she said.

Vic Warner, the store manager at the Walmart on Dirksen, said he had seen a lot of potential candidates at this event. There are positions available for cashiers, service associates and lawn and garden. Entry-level positions start at \$11 an hour.

"Everyone deserves an opportunity," he said. "This is not just about having a job. It's a chance to work out in the public. It teaches them about life, how to work with customers. It sets them up for the future."

Interested teens have to fill out an online application. "This teaches them how to fill out an application," he said. He said he was glad to see the computer lab was open so teens could apply on the spot and get help if they needed it.

"McDonald's is a good place to work," said Sara Blaszczyk, the store manager at the South Grand location. She was impressed by how well-dressed teens were. "They were

dressed to impress," she said.

"I've seen a lot of good qualified teens who are eager to work," she continued, and said to go online and apply. She was having each teen fill out their contact information so that she could reach out to them when she received their application.

"We're excited to be here," said Lynn Saputo, director of recreation and marketing for the Springfield Park District. "Over half our workforce is made up of part-time and seasonal staff."

The Park District is looking to fill multiple positions, including lifeguards, camp counselors, summer gardeners, tour guides and people to work in the gift shop at the Henson Robinson Zoo. She said teens were surprised to learn what opportunities were available.

"We're thrilled with the turnout," she said, and she was impressed by those she had talked to. She was handing out tutorial slips to walk teens through the process of applying to work with them.

Teens look forward to this event all year. "It's an event just for them," said Mathis. "They get so excited, and we're excited for them. They want to be here."

Myasia Gordon, 16, of Springfield attends Southeast High School. She learned about the job fair through Facebook. "My mom raised me by herself," she said. "I want to help my mom raise me. I'm old enough to get a job. It'll be less stress on her shoulders." She had spoken with Walmart and Taco Bell, and was leaning towards applying at Walmart.

A group of teens from Rochester – Talon Williams, 17, Baran Tokgoz, 17, and Jack Crum, 16 --heard about the job fair through their school and decided to come. All agreed it would be nice to have some spending money

this summer.

The three had spoken with Hy-Vee, Pizza Ranch and Scheels. Williams was considering applying to work at Hy-Vee, while Tokgoz was leaning towards Scheels. Crum was interested in the Pizza Ranch, and added he wanted a job so he could do something productive with his summer.

Dimaine Robinson, 15, and Alphasona Pollard, 17, of Springfield were together. Robinson attends Southeast High School and heard about this event from his cousin. "I want to start saving money for college and a car," he said, and had spoken with Taco Bell, McDonald's and HSHS. He was interested in working for Taco Bell.


Pollard attends Springfield High School, and she had spoken with Taco Bell, Walmart, Pizza Ranch, Americorps and the Springfield Park District. She wanted to work for Taco Bell.

"This is a win-win situation for everybody," said Mathis. Will the event come back next year? "Absolutely," she said. ♦



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Historic law firm chooses to stay in historic building

BY RACHEL JOHNSON

The current trend in Springfield is for businesses to relocate to the west side, but bucking that trend is the Brown, Hay and Stephens law firm. The oldest law firm in the state of Illinois, BHS has been at the corner of Fifth and Adams streets since 1858. An original tenant of the bank building that is currently U.S. Bank, the general practice law firm will celebrate 100 years in the building in 2020.

The growing law firm needs more space than the current 18,733 square feet they have. They looked both on the west side and at other downtown buildings. “We needed 25,000 square feet. There are not a lot of options when you need that much space in one building,” said Jeffery Wilday, attorney and managing partner.

The law firm currently occupies the entire seventh and eighth floors of the bank building and a portion of the sixth. There were a few tenants on the ninth and tenth floors of the building, but the floors weren’t full.

U.S. Bank was willing to work to keep their tenant in the building. “Brown, Hay and Stephens is a very successful firm and had growth needs,” U.S. Bank Regional President Mike Johnson said. “In order to continue to accommodate those, we retained all the clients in the building, but moved them to different spaces.”

The Community Foundation for the Land of Lincoln was on the ninth floor and agreed to move to the fifth floor. “Similar to us, the Community Foundation has tremendous respect for Brown, Hay and Stephens, and just wanted them to stay in the building also,” Johnson said.

BHS employs 32 attorneys and 24 legal support staff, but despite a large pool of opinions, the consensus was to stay downtown. “That was kind of a surprising thing,” Wilday said. “I thought there would be some support among the younger partners to move out west.”

The plan is for BHS to trade out the 6th and 7th floors for the 9th and 10th floors while retaining offices on the 8th floor. Construction is currently in progress and they hope to be in their new space by the end of this year. “Living through a remodeling is very disruptive,” Wilday said. “The real attractive part for us was that all that work could be going on these vacant floors up above us and then when it’s time to move, we move up into finished space.”

Brown, Hay and Stephens has been through several name changes, but a pillar of Springfield since 1828 when founder John Todd Stuart (Mary Lincoln’s cousin) hung out his shingle on the corner of Sixth and Adams streets. After working with several partners, Lincoln among them, Stuart formed a partnership with Benjamin Edwards in 1843 which



The next generation of lawyers at Brown, Hay and Stephens: Patrick J. Langdon, Jessica A. Nardulli, Austin Wright, Daniel L. Hamilton, Elizabeth A. Tracy, William A. Davis, Allison F. Richard, and David P. Hennessy.

PHOTO/ BY RACHEL JOHNSON



In 2020, Brown, Hay and Stephens will mark 100 years in this building at the corner of Fifth and Adams.

PHOTO/ BY STACIE LEWIS

lasted 42 years. They eventually set up shop in the Bunn’s Bank Building completed in 1858. It stood on the corner of Fifth and Adams streets where the U.S. Bank building is currently located. “Consisting of three floors and a basement, it was by all odds the finest business structure in Springfield,” wrote Paul Angle and Robert Howard in their history of BHS in 1978, *One Hundred Fifty Years of Law*.

In 1860, Christopher Brown joined the firm and there has been Brown in the name of the firm ever since. Descendants of all the founders have woven their way through the history of the firm. The firm’s growth has resulted not just from recruiting new graduates and lateral hires, but through mergers and acquisitions with other law firms. Whether to hire or keep a person depends on how compatible they are within the BHS culture. “Every firm has a different personality,” Wilday said.

Laws can change over time and the business of law changes as well. When Stuart was starting out, Sangamon County was twice as large and was just a part of the First Circuit along with seven other counties. There were no libraries and few law books. Cases were decided largely on principle and the oratory talents of the lawyers. The

lawyers spent a lot of time on the road traveling to clients.

Once the state became more populated and lawyers could stay in town, clients began to come to the offices of the firm. Now, even that is changing with technology. “We don’t have as many clients coming to the office as we used to. Everything is done electronically or by conference calls,” Wilday said.

In the future, Wilday predicts more legal research will be independently done online by companies who once would have reached out to a law firm.

Wilday deplores the exodus of jobs and people from downtown he says started a few years ago when Springfield lost a lot of state jobs. He hopes that BHS can set an example of keeping downtown alive.

“Things are happening downtown,” Wilday said. “These young entrepreneurs come and set up shop downtown. I think the rents are a little cheaper downtown. I hope we find these people a way to live downtown and keep the young people in Springfield.” ♦



LAW FIRMS

Sources: The Law Firms.
Ranked by number of local lawyers.

	NAME / ADDRESS	PHONE / FAX (=)	WEBSITE / EMAIL	NUMBER OF LOCAL LAWYERS	NUMBER OF PARTNERS	MANAGING PARTNER(S)	PARTIAL LIST OF PRIMARY AREAS OF PRACTICE	YEAR EST'D
1	Sorling, Northrup, Hanna, Cullen & Cochran Ltd. 1 N. Old State Capitol Plaza, Suite 200 Springfield, IL 62701	217-544-1144 217-522=3173	sorlinglaw.com businessdevelopment@ sorlinglaw.com	34	18	Michelle L. Blackburn, Michael G. Hortsman Jr., Jeffery R. Jurgens, Brian B. Jones, Kirk W. Laudeman	General business law, estate planning, litigation, governmental relations, insurance, banking, utility regulation, environmental, health care, family, employment	1945
2	Brown, Hay & Stephens LLP 205 S. Fifth St., Suite 700 Springfield, IL 62701	217-544-8491 217-544=9609	bhslaw.com	32	18	Jeffery M. Wilday	General civil litigation and appellate practice, real estate, education, probate, estate planning, banking, family, employment, environmental, business and health care, traffic/criminal	1828
3	HeplerBroom, LLC 4340 Acer Grove Drive Springfield, IL 62711	217-528-3674 217-528=3964	heplerbroom.com srk@heplerbroom.com kdh@helperbroom.com	17	10	Stephen R. Kaufmann, Katherine D. Hodge	Insurance defense, personal injury, corporate and business law, probate, utilities, banking, medical malpractice defense, employment, commercial litigation, environmental	1894
4	Rammelkamp Bradney, P.C. 741 South Grand Ave. West Springfield, IL 62704	217-522-6000 217-522=6018	rammelkamp.com elderlawspringfield.com info@rammelkamp.com	13	7	H. Allen Yow	Business and corporate, elder law, real estate, estate planning, probate, general litigation, insurance, employment, municipal, utilities, education	1895
5	Heyl, Royster, Voelker & Allen 3731 Wabash Ave. Springfield, IL 62711	217-522-8822 217-523=3902	firm@heyloyroster.com	12	7	Theresa M. Powell	Personal injury defense litigation, workers' compensation, employment law, medical and professional liability defense, insurance litigation, appellate practice, business and transactional law, civil rights	1970
5	Giffin, Winning, Cohen & Bodewes PC 1 W. Old State Capitol Plaza, Suite 600 Springfield, IL 62701	217-525-1571 217-525=1710	giffinwinning.com aknowski@giffinwinning.com	12	5	Creighton Castle	Litigation practice, legislative/governmental affairs, real estate development, business, commercial, banking, estate planning, probate, family law, election law	1911
6	Hinshaw & Culbertson LLP 400 S. Ninth St., Suite 200 Springfield, IL 62701	217-528-7375 217-528=0075	hinshawlaw.com	10	10	Charles Schmadeke	Business and corporate practice, governmental affairs, insurance litigation, real estate, estate and asset protection planning, trust and probate administration, business formation, financing and other transactions	1934
6	Kanoski Bresney 2730 S. MacArthur Blvd. Springfield, IL 62704	217-523-7742 217-523=1412	kanoski.com info@kanoski.com	10	1	Todd Bresney	Personal injury, medical and professional malpractice, workers' compensation, wrongful death, product liability, nursing home negligence	1979
7	FeldmanWasser 1307 S. Seventh St. Springfield, IL 62703	217-544-3403 217-544=1593	feldman-wasser.com info@feldman-wasser.com	9	6	Howard Feldman	Civil litigation, criminal defense - state and federal courts, construction law, divorce, related family law, wills, estates, civil rights, employment law	1987
8	Barber, Segatto, Hoffee, Wilke & Cate, LLP 831 E. Monroe St. Springfield, IL 62701	217-544-4868 217-544=5225	barberlaw.com	7	5	Matthew J. Cate	General civil litigation and appellate practice, estate planning, probate, banking, corporate, business and family law, real estate, media, tax, bankruptcy, workers' compensation	1897
8	Delano Law Offices, LLC 1 SE Old State Capitol Plaza Springfield, IL 62701	217-544-2703 217-544=4664	delanolaw.com delano@delanolaw.com	7	N/A	Sarah Delano Pavlik	General practice, personal injury, workers' compensation, medical malpractice, estate planning and probate, business litigation, business planning and transactions, real estate, criminal	1967
8	Scott & Scott PC 611 E. Monroe, Suite 200 Springfield, IL 62701	217-753-8200 217-753=8206	scottandscottlaw.com	7	5	R. Stephen Scott, Gregory A. Scott	Family, tax, commercial, bankruptcy, real estate, personal injury, estate planning, probate, corporate, general litigation, elder law	1947
9	Sgro, Hanrahan, Durr, Rabin & Bruce, LLP 1119 S. Sixth St. Springfield, IL 62703	217-789-1200 217-744=1711	casevista.com greg@casevista.com	6	5	Gregory P. Sgro	A general practice law firm representing individuals and businesses	1999
9	Stratton, Moran, Giganti, Reichert, Sronce & Appleton 725 S. Fourth St. Springfield, IL 62703	217-528-2183 217-528=1874	N/A	6	6	Bruce Stratton, William F. Moran III, Adam Giganti, Justin Reichert, Greg Sronce, August Appleton	Family law, estate planning, criminal law, traffic, real estate, health care, appeals, corporate and business law, labor law, elder law, personal injury, municipal law, workers compensation, DUI	1980
9	Londrigan, Potter & Randle PC 1227 S. Seventh St. Springfield, IL 62703	217-544-9823 217-544=9826	lprpc.com info@lprpc.com	6	4	James R. Potter	Personal injury, products liability, medical malpractice, corporate, job discrimination, family law	1923
9	Gates, Wise, Schlosser & Goebel 1231 S. Eighth St. Springfield, IL 62703	217-522-9010 217-522=9020	gwspc.com gordon@gwspc.com	6	4	Gordon W. Gates	Commercial and real estate transactions, commercial litigation, employment issues, business bankruptcies, criminal defense, drivers license reinstatement, personal injury and malpractice, DUI and traffic	1997
9	Drake, Narup & Mead PC 107 E. Allen St. Springfield, IL 62704	217-528-9776 217-528=9401	dnmpc.com	6	4	David L. Drake, Richard H. Narup, Randall A. Mead, Christian D. Biswell	Trial attorneys, personal injury, insurance defense, general practice, medical malpractice	1989



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MANAGING PARTNERS

Stephen R. Kaufmann (general liability) and Katherine D. Hodge (environmental)

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These **LEADING LAWYERS** have been recommended by their peers to be among the **TOP LAWYERS** in Illinois.


Matthew J. Cate	Barber Segatto Hoffee Wilke & Cate	217.544.4868	Comm Lit; Creditor Rights/Commercial Collection; Real Estate: Commercial; RE: Residential
Bernard G. Segatto, III	Barber Segatto Hoffee Wilke & Cate	217.544.4868	Close/Private Held Business; Comm Lit; Land Use/Zoning/Condemn; Real Estate: Comm
Randall W. Segatto	Barber Segatto Hoffee Wilke & Cate	217.544.4868	Close/Private Held Business; Elder; Real Estate: Commercial
R. Kurt Wilke	Barber Segatto Hoffee Wilke & Cate	217.544.4868	Civil Appellate; Close/Private Held Business; Real Estate: Commercial
Barry Hines	Barry Hines—Attorney at Law	217.698.8444	Agriculture; Real Estate: Commercial; Trust/Will/Estate
Michael Glenn Barton	Bellatti Barton Cochran & White	217.793.9300	Agriculture; Close/Private Held Business; Real Estate: Comm; Tax: Indiv; Trust/Will/Estate
Claire A. Manning	Brown Hay & Stephens LLP	217.544.8491	Employment: Mgmt; Environmental; Gov/Municipal/Lobbying/Admin
Amy K. Schmidt	Brown Hay & Stephens LLP	217.544.8491	Family
Robert A. Stuart, Jr.	Brown Hay & Stephens LLP	217.544.8491	Association & Non-Profit; Trust/Will/Estate
Bruce S. Bonczyk	Bruce S. Bonczyk Law Office	217.525.0700	Construction; ADR: Commercial Real Estate/Environmental/Construction
Sarah Delano Pavlik	Delano Law Offices LLC	217.544.2703	Trust/Will/Estate
Thomas Chester Pavlik, Jr.	Delano Law Offices LLC	217.544.2703	Close/Private Held Business; Comm Lit; Creditor Rights/Commercial Collection; Real Estate: Comm
J. Randall Cox	FeldmanWasser	217.544.3403	Commercial Litigation; Criminal Defense: DUI; Crim Defense: Felonies/Misd
Carl R. Draper	FeldmanWasser	217.544.3403	Civil Rights/Constitutional; Employment: Employee; False Claims Act/Whistle Blower
Howard W. Feldman	FeldmanWasser	217.544.3403	Construction; Family; ADR: Family
Kelli Ellen Gordon	FeldmanWasser	217.544.3403	Family
Stanley N. Wasser	FeldmanWasser	217.544.3403	Construction
John E. Stevens	Freeborn & Peters LLP	217.535.1060	Gov/Municipal/Lobbying/Admin
James R. Enlow	Gates Wise Schlosser & Goebel	217.522.9010	Bankruptcy: Individual; Bankruptcy/Workout: Commercial; Comm Lit; Land Use/Zoning/Condemn
Gordon W. Gates	Gates Wise Schlosser & Goebel	217.522.9010	Bankrupt/Workout: Comm; Close/Private Held Bus; Comm Lit; Land Use/Zoning/Condemn; RE: Comm
Todd M. Goebel	Gates Wise Schlosser & Goebel	217.522.9010	Criminal Defense: DUI; Crim Defense: Felonies/Misd
Frederick J. Schlosser	Gates Wise Schlosser & Goebel	217.522.9010	Criminal Defense: DUI; Crim Defense: Felonies/Misd
Bradley B. Wilson	Gates Wise Schlosser & Goebel	217.522.9010	Civil Rights/Constitutional; Employment: Employee
D. Peter Wise	Gates Wise Schlosser & Goebel	217.522.9010	Criminal Defense: DUI; Crim Defense: Felonies/Misd; Criminal Defense: White Collar
Herman G. Bodewes	Giffin Winning Cohen & Bodewes PC	217.525.1571	Association & Non-Profit; Close/Private Held Business; Gov/Municipal/Lobbying/Admin; Trust/Will/Estate
Creighton R. Castle	Giffin Winning Cohen & Bodewes PC	217.525.1571	Close/Private Held Business; Real Estate: Commercial; Tax: Business; Trust/Will/Estate
David A. Herman	Giffin Winning Cohen & Bodewes PC	217.525.1571	Commercial Litigation; Election, Political & Campaign; Gov/Municipal/Lobbying/Admin; Trust/Will/Estate
R. Mark Mifflin	Giffin Winning Cohen & Bodewes PC	217.525.1571	Commercial Litigation; Gov/Municipal/Lobbying/Admin
Christopher E. Sherer	Giffin Winning Cohen & Bodewes PC	217.525.1571	Civil Appellate; Election/Political/Campaign; Family; Gov/Muni/Lobby/Admin; Trust/Will/Estate
John L. Swartz	Giffin Winning Cohen & Bodewes PC	217.525.1571	Bankrupt/Workout: Comm; Comm Lit; Creditor Rights/Comm Collect; Gov/Muni/Lobby/Admin; RE Comm
Thomas G. Hamill	Harrison & Held LLP	217.546.7777	Trust/Will/Estate
N. LaDonna Driver	HeplerBroom LLC	217.993.6073	Environmental
Edward W. Dwyer	HeplerBroom LLC	217.993.6072	Environmental
Katherine D. Hodge	HeplerBroom LLC	217.993.6071	Environmental
Lance T. Jones	HeplerBroom LLC	217.993.7151	Employment: Mgmt; Gov/Municipal/Lobbying/Admin; PI Defense: General
Stephen R. Kaufmann	HeplerBroom LLC	217.993.7146	Class Action/Mass Tort Def; Insurance Coverage/Reinsurance; PI Def: Gen; Product Liab Def; Tox Tort Def
Jennifer M. Martin	HeplerBroom LLC	217.993.6074	Environmental
Thomas H. Wilson	HeplerBroom LLC	217.993.7144	Civil Appellate; Commercial Litigation
Adrian E. Harless	Heyl Royster Voelker & Allen PC	217.522.8822	Health; Med-Mal Defense; PI Defense: General
Michael T. Kokal	Heyl Royster Voelker & Allen PC	217.522.8822	Products Liability Defense; Toxic Torts Defense
Theresa M. Powell	Heyl Royster Voelker & Allen PC	217.522.8822	Employment: Mgmt; Med-Mal Defense; Professional Malpractice Defense
Gary S. Schwab	Heyl Royster Voelker & Allen PC	217.522.8822	PI Defense: General; Professional Malpractice Defense
Daniel R. Simmons	Heyl Royster Voelker & Allen PC	217.522.8822	PI Defense: General; Workers' Compensation Defense
Edward R. Gower	Hinshaw & Culbertson LLP	217.528.7375	Commercial Litigation; Construction; Gov/Municipal/Lobbying/Admin
Raylene DeWitte Grischow	Hinshaw & Culbertson LLP	217.528.7375	PI Defense: General; Workers' Compensation Defense
William P. Hardy	Hinshaw & Culbertson LLP	217.528.7375	Civil Appellate
James M. Lestikow	Hinshaw & Culbertson LLP	217.528.7375	Trust/Will/Estate
Michael D. Morehead	Hinshaw & Culbertson LLP	217.528.7375	Banking
Russell L. Reed	Hinshaw & Culbertson LLP	217.528.7375	Med-Mal Defense; PI Defense: General; Professional Malpractice Defense
J. William Roberts	Hinshaw & Culbertson LLP	217.528.7375	Comm Lit; Crim Defense: White Collar; Gaming/Casino; Gov/Muni/Lobbying/Admin
Charles R. Schmadeke	Hinshaw & Culbertson LLP	217.528.7375	Civil Rights/Constitutional; Employment: Mgmt; Gov/Municipal/Lobbying/Admin; School
Robert E. Wagner	Hinshaw & Culbertson LLP	217.528.7375	Gov/Municipal/Lobbying/Admin; Insurance Coverage/Reinsurance
Todd A. Bresney	Kanoski Bresney	217.523.7742	Personal Injury: General
Ronald J. Kanoski	Kanoski Bresney	217.523.7742	Personal Injury: General
Stephen Scott Morrill	Morrill and Associates PC	217.789.5411	Gov/Municipal/Lobbying/Admin
James E. Neville	Neville Richards & Wuller LLC	618.277.0900	Med-Mal Defense; PI Defense: General; Product Liab Defense; Transportation Def; Tox Tort Def
Timothy S. Richards	Neville Richards & Wuller LLC	618.277.0900	Med-Mal Defense; PI Defense: General; Product Liab Defense; Toxic Torts Def
Robert G. Wuller, Jr.	Neville Richards & Wuller LLC	618.277.0900	PI Defense: General; Real Estate: Tax
Cheryl S. Neal	PNC Wealth Management/Estate Settlement	217.753.7130	Trust/Will/Estate
James A. Borland	Quinn Johnston Henderson, et al.	217.753.1133	PI Defense: General; Products Liability Defense
Matthew J. Maddox	Quinn Johnston Henderson, et al.	217.753.1133	Med-Mal Defense; PI Defense: General; Professional Malpractice Defense

Continued on Page 29

LAW FIRMS

Sources: The Law Firms.
Ranked by number of local lawyers.

	NAME / ADDRESS	PHONE / FAX (=)	WEBSITE / EMAIL	NUMBER OF LOCAL LAWYERS	NUMBER OF PARTNERS	MANAGING PARTNER(S)	PARTIAL LIST OF PRIMARY AREAS OF PRACTICE	YEAR EST'D
10	Wolter, Beeman, Lynch & Londrigan 1001 S. Sixth St. Springfield, IL 62703	217-753-4220 217-753=4456	wbllawyers.com wbl@wbllawyers.com	5	5	Randall Wolter, Bruce Beeman, Francis Lynch, Brent Beeman, Tim Londrigan	Personal injury, professional malpractice, workers' compensation	1997
10	Hart, Southworth & Witsman 1 N. Old State Capitol Plaza, Suite 501 Springfield, IL 62701	217-753-0055 217-753=1056	N/A	5	4	Richard Hart, Mike Southworth, Samuel J. Witsman, Timothy J. Rigby	Business law, real estate, banking, corporate, probate, estate planning, special needs estate planning, municipal tax-exempt financing	1985
10	Graham & Graham Ltd. 1201 S. Eighth St. Springfield, IL 62703	217-523-4569 217-523=4656	N/A	5	3	Richard Wilderson, Bradley Huff, Nancy Eckert-Martin	General trial practice, medical-related litigation, business transactions, real estate, health law, probate	1897
10	Hennessy & Roach, P.C. 2501 Chatham Road, Suite 220 Springfield, IL 62704	217-726-0037 217-726=0137	hennessyroach.com	5	3	Emilie A. Miller	Workers' compensation, general liability and civil litigation, labor and employment	1993
11	Bellatti, Fay, Bellatti & Beard, LLP 816 West State St., P.O. Box 696 Jacksonville, IL 62651	217-245-7111 217-245=2832	bellattilaw.com	4	4	Daniel J. Beard	Bankruptcy, business and commercial, estate planning, probate, real estate, family law, banking, municipal, tax civil litigation	1876
11	Livingstone, Mueller, O'Brien & Davlin PC 620 E. Edwards St. Springfield, IL 62703	217-525-1070 217-525=1080	livingstonelaw.com lmobd@livingstonelaw.com	4	3	L. Robert Mueller, Dennis S. O'Brien	General litigation, negligence, workers' compensation law	1953
11	The Law Offices of Frederic W. Nessler & Associates, Ltd. 536 N. Bruns Lane, Suite 1 Springfield, IL 62702	217-698-0202 217-698=0203	nesserlaw.com	4	1	Frederic W. Nessler	Personal injury, workers' compensation, medical malpractice, wrongful death, clergy misconduct, nursing home abuse	1977
11	Cassiday Schade LLP 111 N. 6th St., Suite 200 Springfield, IL 62701	217-572-1714 217-572=1613	cassiday.com jrupcich@cassiday.com	4	1	Joseph Rupcich	Personal injury defense litigation, workers' compensation, employment law, medical and professional liability defense, insurance litigation, appellate practice, business and transactional law, civil rights	2014
11	Strong Law Offices 913 S. 6th St. Springfield, IL 62701	217-544-9005 800-234=0090	www.stronglawoffices.com todd@stronglawoffices.com	4	1	Todd Strong	Plaintiff's workers' compensation and personal injury	1999
12	Cherry, Frazier & Sabin, LLP 1 W. Old State Capitol Plaza, Myers Bldg. Suite 800 Springfield, IL 62701	217-753-4242 217-753=4642	springfieldlawfirm.com	3	3	Diana N. Cherry, Richard D. Frazier, Scott A. Sabin	Family, criminal defense, personal injury, workers' compensation, federal and state appeals, civil litigation	1983
12	Kopec, White & Spooner 801 S. MacArthur Blvd. Springfield, IL 62704	217-726-7540 217-726=7543	springfield-law.com mkopec@kws-law.com dwhite@kws-law.com sspooner@kws-law.com	3	3	A. Michael Kopec, David V. White, Scott D. Spooner	Civil litigation and trials, divorce and family law, business planning, formation and transactions, franchise law, estate planning and probate, real estate	2008
12	Hesse Martone, P.C. 1224 Centre West Drive, Suite 200E Springfield, IL 62704	217-679-0919 314-862=7010	www.hessemartone.com rickstewart@hessemartone. com	3	2	Andrew Martone, Chris Hesse	Employment issues, collective bargaining, labor law, municipal, administrative, regulatory and legislative issues and association management	1995
12	Sheehan & Sheehan, Lawyers, P.C. 1215 S. 4th St. Springfield, IL 62703	217-544-0701 217-544=0750	sheehanlaw.net jr@sheehanlaw.net pat@sheehanlaw.net bill@sheehanlaw.net	3	2	Patrick J. Sheehan, Patrick J. Sheehan III, William P. Sheehan	Adoption, agricultural law, business/commercial law, estate planning and administration, probate, real estate, taxation, traffic and minor criminal offenses, personal injury	1960
12	Thomson, McNeely, Crews & Thielen, P.C. 226 W. State St. Jacksonville, IL 62650	(217) 245-7148 (217) 245=0556	thomsonlaw.net attorneys@thomsonlaw.net	3	3	Charles E. McNeely	Contracts, probate, real estate, governmental, criminal defense, DUI defense, personal injury, workers comp.	1930
12	Zack Stamp, Ltd. 601 W. Monroe St. Springfield, IL 62704	217-525-0700 217-525=0780	zackstamp.net kmcfadden@601w.com	3	2	Kevin J. McFadden	Government relations, insurance regulatory, civil litigation, business and corporate law, military law, tax law	1997
12	Koepke & Hiltabrand 2341 W. White Oaks Drive, Ste A Springfield IL 62704	217-726-8646 217-726=8861	www.kandhlawfirm.com	3	3	Kurt M. Koepke	Civil litigation, insurance defense, personal injury, workers' compensation, professional liability and family law	2004
12	Shay & Associates Law Firm, LLC 1030 South Durkin Drive Springfield, IL 62704	217-523-5900 217-523=5903	www.shayandassociates.com shayandassociates@comcast. net	3	1	Timothy Shay	Civil litigation involving personal injury, medical malpractice and workers' compensation	1992
13	Edwards Group LLC 3223 S. Meadowbrook, Suite A Springfield, IL 62711	217-726-9200 877-866=1737	edwardsgroupllc.com david@edwardsgroupllc.com	2	1	David Edwards	Estate planning and elder law	2008



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David R. Reid	Reid Law Office LLC	217.546.1001	Tax: Business; Tax: Individual; Trust/Will/Estate
Gregory A. Scott	Scott & Scott PC	217.753.8200	Adoption & Reproductive Technology; Family Appellate; Family; Trust/Will/Estate
Jared M. Scott	Scott & Scott PC	217.753.8200	Family; Personal Injury: General
R. Stephen Scott	Scott & Scott PC	217.753.8200	Bankruptcy/Workout: Comm; Close/Private Held Business; Tax: Business; Tax: Indiv; Trust/Will/Est
Ellen C. Bruce	Sgro Hanrahan Durr Rabin & Bruce LLP	217.789.1200	Trust/Will/Estate; Workers' Compensation
Michael M. Durr	Sgro Hanrahan Durr Rabin & Bruce LLP	217.789.1200	Real Estate: Associations/Condominiums; Real Estate: Commercial; Real Estate: Residential
Donald J. Hanrahan	Sgro Hanrahan Durr Rabin & Bruce LLP	217.789.1200	Social Security Disability
Alex B. Rabin	Sgro Hanrahan Durr Rabin & Bruce LLP	217.789.1200	Workers' Compensation
Gregory P. Sgro	Sgro Hanrahan Durr Rabin & Bruce LLP	217.789.1200	Land Use/Zoning/Condemnation; Real Estate: Commercial; Workers' Compensation
Timothy M. Shay	Shay and Associates	217.523.5900	Personal Injury: General; Personal Injury: Professional Malpractice; Workers' Compensation
Stephen J. Bochenek	Sorling Northrup	217.544.1144	Assoc/Non-Profit; Close/Private Held Business; Labor: Mgmt; Real Estate: Comm; RE: Resident
Michael C. Connelly	Sorling Northrup	217.544.1144	Close/Private Held Business; Real Estate: Comm; Real Estate: Tax; Tax: Business; Trust/Will/Estate
E. Zachary Dinardo	Sorling Northrup	217.544.1144	Close/Private Held Business; Health
William R. Enlow	Sorling Northrup	217.544.1144	Association & Non-Profit; Banking; Gov/Municipal/Lobbying/Admin
James G. Fahey	Sorling Northrup	217.544.1144	Civil Appellate; Employment: Mgmt; PI Defense: General
Mark H. Ferguson	Sorling Northrup	217.544.1144	Banking; Close/Private Held Business; Mergers & Acquisitions
C. Clark Germann	Sorling Northrup	217.544.1144	Close/Private Held Business; Mineral & Natural Resource; Real Estate: Commercial
Lisa Harms Hartzler	Sorling Northrup	217.544.1144	Health
Stephen F. Hedinger	Sorling Northrup	217.544.1144	Animal; Environmental; Mineral & Natural Resource
Michael G. Horstman, Jr.	Sorling Northrup	217.544.1144	Association/Non-Profit; Close/Private Held Business; Real Estate: Comm; RE: Resident; Tax: Indiv
Brian D. Jones	Sorling Northrup	217.544.1144	Banking; Close/Private Held Business; Employee Benefits; Real Estate: Comm
Jeffrey R. Jurgens	Sorling Northrup	217.544.1144	Election, Political & Campaign; Gov/Municipal/Lobbying/Admin
John A. Kauerauf	Sorling Northrup	217.544.1144	Close/Private Held Business; Employment: Mgmt
Kirk W. Laudeman	Sorling Northrup	217.544.1144	Med-Mal Defense; PI Defense: General; Prof'l Malpractice Defense; Transportation Defense
James M. Morpew	Sorling Northrup	217.544.1144	Election, Political & Campaign; Gov/Municipal/Lobbying/Admin
Lisa A. Petrilli	Sorling Northrup	217.544.1144	Comm Lit; Gov/Muni/Lobbying/Admin; Land Use/Zoning/Condemn; Real Estate: Comm
David A. Rolf	Sorling Northrup	217.544.1144	Agriculture; Commercial Litigation
Peggy J. Ryan	Sorling Northrup	217.544.1144	Family
John R. Simpson	Sorling Northrup	217.544.1144	Tax: Individual; Trust/Will/Estate
Stephen A. Tagge	Sorling Northrup	217.544.1144	Banking; Close/Private Held Business; ADR: Comm Lit; Real Estate: Comm; Tax: Business
Todd M. Turner	Sorling Northrup	217.544.1144	Banking; Close/Private Held Business; Real Estate: Commercial

These EMERGING LAWYERS have been identified by their peers to be among the TOP LAWYERS in Illinois who are age 40 or younger OR who have been admitted to the practice of law for 10 or fewer years.

Brittany Kink Toigo	Barber Segatto Hoffee Wilke & Cate	217.544.4868	Family
Ashley D. Davis	FeldmanWasser	217.544.3403	Civil Rights/Constitutional; Family
Jason E. Brokaw	Giffin Winning Cohen & Bodewes PC	217.525.1571	Gov/Municipal/Lobbying/Admin
John M. Gabala, Jr.	Giffin Winning Cohen & Bodewes PC	217.525.1571	Civil Appellate; Commercial Litigation; Copyright/Trademark; PI Defense: General
Abby L. Sgro	Giffin Winning Cohen & Bodewes PC	217.525.1571	Criminal Defense: DUI; Crim Def: Felonies/Misd; Environmental; Family; PI Def: General
Matthew R. Trapp	Giffin Winning Cohen & Bodewes PC	217.525.1571	Civil Appellate; Commercial Litigation; Gov/Municipal/Lobbying/Admin
Jessica L. Galanos	HeplerBroom LLC	217.993.7159	Agriculture; Civil Appellate; Civil Rights/Constitution; Comm Lit; PI Defense: General
Joshua J. Houser	HeplerBroom LLC	217.993.6076	Environmental
Michael P. Murphy	HeplerBroom LLC	217.993.7156	Insurance Coverage/Reinsurance; PI Defense: General; Products Liability Defense
Esther J. Seitz	Hinshaw & Culbertson LLP	217.528.7375	Advertising & Media; Copyright & Trademark; Gov/Municipal/Lobbying/Admin
Colleen R. Lawless	Londrigan Potter & Randle PC	217.544.9823	Employment: Employee; Family; Personal Injury: General
Christopher D. Galanos	Quinn Johnston Henderson, et al.	217.753.1133	PI Defense: General; Workers' Compensation Defense
Jason T.H. Germeraad	Scott & Scott PC	217.753.8200	Bankruptcy: Individual; Commercial Litigation; Foreclosure Defense
Pamela E. Hart	Scott & Scott PC	217.753.8200	Bankruptcy & Workout: Commercial; Elder; Real Estate: Residential; Trust/Will/Estate
Benjamin M. Sgro	Sgro Hanrahan Durr Rabin & Bruce LLP	217.789.1200	Personal Injury: General; Real Estate: Commercial; RE: Residential; Workers' Comp
Joshua J. Watson	Sorling Northrup	217.544.1144	Family

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Practicing law is not like you see on TV

BY TOM PAVLIK

All too often, people's perceptions and beliefs about lawyers and the practice of law are formed from watching TV shows about the practice of law. So let's dispel some myths and take a look at the reality of practicing law.

The law is not fast-paced

Not that I watch many TV legal shows, but it typically seems that most matters are resolved quickly – proceeding from initial meeting with the client to trial in a matter of weeks. Reality is quite different, because the law moves about as quickly as my first computer from 1985.

Most lawsuits in Sangamon County take at least a year, typically more, to resolve. Initial pleadings and motions can take months, and then there's discovery (the exchange of information between parties – both written and through depositions). After that, most cases then proceed to summary judgment – written motions asking the court to find that, as a matter of law, one party wins because there are no issues of fact to be resolved. If unsuccessful in that regard, then there's a matter of scheduling a trial – which can be difficult because criminal matters take priority due to the guaranty of a speedy trial in criminal matters. Throw in the fact that continuances are routinely granted, and you can see why the process takes so long.

Transactional matters (like the purchase or sale of real estate) are generally on a more accelerated timetable. But even with non-litigation matters – things like due diligence (surveys, inspections, title work) – take longer than most clients expect.

Clients need to have their expectations tempered. Sure, it can be true that "justice delayed is justice denied" in some instances. But the reality is that our American justice and legal system isn't always as speedy as a client would like or expect.

Lawyers are not experts in everything

It seems like TV lawyers are able to handle death penalty criminal trials one week, complex commercial litigation the next, and then merger and acquisition work involving two publicly traded companies in the third week. In the real world, that's a recipe for disaster.

First, clients need to understand that there's more to the law than the litigation

that's typically seen on TV. There are all sorts of other areas of law – tax, real estate, oil and gas, estate planning, appeals, etc. But who would want to watch a one-hour show about the trials and tribulations of a wealthy couple's estate planning decisions? There's little drama in much of the law.

Second, I generally tell clients that a lawyer who professes to be able to handle every area of the law won't be able to do so in a manner that will best serve the client. Because the reality today is that the law is becoming increasingly complex, and there's simply too

freedom to concentrate in discrete areas of law thanks to a larger pool of clients.

What do you call the doctor who graduated last in med school?

Why, you call him or her Doctor! My point is that there's a wide spectrum of lawyers out there, and not all lawyers are as skilled and accomplished as others.

So don't be afraid to ask your lawyer about his or her education and experience. Ask if they've ever handled a case like yours. Ask

Sometimes clients are adamant that they want their "day in court" and are upset that their lawyer hasn't yet gotten them there. The reality is that the lawyer is working behind the scenes to try to resolve their matter in the most effective way possible and in a manner most favorable to the client. A high percentage of cases never actually get filed at court, and of those that do, a high percentage get settled before trial. So clients need to understand that having that "day in court" isn't always in the cards.

Trials aren't all that exciting

Few trials result in that Perry Mason moment where the witness, withering under brutal cross examination, recants his testimony in a dramatic fashion, with the judge then ruling from the bench with a verdict for one party.

No, compared to TV trials, most trials are snoozefests. The lawyers for both parties have goals laid out well in advance, with questions carefully planned and worded. In most instances, the significance of those questions and answers won't become evident until closing arguments when everything is tied together.

And speaking of closing arguments, they're rarely just five minutes long. They can be long – sometimes an hour, two or even more. A closing argument is like watching an attorney put together a puzzle – you'll see the big picture by the end, but until then it's just a lot of little pieces that only slowly start to fit together.

Some of the conduct you see on TV would get a lawyer disciplined

Lawyers in Illinois are held to a strict code of ethical conduct. Lawyers who violate that code can be disciplined by our Supreme Court and can be suspended from the practice or even barred from practicing law again. Some of the dodgier things lawyers do on TV would almost certainly draw the ire of our Supreme Court. Just know that there's a system in place in Illinois to regulate and monitor lawyer misconduct. ♦

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



PHOTO/ PEXELS

much to be able to keep up with.

Third, even if your lawyer can take the time to become well-versed in a particular area of law, that doesn't mean it will be cost-effective for you. That's why I tell my clients that if I (or other members of my firm) don't have a particular familiarity with an area of law, that I will refer them to someone who does. Sometimes, with niche areas of the law, that means reaching out to an attorney in Chicago or St. Louis, where lawyers have more

for referrals. Go to the Illinois Attorney Registration and Disciplinary Commission (www.iardc.org) and see if your lawyer has been disciplined before. Be an informed consumer of legal services and don't just assume that all lawyers are equally competent.

Not everything ends up in court

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The welcoming sign at Parkway Café.

PHOTO/ BY STACIE LEWIS

Fresh and friendly, not fancy

Parkway Café celebrates 25 years

BY TOM PAVLIK

I love that Parkway Café’s webpage tells you how to know you’ve come to the right place. It’s in “what is known locally as the ‘ugly blue building’ on North Dirksen.” And you know what? It is an ugly building. But it houses some good food, and a reputation for good service it has earned over decades. Parkway recently celebrated 25 years in business.

Walking in you immediately find the cash register and a counter (ringed with pinkish neon lighting) that handles maybe 8-10 people. The remainder of the seating is booth or table. It’s a pretty utilitarian setup. The main dining room is out front, with a second dining room in the back (separated by a partial wall) that looks like it could handle large parties or private meetings. We liked the flower posters children had colored that decorated one of the half walls. Particularly interesting were the pictures of local Springfield that adorn the walls.

We visited Parkway a little after noon and the front dining room was packed. Our fellow diners were primarily locals, many of whom the staff knew by name. It was clear that Parkway has more than its share of “regulars.”

In general, the menu is broken down into burgers/sandwiches, salads and other family restaurant classics (think liver and onions and chopped sirloin). Breakfast is available all day as well. I was tempted by the Big Breakfast, which is three eggs, American fries or hash browns, ham, bacon or sausage, toast and jelly, and a half order of biscuits and gravy (\$7.99), but I decided to stay true to our mission and stuck with the lunch theme.

Items that caught our eye included the smothered chicken breast (two five-ounce chicken breasts, covered with melted provolone and smothered with sautéed mushrooms and onions – with choice of potato, vegetables, dinner roll and choice of salad, cup of soup or coleslaw - \$9.59), the spaghetti (with meat sauce, garlic bread and choice of salad, soup or coleslaw - \$6.49) and the “Slim Jim” sand-

wich (Swiss cheese melted between two slices of lean ham, served on a grilled steak roll with lettuce, tomato and Parkway’s “special” sauce - \$6.79). All sandwiches come with homemade potato chips, and homemade slaw is available for 50 cents. Fries can be substituted for an additional \$1.50.

There are also daily specials – the day we

hand-assembled in the kitchen rather than taken out of some box.

For our main dishes, we decided to try the club sandwich (\$7.99) and the all-American burger (one third pound - \$6.59). I substituted in fries, while my guest stuck with the home-made chips.

The club came with a generous stack of



Leann Fox, owner, and regular customer, Gene Stahr.

PHOTO/ BY STACIE LEWIS

visited it was all-you-can-eat walleye with baked beans and a choice of side. The Sunday “all-you-can-eat” fried chicken also caught our eye – so now we had a reason to return.

I opted to start with a cup of Parkway’s chili (\$3.29). I found it to be too sweet for my palate, but there were copious amounts of good quality ground beef. My guest went for the potato skins (\$4.99) and appreciated the real bacon and the fact that the skins were

ham and turkey breast served on a toasted white bread. The bacon was cooked exactly how I like it – well done, but still slightly pliable. I could only manage to eat three-fourths of the dish – especially because I went to town on a large helping of piping hot French fries. They were nice and crunchy on the outside and soft on the inside. The whole meal was exactly what I’d been craving.

The burger was reported as in the upper

echelon of classic family restaurant offerings. It was every bit of a third of a pound and came on a perfectly toasted bun with fresh toppings. The chips were reported as fresh out of the fryer, well-seasoned and with just the right texture.

There are plenty of desserts, focusing primarily on pies. We decided to skip, but noted that they appeared homemade.

Service was efficient and friendly. Unlike many of its peers, Parkway was very well staffed. We were particularly impressed that the whole staff pitched in when glasses needed filling or plates cleared – Parkway clearly cares about its customers. But underneath that friendly demeanor we all sensed some good intensity among the staff. It may have more to do with moving tables than anything else, but it was markedly different from many other Springfield restaurants.

Parkway Cafe isn’t a fancy restaurant, nor is its food. But it’s fresh, made with quality ingredients, at reasonable prices and with generous portions. Couple it with some good service, and we can see why Parkway has so many regulars. ♦

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2715 N. Dirksen Parkway, Springfield, IL

(217) 544-2233

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Monday – Thursday, 6 am to 2 pm

Friday – Sunday, 6 am to 9 pm

Wheelchair access: Yes

Credit cards: Yes

Website: www.eatparkway.com

Atmosphere: ★★★

Service: ★★★★★

Food: ★★★★★

Price: ★★★★★

Suitability for Business Lunch: ★★★

OVERALL: ★★★★★



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The voice of generosity

David and Laurie Farrell honored for volunteering and community involvement

BY JANET SEITZ

David Farrell voices concern. From the studio of public radio NPR Illinois to the workplace of various other nonprofit organizations, he speaks out for support. He is known to emcee events, do voiceovers for videos such as UIS's Reaching Stellar fundraising campaign, make on-air pitches and in many other ways lend his voice, literally and figuratively, as an advocate and volunteer to a variety of causes.

David is the recent recipient of University of Illinois Springfield's 2018 William E. Winter Award for Outstanding Advocate Leadership. The award, now in its 21st year and named after a U of I alumnus and foundation director, recognizes individuals outside of the university structure who play active roles in securing private support for the University of Illinois.

Vice Chancellor of Advancement Jeff Lorber said the award recognizes that volunteering is as significant as giving. He noted that during his five-plus years at UIS, Lorber has known David and his wife, Laurie, as supporters, both vocally and financially. Besides longtime contributions to NPR Illinois and the Illinois Innocence Project, they have supported several UIS initiatives -- most recently the UIS Central Illinois Nonprofit Resource Center at UIS, the theater program and the UIS Cares Food Pantry.

When promoting an effort, "David doesn't need a lot of coaching," Lorber quipped. "He's interested in everything and how to make a situation better."

Randy Eccles, NPR Illinois general manager and publisher, added his praise. "From pitching the anchor-leg of fund drives to offering ideas on how to most effectively inform and convene the community, David is a passionate advocate for NPR Illinois 91.9 UIS. Also, he's been 'that voice' at the beginning and end of State Week for over a decade. We're so thankful David and Laurie Farrell support NPR Illinois and have helped raise tens of thousands



David Farrell speaking at the Illinois Innocence Project.

PHOTO/ COURTESY ILLINOIS INNOCENCE PROJECT



David and Laurie Farrell pause for fresh air.

PHOTO/ COURTESY UNIVERSITY OF ILLINOIS

of dollars toward our mission."

David is on a mission to convey the importance of volunteering and for organizations to recognize the importance of a volunteer. "Philanthropy is time, talent and treasure. Time is precious. There's value in being involved in the community," he said. "Do something worthwhile and it makes the community better. You get involved because of an unmet need. You feel good about doing it. The satisfaction comes from within. We're all going to die but there's no reason to die bored."

There's no question that David is not bored. He and Laurie have volunteered and supported more than 20 area charitable organizations since moving to Springfield in 1975. From collecting diapers for Parent Place to breaking down shipments to the Central Illinois Food Bank to a five-year stint as tour guides with the Abraham Lincoln Presidential Library and Museum, the Farrells have used

time, talent and treasure to make a difference. "There's so much available to do," added Laurie. "Once you get involved it's easier to get involved in other things."

For organizations recruiting or maintaining a volunteer force, David emphasized, "You need to inform volunteers about what you're doing. Get the message out about how important volunteers are and recognize peoples' generosity. A volunteer is your customer. A volunteer is an ambassador for your organization, a salesperson. A volunteer's time is precious. Make it fit."

Whether answering a phone or serving on a board, plenty of volunteer opportunities exist. David has served on the board of the Hoogland Center for the Arts for the past four years. HCFTA Executive Director Gus Gordon said, "Not only is he a font of information, he is incredibly upbeat and giving of his time and talent. David is a master communicator, and sometimes when I ask him a question about publicity, he can come up with the most articulate, off-the-cuff remark that is usually better than the most polished professional press release that someone else would slave over for days."

"He and his wife, Laurie, are also two of the most generous, thoughtful people that I have met in Springfield," Gordon continued,

grateful also for the financial support for building repairs and improvements and annual fundraiser sponsorship. "David is always thinking of ways to honor the unsung heroes of the Hoogland -- the people who aren't often in the limelight but help to make things run smoothly behind the scenes. And he is one of the best cheerleaders that any not-for-profit could ask for. When David agreed to serve on our board, he didn't do it just to get a new entry on his resume. He was fully engaged from his first board meeting and focused on helping us grow as an organization."

"Even though he wasn't born in Springfield, he has been tireless in his efforts to make the city a better place to live." ♦

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

Milk and Honey Fresh Market to reopen downtown



BY STACIE LEWIS

Milk and Honey Fresh Market will reopen soon at a new location. Owner Jenny Loftus is planning a June 1 opening at 413 E. Adams Street, between Café Moxo and The Elf Shelf. The space was previously occupied by the Sangamon Democratic Party.

Her former location at 223 S. Sixth Street was too large, Loftus says, and the new space better fits her current needs. "I won't have as many coolers and they took up a lot of space," she says. The South Sixth Street location is currently available to rent.

Loftus says while she will not be carrying any dairy, meat or liquor, she will have fresh produce and grocery staples along with some convenience items. "The Kidzeum across the street will have a cafeteria space, but will not have any food service beyond a soda fountain," she says, so she would like to offer some grab-and-go selections for the Kidzeum's patrons.

During the start up, the hours will be 9 a.m.-1 p.m., Monday through Saturday. As she gets more settled in, Loftus says she will probably extend the hours. ♦

Jenny Loftus basking in the decor in the new location of Milk and Honey Fresh Market.

PHOTO/ BY STACIE LEWIS



Janet Barkmeier warmly welcomes you to peruse all the unique gifts at Once in a Blue Moon.

PHOTO/ COURTESY JANET BARKMEIER

Art and gifts under the moon

Once in a Blue Moon International Gift Gallery has opened at 1535 W. Wabash in Springfield. The retail location occupies 2700 square feet in the other half of the Benchmark Auto building, just west of Little Saigon restaurant.

While the store has only been open for a week, owner Janet Barkmeier says she has come full circle, since she had the same type of business 20 years ago in a location on Wabash Avenue. "It's an international gift gallery; everything in it is handmade," she explained. The store carries a wide variety of jewelry, artwork, ceramics, gift items, and more.

Barkmeier is no stranger to the retail business. "I started in Lincoln in the 1970s; I had the Yellow Unicorn Gift and Pipe Emporium,"

she said. "Then I opened Wildflowers Limited, a clothing store that was in a connected building. After that, I did a holiday store for a while." Barkmeier also owns Blue Moon Communications, which handles marketing and design work. However, she is glad to be getting back into the retail side of things.

"I really missed the whole business and life finally settled down a little bit, so I was able to give it another go," she said.

Barkmeier has hired four employees and the store is currently open Monday-Wednesday from 10 a.m.-6 p.m., Thursday and Friday from 10 a.m.-8 p.m., and Saturday from 10 a.m.-5 p.m. ♦

Sangamon County new business registrations

A Better Choice Healthy Vending, LLC, 75 Interlacken Road. 725-3109. Kevin Leamon.

Big Fella Sales, 3208 Victoria Dr. 816-6026. Albert J. Lust.

Cloyd Homes, 3144 S. 2nd St. 553-5957. Bret Cloyd.

Hughes, Cameron & Company, 386 S. Koke Mill Rd. 787-8822. Cameron Smith & Company, PC

JayRae Yarncrafting, 1731 West Homewood Ave. 652-9605. Jaymie Rae Babel.

GMTA, Ltd., 4904 Eden Ct. 262-812-6690.

Lyttaker and Son's Maintenance and Remodeling, 324 E. Harpole, Williamsville. 502-2211. Brian Lyttaker.

Top Notch Tile Installation, 100 Redwing Ct., Chatham. 341-9218. Henry Jacobs.

Beelzebunz, 3332 S. 2nd St. 904-540-9254. Bonnie K. Jones.

JTC Construction, 2110 Republic. 414-4415. James Kieffer.

A M Concession, 213 Stutely Ln. 971-9444. Aaron Geist and Mary Magerl.

Clean Start, 1832 Honeysuckle Ct. 299-2486. Taysia Killion and Jastine M. Delgado.

Hana Nails & Spa, 3812/3816 Octavus Via. 502-1587. Huong Luu and Thanh Tran.

T.G.A. Studios/The Ground Up Associations, 1617 S. Spring St. 220-3299. Maurice Green.

W-D Right of Way Clearing, 1756 Bruns Ln. 494-1690. Rodney L. Womack.

Get Some! Dance Fitness and Pumped Up! Dance Fitness, both at 301 Breckenridge, Chatham. 341-4338. Kara Riba.

Guided Truth Experience, 816 Knoll Pointe Pl. 361-7246. Jai' Howse.

Powers Services, 621 S. Park Ave. 546-8455. Jon Powers.

Superior Sounds Studios, 1200 N. 5th St. 210-2224. Tommie H. C. Hofford, III and Christopher H. Jones, Jr.

Sangamon Landscape Services, 5279 S. Williamsville Rd., Sherman. 502-4014.

Young Queens by Ally Beauty Bar, 1052 Stanford Ave. 433-4210. Allison Oldham.

Capitol Motors, LLC, 1501 S. 11th St. 801-4299. Daryl M. Doss.

Cave Auction Services, 1917 N. 21st. 306-5478. Don Cave.

Central Illinois Activator, 2004 South Spring St. 891-5416. Joe Copley and Scott Faingold.

Denver Buy Sell Trade, 2413 Denver Dr. 502-4746. Jeremy Lingard and James Ausmus.

JF Hauling, 2074 Bradley Cr., Apt. E. 670-4664. Jacob Wehner.

SIU SOM GLMA, 801 N. Rutledge. 993-4298. Aileen Portugal.

Butch's Lawncare and Landscaping, 41 Ivy Hill, Riverton. 717-5277. Joseph L. George and Charles C. Grinkey.

Springfield Food and Liquor, 1900 N. Peoria Rd. 523-2410. Lubana Brothers, LLC.

Stolleis Signs, 3916 Huxley Dr. 971-3086. Jeff Stolleis.


Argyle Print Group, 1513 Old Ivy Dr. 816-5943. Argyle Group, LLC.

Milk & Honey Fresh Market, 413 E. Adams. 304-2678. Jennifer Loftus.

OOT Box Media, 917 Clocktower Dr., Suite 260A. 899-6905. OOT Box Media, LLC.

Springfield Photo Booth Rental, 917 Clocktower Dr., Suite 260B. 899-6905. OOT Box Media, LLC.

Wild at Heart, 10137 N. Pawnee Rd., Pawnee. 823-3060. Rebecca Coontz.



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