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COVER PHOTO BY NORMA ZUNIGA

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What's the plan?

If you don't have a plan, you are part of someone else's, as the saying goes. The same holds true for commercial development. When municipalities, eager for new construction and tax revenue, approve projects without considering the bigger picture, urban sprawl is often the end result. Ironically, this ends up being more costly for the municipalities, who then have to create new infrastructure and expand public services to cover an increasingly larger area without additional population growth to support it.

As the population shifts to the outer edges of the city limits, existing properties in the urban core are often abandoned. It's certainly not a problem unique to Springfield, although we have our share of significant properties awaiting redevelopment. This month's *SBJ* highlights the challenges and opportunities presented by the former Benedictine campus, the Pillsbury Mills plant and the Vinegar Hill Mall complex (page 16).

MacMurray College in Jacksonville took a different approach and opted to divide the former campus into parcels, which were then sold at auction, rather than potentially waiting years for a single buyer to acquire the entire property. While the total sale price of \$1.4 million may have been less than expected, the good news is that the properties are now in the hands of area investors who have redevelopment plans ranging from apartments to a trade school to event space and a sports complex (page 22).

Charles L. Marohn Jr., author of *Strong Towns: A Bottom-Up Revolution to Rebuild American Prosperity*, argues that redevelopment projects that preserve older neighborhoods are not just a sentimental exercise, but the best way to help local governments return to financial prosperity. Lisa Clemmons Stott, executive director of Downtown Springfield, Inc., provides a review of his book and invites interested citizens to take part in a book club and ongoing discussion that has been organized by Springfield residents who want to begin to address these issues (page 30).

COVID-19 has transformed the commercial real estate landscape as changes to the way people live and work spill over into what is now needed for office space, retail and multi-family housing. The National Association of Realtors has some predictions about what types of commercial space will be in demand in the coming year (page 10). As developers scramble to keep pace with these changes, it is more important than ever to have a plan for what we want our city to look like in a post-pandemic world. We can capitalize on the opportunities available to us, or suffer the fallout from the lack of a comprehensive approach to redevelopment.



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*a
Q & A
with*

Glen Garrison

By Lana Shovlin

Glen Garrison began his career in agriculture, but became known for his work in commercial real estate and development. Over the past five decades, he has been involved with many of Springfield's most notable developments, including Fairhills Mall, Parkway Pointe and Prairie Crossing, along with the development, management and ownership of various office complexes, assisted living projects, medical facilities and restaurants. The National Association of Realtors inducted Garrison into the Hall of Fame as a Realtor Emeritus and in 2017, the Greater Springfield Chamber of Commerce recognized him with a Lifetime Achievement award. Garrison and his wife, Lola, have been married for 56 years and have two children and three grandchildren.

What was your childhood like?

My family moved around a lot when I was young. When I was born, my dad taught agriculture in Macomb, Illinois, but he later went back to school and studied medicine. We came to Springfield for him to do his internship and residency, but when he started practicing independently, we moved to Winchester, Illinois. From Winchester, we moved to White Hall so that he could cover a wider area and expand his practice. While we were there, he got a call that the Army needed medical doctors, so he went off to Korea and was stationed just north of the 38th parallel. After he returned to the States, we moved to Flat Rock, Indiana, for a while, but in the early 50s, we moved to Williamsville, Illinois. That's where I grew up.

What brought you to the Springfield area?

After college graduation, I got a job with the McLean County Farm Bureau in Bloomington. My wife and I lived there for about four years and while we were there, some of our friends convinced us to buy a Baskin Robbins franchise. At the same time, my father-in-law was getting ready to build Fairhills Shopping Center and asked me if I'd help him with the construction of the center. In return for my help, he said that we could put the Baskin Robbins in the shopping center.

How did you transition from owning a Baskin Robbins franchise into selling commercial real estate?

I didn't intend to do any of the real estate development, but I started helping my father-in-law with the leasing of the stores in the shopping center and I really enjoyed it. It checked a lot of boxes for me, and I think that I knew right away that it was something I could do long term. You know what, though? I never did scoop ice cream. I sold the franchise to some other folks and it was in Fairhills Shopping Center for decades. It must have been a good spot for ice cream!

What do you enjoy most about your job?

I enjoy negotiating terms and conditions with the people I meet. Some of them are just starting out, some are local, some are from areas with bigger corporations. It's fun to get to know their different personalities and we're always learning new things from them.

How do you continue to stay competitive in real estate development?

We try to keep our name in front of as many folks as possible. Over the years we've made a lot of good friends on the development side of things, and hopefully when they think of building in Springfield, they think of us. We've worked hard at building those relationships and we're proud of that.

What has been your greatest professional challenge?

In 1983, I was president of the board for the Capital Area Realtors and interest rates were 21.5%. Today, they are in the 2-3% range and it really takes a different

type of mindset to make things work. Then you have something like COVID, which changes everything. We talk about things getting back to normal, but we don't really know how to define that. We can't just roll up in a ball and give up, though. We have to take the challenge, stiff arm it and move forward.

What's something about you that would surprise us?

I really enjoy motorcycles. I shouldn't tell you this, but I started riding them when I was 14 years old, two years before it was legal, but I lived in a small town and nobody cared too much. My wife and I used to take long trips on a Honda Gold Wing, and it's almost like riding in a car. In fact, it's so comfortable that, on occasion, my wife would fall asleep and I'd feel her helmet clink against mine. I used to tell people that I liked to get out there and let the wind blow through my hair, but I don't have any hair and I'd wear a helmet, so...

Recently, I renewed my driver's license and I had them take the "M" classification off. I'm at a tender age, and I don't think I need to be riding motorcycles anymore.

People are playing around and texting instead of paying attention to the road. If you get rear ended in a car, it might just pop your fender up a little bit, but if you get rear ended on a motorcycle, you've got a good chance of dying. I guess I'll have to find some other crazy hobby.

What makes you happy?

When my grandkids were in high school, my wife and I used to love going to their school activities. Two of them have graduated from college now and one of them is in school out in Arizona, so seeing them is not as common as it used to be and we miss them. We also used to host international students who came here to study for a semester and that was always a great experience. We always learned more from them than they did from us, that's for sure.

If you could give your younger self one piece of advice, what would it be?

Life is funny. We all run into hiccups and speed bumps along the way, but we can't take it too seriously or else we'll never do anything. I think it's our next life that matters, anyway, so that's what we should shoot for.



Left: Glen and Lola have been married for 56 years. Right: Tyler Smith, David Plake, Glen Garrison, Larry Sapp



Carol Keating owns Capitol Stables in Sherman. She and her daughter, Morgan, are avid equestrians.

PHOTO BY NORMA ZUNIGA

CAROLE KEATING TAKES THE REINS

Springfield entrepreneur adds more businesses to her portfolio

By David Blanchette

Carol Keating's entrepreneurial success can be simply summed up.

"I really don't take 'no' for an answer," Keating said. "If I hit an obstacle, I always keep going. That pretty much sums it up, perseverance and hard work."

That perseverance has paid off, most recently with Keating's acquisition of Egizii Electric, located at 3009 Singer Ave. in Springfield. It's just the latest business move for the Springfield woman who also has her hand in a variety of businesses that include storage, entertainment, equestrian and firearms.

"I've pretty much always been an entrepreneur," Keating said. "I started with the storage units and kept growing them through the years." Keating, a Springfield resident for 35 years, began her business mini-empire with Capitol Storage, offering climate-controlled storage, household storage, document storage, truck rentals and auction services.

She recently sold the largest

portion of the units but still has units at four locations - Dirksen Parkway, Taintor Road, Peoria Road and Great Northern Drive, plus an additional location in the Scott County community of Winchester.

"I've been in the rental business for most of my adult life," Keating said. "It has been a really good career for me; I love what I do."

Last year, Keating purchased Egizii Electric, an electrical contractor serving the central Illinois area that provides electrical construction, low voltage, traffic and maintenance services. Obtaining the business wasn't necessarily in Keating's long-term plan, but she recognized the possibilities and decided to act. "There was an opportunity, and we took advantage of it," Keating said, who noted the business is now a designated woman-owned business (WBE) with the state of Illinois.

Keating will retain the Egizii name for the business and has also kept Egizii's employees and equipment.

Her son, Michael, works with her as a project manager in the business.

Another recent investment has been the Boondocks Gun Club on Buckhart Road outside of Rochester, formerly owned by the late Sonny Siddens. The gun club is a federal firearms licensed dealer and features a public indoor gun range, range simulators, concealed carry classes, gun safety classes and shooting leagues.

"Our whole family is gun enthusiasts and the club was for sale, so we decided it would be a good addition with so few gun ranges left in the area," Keating said. "We just recently started a self-defense class for kids and adults in January."

The Boondocks name is borrowed from Boondocks Pub, which Keating has owned and operated since 2012. The pub is billed as central Illinois' largest live music venue and the 9,000-square-foot, warehouse-style operation is located off of Sangamon Avenue near Interstate 55. The club won the Academy of Country Music's (ACM) Small Club of the Year award in 2016. Boondocks has hosted headliners such as the Charlie Daniels Band, Dwight Yoakam, Gary Allan, Tanya Tucker, Florida Georgia Line, Jon Pardi, Cody Johnson, Randy Houser and many others.

Boondocks Pub typically showcases national and local acts plus holds fundraising events, but the past year hasn't been normal.

"We wanted to start a live music venue in 2012, and it had been very successful until COVID hit," Keating said. "We are like all the other small businesses, just holding on until we can open our doors again," who said the club will resume normal operations as soon as



Carole Keating purchased Egizii Electric last year and it is now a designated woman-owned business with the state of Illinois. PHOTO BY STACIE LEWIS



Boondocks Pub won the Academy of Country Music's Small Club of the Year award in 2016.

"It has been a really good career for me; I love what I do."

Carol Keating

the statewide restrictions are eased.

"Nashville is anxious to get back to Boondocks and feature their artists. We still talk to them on a regular basis and have some great acts ready to go," said Keating.

Like the gun club, another of Keating's business ventures is based on a family interest. Keating and her daughter, Morgan, are avid equestrians and 15 years ago she parlayed that enthusiasm into another business, Capitol Stables in Sherman. The stable offers boarding services and its professional on-site trainers

provide start-to-finish training for horses. The location also offers riding lessons for beginning to skilled riders in both Western and English style.

Keating, who is married and has three children, said the Springfield area offers good opportunities for entrepreneurial women, and credits one industry in particular that has served her well during her career. "I think we have a good banking industry in Springfield," Keating said. "I wouldn't be as far as I am today without good, supportive bankers."

In addition to her business ventures, Keating also had a 20-year, part-time career with the 183rd Fighter Wing where she retired as an E-7.

Despite juggling a diverse portfolio of businesses, Keating spends time with her family in the aforementioned equestrian and shooting sports, plus she enjoys going to Cardinal baseball games.

She also follows her youngest son, Bradey, in his sporting activities and says she hopes that he will eventually join one of the businesses, along with his siblings. **SBJ**

COVID changes the commercial real estate market

National Association of Realtors predicts coming trends

By Holly Whisler

The National Association of REALTORS® held its second annual Real Estate Forecast Summit on Dec. 10, 2020. The all-virtual event provided a year-end review and outlook on the post-election real estate market and economy. NAR Chief Economist Lawrence Yun and 12 leading real estate and banking economists and researchers reported their real estate market forecast for 2021 and beyond.

A three-person panel of experts discussed various sectors of the commercial real estate market, agreeing that both industrial and land sectors were strong in 2020 and are expected to out-perform all other sectors in 2021. Participants on the panel were Igor Popov, chief economist for ApartmentList.com; Jeanette Rice, head of multifamily research for Coldwell Banker Richard Ellis (CBRE), the largest commercial real estate services company in the world; and Timothy Savage, clinical professor of real estate at the NYU Schack Institute of Real Estate.

The panelists also agreed that the retail sector was hardest hit due to the pandemic, with more than 8,000 retail stores nationwide closing last year. According to Timothy Savage, retail is not likely to return to its pre-pandemic levels due to over-saturation in that sector prior to COVID. Jeanette Rice suggested retail will need to reinvent itself in order to survive in the post-COVID marketplace.

The multi-family sector is expected to remain steady, even though large cities have seen renters leaving for the suburbs or more affordable cities as working from home has become the norm. Rice predicts flex-work will remain a permanent construct in the post-COVID world and will influence the decisions renters make as to whether they continue to live in multi-family housing or choose home ownership and continue to move to the suburbs. Either way, she predicts that urban living will bounce back.

Nationwide, millions of square feet of office space are now available to rent due to the shift to remote work. Investors are waiting to see what big employers decide to do with their workforces once the COVID-19 vaccine has been widely received before investing.

Savage said he was most surprised by "how



Springfield's Pier 1 store was one of more than 8,000 retail locations nationwide to close since last year.
PHOTO BY STACIE LEWIS

unexpected this year has been. Commercial and industrial sectors were being transformed by technology already, but the impact of COVID has accelerated that transformation." He noted that Amazon is "the most disruptive force in commercial real estate today," significantly changing the way things are being done with e-commerce and the demand for, and use of, industrial space.

Based on his experience with ApartmentList.com, Popov said that 2020 has "transformed the landscape of the rental market, especially multi-family rentals." Prior to 2020, many people preferred to live in walkable neighborhoods close to work, shopping, entertainment and other amenities. But once people were ordered to work from home, a significant number headed to the suburbs while others are demanding short-term leases as they wait to see what their employers will ultimately decide about remote work. Popov noted, "We don't know what it will look like in a post-vaccine world."

Popov also commented that the virus has prompted people to view rentals online and

lease units sight unseen. This development caused property managers to improve their technology in order to adequately display units virtually so that prospective renters could get the full experience of the home, the neighborhood and surrounding city. He said, "This technology will remain and have massive implications throughout the years."

Regarding office space, Rice stated, "The results of a recent survey conducted by CBRE showed that in the future, two-thirds of employees want a hybrid of working remotely and in the office."

This information ties in to Savage's comments that flexible office space is a model that was impacting commercial real estate prior to COVID and the trend will continue. "The idea of optionality in space is a critical one. There is value to both a tenant and a landlord. This value will continue to be seen," he said. SBJ

Holly Whisler is a freelance writer from Springfield who previously worked in the real estate industry.

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The 25,000-square-foot building at 107 W. Cook is part of the Vinegar Hill Mall complex listed for sale for \$1,050,000. PHOTO COURTESY CURTIS TILLET, THE REAL ESTATE GROUP

Vacant sites create opportunities for redevelopment

By Carey Smith

Although some amount of property vacancy is desirable to accommodate the natural ebb and flow of business ventures in our community, a long-standing vacancy is not. Ryan McCrady, president and CEO of Springfield Sangamon Growth Alliance, says that part of his job is to “take a look at property to see what barriers there are to redevelopment.” Sometimes this means lining up a grant or a tax increment financing (TIF) opportunity, and McCrady does what he can to help businesses that want to locate in our community. McCrady notes that one of the benefits of redevelopment is that it typically takes place within existing infrastructure, with sewers, sidewalks and roads already built, and with amenities like bus routes established. He also says that there is an indirect positive impact to nearby areas and points to Pillsbury Mills as an example of the potential for improvement. “Create opportunities, and the neighborhood flourishes.”

Unfortunately, there are often barriers to redevelopment in play to some degree, and Springfield has several significant commercial properties awaiting new use.

Vinegar Hill Mall

The Vinegar Hill Mall complex is located just south of the Capitol complex in downtown Springfield. The nearly three-acre site is comprised of the Vinegar Hill Mall, a former restaurant and a large office building, along with parking lots adjacent to the buildings and two additional surface parking lots. Pawn King is currently the only operating business.

Listing agent Curtis Tillett, a commercial real estate broker with The Real Estate Group, says decline in the demand for commercial space in the downtown area is due to the steady decrease of state workers who used to fuel businesses in the area. It’s a snowball effect, as “the overall condition of those buildings has

deteriorated over the years due to age, and the fact that there haven’t been businesses in there who have money to do maintenance,” notes Tillett.

The Vinegar Hill Mall complex has been priced as a tear-down, with the asking price of \$1,050,000 reflecting only the value of the land the buildings are sitting on, with the exception of the former law office at 625 S. Second St.

As far as what kind of redevelopment could make use of the property, Tillett leans toward residential, specifically, “multifamily apartments for people who are working downtown. Downtown has been a sought-after spot for residential spaces and there’s not an overabundance of them.”

Tillett notes that with a good traffic pattern and close proximity to the statehouse, redevelopment of the Vinegar Hill Mall complex is inevitable. “It will happen; it’s just a matter of when.”

Benedictine University

Nestled on Springfield's north end close to Lincoln Park, Benedictine University closed its doors after its spring 2018 semester. It had operated as an institute for higher learning under different names since 1929. The 25-acre campus offers 13 buildings with close to 200,000 square feet with an additional one-acre parking lot, according to the original property listing. Numerous attempts to contact the listing agent of record were unsuccessful.

Kirk Jefferis, a Springfield-based commercial broker who specializes in redevelopment, toured the property shortly before it was listed for sale. At that time, he noted that most of the buildings on the campus were in relatively good shape, though some structural deterioration seemed evident.

"As with any property that is not occupied, they tend to deteriorate at an accelerated rate," notes Jefferis. "The longer it sits vacant, the more quickly its value drops to zero."

While the campus has potential to be adapted to a mix of residential and commercial use, it faces a major hurdle. According to Jefferis, "With the exception of the library and the gym, the other buildings are all unfriendly with respect to accessibility," noting that stairs are involved to reach even the first floors of the remaining buildings. Due to the cost of installing elevators, this leaves the property in an undesirable position – beautiful buildings and green space with a lot of potential, but a large investment that would be required on the front end to make it usable. In Jefferis' opinion, this makes the multi-million dollar asking price unrealistic and the property more suitable for a philanthropist, instead of a for-profit developer.

The most notable building on campus is the Brinkerhoff House, which was built in 1870 and is listed on the National Register of Historic Places. Jefferis notes the home has been well-maintained. The other jewel of the campus is St. Ursula Hall, a performance hall featuring an elegant stained-glass window.

Pillsbury Mills

Built just before the Great Depression, Pillsbury Mills employed 1,500 people in its heyday. Producing flour and a variety of baking mixes, it was an anchor of the northeast Springfield neighborhood that bears its name. Following declines in the 1980s, the mill was sold to Cargill in 1991, closing permanently in 2000. Though the property was listed as an active mill, no buyers emerged, and the property was sold to a series of scrappers, ultimately resulting



Former city fire marshal Chris Richmond now leads Moving Pillsbury Forward, a group seeking to facilitate reuse of the former plant. PHOTO BY JOE COPLEY

in a prison sentence for one of the current owners after it was revealed he hired workers to cut out asbestos-laden material for disposal in a landfill without adhering to any environmental or safety regulations.

In 2017, the Environmental Protection Agency got involved, spending millions of dollars for an emergency clean-up. It was at this time that Chris Richmond, then the fire marshal for the City of Springfield, became the city's point person for the Pillsbury Mills cleanup, becoming familiar with the mill, as well as the people in the surrounding neighborhood.

After Richmond's retirement from the city, he decided to get involved in the redevelopment of the dormant plant, putting together a working group known as Moving Pillsbury Forward (MPF). After holding a series of meetings with consultants as well as people from the neighborhood, the group decided the best way forward was to form a nonprofit. "What we have," states Richmond, "is an 18-acre site that needs leveled and cleared, and we need local community and government support to get that accomplished on the front end."

Richmond reasons that once the site is brought down to level ground, it clears the biggest hurdle that developers face in making the site worth reinvestment. Though MPF has sought ideas big and small for the site, the most likely is affordable housing, though light industrial and mixed use have also been mentioned.

Some kind of buffer will be needed, Richmond notes, between the active rail yard on the eastern edge of the property and the area slated for

redevelopment on the west. This might be green space or a park, or something more ambitious, such as solar panels that would power 500 homes in the neighborhood to "allow folks in lower-income brackets to be able to participate in green energy." Ideally, says Richmond, the site will be redeveloped in five years.

Talking with Richmond, his empathy, passion and dedication become apparent. A multi-generational Springfield native with roots on the east side, Richmond describes the value of working directly with people who live in the neighborhood.

"What I'm most proud of is the grassroots start that we had, where we came to the nearby community first and asked them what they wanted to see. I think that's an important element of this project. We're all aiming toward best outcomes."

While COVID-19 has slowed the progress, the group hopes to get back on track as the pandemic ebbs. After its nonprofit status is approved, the first move will be trying to acquire ownership of the site since city officials have indicated the municipality does not intend to take possession of the property due to potential liability issues. After that, applying for grants and continuing community partnerships will be in play. In the immediate future, a volunteer effort to clean trash and other debris from the site will be held April 22. **SBJ**

Carey Smith is a freelance writer from Springfield who appreciates the history and tradition of our city, as well as its ever-evolving nature.

TRADE UNIONS

Sources: The trade unions.
Ranked by number of local members.

	UNION NAME	PHONE WEBSITE / EMAIL	2019 LOCAL MEMBERSHIP	CONTACTS	NUMBER OF IL COUNTIES REPRESENTED	YEAR EST'D
1	International Brotherhood of Teamsters, Local Union 916 3361 Teamster Way Springfield, IL 62707	217-522-7932 teamsters916.org sasha@teamsters916.org	4,500	JP Fyans, President	14	1943
2	Local 477 LIUNA Laborers 1615 N. Dirksen Parkway Springfield, IL 62702	217-522-0014 liuna.org	1,615	Brad Schaive, Business Manager & Secretary/Treasurer	7	1903
3	International Union of Operating Engineers, Local 965 3520 E. Cook St. Springfield, IL 62703	217-528-9659 iuoe965.org operators@comcast.net	1,400	Bret E. Scaggs, Business Manager	15	1931
3	United Brotherhood of Carpenters and Joiners of America, Local No. 270 211 W. Lawrence Ave. Springfield, IL 62704	217-528-7571 carpenters270.com	1,400	Carl Bimm, President	19	1887
4	International Brotherhood of Electrical Workers, Local No. 193 3150 Wide Track Drive Springfield, IL 62703	217-544-3479 ibew193.com ibew193@comcast.net	960	Neil Hervey, Business Manager	9	1901
5	Plumbers & Steamfitters, Local 137 2880 E. Cook St. Springfield, IL 62703	217-544-2724 ua137.org	892	Aaron Gurnsey, Business Manager	16	1895
6	Plasterers and Cement Masons, Local 18 40 Adloff Lane, Suite 6A Springfield, IL 62703	217-585-4221 opcmia18.org localunion18@att.net	750	Mark Winkler, Business Manager	22	1864
7	Sheet Metal Workers, Local 218 2855 Via Verde Springfield, IL 62703	217-529-0161 smart218.org	700	Ed Robison, Business Manager	21	1969
8	Iron Workers, Local 46 2888 E. Cook St. Springfield, IL 62703	217-528-4041 ironworkers46.org iwaustin@sbcglobal.net	315	Shane Austin, Business Manager	20	1908
9	International Union of Painters and Allied Trades, District Council 58, Locals 90 & 2007 3223 Lake Plaza Drive Springfield, IL 62703	618-781-9543 217-529-6976 dc58iupat.net jwilliamson@dc58.org	273	James Williamson, Business Representative	9	1899
10	United Union of Roofers, Waterproofers and Allied Workers, Local 112 301 E. Spruce St. Springfield, IL 62704	217-210-2044 rooferslocal112.com john@rooferslocal112.com	100	John Nicks, Business Manager	14	1930



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COMMERCIAL BUILDERS

Sources: The builders.
Ranked by number of full-time employees.

	NAME / ADDRESS	PHONE WEBSITE / EMAIL	NUMBER OF FULL-TIME EMPLOYEES	PARTNERS/ PRINCIPALS	AREAS OF SPECIALTY	% SUB- CONTRACTED	RECENT NOTABLE PROJECTS	YEAR EST'D
1	United Contractors Midwest, Inc. 3151 Robbins Road Springfield, IL 62704	217-546-6192 ucm.biz contact@ucm.biz	170	Robert Bruner Mike Cullinan	Asphalt Paving, Concrete Paving, Bridge Building, Earthwork	15	Construction of an underpass to carry the Norfolk Southern Railway Company over Laurel Street between 8th Street and 11th Street and the construction of an underpass to carry the Norfolk Southern Railway Company over Ash Street between 6th Street and 10th Street. Resurfacing of Woodside Road from west of IL 4 to east of Old Chatham Road.	2001
1	O'Shea Builders 3401 Constitution Drive Springfield, IL 62711	217-522-2826 osheabuilders.com info@osheabuilders.com	170	Michael E. O'Shea David L. "Bud" O'Shea	Design-Build, Construction Management, General Contracting Civil Construction	70	YMCA of Springfield-Downtown, LRS campus expansion, West Side Christian Church addition, Taylorville Memorial Hospital replacement hospital, Springfield Clinic First - 900 Building, HSHS St. John's neonatal intensive care unit renovation, Memorial Medical Center campus expansion.	1900
2	Sangamo Construction 2100 E. Moffat Ave. Springfield, IL 62702	217-544-9871 sangamo.net office@sangamo.net	75	Allan Reyhan Jr. Matthew P. Reyhan	Bridge/Highway Construction	20	I-74 Champaign bridge replacements, I-55 Litchfield bridge rehabilitation, City of Springfield street repairs, I-155 Logan County bridge overlay, IL 29 Springfield bridge deck patching, CH 6 Salt Creek bridge rehab, IL 130 Douglas County bridge replacement, I-72 Springfield deck replacements, IL 16 Charleston bridge deck patching.	1990
3	R. D. Lawrence Construction 603 N. Amos Ave. Springfield, IL 62702	217-787-1384 rdlawrence.com info@rdlawrence.com	45	John Goetz	General Contracting, Design-Build, Commercial, Industrial, Restorations, Remodels, Additions	60	Illinois Executive Mansion renovation, MacMurray College Jane Hall renovation, Illinois Realtors Bicentennial Plaza, Illinois State Police memorial, Phase I renovation Illinois State Fairgrounds Coliseum, terminal renovations Springfield Abraham Lincoln Capitol Airport, Pleasant Plains HS new competition gym state treasurers office (old Marine Bank), renovations in downtown Springfield, Horace Mann interior remodel of restrooms and kitchen.	1984
4	Jones-Blythe Construction Co. 1030 W. Reynolds St. Springfield, IL 62702	217-787-1640 jones-blythe.com jblythe@jones-blythe.com	40	John F. Blythe	Design-Build, General Contractor, Construction Management, Industrial Construction	60	St. John's Hospital, JP Morgan Chase, MacMurray College, Enbridge Pipeline, pumping and delivery stations, Tallgrass natural Gas Compressor Stations.	1930
5	Evans Construction 1900 E. Washington St. Springfield, IL 62703	217-525-1456 evansconst.com don@evansconst.com	30	Donald Evans	General Contracting, Construction Management, Design/Build, Commercial/Industrial Construction	60	LLCC new agriculture building, LLCC sidewalk renovations, AT&T renovations, IDOT building renovations, RSM remodel, North Mac baseball field.	1913
6	Siciliano, Inc. 3601 Winchester Road Springfield, IL 62707	217-585-1200 sicilianoinc.com buildit@sicilianoinc.com	15	Richard E. Lawrence Kim Lawrence	General Contractor, Historical Restoration, Design-Build, Commercial/Industrial Construction, Site Work	15	Historical restoration Booth-Bateman/Kennedy-Ferguson Building downtown Springfield, State Retirement System's new security upgrades, SIU School of Medicine.	1968
7	Mid-Illinois Companies 601 N. Amos St. Springfield, IL 62702	217-685-5486 309-222-0510 mic123.com	12	Robert Taylor Debra Young	Interior Systems, Specialty Contractor, General Trades Contractor, UL Firestop Contractor, Fireproofing, Painting, Epoxy Floors	1	Milikin University School of Theatre and Dance.	1970

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Many local buyers for former MacMurray College campus

New owners share plans for redevelopment

By David Blanchette

The new owners of the former MacMurray College campus buildings in Jacksonville have big plans for the structures including using them as special event spaces, apartments, sports venues and a trade school.

Mike Hayes, a real estate investor and owner of the Hayes Group in Jacksonville, purchased several of the college's iconic buildings during the November auction, including McClelland Dining Hall and the adjacent Annie Merner Chapel, both of which will be incorporated with the Waters Edge Winery and Bistro which Hayes plans to open soon.

"I will be hosting weddings and other events at McClelland and Annie Merner, and we've already got some stuff on the books," Hayes said.

Hayes said he paid approximately \$250,000 for the two buildings and plans to continue letting the Jacksonville Kiwanis Club host their annual Pancake and Sausage Day fundraiser at both locations. More parking will be developed to supplement the existing small parking lot by McClelland.

Hayes also purchased Kathryn Hall, the college's former administration building, and the adjacent dormitory, Rutledge Hall, for \$39,000. Rutledge will be used for housing, and in the short-term Hayes hopes that workers for the Apex wind energy project in Morgan County will stay there. Hayes hasn't made a decision yet on how to use Kathryn Hall.

Hayes also purchased MacMurray Hall for \$35,000 and said, "It's a great building, but it's set up more as a classroom, so I'm not sure exactly what I'm going to do there."

In addition, Hayes was the successful bidder for the Putnam Springer Hall fine arts building but already resold it to the Morgan

County Health Department for \$378,000. Department officials have not yet indicated what the intended use for the building will be.

Ryan Turner, the owner of Turner Painting and Construction in Jacksonville, is also the head baseball coach at Routt High School, which is situated directly across the street

for basketball tournaments, leagues and volleyball," Turner said. "We also have the capability of doing recitals and conventions or trade shows."

Turner would like to establish a trade school in one of the buildings as well, possibly Julian Hall, due to its large lecture auditorium and classroom space. He has been meeting with area nonprofit organizations concerning possible uses for the campus center and library. As a coach, he has plans for the baseball field, and hopes to use it to handle weekend tournament overflow from the Future Champions Field on the northwest side of town.

Mark Leach, a 1983 MacMurray graduate, paid \$89,700 for the 12 acres that constitutes the entire south campus, including the Kendall, Norris and Michalson residence halls, plus the college's football and softball fields. He plans to turn the residence halls into one and two-bedroom apartments.

"If it's too expensive for the rate of return that we're hoping to get long-term, we'd probably then have to look at additional options, which would include tearing them down," Leach said.

"I lived for three years in Michalson and spent all kinds of time in Kendall and Norris, so I am well aware of the structural aspects of the buildings," Leach said.

Leach has had no potential buyers yet for the football and softball fields but said if the residence hall apartment conversions work, those areas could be used for additional apartment buildings or town homes.

Macomb resident Ben Hickman of HT Properties purchased the Jane Hall dormitory for \$246,500 and plans to turn it into approximately 30 one-bedroom, efficiency

continued on pg. 24 ▶



Mike Hayes is now the owner of several former MacMurray College buildings, including Annie Merner Chapel and McClelland Dining Hall.

PHOTO BY DAVID BLANCHETTE

from the former college campus. Turner paid \$122,240 for a tract that included Pfeiffer Library, the upper campus sports fields, Gamble Campus Center, Julian Hall and the Jenkins Educational Complex.

"We are turning the Education Complex into the Midwest Athletic Center, a place

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(Top) The former MacMurray College dormitory, Jane Hall, will be transformed into 30 efficiency apartments. (Right) Ryan Turner in the former MacMurray College Gymnasium. Turner is transforming the building in which the gym is located into the Midwest Athletic Center. (Left) The buyer of the former MacMurray Football Field is looking to re-sell the facility. PHOTOS BY DAVID BLANCHETTE

apartments.

"It's already zoned residential and I'm going to pretty much fill it up as demand goes," Hickman said. "This would be a great place for the trade school students to stay."

Jacksonville business owner Glenn York purchased the college's former maintenance building, the former Franklin Elementary School and several parking lots for \$167,500.

"I bought them so I could turn around and sell them for a profit," York said. "Several people have shown interest."

Other college properties that were

sold at auction included the MacMurray President's House, purchased for \$84,726 by next-door neighbor Centenary United Methodist Church and several residential properties owned by the college. All told, the auction netted \$1.4 million.

"Our primary goals were twofold, to sell every piece of the campus so that MacMurray's closure didn't result in a large, unused parcel in the middle of the Jacksonville community, and to maximize our financial return in order to pay our outstanding debts," said MacMurray board of trustees chairman John Nicolay. "We were very pleased to

meet the first goal, and we were confronted with reality on the second. The market simply won't pay premium prices for older, high-maintenance, specific-use buildings in central Illinois."

"We are certainly happy that our beautiful and historic campus buildings will live on with some excellent local owners who are committed to Jacksonville," Nicolay said. **SBJ**

David Blanchette is a freelance writer from Jacksonville who served on the board of trustees for MacMurray College.

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Sources: The electrical contractors.
Ranked by number of full-time employees.

	NAME / ADDRESS	PHONE WEBSITE / EMAIL	# OF FULL-TIME EMPLOYEES	PARTNERS/ PRINCIPALS	UNION AFFILIATED	NOTABLE PROJECTS	YEAR EST'D
1	Anderson Electric, Inc. 3501 Sixth St. Frontage Road W. Springfield, IL 62703	217-529-5471 anderson-electric.com wesa@anderson-electric.com	175	Employee-owned	Yes	Harvest Market, Willard Ice Revenue Building, Ill. Dept. of Treasury Relocation, Illinois Governor's Mansion, Ill. State Police Memorial Park, Memorial Medical Center 932 Rutledge Remodel, MMC Surgery and Patient Care Tower, St. John's Hospital fifth floor renovations, SJH Medical Office Building, Passavant Hospital 3S renovations, LLCC AG Bldg, UIS Student Affairs, UIS Student Life, UIS Allied Health, Athens HS addition and renovations, Pleasant Plains MS HVAC upgrades, Rivian Automotive Plant, wind farm maintenance and solar installations.	1918
2	B & B Electric, Inc. 3000 Reilly Drive Springfield, IL 62703	217-528-9666 bnbelectric.net todd@bnbelectric.net	88	Todd M. Brinkman, Tim Brinkman	Yes	Levi, Ray and Shoup, Kidzeum, CMT- Solar, Heartland Credit Union, State Capitol, Supreme Court and PCCC renovations, Kindred Healthcare, Memorial Medical Center, Springfield Clinic First - North, St. John's Sixth St. - Lincolnshire, new Orthopedic Center, LLCC - Workforce Center, Prairie Diagnostic Center, new Vision Care, Sacred Heart-Griffin addition, YMCA of Springfield-Downtown, Glenwood Elementary School, A. Lincoln Memorial Hospital and office building (Lincoln), Passavant Area Hospital (Jacksonville), Medical Office Building, MMC- Learning Center, Altorfer, Inc. and Calvary Church.	1962
3	Egizii Electric 3009 Singer Ave. Springfield, IL 62703	217-528-4001 ckeating@egizielelectric.com egizielelectric.com	68	Carole Keating	Yes	Dallman Generating Station (CWLP), President Abraham Lincoln Museum, Kennedy Space Center, Boeing Aircraft, Prairie Power service contract, Ameren service contract, MSM service contract, Washington Park bridge replacement, Veteran's Parkway Rehab, Wabash Avenue widening, Meredosia bridge, Dirksen Parkway signals, Stanford Avenue signals, Morton Avenue signals, State of Illinois electrical maintenance, IDOR security integrator, Bright New Day Investments, UIS Data Center, Senate hearing room 212, Logan Correctional Center - high voltage, Lincoln High Speed Rail, CWLP facility improvements, CWLP igniter construction.	1967
4	Senergy Electric, Inc. 509 North Elm St. Williamsville, IL 62693	217-566-2826 217-566-2827 senergy-electric.com info@senergy-electric.com	42	Matthew J. Giacomini, Brandon M. Keafer	Yes	SIU Center for Family Medicine, Pana Community Hospital addition and renovations, Memorial Medical Center operating room renovation, West Side Christian Church addition, renovation and new worship center, Village of Williamsville and Williamsville School District unified security, OSF Healthcare S2 global security, St. Francis motherhouse addition and renovations, YMCA of Springfield-Downtown, Memorial Medical Center Baylis Building renovations, Riverton schools HVAC upgrades, LLCC Bipolar Ionization and unified security, Springfield School District 186 school security, CWLP Dallman Generating Station HVAC upgrades, South Jacksonville school addition and renovations, Villas Senior Care addition and renovations, Cresco Labs temperature controls, Concordia Village addition and renovations.	2014
5	Ryan Electrical Solutions 4151 W. Jefferson St. Springfield, IL 62707	217-698-4877 ryanelectricalsolutions.com dennis@ryanelectricalsolutions.com	30	Dennis Ryan	No	Various commercial, residential and audio-visual projects, agriculture projects, backup and portable generator sales, installation and service.	1995
6	Ruby Electric 341 S. Meadowbrook Road Springfield, IL 62711	217-787-4949 rubyelectric.com johnruby@rubyelectric.com	25	John Ruby	No	Various commercial, residential, agricultural, automatic standby generator, generator maintenance and repair, commercial & residential solar projects.	1978

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Sources: The electrical contractors.
Ranked by number of full-time employees.

	NAME / ADDRESS	PHONE WEBSITE / EMAIL	# OF FULL-TIME EMPLOYEES	PARTNERS/ PRINCIPALS	UNION AFFILIATED	NOTABLE PROJECTS	YEAR EST'D
7	Lindsey Electric 3260 Terminal Ave. Springfield, IL 62707	217-544-6789 lindsey-electric.com lori@lindsey-electric.com	12	Catherine A. Lindsey, J. Michael Lindsey, Lori A. Lindsey Von Behren	Yes	Various commercial and residential projects.	1972
8	Prairie State Plumbing & Heating 3900 N. Peoria Road Springfield, IL 62702	217-636-9000	10	Jerry Judd	Yes	Springfield Pepsi, LRS, SIU School of Medicine, Illinois Veterans' Home, Springfield Metro Sanitary District, IDOT, IDNR, UIS, LLCC, Generac generators installation and various commercial and residential upgrades, repairs and remodels.	2005
8	Mansfield Electric Co. 4425 N. Peoria Road Springfield, IL 62702	217-523-0811 ed@mansfield-electric.com	10	H. Edward Midden, III	Yes	Sangamon County Complex, Abraham Lincoln Presidential Library, UIS University Hall, The Bridge Short Stay Nursing Home, Enos Elementary School, Hy-Vee.	1949
9	R. Watts Electric 2801 E. Sangamon Ave. Springfield, IL 62702	217-652-9950 rwattselectric.com wattselectric1@yahoo.com	7	Robin Watts	No	McDonald's, Fresenius Kidney Center, Walgreens, Best Buy, Target, Ashley Furniture, Dollar General, Tri-City Library, Dunkin Donuts and various residential and commercial generators and installation and security systems.	2011
10	Carnean Electric Inc. 2863 Singer Ave. Springfield, IL 62703	217-789-1155 217-541-6383 carneanelectric.com carnean0451@carneanelectric.com	4	Wayne Shephard	Yes	Various residential and commercial projects. Maintenance, new wiring, rewiring, utility work, solar design and installation, LED lighting.	1970



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Turning the idea of growth on its head

By Lisa Clemmons Stott

The steady westward expansion of Springfield is often cited as the healthy, inevitable result of growth and progress. But a book being read widely across our fair city today posits that there is another way to think about these changes, however, that isn't quite as comforting.

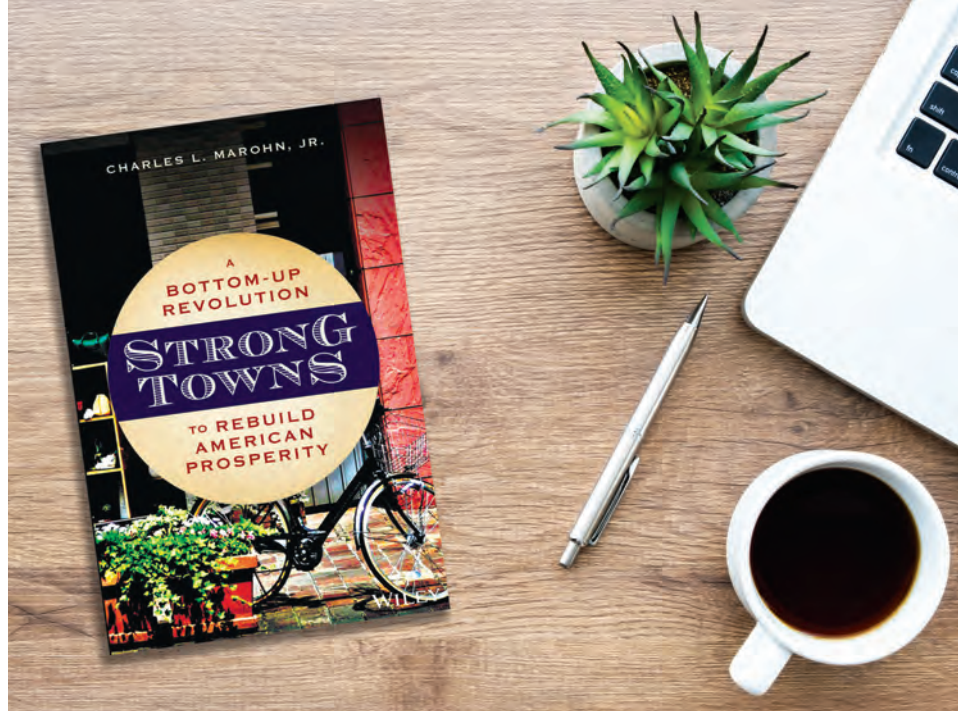
Using his insider's view on government decision-making mixed with a fair bit of historical analysis of the growth of cities over thousands of years, Charles L. Marohn, Jr. sends out not only a warning, but a call to action, in his book *Strong Towns: A Bottom-Up Revolution to Rebuild American Prosperity*. Any fiscal conservative, pragmatic thinker or simply anyone who cares about Springfield's future, should be interested in this eye-opening book.

Marohn explains why cities of all kinds are struggling financially and how each of us can work to change things for the better, one block at a time. He speaks from what he knows. "I have witnessed countless local governments make up for cash-flow shortfalls with debt. As a professional engineer, without fully understanding what I was suggesting, I recommended many such tradeoffs," he writes.

Somewhere along the way, Marohn had his own conversion on the road to Damascus. His argument in *Strong Towns* is that preserving older neighborhoods is not just a sentimental exercise. Relying heavily on data and analysis of hundreds of cities' finances, Marohn lays out the evidence that the inherent wealth baked into older neighborhoods makes them, even today, more 'financially productive' than shinier, newer neighborhoods.

Intrigued? Does this sound familiar to you when you look around Springfield? Marohn writes, "The core neighborhoods – those neighborhoods that are very poor and blighted but also very profitable over the long term – have suffered from decades of decline and neglect... They have generated plenty of cash to pay for their basic maintenance, but it has been squandered in other places, largely subsidizing new growth out on the edge."

Highest-value-per-acre neighborhoods may not be profitable at the moment, "but they have the best chance of becoming so, better than any other neighborhood in town," he continues. When Marohn's data partners,



Urban3, studied Peoria back in 2016, they found that Peoria's downtown value-per-acre was five times that of the rest of the city and 44 times that of land in the county. Yet the team still pointed to ways that downtown could increase its value by making higher-value decisions for its waterfront area, for example.

Marohn lays out a number of ways for a reader from Springfield to look at our city through this financial productivity lens. His emphasis on incremental development, or targeted, small improvements that can be analyzed, assessed and then built upon makes it an accessible read for anyone from a private citizen to elected official.

That approach is what attracted Ivy Molen to want to share the book with friends. Ivy and her husband, Seth, owners of Brick City Apartments, rehabilitate one building at a time in the older neighborhoods of Springfield. The Molens, along with Josh and Emily Sabo, approached Downtown Springfield Inc. with an offer to facilitate a *Strong Towns* book club. Around 15 people participated in the six-week book club in fall 2020. The book

resonated with participants so much that they recently created a local Facebook group called Strong Springfield to invite many others to read the book.

"The idea of being good stewards of the city we have inherited spoke to me," said Ivy Molen. "It's important that we take care of our existing infrastructure, buildings and houses that hold so much history. As the book explains, doing so is more financially and environmentally responsible than scrapping it and building new elsewhere."

Is it possible that older neighborhoods like downtown Springfield, Enos Park, Pioneer Park or Pillsbury Mills should be looked at in a whole new light? As Marohn writes in *Strong Towns*, "It's a more plausible narrative, one worth pausing to consider." **SBJ**

Lisa Clemmons Stott is currently the executive director of Downtown Springfield Inc. She reads many books on downtown revitalization, but this one rises to the top of the heap for summing up the economic implications should Springfield not prioritize the conditions in its older neighborhoods.



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MECHANICAL CONTRACTORS

Sources: Mechanical Contractors Association of Central Illinois, the contractors.
Ranked by number of full-time employees - peak season.

	NAME / ADDRESS	PHONE WEBSITE / EMAIL	# OF FULL-TIME EMPLOYEES	PARTNERS/ PRINCIPALS	TYPES OF SERVICE	NOTABLE PROJECTS	YEAR EST'D
1	E. L. Pruitt 3090 Colt Road Springfield, IL 62707	217-789-0966 elpruitt.com	285	John Pruitt	HVAC, plumbing, architectural sheet metal	Memorial Medical Center, Springfield Clinic, St. John's Hospital, Taylorville Memorial Hospital, Pana Community Hospital, Blessing Hospital, Quincy Medical Group, Akorn, Decatur Park District, Concordia Village, Passavant Area Hospital, HSHS, Harvest Market, Portillo's, Domino's Pizza, Mission BBQ, YMCA of Springfield-Downtown, INB, West Side Christian Church, Salvation Army, SIU School of Medicine, Chase Bank, Lincoln High School, Abraham Lincoln Memorial Hospital, Rivian Automotive, Richland Community College, Lincoln Land Community College, Brandt, Millikin University, Decatur public schools, Athens schools, Williamsville High School, McFarland Mental Health Center, Chatham Middle School, Porta CUSD, BOS Center.	1971
2	Henson Robinson Company Petersburg Plumbing and Excavating 3550 Great Northern Ave. Springfield, IL 62711	217-544-8451 henson-robinson.com hrc@henson-robinson.com	280	Dan Heselton Joe Kulek Brian Vogt	Commercial HVAC, roofing, plumbing, piping, refrigeration, architectural sheet metal, HVAC/ plumbing service, sewer and water mains, excavation, residential heating and cooling installation and service, residential plumbing service, directional boring, sewer cleaning/TV inspection.	UIS, LLCC, City of Springfield, Ball/Chatham, SHG, Illinois School for the Deaf, Hope School. St. John's, Memorial Medical Center, Blessings Hospital, Springfield Clinic, Prairie Eye Clinic, BCBS, Passavant Hospital. Governor's Mansion, IDOT, IDOC, Illinois State Police, IEMA, Camp Lincoln, CMS, Secretary of State, CWLP, Springfield, Chatham, Taylorville, Jacksonville. Caterpillar, State Farm, Bridgestone Firestone, White Oaks Mall, NAPA, Bunn, Walmart, Villas Senior Care, Pleasant Plains School, Champaign School District, Carle Hospital, ISU, Millikin University, Kraft Foods, Mt. Pulaski School SCWRD, West Side Christian Church, Decatur School District, YMCA, Rivian, Quincy Veterans Home.	1861
3	Prairie State Plumbing & Heating 3900 Peoria Road Springfield, IL 62702	217-636-9000 www.prairiestateinc.com jjudd@prairiestateinc.com	40	Jerry Judd	Plumbing, heating, cooling, electrical, mechanical, sitework, ventilation.	UIS, LLCC and various commercial and residential upgrades, repairs and remodels.	2005
3	AIRmasters - Commercial Mechanical Contractor 1330 North Grand Ave. West Springfield, IL 62702	217-522-9793 theairmasters.com rmatthews@theairmasters.com	40	Robert Mathews	Commercial mechanical contractor, HVAC/R, sheet metal	St. John's Hospital Life Safety upgrades, St. Mary's Hospital IT upgrades, Auntie Anne's and Kay Jeweler in White Oaks Mall, Fiducial, Laurel United Methodist, First Congregational Church, System Prairie Power IT upgrades, Christian Village replacements, Casey's General Stores service, replacements and new construction, Illinois Municipal League HVAC, First Presbyterian Church chiller, DCFS chiller.	1993
4	MB Heating & Cooling, Inc. 1555 W. Jefferson St. Springfield IL 62702	217-544-4328 (HEAT) mb-heating.com doug@mb-heating.com	37	Erin Wyss John Wyss	Heating, cooling, plumbing, electrical, solar and generators	Heating, air conditioning and plumbing, residential service, repair and pre-season maintenance.	1986
5	Mike Williams Plumbing and Heating 3225 E. Clearlake Ave. Springfield, IL 62712	217-753-4545 mikewilliams.net csr1@mikewilliams.net	35	Lewis Williams	HVAC, heating, air conditioning and plumbing.	Heating, air conditioning and plumbing, residential service and repair and pre-season maintenance tune-up.	1976
6	F. J. Murphy & Son, Inc. 1800 Factory Ave. Springfield, IL 62702	217-528-4081 fjmurphy.com	30	Chad Fricke	Plumbing, heating, cooling, fire sprinklers, refrigeration, restaurant equipment, icemachines, residential, commercial, institutional, installation and repair.	Harvest Market, UIS, Bunn, White Oaks Mall, McFarland Zone Center, Brother James Court, Willard Ice Building, IL State Historic Sites, Lincoln's Home, Mel-O-Cream, Schnucks, Family Guidance Center, Land of Lincoln Goodwill, Ace Hardware, Lewis Memorial Christian Village, Hoogland Center for the Arts, HSHS, and hundreds of small residential and commercial repair and remodel projects.	1947
6	Allied Plumbing & Heating 1315 Wabash Ave. Springfield, IL 62704	217-698-5500 alliedpnh.com mark@alliedpnh.com	30	Mark Miller	HVAC and plumbing for residential and light commercial new construction, replacement and services, and lawn irrigation services.	Tacology 201, Luminary, Boy Scout Council, Chatham Dental, Heartland Dental, strip mall build outs, several new residential homes, residential/light commercial replacements, Ash Grove Apartments and Home Plate Bar & Grill.	1977

MECHANICAL CONTRACTORS

Sources: Mechanical Contractors Association of Central Illinois, the contractors.
Ranked by number of full-time employees - peak season.

	NAME / ADDRESS	PHONE WEBSITE / EMAIL	# OF FULL-TIME EMPLOYEES	PARTNERS/ PRINCIPALS	TYPES OF SERVICE	NOTABLE PROJECTS	YEAR EST'D
7	Aire Serv HRI Plumbing 560 North St. Springfield, IL 62704	217-523-8594 aireserv.com/cil aireserv@as-hri.com	20	Chris Williams, Jennifer Williams	Residential, commercial, and industrial service for HVAC equipment and ductwork. Indoor air quality, including duct cleaning. Commercial kitchen and refrigeration, including ice machines, coolers, and freezers. Chillers, boilers, and geothermal. Plumbing for residential and light commercial.	Jacksonville High School - building automation, Ill. Coalition Against Domestic Violence - rooftop units, Ill. Dept. of Human Services, Casey's General Stores, multiple local banks and restaurants, multiple residential projects.	1985
8	Tiger Plumbing, Heating, & Air Conditioning Services 775 E. Linton Ave., Suite D Springfield, IL 62703	217-280-4091 trusttiger.com servicenow@trusttiger.com	12	Jeff Gamblin Todd Kiefer	Plumbing, heating and air conditioning repair and replacement, drain clearing and sewer repair, crawlspace and basement waterproofing, cater heater repair and replacement, shower/ bathtub modification and installation, indoor air quality and duct cleaning, water softeners and filtration, toilet repair and replacement, sump pump repair and replacement, faucet repair and replacement, frozen pipe repair.	Residential plumbing and HVAC service and repair.	1993
9	Central Illinois York, Inc. 1210 E. Laurel St. Springfield, IL 62703	217-522-3371 york321@aol.com	6	Bruce Ruyle	Commercial, residential, heating, AC, ventilation, sheet metal	Midwest Technical Institute, Andrews Engineering, AMC Theaters, Riverton Eagles Club, Holiday Inn, Staab Funeral Home.	1940




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Crowdfunding catches on

By Carey Smith

Have a great idea for a startup company, but no capital? Looking to expand your product line, remodel your facility or hire additional employees but lack the revenue stream to qualify for a bank loan? Looking to invest in exciting local projects on a limited budget? Crowdfunding may be the answer for you.

The loosening of federal regulations in the last decade has created opportunities for crowdfunding commercial projects. As Ryan McCrady, president and CEO of the Springfield Sangamon Growth Alliance states, "People can get involved in being an investor of a business at a level they are able to do."

While GoFundMe typically raises money for charitable causes, platforms like Kickstarter and Indiegogo are a means of rewards-based funding, typically providing the first round of a product in exchange for a monetary donation. A step further is securities-based crowdfunding, also known as regulation crowdfunding, which is where companies like Nvsted, Wefunder or StartEngine come in.

Jeff Frankel, chief compliance officer of St. Louis-based Nvsted and an assistant vice president of the St. Louis Economic Development Partnership, explains, "The fundamentals are the same: raising money from everyday people, for a startup or small business. It provides an actual opportunity to invest in the business or that person or the community, hoping for its success."

Springfield now has its first securities-based crowdfunding effort: Public Market, which is slated to open next year at 322 E. Adams in a redesigned, long-vacant former bank building in the heart of downtown at Fourth and Adams, joining the vibrant Adams Family community of businesses.

Springfield native and co-managing partner David Lee says that he first heard about crowdfunding while volunteering with Downtown Springfield, Inc. as chair of its Momentum on Main Street initiative. After hearing real estate developer Tony Caccamo speak on crowdfunding at a DSI panel discussion, Lee approached him about his business idea and showed him the property they eventually purchased. Now they are co-managing partners of Public Market, along with a development team with diverse expertise. Lee states, "What



The proposed renovation of 322 E. Adams St., a former bank that will be converted to a food hall known as the Public Market, is the first project in Springfield to utilize securities-based crowdfunding.

crowdfunding does is it makes being a part of these projects, both from a financial and a community support standpoint, accessible to anyone."

Public Market is a unique concept for Springfield, intended to provide a mix of area retail and food vendors in one site. The concept also calls for event space and bars on every level, including Springfield's only rooftop bar with panoramic views, and a ground floor beer garden in its renovated parking lot.

"There's a lot of intention and heart for it, and passion for downtown and for Springfield overall," Lee said. "Part of our mission is realizing that Springfield and Sangamon County can't be successful and grow without a vibrant downtown, the heart of the city. Any business that wants to attract and retain talent, there's a quality-of-life aspect, and we're adding to it."

COVID has interrupted funding efforts for Public Market, and as such, the anticipated opening has been delayed. There will be a six-month construction period once crowdfunding goals are completed, which Lee expects to be in late 2021 or early 2022.

In addition to investing in local businesses, one of the advantages for crowdfunding investors is the potential for return. While not

guaranteed, Tom Loutrel, senior vice president of business development for LawCloud.co in New York City states that investors can "get in at the earliest stage where there may be a tremendous amount of growth." On the flip side of this is the notion that with crowdfunding, "You can spread that risk of loss of investment over many people," according to McCrady.

A benefit for business owners using the crowdfunding platform is the ability to market the business while raising funds. Frankel notes that it can help get the word out "about your product, service, goals and how you're serving your community."

Investors in local community projects are often inspired to become loyal patrons of the business. Loutrel remarks, "When people are investors in a business, no matter on how small a level, they are more likely to frequent that business and promote that business. It's really about raising money locally and supporting businesses locally."

Whether crowdfunding catches on in Springfield remains to be seen. But with the promise of invigorating and expanding local businesses, crowdfunding may provide a pathway to success for small business owners, investors and our community. **SBJ**

Ask an attorney: Commercial workout issues

By Thomas C. Pavlik Jr.

With a hopeful end in sight to the pandemic, conventional wisdom suggests that lenders will begin the workout process with delinquent commercial property borrowers. Indeed, in the last month or so I've received a number of calls from commercial property owners who may not make it through the pandemic unscathed. Some have contemplated simply turning over the keys to their lenders or arranging for a liquidation that will bring less than what's owed. But that's not the end of the story for commercial property owners who are thinking about heading down this road.

First, let's deal with some definitions. Foreclosure is the process by which a lender terminates an owner's right to property through a judicial process involving a forced sale, usually at public auction, with the proceeds being used to pay off the mortgage debt. Easy enough. A short sale occurs when property is sold, but the lender agrees to take a discounted payoff with the mortgage being released even though the lender receives less money than is actually owed. Finally, with a deed in lieu transaction, the property owner voluntarily deeds the property to the lender, who accepts the deed and in return agrees to release the owner from liability for any mortgage debt.

Turning first to foreclosure, all too often borrowers assume that once their property is sold there's no more liability. Unfortunately, however, it's the rare foreclosure sale that brings in enough money to pay off the underlying debt. Court costs, attorneys' fees and other expenses get added to the debt. And, a public auction generally doesn't bring in top dollar. The difference between the amount of debt and what the foreclosure sale brings in is called the deficiency, and the bank is

generally awarded a deficiency judgment.

Armed with this judgment, a lender is entitled to continue to pursue you for the amount of the deficiency. However, because borrowers think that the process ended with the sale of the property, they often ignore these post-judgment proceedings – inevitably to their peril. Lenders can garnish your wages, demand financial records and seize certain assets. And, these post-judgment proceedings can come years after the deficiency judgment is granted. Certain lenders will periodically monitor your credit report to determine if, and when, it's worthwhile to collect on a deficiency judgment.

Short sales also present a pitfall for the unwary. Many property owners assume that just because a lender releases a mortgage for less than the full amount due that they are absolved from liability. Nothing could be further from the truth. Once the mortgage is released, any remaining debt owed that lender still exists – it's just now categorized as unsecured debt. The lender can still sue you, and ultimately get a judgment, for the amount of debt not paid off by the short sale. Once armed with a judgment, the creditor can proceed just as described above regarding a deficiency judgment. Of course, the debt might also be reported to a credit reporting agency.

What's the property owner to do? The savvy owner addresses this issue prior to the short sale by asking the lender for a release. If the lender is unwilling, it still might be possible to negotiate a release from any remaining liability by payment of a reduced amount – perhaps even structured over a period of time. If successful, make sure everything is properly papered and consult with an attorney.

A deed in lieu of foreclosure, unlike the first

two options, actually results in a forgiveness of any debt owed that is not covered by the value of the property. For a financially distressed borrower, this is quite often the best possible result. Lenders, however, will generally be averse to agreeing to a deed in lieu unless they are convinced that there's little or no possibility of ever collecting on the difference between the debt and what they are owed.

Assume you work out a deal. If you get your lender to absolve you from the deficiency in a short sale, or through a deed in lieu, it involves your creditor forgiving some amount of debt. In the eyes of the IRS, forgiveness of debt equals income that is taxable. That's right – you might owe taxes even though you never actually received any money.

What are your options? If you were insolvent when the debt was forgiven, you may not owe any tax. Beyond that, you'd be best to consult with your CPA as that topic is beyond the scope of this article.


The issues confronting borrowers in financial distress can be quite complex. As with most situations, make sure you are fully informed and seek the help of professional advisers. **SBI**



Thomas C. Pavlik is an attorney with Delano Law Offices in Springfield.

Send your legal questions to tpavlik@delanolaw.com for possible inclusion in a future column.

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Fighting hunger

Trade unions, businesses and churches help feed the community

By Janet Seitz

Area businesses have been serving up assistance to people struggling to put food on their plates during the pandemic.

LIUNA Local 477, IUOE Local 965, Teamsters Local 916 and Calvary Church teamed up to provide 50-pound food boxes to 440 recipients last May. Brad Schaive, Local 477 business manager, said people arrived an hour-and-a-half before the distribution time. "It showed how credible the need was. People so appreciated it."

In December, the labor union and operating engineers' union partnered with Calvary Church and others again to raise money to help local restaurant employees struggling with reduced employment. More than 100 employees from 17 different restaurants received \$100 Schnucks gift cards. "The restaurants and the workers were so appreciative," said Schaive. "It was a lot of work and moving parts, but the reward was amazing."

Among those restaurants was Café Moxo, which also dished out meals to those in need. Owner Mark Forinash says that while he has tried to be community-focused since first opening in 2007, the shutdown in March made him think about who and what Moxo was.

"It wasn't me, but it was a team of employees that created the current-day Moxo. We weren't going to forget how far we have come and how we ended up here today," said Forinash. "We shifted a bit of our focus on making sure that the community that has supported us for almost 14 years will reap the benefits of what we are trained to do – provide a meal to those that need us to do so."

Forinash said, "As of today, we have provided over 7,000 meals to people that just need a little bit extra or a bright light in their day."

Café Moxo funded about half the meals and provided labor. Forinash said employees routinely arrived early and stayed late to help. "The pandemic has crushed so much of our business," he related, noting that it has been a challenge to retain and pay the restaurant's employees.

"These are the people that help make the business what it is, and there is just not a plethora of them," Forinash said, who explained that helping those in need also provides work for the employees.

"We have also been blessed with a community that wants better, works to make it better and drives the future of Springfield," Forinash continued. He said that many customers



Mark and Shawna Forinash, owners of Café Moxo, help distribute meals during a community giveaway sponsored by O'Shea Builders. PHOTO BY RICH SAAL

have reached out to support the efforts, along with numerous businesses and organizations.

"I don't want to single out any one business or any one person as to the level at which they assisted, but we always try to publicly thank them through social media channels and send them a card that thanks them for how much they are helping. It does not go unnoticed by me, the community and certainly not the people that we hand the meals to," said Forinash.

Matt O'Shea, community engagement coordinator for O'Shea Builders, said, "I've always admired Mark and how he is always looking for ways to help the community in unique ways. After he did his food giveaway in November and I saw the impact it had, I told him we'd love to help in any way that we could if he wanted to do it again."

The company had already partnered with Solid Ground Solutions in May for a similar meal giveaway with Express Chicken & Shrimp in Springfield. O'Shea came up with a plan for the company to provide the financial support with Café Moxo providing the labor for another meal giveaway.

"I will never forget one van in particular that had a bunch of kids in the back," O'Shea continued, "and they were all reaching for the bags with their little hands. They were so happy. And I was also really moved by the kindness I saw on social media – there were people that offered to pick up meals for people who didn't

have transportation. One woman came and filled up her vehicle with 25 meals that she planned to deliver to people that couldn't leave their homes. It made me proud to be a part of Springfield."

KEB is another Springfield business that sponsored one of the meal giveaways with Café Moxo. According to Darin Jenkins, director of operations, KEB's leadership and employees were already familiar with the restaurant from the time KEB was located downtown.

"When our partners saw social media posts about Mark donating meals to the public, they knew they wanted to jump on board and sponsor a meal giveaway day. It was important for us to help a small business and those in need," said Jenkins.

Some of the partners and employees helped pass out the 540 pot pies, and besides the corporate contribution, employees made personal donations to the effort. Employees have also assisted in distributing food provided by the Central Illinois Foodbank.

"There has been and always will be a need that doesn't go away when we eradicate COVID or we return to 'normal,' added Forinash. "I would say that if you want to help, we will figure out how to do it together." **SBJ**

Janet Seitz is a local communications professional, writer and artist. To share your story, contact her at janetseitz1@gmail.com.



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Memorial Physician Services – Women's Healthcare joins Springfield Clinic

Memorial Physician Services – Women's Healthcare, an obstetrics and gynecology group, is now a part of Springfield Clinic's

Center for Women's Health, as of Jan. 11. The group, which includes Dr. Neha Amin, Dr. Chinelo Echeazu, Dr. Jillian Henry and Dr.

Amanda O'Brien, will continue to provide care at their current location in the Baylis Medical Building.



Amanda O'Brien, MD



Neha Amin, MD



Chinelo Echeazu, MD



Jillian Henry, MD

Summer internships available for Simmons Cancer Institute

Applications for the 2021 summer lab internships at Simmons Cancer Institute (SCI) at SIU School of Medicine are being accepted through March 8. Four positions will be awarded on a competitive basis to qualified undergraduate college students who plan a career in medicine or research with a focus on cancer.

Established in 2009, the paid internship program provides hands-on experience for college undergraduates. It is funded through Denim & Diamonds, the cancer institute's annual gala to benefit cancer research, patient programs and needs of

SCI's patient population.

Three internships are located at the School of Medicine in Springfield and one is based at SIU's Carbondale campus. The anticipated dates for the nine-week internship program are June 7 – Aug. 6, 2021.

"Our summer internship gives potential future scientists and clinicians their first exposure to real research," said Aziz Khan, MD, executive director of Simmons Cancer Institute at SIU. "Most have continued on to medical school, graduate school or careers in research." To date, 45 students

have participated in the internship program.

Qualified applicants will have completed their freshman year of college by June 2021 and will be entering their sophomore, junior or senior year in fall 2021.

At the end of the internship, participants in the program provide a brief presentation to researchers, their peers, families and SCI supporters detailing their research progress during the program.

For questions or additional information, call 217-545-2220.

UIS and Community Health Roundtable webinar on the COVID-19 vaccine and immunity

The University of Illinois Springfield Innovation Hub, UIS Center for State Policy and Leadership and the Community Health Roundtable hosted a free public webinar titled "COVID-19 Vaccine: The Journey to Immunity" on Jan. 15 via Zoom.

Public health and health care panelists discussed the COVID-19 vaccine and answered important questions around the safety and efficacy of each vaccine, allocation and distribution. Additionally, panelists discussed COVID-19's impact on

specific populations and how the impact has determined vaccine prioritization, along with giving some understanding of when herd immunity (the point at which enough people are immune to the virus) will be reached.

Panelists were Dr. Vidya Sundareshan, interim chief of the Division of Infectious Diseases at the SIU School of Medicine; Dr. Wesley Robinson-McNeese, associate dean for diversity and inclusion at the SIU School of Medicine; Brian Churchill, EMS coordina-

tor and emergency management facilitator at HSHS St. John's Hospital; and Heidi Clark, chief of the division of infectious diseases at the Illinois Department of Public Health. The discussion was moderated by Molly Lamb, executive director of the UIS Center of State Policy and Leadership.

This webinar, along with other past sessions, can be viewed online at go.uis.edu/Webinars. For more information, contact Bruce Sommer at 217-899-3186 or bsomm2@uis.edu.

Creating a great place to work

(when no one can come into work)

By Kristina Barbee

As we start off another year still gripped by a pandemic that has left us socially isolated for far too long, business leaders across the nation are perplexed about how to move their companies forward and provide the best work environment possible while keeping their teams, or even their customers, at home. Most companies entered survival mode in early 2020 and focused efforts on pushing through the pandemic with the goal of simply staying afloat and open. While this was the best move for many in 2020, a survival-mode work environment is no longer sustainable as we begin 2021 still waiting on the light at the end of the COVID tunnel.

In order to find ways to create a positive work environment during these times, leaders must first uncover what made their companies great places to work to begin with, so they can find ways to incorporate similar strategies now. As a leader, you must sit down with your management team to review a list of what makes up your culture and work environment and get at the reason why these items help create a great place to work. Then, find new ways to get the same results without breaking the protocols in place to keep us safe.

For example, eating together at the office and in-person happy hours that employees love are no longer options to bring socialization into the office, but the intent – to bring teams closer together and get to know one another more – can still be met without gathering in person. This can be done through methods like incorporating open discussion times at the beginning or end of team meetings, creating Slack channels used for personal socialization or planning virtual lunches

or social hours. Of course, before scheduling another Zoom meeting for your team or adding another communication chain for employees to check, leaders should get their input on whether this will add to their day in a positive manner or add to their fatigue and burnout.



An often-underutilized method for building a great culture, especially at larger organizations, is asking for employee input and getting employees engaged in the process. Giving employees the chance to take ownership of creating their work environment will help them feel more invested in the company in general and more likely to do their part in creating and

maintaining a positive work environment in the future. Plus, using this method lessens the risk of incorporating strategies that your teams don't like and won't utilize.

As human beings, we crave structure as much as possible and when disruptions occur, we enter a state of stress and anxiety until normalcy returns or until we find a way to control the situation. Leaders can help stressed employees by finding ways to return to normal again as much as possible.

For teams that put goals and projects on hold when survival mode kicked in last year, reintroducing these can help employees move forward and shift out of the survival mindset. Tasks such as performance reviews and employee goal planning are two small examples. Doing so will not only add a sense of normalcy but will also help ease employees back into work life.

While maintaining a work structure with COVID precautions isn't ideal, it is a must for the survival of our companies and our employees. However, staying virtual or staying distant doesn't have to be the end of a great work environment if we continue to remain diligent and return to the basics of what makes each of our companies a great place to work. **SBJ**



Kristina Barbee is the founder and CEO of The CEO.Co, a leadership and career training company in Springfield that creates a workplace culture of excellence.

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Harold's Chicken Shack

comes to Springfield

By Thomas C. Pavlik Jr.

I've been aware of Harold's Chicken Shack because of its presence in the Chicago Loop, but until it came to Springfield last fall, I was unaware that it was a franchise with locations in multiple states. So I was excited when it opened, especially because I've been a huge fan of fried chicken ever since I first tried my great-grandmother's version. She fried it in lard. It was so good that a childhood friend proclaimed that she'd crawl on her knees for a mile just to have a piece. Still, it's one of those things that I rarely eat – but with the state still prohibiting indoor dining as of the time of this writing, it seemed a good time to see how Harold's measured up to my great-grandma's recipe.

When Harold's first opened up, I'd see lines that went around the corner. Since then, as one would expect, the excitement has worn off, but Harold's is still doing a good business. I placed my order around 11:30 a.m. and was told it would be 30 minutes – so at least I knew it would be hot and fresh instead of plucked from under some heating lamps. When I swung by to pick up my order, there were quite a few people already in line, with a steady stream of new customers replacing those who were leaving.

There's not much to the physical space – it's all takeout with just a small area where diners wait for their orders. No doubt because of COVID, there's a slick set up that allows for contact-free pickup. Only five people at a time are let in. Thankfully, within seconds of getting inside they announced my order, and I was on my way home.

Although I was dining alone this time, I tried to sample a bunch of dishes and ended up going with an order of the pickle fries (\$3.95), a quarter dark meat meal (\$5.99), a quarter white meat meal (\$6.99) and a combo meal of perch and three wings (\$10). All dinners come with bread, coleslaw and fries. Sauces (hot, mild, lemon pepper or black pepper) are available directly on the chicken or on the side. Items that I'll have to try on my next visit included chicken livers and gizzards, catfish, shrimp and fried okra.

The pickle fries were pickles cut into French fry–sized slivers that were battered, deep fried and seasoned liberally with salt. They were also

Half chicken dinner with all white meat, served with coleslaw, bread and fries.



Chicken dinners and a side of mac bites. PHOTOS BY STACIE LEWIS

freakishly addictive and among the best fried pickles I've ever had.

I then went immediately for the perch – my all-time favorite seafood and a dish I rarely see in Springfield. Perch can be delicate, and I really appreciated that Harold's didn't nuke it by over-frying it. And, when compared to the chicken, I also appreciated that it was lightly seasoned – which allowed that slightly sweet note of the perch to really shine. Frankly, I would have been happy to have ended the meal right there. I'm glad I didn't.

I moved on to a drumstick. It was well-seasoned with a flavorful crust that was deeply browned but not burned. It created a wonderful mix of complex flavors that both contrasted and complemented the juicy dark meat. The breast and thigh were cooked the same, but even juicier. I

couldn't tell if Harold's brines its birds or not, but with as tender as its chicken is, I suspect they are marinated in buttermilk. What I am sure of is that although I might not crawl a mile on my knees for Harold's fried chicken, I might do it for a quarter of a mile. That, and I think it's something my great-grandma would have enjoyed – which is high praise.

The fries were less of a hit, but that may have been because they suffered from the car drive back home. Fries just don't seem to travel well. Harold's coleslaw was mayonnaise-based. Because I abhor mayo, I took the tiniest of bites and concluded it was merely edible. Someone without mayo phobia would be better able to judge.

Harold's has got something good going on here, and I'd encourage everyone to give it a shot. I doubt you'll be disappointed. SBJ

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Web: www.facebook.com/HaroldsChickenSpringfield

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Wheelchair Access: Yes

Credit Cards: Yes

Atmosphere: N/A

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Price: ★★★★★

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Professional Women's Calendar of Events

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Association for Women in Communications (AWC)

Social media can be a very effective tool to educate the public, provide emergency information to the masses quickly and showcase what an agency or organization is doing. Join AWC on Thursday, Feb. 4 as Sgt. Tracy Lillard (aka Trooper Tracy) with the Illinois State Police discusses her approach to humanizing your voice on social media, creating a strong following to connect and converse with the general public while creating a strong platform to share multiple types of information quickly.

The program will be held via Zoom and is free to both members and non-members. Visit <http://awcspringfield.org/> for more information or to register.



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



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New businesses

Sangamon County new business registrations, Dec.16, 2020 - Jan. 15, 2021

RTFO Express, 2573 S. Fourth St. 341-8413. Shawn Vaughn.

Sugar Creek Furnishings, 2233 S. Pasfield St. 719-0276. Jamie Sout.

Way & Sons Remodeling & More, 902 W. North St., Auburn. 415-5423. Chad Marshall Way.

Applying Pressure Brand, 1824 S. Perkins Court. 931-2088. William Everett Clemons.

Applying Pressure Merchandise, 1824 S. Perkins Court. 931-2088. William Everett Clemons.

Sugar Maple Knitting & Crochet, 528 Wingate Drive, Sherman. 715-214-9480. Megan L. Geraghty.

Thomas LynNs, 1905 Bruns Lane Court. 622-3828. Bethany Moore.

Landlocked Scuba, 13 Circle Drive. 931-2131. Jonathan Daniel Gebhardt.

Wish Upon a Moment, 118 Spring Creek Drive. 503-6070. Brianne Michelle Ed and Visal Poornaka Thalawe Arachchilage.

SB Cleaning, 1000 N. Ohio St. 494-6138, Shona Best.

Ynohtan Nicolas Hardy, 4200 Conestoga Drive, mbn 151. 312-619-7633. Ynohtan Nicolas Hardy.

Just Because ..., 2911 Stanton St. 306-4855. Lisa M. Highley.

Paris Consulting, 815 Mulberry Court, Chatham. 416-6963. Paris Ervin Doyle.

HD Excavating, Demolition and Trees, 2911 Stanton St. 306-4855. Joshua W. Highly.

VL, Inc. 3309 Robbins Road, Suite 101. 787-7777. Woodson Enterprises.

A Start to Joyful Beginnings, LLC, 1321 S. Lowell Ave. 679-4336. Willie L. Wilson and Stacey J. Chavours.

Creative Curb Landscaping Edging, 6902 Johnson Road, Rochester. 836-6770. Randall Lowe Jr.

Geekgirlallday, 620 Rickard Road. 496-7010. Olivia M. Haynes.

HAP Construction, 6902 Johnson Road, Rochester. 836-6770. Randall Lowe Jr.

Stellar Construction, LLC, 4333 Conestoga Drive. 553-5142. Richard Quertermous.

Beardlox Recovery Services, 3309 Robbin Road, Suite 126. 652-1943. Danny L. Kress.

Gem PR & Media, Inc., dba Illinois Local, 2121 W. White Oaks Drive. 391-4302. Chris Philip Long and Gemma Ammie Long.

Showtime Home Improvement, 2901 Lyn St. 652-1062. Gregory Cordier.

Sweet Cookie Treats by Day, 2521 Raleigh Road. 259-4519. Kamyra Day.

The Holistic Journey & Wellness Center, 638 Oakbrook Ave., Chatham. 553-2815. Crystal Lynn Jordan.

Itty Bitty Micro Farm, 4101 Blair Drive. 618-910-9825. Michael Hicks and Jessica Hicks.

TT Alterations, 2628 S. Fifth St. 414-3776. Hau T. Mguyen.

Any Time Any Where Home Repair, 1236 N. Oaklane, Lot. 141. 210-420-0914. Mark Courtney.

Born Hustlaz, 1830 Holly Drive. 801-7953. Terrance L. Davis Jr.

Maruna-House Lane Care, LLC, 891 Riddle Hill Road. 371-2161. Gilbert Maruna and Zachery House.

Sisi Saweets & Soul Food Kitchen, 1821 Seven Pines Road, Apt. 1. 652-2162. Sierra Smith.

Nailed It Home Repair and Improvement, 716 S. Glenwood Ave. 652-4626. Jacob Christopher Walter.

Douglas K. Hahn, 58 Mill Bank Lane. 698-5560. Douglas K. Kahn.

K Bees Boutique, 110 Willow Road, Rochester. 303-3665. Kimberly Michelle Buscher.

Kindred Spirit Book Boutique, 2044 S. Lincoln Ave. 691-4751. Shanna Zake.


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