18th ANNUAL 15 UNDER FIFTEEN

Ayers Trucking LLC

AZ-T-CA Mexican Grill

Bless'It Beauty Salon NFP

By-Pass Auto Body

Chadito's Mexican American Grill

Element Services

Kennedy Sue

Lake Springfield Tavern

Law Automotive

Sam's Best Brands Plus

Springfield Dance

Springfield Monument

Springfield Select Autos

Troxell Financial

UNDERDOG Sports, Memorabilia, & Games



If reading these profiles makes you think of another small business who deserves recognition, you don't have to wait to make a nomination for next year's 15 Under Fifteen. To submit a nomination and view a list of previous selectees, visit www.springfieldbusinessjournal.com and click on the awards program tab.

SNAPSHOT

Established: 2002 Owner: Jimmy and Cydney Ayers, Cameron Ayers Employees: 8 Services: trucking 8640 Cardinal Hill Road, Rochester 217-498-8235 ayerstruckingllc@gmail.com

PROFILE

Jimmy and Cydney Ayers started Ayers Trucking LLC in 2002 to provide hauling for farmers. Over the past 18 years the business has grown exponentially, and their son, Cameron, is also now an owner and manager.

"We are a local, woman-owned, multi-generational family trucking company," said Cydney Ayers. "Our trucks operate 365 days a year, including Christmas day. As a team, we have drivers on the road 24 hours a day. Our success comes from a team that makes this happen."

Today, the company has five full-time employees as well as three part-time workers. "Our employees are considered family, and communication and dispatch comes directly from us. As owners, there is no middle person," said Ayers. "We value drivers' input and feedback. There is no doubt they are part of this success."

Although it is based out Rochester, Ayers Trucking has a big reach and behind-the-scenes impact on the entire central Illinois area. "We haul U.S. mail, decorative rock to business, white rock to job sites, grain from central Illinois fields, along with lime, sand, salt, dirt and so much more," said Ayers. "It is our job to keep Springfield businesses, projects and mail moving."



Ayers Trucking

BACK ROW – LEFT TO RIGHT: PAULA LINDSEY, CAMERON AYERS, TOM MCCLOSKEY, SEAN KISNER, BOB O'NEAL, JIMMY AYERS, TERRY MITCHELL CENTER – CYDNEY AYERS



Established: 2007 **Owner:** Nicolas and Amanda Paz

Employees: 14
Services: restaurant

2753 Chatham Road, Springfield 217-546-6906

PROFILE

"I believe passion is key to a longlasting legacy – passion for the food, passion for making each experience unique," said Nicolas Paz, co-owner of AZ-T-CA Mexican Grill. "Everyone that has worked with me knows how passionate I am, and I try to pass that along to my staff." Paz and his wife, Amanda, opened the restaurant during the summer of 2007. Paz describes the food as a fusion of South American and Mexican cuisine, which sets them apart from the rest.

"Several people that have worked with me are now restaurant owners and that's very nice to see that you inspired that," said Paz. "I always tell them, anyone can open a restaurant, but how you are going to set yourself apart is learning how to treat people. You can be thorough, but get to know your employees. Establish a relationship and show them you care, and they will treat your customers the same way."

Paz also believes in motivation, total commitment and continuing to learn and grow as a person. "Your business and your personal life are not separate," he said. "If you are not committed to each one of them, you will fail. Put God first, your family second and your business third, and commit to each of them. If you have God in your heart, if you are a good husband, a good father and a good business owner, people will follow you as a leader."



AZ-T-CA Mexican Grill

BACK ROW – LEFT TO RIGHT: EGLE, EMILIE, SAMANTHA, ANISLEIDYS, GASPAR, PEDRO

FRONT ROW – LEFT TO RIGHT: RIGOBERTO, NICOLAS, TONY, ALONSO, DIEGO, MATEO

NOT PICTURED - BLAKE AND VALERIA

Photo by Terry Farmer



Bless'It Beauty Salon, NFP

LEFT TO RIGHT: ADALIA VAN, FREDRICK VAN AND VERIS VAN

Photo by Terry Farmer

SNAPSHOT

Established: 2015 Owner: Veris Van Employees: 3

Services: beauty salon and personal development

1007 W. Edwards, Springfield 217-553-1438 Blessitbeautysalon.com blessitbeauty@live.com

PROFILE

Bless'It Beauty Salon opened its doors in November 2015 as a unique nonprofit organization. Veris Van. owner and president, says she has a number of objectives for the organization. The goal of Bless'It Beauty Salon is to reach clients through salon services and help them to build a more positive selfimage through personal care. Van said increasing clients' self-esteem, grade point average and employment status are a few of her major aspirations. She also hopes to build strong family connections and says, "The sky is the limit."

With three employees on staff, Bless'lt Beauty Salon provides more

than normal salon services, according to Van. In addition to offering a variety of salon services, workshops and educational programs include Sister to Sister Connections, Building YOUR Best You and Group/Family Connections.

"We help individuals understand they are different, and we guide them into being more comfortable with themselves," said Van. "We hope to build and maintain a positive self-outlook while increasing their inward confidence. We want to help our clients always make the best first impression in all they do."

By-Pass Auto Body

BACK ROW – LEFT TO RIGHT: CAMARON FAUGUST, BILL BITSCHENAUER, TONY LESTER, KYLE STRATTON, BILL BYERLINE, SCOTT CHEFFY, BOB BITSCHENAUER, CHRIS DUTCHER

FRONT ROW - LEFT TO RIGHT: KIM BITSCHENAUER, LORI BITSCHENAUER

Photo by Terry Farmer

SNAPSHOT

Established: 1966
Owner: Bill and Bob Bitschenauer
Employees: 11
Services: auto repair

2300 E. Clearlake Ave., Springfield 217-544-1965 bypassautobody.com bypass1571@sbcglobal.net

PROFILE

By-Pass Auto Body has been a locally owned and operated full-service automotive repair shop in Springfield since its inception in 1966. Since the company began, owners Bill and Bob Bitschenauer have provided excellent customer service and quality craftsmanship with each vehicle that enters the work bay.

"From small dents in your car's door to nearly totaled vehicles requiring repair or replacement of major body sections, the team at By-Pass uses their extensive experience and knowledge to restore your car to pre-crash condition," said Bill. "We also offer a wide

variety of auto repair services and each one comes with our owner guarantee."

By-Pass offers complete collision repair for all foreign and domestic automobiles. They also provide mechanical repair and towing services. "I believe we stand out from other businesses because you are dealing with the owners every day," said Bill. "Bob and I work every day, along with our wives. If there is ever a concern, you deal with one of us. We take pride in our business because we try to take care of our customers as our parents did when they owned the business."

SNAPSHOT

Established: 2007 Owner: Chad Reese Employees: 5 Services: restaurant 3030 S. Sixth St. and 6490 N. Walnut St., Springfield (217) 529-8226

PROFILE

Chadito's is owned by Chad Reese and currently operates at two different locations. "We are a small quick-serve restaurant that serves Springfield's favorite Mexican dishes like tacos, burritos, sanchos and nachos," said Reese. "In addition to the Mexican side, we have an American side that serves burgers, pork tenderloins, and Springfield's very own horseshoe. For desserts we offer soft serve ice cream as cups, cones, shakes and concretes." The restaurant has also expanded to offer catering services for smaller groups.

According to Reese, what sets Chadito's apart is having something for everyone. We offer menu items that are homemade and made-toorder at competitive prices. Over the years, Chadito's has provided customers innovative ways to experience our food," he said. In the beginning, Chadito's had a taco cart for the downtown bar patrons and was also Springfield's first operating food truck at fairs, festivals and charity events.

"My most proud offering is what Chadito's has done recently during the COVID pandemic," said Reese. "Chadito's started a program called Give a Taco, Take a Taco where we provide free lunches to school-age children. We have involved our local community in helping. Customers can buy an extra taco and we pass that along in one of the meals provided." To date, the restaurant has provided almost 3,000 free meals to school children, all with the help of the local community.



Chaditos

LEFT TO RIGHT: PATRICIA TAYLOR, NIKKI WYZARD, CHAD REESE, ABBY LESTER, CHRIS SCHERF

Established: 2015 Owner: Michael Strader Employees: 10

Services: HVAC and refrigeration

107 E. Spruce St., Chatham 217-483-1235 elementservices-hvac.com elementserv@gol.com

PROFILE

Element Services provides heating, air conditioning and refrigeration services for both homes and businesses throughout Sangamon, Christian, Macoupin and Montgomery counties.

Customer satisfaction with the company's products and services will determine both their reputation and future success, according to owner Mike Strader. Hoping to have customers for life, Element Services strives to go the extra mile and give everyone who comes to them the same personal and neighborly

support.

Whenever there is a heating or cooling problem, people want a fast response, no matter if it is during the day, at night, or even on the weekend. Element Services' team of service technicians and installers are constantly busy working to either get the current system repaired or install a new one as quickly as possible. They pride themselves on being able to determine the right heating and air conditioning system for every home or commercial business that comes to them for help.



Element Services

LEFT TO RIGHT: KAYLA STRADER, GUARDIAN STRADER, MICHAEL STRADER, KAREN BLAIR, DALTON STADE, ALEX COPP, TYLER MCLEAN, TYLER HULETT, MATT METCALF, DOUG MARX.

Photo by Terry Farmer



Kennedy Sue

LEFT TO RIGHT: SALES ASSOCIATE ABBY HOLTAUS, ASSISTANT STORE MANAGER ALLI KOCH, OWNER REBECCA KNOBLOCH, SALES ASSOCIATES CARLY PETTY, ONLINE MARKETING MANAGER SAMI MCELWEE

Photo by Terry Farmer

SNAPSHOT

Established: 2017 Owner: Rebecca Knobloch Employees: 10 Services: retail boutique

3041 Montvale Ave., Springfield 217-679-1145 kennedysue.com

PROFILE

Rebecca Knobloch opened Kennedy Sue, a gift and home décor boutique, in September 2016. She was born and raised in Springfield and always loved home décor but had to go elsewhere to find things she liked.

"After I got married to my husband in 2010, we lived in Washington state and Chicago before moving back home to Springfield in 2016," said Knobloch. "That's when I decided to put all my efforts into bringing my vision of Kennedy Sue to life. I left my pharmaceutical career, had my son Max and opened the business in 2017."

Everything in the store is handselected by Knoblach, and customer service is a primary focus for the company. With three full-time and seven part-time employees, Kennedy Sue is constantly looking at ways to enhance the customer experience.

"We saw the need for our online platform and Sami (McElwee) started with us in 2019 and began developing our website," Knoblach said. "With that success, the overwhelming response of online sales and also because of COVID-19. we are now completely revamping our website again to be able to have the best customer experience possible and have thousands more products online to reach more customers."

Lake Springfield Tavern

BACK ROW – LEFT TO RIGHT: TAMMY GRGEC, LISA DYER, BRIAN BURGESS
FRONT ROW – LEFT TO RIGHT: JACKIE HUGHES, BRE HURST AND
SON NIXXON, OWNER DAVENA SMITH
NOT PICTURED - KARYN HERNDON AND JESSICA SHULL

Photo by Terry Farmer

SNAPSHOT

Established: 1934 Owner: Davena Smith Employees: 8 Services: bar/restaurant 1221 Stevenson Dr., Springfield 217-679-1455

PROFILE

Originating in 1934, Lake Springfield Tavern has been a landmark in Springfield since Stevenson Drive was still a dirt road. Also known as LST, the tavern received its name since it was the only establishment standing between 11th Street and Lake Springfield.

In 2007, the tavern found a new owner when Davena Smith purchased the business, which she describes as simply a local neighborhood tavern.

"We pretty much offer your basic drinks and beers as well as

food," she said. "The food draws in a lot of people." The tavern is known for its po'boys, chili, fish and chicken but has an extensive menu of other items.

Along with the food, Smith feels that her customers also come in for the people. "We have a friendly staff. People come in to see them," she said, explaining that the employees are another reason Lake Springfield Tavern keeps a strong customer base.

"We have a real cozy atmosphere," said Smith. "People always feel welcome."

SNAPSHOT

Established: 1971
Owner: Roland and Stacey Law
Employees: 5
Services: auto repair services

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



Law Automotive is a second-generation family owned business that was established in 1971 by Butch Law and still remains at the same location.

"Roland and I purchased the business from his father in June 1994 and have expanded the business three times with additions and improvements," said co-owner Stacey Law. The company currently employs five full-time staff members.

According to Law, what makes the company stand out from other businesses includes professionalism and empathy, strong warranties, a convenient location and peace of mind

"We employ certified, knowledgeable, professional auto experts

from the front counter to the service bays," she said. The company provides constant training to stay on top of industry changes and technological advances, which shows dedication to providing for the needs of their customers.

"At Law automotive, our name is our family name. We put it out there because we work and provide a service that is essential to the motoring public of the Springfield area and visitors," said Law. "We make sure we are providing the customers with the best auto service, expediency and professionalism with the integrity that they've come to expect from the Law family business."



Law Automotive

LEFT TO RIGHT: OWNERS ROLAND AND STACEY LAW, TECHNICIAN STEVE POLIC, SERVICE MANAGER CHRIS USHERWOOD AND TECHNICIAN DAVE DENNIS



Established: 1997 Owner: Sam Moriconi Employees: 14

Services: appliance and furniture sales

3101 Lindbergh Blvd., Springfield 217-726-0000 samsbbp.com samsbbp@gmail.com

PROFILE

Sam's Best Brands Plus opened in September 1997 and is named after owner Sam Moriconi. His son, Jeremy, is also involved in the business.

"Jeremy grew up in this business and is much more knowledgeable and detailed than I am," said Moriconi, who started in appliance sales in high school. "I was the youngest appliance manager at age 18 in the Woolco Department Store chain. This year makes 48 years I've been selling appliances," he said. "Believe it or not, Dick Van Dyke and I went to Glenwood High School together and are still good friends to this day."

Repeat customers and referrals represent the majority of their business, and 2020 has been the company's best year to date. "We don't carry every brand, only ones we consider to be quality brands on the market," said Moriconi. "We offer product knowledge that is hard to find these days. What you read on the internet and online reports is not always enough to make a good buying decision," he said.

"Honesty is our policy. I've always tried to treat others the way I would want to be treated," said Moriconi. "Any business will say you can't make everyone happy, but we try."



Sam's Best Brands Plus

FRONT ROW - LEFT TO RIGHT: KYLE CORRELL, ALYANA FLICKINGER, JEREMY MORICONI, SAM MORICONI BACK ROW: ALAN HALL, GERALD PORTER

Photo by Terry Farmer



Springfield Select Autos

LEFT TO RIGHT: OWNER MARK GRIFFITH, LOT ATTENDANT JESUS FERNANDEZ, MECHANIC MARY TRADER, FINANCE/SALES JEFF SMOTHERS, GENERAL MANAGER SCOTT MILES, SALES MANAGER MATT TAYLOR, DRIVER HERMAN WILLIS

Photo by Terry Farmer

SNAPSHOT

Established: 2015 Owner: Mark Griffith Employees: 5 Services: auto sales

913 N. Dirksen Parkway, Springfield 217-789-2886 Springfieldselectautos.com

PROFILE

The dedicated group who runs Springfield Select Autos are no strangers to the industry. The five staff members have more than 120 years of combined experience in the automotive business. Owner and president Mark Griffith has 36 years of experience, while general manager Scott Miles has 31 years himself. Sales manager Matt Taylor has spent more than two decades. in the car industry, while sales and finance manager Jeff Smothers has more than three decades of experience. Add in part-time lot attendant Jesus Fernandez, and the company

is primed to continue doing well in

According to Miles, what makes Springfield Select Autos stand out is how they thrive in a small business environment which allows them to be more personable with customers. "We hand-select all our inventory, hence the name 'Select' Autos," said Miles. "We take a liking to great customer service," he said. "We also thrive on keeping our overhead low. Low overhead equals big savings to our customers. We keep it simple, honest and affordable for all."



Springfield Dance

FRONT ROW - LEFT TO RIGHT: DARCI MCGLASSON, OWNER RONDA BRINKMAN, BECKY GOWIN

BACK ROW – LEFT TO RIGHT: ANNA BUSSING-MAISENBACHER, PAMELA CLAPP, ANDREW MAYNERICH, KATY MILLER, MARSHA BUTCHER

Photo by Terry Farmer

SNAPSHOT

Established: 1995 Owner: Ronda Brinkman Employees: 13 Services: dance academy 5531 International Parkway, Springfield (217) 483-3623 Springfielddance.com ronda@springfielddance.com

PROFILE

This year marks the 25th anniversary of Springfield Dance, a non-competitive dance academy whose main emphasis is providing a well-rounded dance education.

"We have an administration staff of five, with all of us tackling our particular zone of genius. All administrative team members also teach classes," said owner Ronda Brinkman. "We have seven other teachers and a costumer, who works on costumes all year long. We have been training and motivating students in Springfield and the surrounding areas for two-and-a-half decades now."

Springfield Dance offers classes in all styles, including fitness for teens and adults. Their mission is to inspire students to reach their highest potential by nurturing their creative expression and guiding them to become successful individuals.

"Our dancers and their families are our family. We know how tough the world can be, but if they have a few things in their toolbox, we know that they will be successful individuals in life," said Brinkman.

Brinkman started her teaching journey in college and became hooked. "I loved the transformation that took place when you saw a child's face light up when they learn to skip, or the look on a dancer's face when they finally mastered that double pirouette," she said. "By giving them guidance, they find comfort in the arts and choose to make dancing a part of their lives for a much longer time."

SNAPSHOT

Established: 1897 Owner: Eric Creviston Employees: 5 Services: monuments 1824 W. Jefferson, Springfield (217) 572-1971 Springfieldmonument.com spfldmonument@gmail.com

PROFILE

"Springfield Monument was founded in 1897 and has been a fully operational monument shop that was operated by the same family until we purchased it," said owner Eric Creviston.

Springfield Monument currently has two locations; Creviston originally purchased Petersburg Monument in 2018, then opened the Springfield location a few months later to act as a showroom for both locations.

"Our monuments are created using the finest quality granite from around the world. We attend ongoing training to keep up-to-date with the latest techniques and practices," he said. The business offers everything from cemetery monuments to

cremation urns, restorations that clean and prevent deterioration, and even pet memorials. The company can provide pet urns along with customizable granite stones and cremation jewelry for pets.

"Springfield Monument was founded on the belief that all families who have lost a loved one should be provided not only with care and compassion but also a comfortable setting while choosing a monument that best memorializes their loved one," said Creviston. "We strive to provide each family we serve with the utmost respect and the best quality designs and granite from all over the world."



Springfield Monument

LEFT TO RIGHT: CORY FARNETI, ERIC CREVISTON, ELLEN MEINHARDT



Established: 1994 Owner: Kevin Crumly and Scott Norris Employees: 8 Services: wealth management

214 South Grand Ave. West, Springfield 217-321-3210 Troxellfinancial.com Kevin.Crumly@troxellfinancial.com

PROFILE

Kevin Crumly opened Troxell Financial as the sole owner and employee in 1994. Over the past 25 years, the company has grown to eight full-time team members, including co-owner and vice president Scott Norris.Troxell Financial is a Springfield-based, independent wealth management firm servicing business owners, professionals, executives and their families both locally and around the country.

"The company strives to build long-term partnerships, and we work with our clients to develop personalized strategies to help them pursue their lifestyle goals and continue their legacy for generations," said Courtney Babiak, chief operating officer. "Our mission is to provide clarity and confidence for our clients' financial future which is reflected in our core values: non-negotiable integrity,

exceeding client expectations, empathy and a desire to help others achieve success and establish and fulfill meaningful commitments.

The core values are echoed internally by providing employees the opportunity for growth and continuous development on a personal and professional level.

'We truly value the importance of a team approach in all aspects of our business as it allows us to be innovative and provide a more meaningful perspective for our clients," said Babiak. In addition, Troxell Financial strongly believes in community involvement and philanthropy. "We encourage all employees to give back to our community, whether it be by serving as a board member for a nonprofit, supporting a charitable organization they are passionate about or coaching a youth sports team," she



Troxell Financial

FRONT ROW - LEFT TO RIGHT: TRICIA LYNCH, COURTNEY BABIAK, ERIN CRUMLY

BACK ROW - LEFT TO RIGHT: RYAN DAVLIN, DOUG CANTRALL, DAVID CRUMLY, SCOTT NORRIS, KEVIN CRUMLY

Photo by Terry Farmer

UNDERDOG Sports, Memorabilia & Games

LEFT TO RIGHT: CO-OWNERS KELLY PULLIAM AND PAUL LAYTON WITH SON HAYDEN PULLIAM.

Photo by Terry Farmer

SNAPSHOT

Established: 2018 Owner: Paul Layton and Kelly Pulliam 217-801-2561 Employees: 2

Services: sports equipment and memorabilia sales

2581 S. MacArthur Blvd., Springfield underdog-sports.com underdogsport@yahoo.com

PROFILE

UNDERDOG Sports is a fanfare store for all professional sports and over 80 NCAA teams.

"There's really only one reason we stock these items: Central Illinois asked for it. We opened with only eight teams: Cards, Cubs, White Sox, Bears, Bulls, Fire, Blues and Blackhawks," said Paul Layton, who owns the business along with his wife, Kelly Pulliam.

"There's a local vibe that simply wouldn't work even 100 miles north or south. Open our front doors to find Wrigley seats on the right and Busch seats on the left. Cubs banners hang on one side and Cardinals pennants on the other," he said.

There is a 'Bench Divided' in the softball and baseball section, and customers are likely to hear Jack Buck or Harry Caray mixed in with songs such as Go Cubs Go and Celebration.

"Springfield is split. Even Springfield families are split. Our baseball fanfare sales data shows 42.8% Cardinals, 43% Cubs, 7.4% White Sox with the rest spread across the MLB," said Layton. "So, we naturally carry 'House Divided' merchandise. We embrace this fun and love talking about it."

UNDERDOG provides affordable sporting equipment for all youth sports as well as tools for new sports such as disc golf and pickleball. "We designed UNDERDOG Sports to meet the needs of central Illinois. There's purposeful experimentation occurring every week with the goal of constantly improving our ability to serve parents and sports enthusiasts," said Layton.

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For a full list of past recipients please visit: ucbbank.com/15u15

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ML Refrigeration
Prairie Wholesale Supply Co.
Propel Sliding Door Automation
Quiznos
Rambach Insurance Agency

-----2018-----

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Scoop Du Jour Ice Cream & Coffee Parlor
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Airsman-Hires Funeral Home
Apple Barn
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AZ-T-CA Mexican Grill Bath Planet Capital City Crossfit Chatham Dental Center Cherry Berry Springfield Curry's Family Pharmacy Donald Staten DMD Farmland Solutions Gypsy Soul Kyle Killebrew & Company L&M Gym & Kids
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PhysioTherapy Professionals, LLC
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