



# E.L. Pruitt Co.

## Mechanical Contractors

E.L. Pruitt Co. is the leading provider of HVAC. plumbing, and piping systems for commerical. industrial, and institutional clients in Illinois.

# Perhaps you've seen our work...



BOS Center (Springfield)









ana Community Hospital (Paris





YMCA (Springfield)















Decator Park District (Decator)

Springfield Clinic (Springfield)



assavant Area Hospital Uacksonvil

#### COMMERCIAL O INDUSTRIAL O INSTITUTIONAL

Phone: (217) 789-0966 Fax: (217) 789-2694 3090 Colt Road PO Box 3306 Springfield, IL 62708

Phone: (217) 422-9590 Fax: (217) 422-9565

121 South Webster Decatur, IL 62563

E.L. Pruitt Co. is a design firm specializing in Design-Build and negotiated projects, including sealed drawings.

www.elpruitt.com

# **CEFCU<sup>®</sup> Business Loans**



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

- Local Decisions
- Local Ownership
- Local Service

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



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

cefcu.com







Federally Insured I by NCUA



## Local COVID-19 Vaccination Guide

COVID-19 vaccination is now available to everyone 12 and older.\* With supply increasing, there are many options in our area to schedule your vaccination.

#### SPRINGFIELD:

Visit vaccination.mhsil.com to schedule your vaccination at our South Sixth Street drive-thru location.

#### LINCOLN:

Learn about local clinics by the Logan County Health Department at LCDPH.org/covid-vaccineclinics.

#### TAYLORVILLE:

Learn about local clinics at the Christian County Health Department at https://cchdil.org/covid-info.

#### JACKSONVILLE:

Learn about local clinics cosponsored by the Morgan County Health Department and Passavant Area Hospital at www.morganhd.com/covid-19.

#### DECATUR:

People who live or work in Macon County can register for a Decatur Memorial Hospital/Crossing Healthcare vaccination clinic by visiting CrossingHealthcare.org or by calling 217-877-9117.



#### LOCAL HEALTH DEPARTMENTS:

Illinois Department of Public Health has an online vaccination finder at coronavirus.illinois.gov/s/vaccination-location.

\*People 12 and up are eligible for the Pfizer vaccine; other vaccines available to those 18 and up.

# In this issue:

## **SBJ** articles



**Q&A with Ed Curtis**by Lana Shovlin



Women of Influence 2021 ceremony
Photos by Lee Milner



Are you networking or not working?

By Bob Barber

15 Caterers and Food Truck List • 19 Hotels List • 21 Major Employers List

23 Major Manufacturers - Sangamon County List • 25 Major Manufacturers - Morgan County List • 27 Networking Groups List



## **Cover story**

Post-pandemic party planning

Cover photo by Norma Zuniga

## **Columns**

**29 Ask an attorney**By Sarah Delano Pavlik

32 Professional development

By Kristina Barbee

30 Medical news

**36 Restaurant review**By Thomas C. Pavlik Jr.

**34 Philanthropy** *By Janet Seitz* 

38 Calendar

**40** New businesses

#### Will working from home continue to work?

With the COVID-19 vaccine now widely available and the state moving ever-closer to a full reopening, many employers are starting to plan for workers to return to the office. Our office is one of many that have been operating on a hybrid model, with some staff working from home while others have remained onsite. Some larger companies are having employees take turns, with certain people reporting to the office on different days of the week.

While employers may believe that things can soon return to normal, based on public health metrics or state guidelines, the reality is that much of the workforce doesn't want to return to the pre-pandemic office arrangement.

An article published last month in Human Resource Executive focused on the results of a survey showing that just 2% of respondents expressed a desire to return to a traditional office on a full-time basis. Sixty-five percent of employees preferred working remotely full time, while 33% would opt for a hybrid work arrangement. Perhaps most worrisome for employers, 58% of respondents said they would look for a new job if they were not allowed to continue working remotely in their current position.

However, while many companies never intended to allow remote work, the past year has shown that it can be successful, in at least some cases. Our business was one that never before had people working remotely, save for the occasional snowstorm or child care emergency. We have now discovered that it works better for some positions than others, but in certain cases, it seems to improve morale without impacting job performance.

With many companies struggling to attract and retain sufficient staff, offering the option of working remotely, at least some of the time, may become a crucial factor. Even when COVID is no longer a concern, having a better work/life balance and more flexibility, especially for employees with children, is at the top of the wish list.

COVID has changed the way companies do business, and not always in a bad way. Perhaps it is time to be strategic about what works (and doesn't) with a remote workforce and implement new policies accordingly. It increases the challenge of building connections and collaboration among staff, particularly for new hires, but there are many benefits to consider when it comes to offering more flexibility to employees. Now that there is time to plan and prepare for these changes, it should be easier to find solutions that work for employers and employees alike.



Michelle Ownbey, publisher



**Editor:** Fletcher Farrar

fletcher@springfieldbusinessjournal.com

**Publisher:** Michelle Ownbey michelle@springfieldbusinessjournal.com

**Associate Publisher:** James Bengfort jbengfort@illinoistimes.com

**Copy Editor:** Stacie Lewis stacie@springfieldbusinessjournal.com

**Production Design:** Brandon Turley bturley@illinoistimes.com

#### Advertising:

Yolanda Bell yolanda@springfieldbusinessjournal.com 217-679-7802

Beth Parkes-Irwin beth@springfieldbusinessjournal.com 217-679-7803

Ron Young ron@springfieldbusinessjournal.com 217-679-7807

#### **Subscriptions:**

springfieldbusinessjournal.com/subscribe subs@springfieldbusinessjournal.com

#### **June Contributors:**

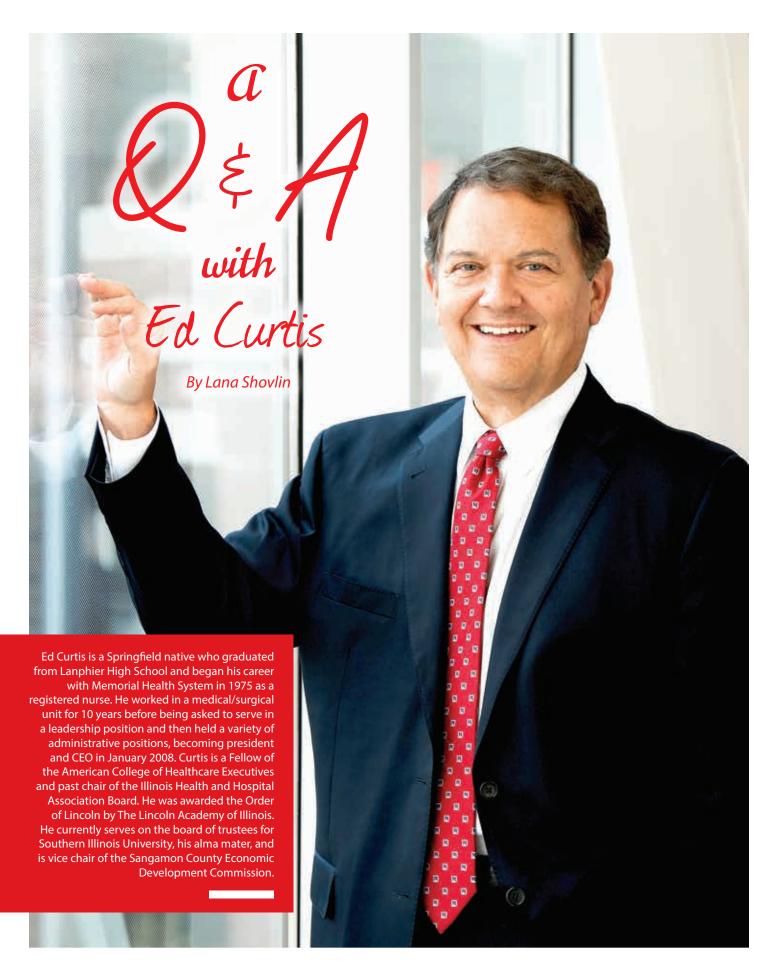
Kristina Barbee
Bob Barber
Scott Dahl
Cinda Ackerman Klickna
Thomas C. Pavlik
Sarah Delano Pavlik
Lee Milner
Janet Seitz
Lana Shovlin
Carey Smith
Holly Whisler
Norma Zuniga

Address: P.O. Box 398, Springfield, IL 62705

Phone: 217-726-6600

Email: info@springfieldbusinessjournal.com Facebook: facebook.com/SBJillinois Twitter: twitter.com/sbjmonthly

SPRINGFIELD BUSINESS JOURNAL is published monthly by Central Illinois Communications, P.O. Box 5256, Springfield, IL 62705. The contents of SPRINGFIELD BUSINESS JOURNAL are copyrighted, and material contained herein may not be copied or reproduced without permission of the publisher. Opinions expressed in SPRINGFIELD BUSINESS JOURNAL are those of their authors, and no information or opinions expressed in SPRINGFIELD BUSINESS JOURNAL are those of their authors, and no information or opinions expressed in SPRINGFIELD BUSINESS JOURNAL or its staff.



Page 6 • June 2021 • Springfield Business Journal

#### What made you want to get into nursing?

When I was a sophomore in high school, someone who was very important to me developed terminal cancer. Over the following 100-day period, my family and I took turns spending afternoons and evenings sitting beside her in the hospital, bearing witness to her end-of-life care. At that time, I hadn't spent any time in hospitals and no one talked about hospice, but basically, that was the type of care she was getting at Memorial. I got to watch the staff carry out all of their different roles to provide her with the best care, and I was in awe of how empathetic and supportive they were toward this person whom I loved very much. It left an unbelievable impression on me, and when I finished high school I knew that I wanted to go to college to become a registered nurse.

#### How did you make the transition to CEO?

I loved every single day of the 10 years that I spent in patient care, and I can honestly say that if someone hadn't tapped me on the shoulder and said, "Hey, how would you like to serve over here?" that I would still be working as a nurse. Over the years, though, I was offered a variety of managerial and administrative positions, so I decided to go back to school and get my master's in business administration. Patient care and helping people improve their health is where I get my greatest satisfaction, but I also love watching the organization grow and building stronger communities through greater health care.

#### Did you have any mentors along the way?

When I was just starting out, there was a doctor named Alan Birtch, and to me, he was larger than life. He had trained at Johns Hopkins and Harvard and had come to Memorial as the first founding chair of surgery at the medical school. I worked on his team, and one of the things that always amazed me about him was how focused he was on his work and how he treated everyone equally. He was kind to everyone and would always answer my questions without making me feel dumb. When you're a young professional, those things make a big impact on you.

Another person who greatly influenced me was William Schnirring. During my early career days, Bill was the president and CEO of Springfield Electric Supply, and he also served as chairman of the board at Memorial. I have never met a person who loved helping people as much as Bill. He felt like it was an honor to give back, and he served our community through a variety of different service organizations. As a young person, seeing that kind of selflessness and humility changes your entire outlook on life.

#### What is your greatest accomplishment?

Between my wife and I, we still have four living parents in their 90s who all have wonderful cognitive functions. Our two adult children both came back and settled here after college, and now we have four grandchildren. That's four generations that live close together, and I don't take that for granted. Wherever my family is, that's where I want to be.

#### How has the pandemic affected your job?

It is absolutely the most significant thing that has happened in my career. The staff was under tremendous pressure, and there were days when it was just daunting. Work was so stressful on the caregivers and I felt like I couldn't do enough to help them, because aside from the pressures at work, they had to go home and deal with kids that were in remote learning and feeling isolated because many of them had to quarantine. It's been an overwhelming 15 months, but I'm so proud of our team. They did a great job in the ambulatory spaces, setting up respiratory care clinics, testing everybody that needed a test and finally setting up the vaccine clinics. I think about the resilience of the staff, and watching them work through the pandemic has been a deeply humbling experience.

## What's something that people may be surprised to know about you?

This sounds self-serving, so please don't take it the wrong way, but you would think that with Memorial being the second-largest employer in Sangamon County, people would recognize me from my job. But the truth is, if I ever get stopped in the community, it's always by people who recognize me from being a lifeguard at Sun and Fun when I was young! Some of them haven't seen me in 30 or 40 years, but they remember me from those years when I was a lifeguard.

## What advice would you have given your younger self?

Focus on the job in front of you and do it well. That doesn't mean you can't have a life plan or strive for bigger things. I didn't have a particular plan to become a CEO, but I always focused on the work that was in front of me and did it to the best of my ability.

#### What do you love most about your job?

They say that if you find something you love to do, you'll never work a day in your life, and that's kind of where I'm at. The one thing I love more than anything, though, is helping people navigate the health care system and getting them connected to the right care team.



(Top) Ed Curtis and Elaine Birtch at The Alan G. Birtch Center for Transplant Services at Memorial's 5K Run and Walk. Elaine is the widow of Dr. Alan Birtch, who was a mentor to Curtis when he started his career. (Bottom) Ed and Sharon Curtis with their four grandchildren. PHOTOS COURTESY OF ED CURTIS













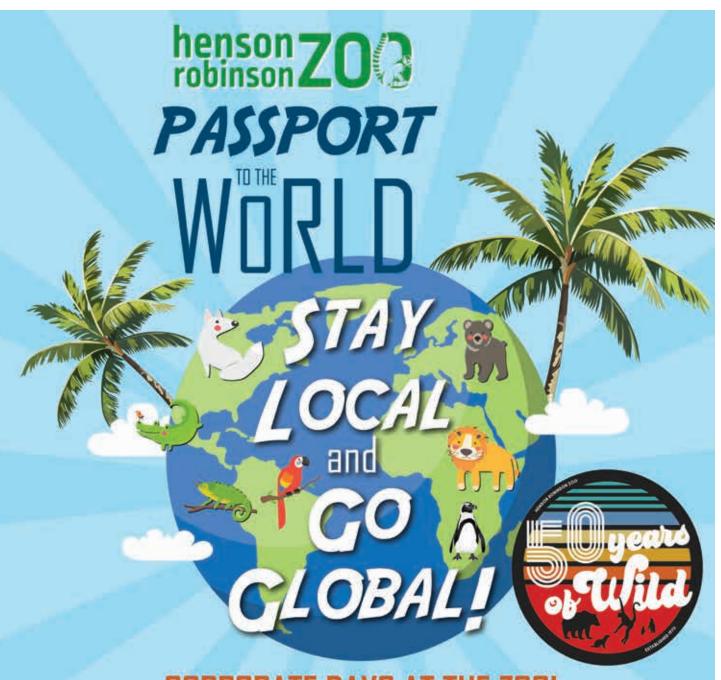
Each year, *Springfield Business Journal* partners with Security Bank to recognize women from both the public and private sectors who have made outstanding contributions to the local community. The recipients are selected from nominations submitted by community members throughout the year.

On Tuesday, May 18, Security Bank hosted a reception at Island Bay Yacht Club. Stephan Paul Antonacci, president and CEO of Security Bank, presented awards to this year's recipients: Julie Benson, Lisa Clemmons Stott, Susan Helm, Rikeesha Phelon and Deb Sarsany. Eve Fischberg, a 2020 recipient who was unable to attend last year's event, was also recognized.

For a complete list of previous winners or to make a nomination for next year's Women of Influence, go to springfieldbusinessjournal.com and click on the "awards" tab.

PHOTOS BY LEE MILNER





## **CORPORATE DAYS AT THE ZOO!**

Corporate Events should be all about having fun, building great relationships and saying a big fat "thank you" to your clients or your team for their hard work.

Immerse yourself in a global celebration of international \*food, culture and wildlife! Plan your next Corporate Event with the Henson Robinson Zoo!

**PRIVATE RENTALS** 

- SATURDAY SAFARIS
- SPONSOR THE GATE

FOR DETAILS & TO BOOK!

Email: htierney@springfieldparks.org



Show your clients you support local business

## SUBSCRIBE TO SBJ TODAY!

12 MONTHS FOR ONLY \$35

Print Copy . Digital Edition . Book of Lists



SUBSCRIBE ONLINE AT: springfieldbusinessjournal.com/subscribe

## Morgan Stanley

The Mid Illinois Group at Morgan Stanley in Springfield would like to congratulate Michael on completing his Certified Financial Planner, CFP®, designation this past March. This comprehensive process involves mastery of financial planning fundamentals, investment, insurance, tax, and estate planning topics. Michael will continue to use this enhanced knowledge to serve current clients and

Congratulations, Michael.

new clients for years to come.



#### Michael Witsman, CFP® ChFC®

Financial Advisor 3201 West Whites Oaks Drive Suite 201 Springfield, IL 62704

Michael.Witsman@morganstanley.com NMLS # 1828659

CA Insurance Lic. # 0M11871

Morgan Stanley Smith Barney LLC. Member SIPC.

CFP Board owns the marks CFP®, CERTIFIED FINANCIAL PLANNER™, and CFP® (with plaque design) in the US. CRC 3552642 05/21



217-522-2255 • www.AmeriCALLinc.com





The first party scheduledin the venue is a Mardi Gras party planned for February 2022, which Kondelis hopes will become an annual event.

The winding down of the COVID pandemic has been a boon to Kondelis' business. "People are ready to get back to normal," she says.

Ebben Moore, owner and manager of Arlington's, 210 Broadway, could not agree more. When COVID shut down restaurants last year, Moore finally had time to flesh out an idea that had been running through his head: adapting his restaurant to use exclusively as an historic event venue and expanding the catering side of his business.

Moore states that the switch has been a good one, as events are easier to plan for and reliably draw people into the venue, making it more cost-effective to run than a restaurant. He also appreciates that his workload has decreased dramatically, lowering his stress levels significantly and allowing him to be the "happy guy" he is naturally.

Moore also provides catering services to off-site events. His biggest issue right now is staffing, saying that he could handle more catering events if he could fill jobs.

Business-wise, Moore has high hopes for the coming year. "I get around 10-20 requests a day for different events. I'm pushing people to 2022 or trying to fill in, squeeze people in when I can, or cater the event. I'm sure after 2021 it'll taper off a bit," he said, explaining that many people have been holding off on having weddings and other parties until it is safer to do so.

Moore says part of his future plans are to possibly buy another building to expand his ability to offer services, but he is searching for the right unique space. "Ebben Moore will never be in a strip mall!" he adamantly exclaims. He is also considering buying an unusual vehicle, such as a trolley or double-decker bus, to use in conjunction with the catering business, or even as a standalone business. Moore has a lot of ideas, and thanks to transitioning to a venue format, he has the time to pursue them.

Merchant House – Urban Event Space opened in April, giving downtown an eclectic urban environment in which to host events. Owned by Conn's Hospitality Group, The Merchant House previously sold home furnishings, from antique to contemporary. Converting the space to a venue was easy, says Lauren Stead, marketing and promotions director, with painting and sprucing up happening as winter turned to spring.

"We incorporated antiques into the space to get more of an eclectic vibe and true to the roots as to what was formerly there," she said.

Merchant House offers 4,300 square feet

of open space, plus a small vault for intimate meetings and a cocktail area with a bar. The open space lends itself nicely to a variety of options for hosting an event, from sit-down dinners to nights of fun and games. As Stead notes, "It can be upscale; it can be more chill; it's a blank canvas." Through Conn's, catering is also offered, from appetizers to full meals, as well as bar service. Located within proximity to two downtown hotels, with a parking garage across the street plus on-street parking, Merchant House – Urban Event Space is positioned well to be in the middle of everything downtown.

"It has an urban, eclectic and rustic feel. There's the history behind the place," says Stead. "It's unique in that you won't find exposed brick walls elsewhere, and the vaulted ceilings are original. You don't get this vibe from new construction."

Stead is also looking forward to a positive 2021 as COVID ebbs. "As far as events go, people are really starting to feel more comfortable coming out and gathering in large groups, which is ramping up event business. There are brides who have postponed weddings and organizations that couldn't host fundraisers. People are anxious to get out and do things again."

Carey Smith is a Springfield mother, gardener and poet, who is also anxious to get out and do things again.





(Left) Audrey Kondelis launched her party planning business, Pole Barn Chic Events, last year. PHOTO BY NORMA ZUNIGA (Top) A former home furnishings store has been converted into an eclectic urban event space downtown. PHOTO COURTESY OF MERCHANT HOUSE (Bottom) During the pandemic, Ebben Moore decided to make Arlington's an event space, rather than a restaurant. PHOTO COURTESY OF ARLINGTON'S















#### FLAVOR EVOLVED, CATERING EVOLVED

To us, its not just an event, it's an experience!

At 5flavors Catering, our mission is to provide you and your guests with an experience that is unforgettable and one-of-a-kind.

217.787.4654 | 5flavors.com | info@5flavors.com

# BE REOPEN READY

Whether you need...

**☑** Banners

**☑** Mailers

☑ Menus

...we've got you covered!

Solution

217.529.9700 • SolutionPrint.com 3135 S 14th St. • Springfield, IL

f

## **CATERERS & FOOD TRUCKS**

NAME/ADDRESS	PHONE WEBSITE/EMAIL	OWNER(S)	MIN/MAX SERVED	PRICE RANGE PER PERSON	YEAR EST'D
<b>5Flavors Catering</b> 3086 Normandy Road Springfield, IL 62703	217-787-4654 5Flavors.com info@5Flavors.com	Chip Kennedy	10-1,000	\$25-\$100	2009
<b>Arena Food Service, Inc.</b> 993 Clocktower Drive, Suite D Springfield, IL 62704	217-698-2944 arenafoodservice.com info@arenafoodservice.com	Shaun Moore Sherri Madonia	25-5,000	varies	1985
Conn's Catering 835 S. Second St. Springfield, IL 62704	217-523-4466 connscatering.net sales@inn835.com	Karen and Court Conn	Any size group	All events individually quoted	1947
Cooper's Hospitality Cooper's StrEATside Bistro Food Truck	217-415-3852 www.cooperstreatside.com info@cooperstreatside.com	Justin and Kendra Cooper	20 and up	varies	2014
County Market Catering 1099 Jason Place Chatham, IL 62629	217-577-1354 countymarketcatering@niemannfoods.com	Niemann Foods	Up to 300	\$8-\$17.99	DND
<b>Cured Catering</b> 7075 Old Decatur Road Riverton, IL 62561	217-494-2425 curedcaters.com curedcaters@gmail.com	Brian and Melissa Reilly	25-1,000	varies	2017
Fulgenzi's Catering 2700 W. Lawrence Ave., Suite T Springfield, IL 62704	217-971-7517 fulgenziscatering@gmail.com www.fulgenziscatering.com	John John Fulgenzi	1-3000	\$5.50-\$25	1997
<b>Hamilton's Catering</b> 101 Main St. Franklin, IL 62638	217-675-2720 hamiltonscatering.com info@hamiltonscatering.com	Kyle Hamilton Gina Hamilton	50-5,000	\$10 and up	1913
<b>Hy-Vee</b> 2115 S. MacArthur Boulevard Springfield, IL 62704	217-726-1001 1640cateringmgr@hy-vee.com Hy-vee.com	Hy-Vee	Any size group	All events individually quoted	2014
Irie Jerk Chicken Truck	217-820-3722 www.facebook.com/jamaicanmehungry876 jamaicanmehungry876@gmail.com	Wayne Kidd	Any size group	\$2-\$15	2017

### **CATERERS & FOOD TRUCKS**

NAME/ADDRESS	PHONE WEBSITE/EMAIL	OWNER(S)	MIN/MAX SERVED	PRICE RANGE PER PERSON	YEAR EST'D
<b>Nelson's Catering</b> 3005 Great Northern Road Springfield, IL 62711	217-787-9443 Nelsonscatering.com info@nelsonscatering.com	Josh Lindvall	10-10,000	\$12 and up	1995
Poe's Catering 295 E. Andrew Road Springfield, IL 62707	217-487-7601 poescatering.com poecater@msn.com	Lance Poe Angela Poe	20-10,000	\$9.50 and up	1998
POUR Bars 3086 Normandy Road Springfield, IL 62703	217-679-2709 www.facebook.com/PourBars info@5flavors.com	Chip Kennedy	30-2,000	\$125 and up	2013
<b>Robert's Seafood</b> 1615 W. Jefferson St. Springfield, IL 62702	217-546-3089 www.robertsseafoodmarket.com gturley@robertsseafoodmarket.com	Dean "Robbie" Robert, Jr., Pamala Robert, Andrea (Robert) McLaughlin	10-500	\$10 and up	1916
Secret Recipes Catering 3086 Normandy Rdoad Springfield, IL 62703	217-585-1100 secretrecipescateringco.com info@secretrecipescateringco.com	Chip Kennedy	10-10,000	\$10-\$40	2003
Skippers Smokin' Grill	701-630-4899 skippers777@yahoo.com	Jason Richardson	Up to 500	varies	2015
Wafflelicious Cafe	217-638-3063 www.facebook.com/Waffleliciouscafe/ zbistro@comcast.net	Abbas Zolghadr	50-200	\$6-\$10	2011





## Tourism will help drive Springfield's economic rebound

By Scott Dahl

Travel's ability to bounce back after periods of economic hardship – and inject much-needed revenue directly into Springfield's economy – shows the power of travel to the Land of Lincoln.

Travel and tourism are such an important part of who we are as a community. Visitors to our destination delight in Abraham Lincoln, Route 66, Frank Lloyd Wright, state historic sites, local arts and a growing culinary scene. Pre-pandemic, annual traveler expenditures in Sangamon County were \$483 million, generating \$10 million a year in local taxes. In 2020, the entire U.S. travel industry lost 1 trillion dollars in travel-related spending –10 times the economic impact of 9/11. Locally, 88% of hospitality jobs were eliminated and \$250 million in value was lost.

With such disparate losses, it is clear that a broader economic recovery hinges on a recovery within the travel industry. I see tourism as a community shared value which strengthens Springfield's economic position, and vitality and provides opportunity for all. Heritage travel, conventions/meetings and sports tourism form an unbreakable triangle which can be flipped on any side and still point upwards.

Last month, industry experts predicted travel is not expected to bounce back until 2024. Locally, 2022 and 2023 look amazing, thanks to the Springfield Convention & Visitors Bureau team keeping lines of communication open between meeting planners and tourism partners during the peak of the pandemic in 2020. The American Truck Historical Society

and the National Appaloosa Horse Show will take over the capital city next year along with numerous agricultural groups returning to the Illinois State Fairgrounds.

International travel should rebound by the summer of 2023. In 2019, the Springfield Visitors Center located in the Lincoln-Herndon Law Offices on the Old State Capitol Plaza welcomed almost 20,000 visitors from 74 different countries.

Last week, the Springfield City Council approved (on an 8-3 vote) visitor-funded and performance-based financial incentives for the Legacy Sports Park behind Scheels. The developers now move to the private side, where every public dollar is matched with a private dollar. The groundbreaking could be announced this fall and teams will take to the new fields by the spring of 2023. Sports Facilities Advisory has forecasted 250,000 unique visitors using 65,000 hotel rooms nights and generating \$30 million in revenue. The sports complex will also enhance the quality of life for the Springfield community, particularly student-athletes.

Route 66 will celebrate 100 years in 2026, leading to many pre- and post-anniversary opportunities to capture additional traveler expenditures. A Springfield-centric Route 66 addendum interpretive plan will be completed by July 2022 and serve as the Mother Road centennial playbook. A new Illinois Route 66 Experience will evolve at Gate 2 of the Illinois State Fairgrounds, and check out the local Route 66 Living Legends via the Explorer Passport at



The Lincoln-Herndon Law Offices.
PHOTO BY BRANDON TURLEY

www.visitspringfieldillinois.com.

Lastly, I urge you to reunite with family and friends in Springfield this summer and fall. Our hotel and business partners have assembled special offers to make planning your gathering simple and affordable. Mention the "Reunite in Springfield" promotion when booking hotel rooms.

Abraham Lincoln said, "To this place, and the kindness of these people, I owe everything," as he departed Springfield for the White House in 1861. One-hundred and sixty years later, those words still resonate with millions of visitors.

Scott Dahl is the director of the Springfield Convention & Visitors Bureau.



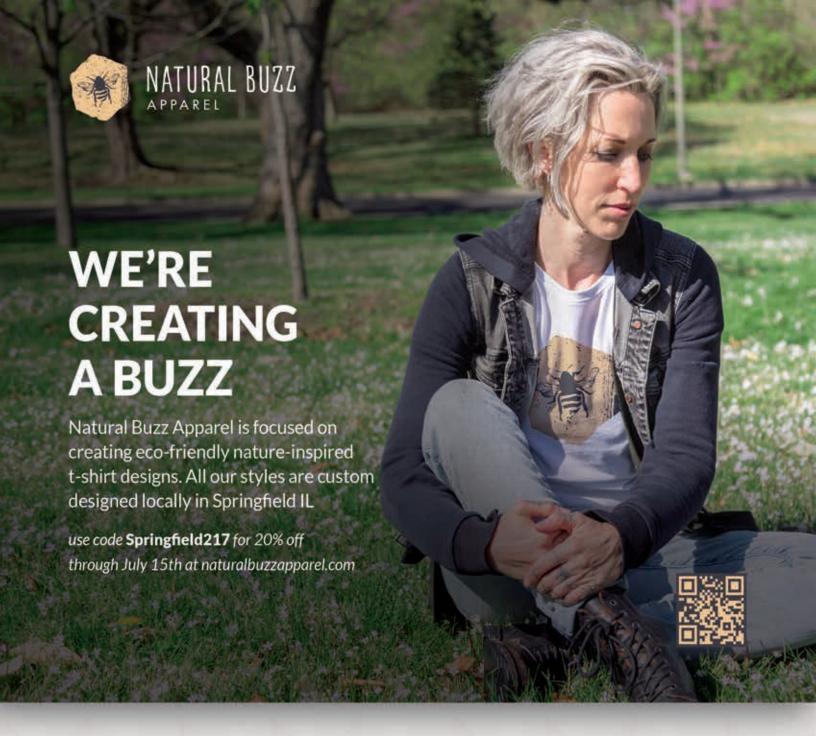
## Next Issue June 17

Space & ad copy deadline: Wednesday, May 26

#### advertising@illinoistimes.com

Beth Irwin 217-679-7803 Yolanda Bell 217-679-7802 Ron Young 217-679-7807



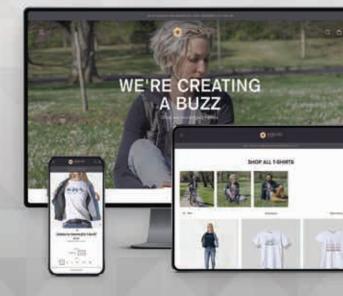


# DELIVERING HIGH IMPACT RESULTS ON THE WEB

GoWeb1 is proud to feature the grand opening of Natural Buzz Apparel. Our team helped Natural Buzz establish their web presence with a responsive theme, custom photography, e-commerce functionality, and backend order fulfillment for a seamless user experience.

learn more about our services at goweb1.com





## **HOTELS**

	NAME/ADDRESS	PHONE WEBSITE/EMAIL	NUMBER OF ROOMS	NUMBER OF MEETING ROOMS	ROOM RATE SINGLE/DOUBLE	GENERAL MANAGER
1	<b>Wyndham Springfield City Centre</b> 700 E. Adams St. Springfield, IL 62701	217-789-1530 wyndham.com	369	20	\$119 - \$229	Andrew Proctor
2	President Abraham Lincoln Springfield - A DoubleTree by Hilton 701 E. Adams St. Springfield, IL 62701	217-544-8800 dtspringfieldil.com	310	17	\$109 - \$259	Christi Rios
3	<b>Crowne Springfield Convention Center</b> 3000 S. Dirksen Parkway Springfield, IL 62703	217-529-7777 cpspringfield.com	288	32	\$109 - \$229	Jason Thoron
4	<b>Holiday Inn Express</b> 3050 S. Dirksen Parkway Springfield, IL 62703	217-529-7771 hiexpress.com	140	2	\$89 - \$165 (2 suites)	Jason Thoron
5	<b>State House Inn</b> 101 E. Adams St. Springfield, IL 62701	217-528-5100 statehouseinn.com	125	6	\$89 - \$139	Adam Martinez
6	<b>Wingate by Wyndham</b> 3185 S. Dirksen Parkway Springfield, IL 62711	217-718-2874 wingateinn.com	109	0	\$99 - \$129	Ben Anthony
7	<b>Drury Inn &amp; Suites</b> 3180 S. Dirksen Parkway Springfield, IL 62703	217-529-3900 druryhotels.com	117	1	\$79 - \$159	Miranda Bergman
7	<b>Hilton Garden Inn Springfield</b> 3100 S. Dirksen Parkway Springfield, IL 62703	217-529-7171 springfieldil.gardeninn.com	117	7	\$95 - \$199 (13 suites)	Chris Fultz
8	Candlewood Suites 2501 Sunrise Drive Springfield, IL 62703	217-522-5100 candlewoodsuites.com	110	1	\$119 - \$134	Janie Deheve
9	<b>Residence Inn Springfield South</b> 2915 Stanford Ave. Springfield, IL 62703	217-527-1100 residenceinnspringfieldil.com	108	1	\$149.99 - \$199.99	Mark Vanhala
10	Northfield Inn, Suites & Conference Center 3280 Northfield Drive Springfield, IL 62702	217-523-7900 northfieldinn.com	106	8	\$89 - \$149	Marianne Zarndt
11	<b>Route 66 Hotel and Conference Center</b> 625 E. Saint Joseph St. Springfield, IL 62703	217-529-6626 route66hotel@gmail.com	103	4	\$72 - \$249 (9 suites)	DND
12	Motel 6 6011 S. Sixth St. Springfield, IL 62712	217-529-1633 motel6.com	101	0	Based on availability	Aburva Patel
13	Ramada Springfield North 3281 Northfield Drive Springfield, IL 62702	217-523-4000 springfieldramada.com	97	2	\$89 - \$149	Marianne Zarndt
14	<b>Hampton Inn &amp; Suites</b> 2300 Chuckwagon Drive Springfield, IL 62711	217-793-7670 hamptoninn.com	83	2	\$102-\$182	Darrin Thurman
15	Staybridge Suites 4231 Schooner Drive Springfield, IL 62711	217-793-6700 staybridge.com	82	1	\$100 - \$200 (all suite hotel)	Kyle Johnson
16	Comfort Inn & Suites 3675 S. Sixth St. Springfield, IL 62703	217-529-8898 comfortinn.com	80	1	\$79 - \$134	Sarah Dietrich
16	<b>SpringHill Suites Springfield Southwest</b> 3921 MacArthur Boulevard Springfield, IL 62711	217-789-0000 Marriott.com/SPISH	80	2	\$119-\$189	Darin Dame



TELL YOUR TALE - BUSINESSINTHE217.COM - SHAREYOUR STORY





We stand out.
With hundreds of years of combined experience from local owners,
it's hard not to

HICKORY POINT BANK Invest

HICKORYPOINTBANK.COM

MEMBER FDIC

3131 WEST WABASH AVE, SPRINGFIELD

## **MAJOR EMPLOYERS**

	EMPLOYER NAME	NUMBER OF EMPLOYEES	PRINCIPAL	PRODUCT/SERVICE	YEAR EST'D	WEBSITE
1	State of Illinois	17,800*	J.B. Pritzker	Government	1818	illinois.gov
2	Memorial Health System	5,238	Edgar J. Curtis, President and CEO	Health Care	1897	memorialmedical.com
3	Hospital Sisters Health System	4,434	Mary Starmann-Harrison, President and CEO until July 2021 Damond W. Boatwright, President and CEO effective June 2021	Health Care	1875	st-johns.org
4	Springfield Clinic	2,449	Ray Williams, CEO	Health Care	1939	springfieldclinic.com
5	Springfield Public Schools #186	2,130	Jennifer Gill, Superintendent	Education	1854	sps186.org
6	University of Illinois Springfield	1,642	Karen Whitney, Ph.D. Interim Chancellor	Higher Education	1969	uis.edu
7	SIU School of Medicine	1,470	Jerry Kruse, M.D., MSPH Dean/Provost	Higher Education/ Health Care	1970	siumed.edu
8	City of Springfield	1,410	James O. Langfelder, Mayor	Government	1832	springfield.il.us
9	Horace Mann	1,024	Marita Zuraitis, President and CEO	Insurance	1945	horacemann.com
10	Blue Cross/ Blue Shield	900**	Kim A. Keck, President and CEO	Insurance	1929	bcbs.com



## **CLEANING & DISINFECTION SERVICES**

ALSO COMMERCIAL CARPET CLEANING & AIR DUCT CLEANING

217-787-0725 · 128 S GRAND AVE W, SPRINGFIELD, IL 62704



As one of America's leading providers of recycling and waste services,

Republic Services<sup>®</sup> delivers simple and reliable solutions for your **construction project**. With our nationwide presence, a wide range of resources and single point of contact, we offer:

- · A 99.9% pick-up reliability rate
- Solutions to help you achieve your sustainability goals
- Online account management through the MY Resource™ app

Please call Jeff Holt today at 217-377-0173



We'll handle it from here."

# MAJOR MANUFACTURERS SANGAMON COUNTY

Sources: Springfield Sangamon Growth Alliance; the manufacturers DND - Did Not Disclose. Ranked by number of full-time employees Numbers do not reflect any changes since COVID-19.

	NAME/ADDRESS	PHONE / WEBSITE/EMAIL	FULL-TIME EMPLOYEES	FACILITY SIZE (SQ. FT.)	PRINCIPAL(S)	PRODUCT/SERVICE	YEAR EST'D
1	BUNN Corporate Headquarters and International Corporate Office 5020 Ash Grove Dr. Springfield, Illinois 62711	800-637-8606 217-529-6601 bunn.com	500	DND	Arthur Bunn, president and CEO	Manufacturer of a complete line of dispensed beverage solutions for coffee, tea, cappuccino, granita, juice, espresso, water filtration and more	1957
2	Arch Coal Viper Mine 5945 Lester Road Williamsville, IL 62693	217-566-3000 N/A	276	DND	Garrett Barton, general manager	Coal producer	1982
3	Standard Aero 1200 N. Airport Dr. Springfield, IL 62707	800-731-7371 standardaero.com	219	250,000+	James Campbell, vice pres./general manager	Aircraft service, modification	1911
4	<b>Brandt Consolidated, Inc.</b> 2935 S. Koke Mill Road Springfield, IL 62711	217-547-5800 brandt.co	209	25,000	Rick Brandt, CEO	Fertilizers, crop protection, micronu- trients, spray adjuvants, seed	1953
5	<b>Nudo Products, Inc.</b> 1500 Taylor Ave. Springfield, IL 62703	217-528-5636 nudo.com	181	400,000	Stephen Adkins, president Andrew Wylie, vice pres./ general manager	Manufacturer of wall and ceiling panels with a variety of substrates	1954
6	Simplex, Inc. PO Box 7388 Springfield, IL 62791	217-483-1600 simplexdirect.com	150	125,000	Thomas Debrey, president	Load banks, day tanks, fuel supply systems	1952
7	<b>DICKEY-john Corporation</b> 5200 Dickey John Road Auburn, IL 62615	217-438-3371 dickey-john.com	135	225,000	Jeff Schertz, vice pres. of operations	Electronic design and manufacture of systems controls for agriculture and public works	1966
8	<b>Solomon Colors, Inc.</b> 4050 Color Plant Road Springfield, IL 62702	217-522-3112 solomoncolors.com	123	250,000	Adam Solomon, president, Richard Solomon, chariman Charles Kreutzer, vice pres./CFO	Manufacturer of iron oxide pigments supplied to ready mix, mortar and concrete product producers. A full line of decorative products and dispensing equipment for metering iron oxide pigments.	1927
9	<b>Mel-O-Cream Donuts Intl., Inc.</b> 5456 International Parkway Springfield, IL 62711	217-483-7272 mel-o-cream.com	80	70,000	Eric Larson CEO	Frozen dough products and frozen pre-fried donuts	1932
10	Henry Technologies 701 S. Main St. Chatham, IL 62629	217-483-2406 henry-group.net	40	DND	John Murry, operations director	Components for HVAC/industrial and commercial refrigeration	1914

## Despite high unemployment, many jobs go unfilled

By Cinda Ackerman Klickna

Labor shortages are being reported by many businesses, and "Now Hiring" signs have become a common sight. A partnership between the Jacksonville Regional Economic Development Corporation (JREDC) and a business class at Illinois College asked students to come up with solutions. The students have suggested ways to help area businesses facing labor shortages, communities creating new businesses and students needing extra funding for college.

Kristin Jamison, president of the Jacksonville Regional Economic Development Corporation, and Dr. John Drea, professor of business administration at Illinois College, offered senior business students a unique opportunity.

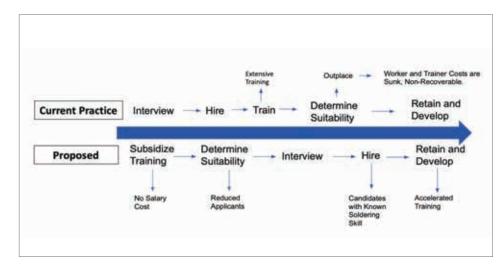
"The mission of our corporation is to create and attract new businesses as well as expand current businesses in Jacksonville. We had been hearing of local businesses facing labor shortages," explained Jamison. "Dr. Drea created a way for his students to learn about local businesses and engage in real-world business issues," she said of the catalyst for the partnership.

Drea teaches the senior capstone for business program, the last course seniors must complete prior to graduation at IC. He develops eight projects, and students choose one to pursue. Six students wanted to learn about the business challenges that Jacksonville faced.

Local employers, which included Nestle USA, Bound to Stay Bound Books, Reynolds Consumer Products, ILMO Products and CCK Automations, took part in the project. Jamison said, "The students were not even aware of the types of businesses we have in Jacksonville, which gave them an insight into different types of businesses and the work needed for skilled labor."

The employers were asked about their biggest employment needs. Students were divided into pairs and conducted Zoom interviews with employers. These interviews revealed both a general labor shortage and skills needed for specialized jobs. Sherri Richardson, payroll manager and corporate officer with CCK Automations, Inc., said,"We are having a hard time filling positions, especially those that require a special skill such as hand soldering. We value our employees and prefer to promote from within to give our employees more opportunities. However, that doesn't always happen."

Other employers also indicated needs for



specialized jobs that required more specific skills such as electromechanical technicians (Nestle), HAZMAT-trained employees (ILMO Products) and those with a commercial driver's license.

The six students were then broken into two teams. One group focused on how to recruit for jobs in Jacksonville; the other explored what was needed to attract workers with the requested specialized skills.

Not surprisingly, young adults gravitated to technology for some answers, suggesting employers use geofencing and geotargeting. Both can target workers for entry-level as well as more skilled positions.

Geofencing recruits in a specific geographic area, such as after a company has closed. Advertising in that area would use social media with ads that pop up on sites. Think of buying something on the internet; often, ads for that item pop up in subsequent logins. In this case, a job opportunity would pop up. The students recommended that rather than using platforms such as Facebook and LinkedIn, employers could reach more potential employees through Snapchat, TikTok and Twitter.

Geotargeting locates potential job candidates, using IP addresses and cellphone media interaction, a process that can target a search for individuals in certain areas.

Students also suggested reaching out to community colleges within a 100-mile radius of Jacksonville to seek out already-established programs or to find ways to implement specific training programs and apprenticeships targeted to the needs of employers. The community colleges could identify students and help connect them to job opportunities.

Reaching out to high school students and offering apprenticeships to those who may have not yet decided on a career or after-high school training was another suggestion.

College students, too, could fill positions if the businesses offered part-time shifts. That would help both the business as well as the student, who could earn money for college while completing coursework.

Some of the ideas have already been implemented. Drea said, "We collected resumes of our freshman, sophomore and junior students for Reynolds Consumer Products to review and possibly hire summer workers." Several businesses have reached out to community colleges and high schools and are exploring geotargeting and geofencing.

The ideas alter the current business strategy of finding candidates, conducting an interview and then hiring. A new approach would begin with subsidizing training, followed by determining the eligibility of candidates, then interviewing and hiring. (see chart).

Drea says, "The project helped students get involved in the community around them. When we started this project, I had no idea what the students would find. I am always surprised at what students can do."

Cinda Ackerman Klickna is a freelance writer and former teacher who knows students are often our best source of new ideas.

# MAJOR MANUFACTURERS MORGAN COUNTY

Sources: Jacksonville Regional Economic Development Corporation; the manufacturers DND - Did Not Disclose. Ranked by number of full-time employees. Numbers do not reflect any changes since COVID-19.

	NAME/ADDRESS	PHONE/ WEBSITE/EMAIL	FULL-TIME EMPLOYEES	FACILITY SIZE (SQ. FT.)	PRINCIPAL(S)	PRODUCT/SERVICE	YEAR EST'D
1	Reynolds Consumer Products 500 E. Superior Ave. Jacksonville, IL 62650	217-243-3311 reynoldsconsumerproducts.com	800	360,000 (west plant), 508,000 (east plant)	Rick Villa, plant manager	Polyethylene bags and films	1962
2	Perma-Bound Books, a division of Hertzberg-New Method, Inc. 617 E. Vandalia Road Jacksonville, IL 62650	217-243-5451 perma-bound.com	300	320,000	James Orr, owner/president Bill Hull, plant manager	Prebound books for schools and libraries	1953
3	Nestlé USA 1111 Carnation Drive Jacksonville, IL 62650	217-245-9511 nestleusa.com	160	30 acres	Joseph Rechtiene factory manager	Non-dairy creamer	1970
4	Bound to Stay Bound Books 1880 W. Morton Ave. Jacksonville, IL 62650	217-245-5191 btsb.com	125	110,000	Bob Sibert, president Lori Smith vice pres./general manager	Prebound children's library books	1920
5	CCK Automations, Inc. 500 Capitol Way Jacksonville, IL 62650	217-243-6040 cckautomations.com	112	100,000	JJ Richardson, CEO	Printed circuit board assemblies, industrial control panels, injection molded parts, engineering services	1999
6	ILMO Products Company 7 Eastgate Drive Jacksonville, IL 62650	217-245-2183 ilmoproducts.com	92	40,000 (8 acres)	Linda Standley, CEO Brad Floreth, president	Wholesale/retail distributor of industrial, medical, laboratory EPA protocol, propane and specialty gases and welding equipment sales and service	1913
7	Jacksonville Machine Inc. 2265 W. Morton Ave. Jacksonville, IL 62650	217-243-1119 jmimachine.com	55	42,000	Jeff Rodems, president	CNC job shop	1919
8	Pallet Repair Systems (PRS) 2 Eastgate Drive Jacksonville, IL 62650	217-291-0009 prsgroupinc.com	32	50,000	Jeff Williams	Manufacturer of machinery	1989
9	Rutland Products 7 Crabtree Road Jacksonville, IL 62650	217-245-7810 rutland.com	30	60,000	Faith Nergenah vice pres. of operations	Manufacturer of stove and fireplace repair products	1961
9	<b>UGL</b> 550 Capitol Way Jacksonville, IL 62650	217-243-7878 ugl.com	30	43,000	Scott Knott	Home maintenance and repair items	1985
9	BPC, LLC 1933 Old Naples Road Meredosia, IL 62665	217-584-1110 N/A	30	75,000	Brian VandeStreek plant manager	Conducts comprehensive analytical testing of resin compounds and conducts trials and DOE to produce specially compounded materials and engineered resins	2012
10	Eli Bridge Company 800 Case Ave. Jacksonville, IL 62650	217-245-7145 elibridge.com	19	66,000	Patty Sullivan	Amusement ride manufacturing and metal fabrication	1900
11	Tarps Manufacturing 1000 State Highway 104 Meredosia, IL 62665	217-584-1900 tarpsmfg.com	8	28,000	Rich Ott	Construction containment tarps and roll tarps for trucking and agriculture	2003

## Are you networking or not working?

By Bob Barber

I often hear, "How do I network now that people may or may not be comfortable gathering and meeting?" Frankly, I believe many people have become lazy about generating introductions to new prospects. Yes, that may be harsh, but it is time to be honest about your past networking efforts and improve them. All too often, salespeople go to networking events without a thought about who they need to engage. Most people's default is to engage with their friends and acquaintances. Those may be nice or even important conversations, but they can easily become "not working" rather than "networking." As events begin to return, start fresh now by networking with a strategy, plan, knowledge of the ideal client persona and actionable steps.

#### Strategy

Determine if your goals are to reacquire past clients, add new clients, expand existing customers or protect your best clients. Be sure to evaluate if that is the best strategy. Many companies are having staffing and supply chain issues and can barely handle existing accounts. If you are in this scenario, adding new accounts may not be your best objective. A better objective may be strengthening your existing relationships enough to soften the impact of service issues by introducing them to valuable resources you do not provide.

#### Plan

One plan to follow is to look at which of your best accounts are approaching the average tenure of your account base. That is a good time to make sure you are on solid ground. As you conduct your "Chief Executive Semi-Annual Review" with them, follow the RECON process. Review what you have been delivering. Evaluate how you are performing. Clarify what needs to be changed. Discuss what opportunities there are for you to introduce them to your network as well as future business and introductions for you to their network. Schedule the next step.

#### **Ideal client**

Your next step is to incorporate your ideal client into a 30-second commercial that

paints a picture of the problems you fix and the improvements you provide, with several specific prospects as examples. You cannot get frustrated that networking partners offer lackluster introductions if you do not give them crystal-clear definitions of your ideal clients. Make it easy for them to picture a potential introduction.

Use Pareto's 80/20 principle to help you identify your ideal client. What are the characteristics of the top 20% of your



PHOTO COURTESY BOB BARBER

client base? Are they privately held? Is leadership engaged with you? What are they doing before you engage with them? Do they value your level of service? Who is the best point of contact? What is the employee count and annual revenue range? How long have they been in business? Where are the decisions made? How fast do they pay? What do they offer their customers?

Similar questions apply to business-to-consumer sales also. Where do they live? What is the household income? What is their education level? Which member is most involved with your product? What is the problem your service or product fixes? I have clients who have identified their

client base down to a few city blocks, not just ZIP codes.

Once you have your ideal client persona dialed in, it is easier for partners to make better introductions and improve your results. Use an A, B or C ranking for these three categories to evaluate them. First, do they value what you do and want to see you succeed? Simply ask yourself, do they benefit when you succeed? It does not matter how they may benefit. Maybe they will just feel good about helping you or the referred person. Second, does their network align with your ideal client base? LinkedIn is an easy place to start this process, or you can just ask and observe. Third, are they skilled and comfortable making introductions? This is a two-part question. Some people may know how to make an introduction, but just are not comfortable with the situation. Others find it easy to do, but their technique leaves something to be desired. Lastly, consider how you can bring them value as well.

#### **Take action**

Who gave you introductions in the past that you haven't spoken to since last year? Schedule a time with them to review contacts and coordinate introductions for each other. Who would not appreciate that? You could also contact a group of your like-minded networkers to convene live or virtually. Start with a small group of four people to keep the meeting focused. Have your agenda and ask them to have a list of contacts ready.

Networking with a strategy, plan and behavior-approach focused on your ideal client profile will be an effective way to make the balance of 2021 more profitable. Soon you will be back in true networking form. Have more fun and make more money. Happy selling!

Bob Barber is a Springfield resident who has invested 21 years in executive coaching, training and developing businesspeople through Sandler Training. He helps clients, ranging from entrepreneurs to multinational organizations, to install better systems.

## **NETWORKING GROUPS**

	NAME MEETING ADDRESS	PHONE WEBSITE & EMAIL	MEETING TIME	NUMBER OF MEMBERS	CONTACT	DUES	YEAR EST'D
1	Illinois Women in Leadership (IWIL) Illini Country Club 1601 Illini Road Springfield, IL 62704	iwil.biz info@iwil.biz	Third Thursday of each month	200	Darlene Kmett	\$80 annually	2004
2	Women Entrepreneurs of Central Illinois (WE-CI) Meeting location varies	217-441-2342 wecispringfield.org christine@baileyfamilyinsurance.com	Second Wednesday of the month	70	Christine Bailey	\$96 annually	2010
3	Professionals in Springfield Metro (PRISM) Meeting location varies	prismspi.com contact@prismspi.com	First Wednesday evening of the month, times vary	60	Blake DenHerder	None	2019
4	The Association for Women in Communications Meeting location varies	awcspringfield.org president@awcspringfield.org	Second Thursday of the month	50	Sarah Kinkade	\$25 plus national dues, various membership categories	1977
5	League of Our Own Toastmasters Club Springfield Urban League, Inc. 100 N. 11th St. Springfield, IL 62703	217-789-0830, ext. 1301 1179206.toastmastersclubs.org lhemingway@springfieldul.org	Fridays, 11:30 a.m. on the second and fourth weeks of each month	16	Larry Hemingway, Sr.	\$10.50 monthly	2008
6	<b>BNI of Central Illinois</b> Peoria, IL 61615	217-787-7447 BNI-IL.com kdragoo@thegroupinsurance- agency.com	BNI Business Insiders — Wed 7:45 a.m. Jay Davis Country Financial BNI Business Builders — Thurs 7:30 a.m. Schnuck's on Iles Avenue	15-25 per chapter	Katie Dragoo	\$460 annually. First year fee for books and training \$150.	2011
7	McBrian Lincoln-Douglas Toastmasters Club Red School Mall 1275 Wabash Ave. Springfield, IL 62704	217-546-8624 mcbrianlincoln.toast- mastersclubs.org randaln1@yahoo.com	Thursdays, 6 p.m.	15	Nate Randall	Six months \$51, international new member \$20	1936
7	Capital City Toastmasters IDOT Building (Hanley Building) 2300 Dirksen Parkway Springfield, IL 62764	217-698-8767 1313356.toastmastersclubs.org president-1313356@toast- mastersclubs.org	Wednesdays, 12 p.m.	15	Chris Farishon	Six month \$60 12 months \$110	2009
8	The Network Group The Sangamo Club 227 E. Adams St. Springfield, IL 62701	217-652-3686 217-496-3686 edclark@icloud.com	Second Tuesday of the month, 11:45 a.m	14	Ed Clark	Lunch \$15 monthly	2000



**Show your clients you support local business** 

**SUBSCRIBE TO SBJ TODAY!** 

12 MONTHS FOR ONLY \$35

Print Copy • Digital Edition • Book of Lists



SUBSCRIBE ONLINE AT: springfieldbusinessjournal.com





For organized data management storage.



#### The Hillier Advantage Includes:

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

2728 S. 11th Street - Springfield, IL 5270) A Division of Hiller Storage & Moving Co.

217-525-8550

Professional Women's Calendar of Events You play a key role and we thank you for your contributions to our community.

# Illinois Women in Leadership (IWIL)

Illinois Women in Leadership will hold its annual meeting and social on Tuesday, June 15 from 5:30-7:30 p.m. at Island Bay Yacht Club. Join us for this outdoor event on the back patio of Island Bay, overlooking Lake Springfield. We'll have a little bit of business, a whole lot of socializing and some great door prizes! Following a brief meeting to vote in new officers and recognize outgoing board members, we'll enjoy a dinner buffet. Two drink tickets will be provided and a cash bar will be available.

Cost is \$30 per person on or before June 8 or \$35 per person after that date. Visit www.iwil.biz for more information or to register.







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

FDIC

### Ask an attorney: Is home title protection worthwhile?

By Sarah Delano Pavlik

Q: I worry about identity theft. Should I buy home title protection?

A: Home title protection is a product sold by various companies, some of which claim that stealing your home's equity is "easier than stealing a car and more profitable." I beg to disagree.

How does home title fraud work? A criminal drafts a deed to your home, transferring it from you to him (or an alias). He forges your signature, obtains a fraudulent notarization of your signature (either from a notary who is in on the scam or using a stolen or fake notary stamp), and transfers title to himself. He then borrows as much as he can on the property and disappears. You don't find out until you, as the occupant, receive a notice of foreclosure. To help increase the amount of time before an owner learns of the problem, thieves often target vacant properties and vacation homes.

This scam has been around for a while. In 2008, the FBI issued a notice called "House Stealing: The Latest Scam on the Block," and it hasn't stopped yet. In 2017, there were an estimated 9.600 victims of title fraud schemes. In response to this type of activity happening in the Chicago area, the legislature amended the Illinois Notary Public Act to require notaries to obtain the right thumbprint of people transferring title to residential real estate in Cook County after June 1, 2009. In addition, Cook County started a free property fraud alert program, and Sangamon County has followed suit. You can register at www. propertyfraudalert.com/sangamonil to be notified by email or phone if a document is recorded with

Illinois also amended the Illinois Criminal Code. effective Jan. 1, 2014, to create a felony offense

resulting from the creation of a cloud on title that has a value in excess of \$10,000. A cloud on title is defined by the statute as "an outstanding claim or encumbrance that, if valid, would affect or impair the title of the owner of an estate in land



and on its face has that affect, but can be shown by extrinsic proof to be invalid or inapplicable to that estate." The offense was previously a Class A misdemeanor.

But does a forged deed actually transfer title to your home? A forged deed is void and cannot transfer title to real property. That being said, it can still create a huge legal mess. In order to reestablish title in your name, you will need to file a suit to quiet title. You will need to prove that the deed was forged, which may not be too difficult if the notary does not exist or there are

other egregious factors. You most likely will not lose title to your home, but you will have legal fees (possibly significant) and aggravation (sure to be significant).

So, what can you do to prevent title theft? First, open all of your mail, and if there is anything to do with your property, read it. Pay attention to your property tax bill. If your property is in Sangamon County, you should have recently received your 2020 property tax bill. If you did not, call the Sangamon County Assessor's office, or look up your property online to verify the property is in your name at: https://tax.co.sangamon.il.us.

You can also buy title protection from several companies. The cost is generally \$100-\$150 a year, but be aware what you are purchasing. Some products are for notification only, which is the same service the Sangamon County Recorder offers for free. If a deed or other document is filed with respect to your property, you will receive notice fairly quickly. It will be up to you to act to stop the fraud. Other products cover a certain amount of legal expenses to fix the problem. As with all insurance products, the details are in the fine print, so investigate the product carefully. SBJ



attorney with Delano Law Offices in Sprinafield.

This article is for informational and educational purposes only and does not constitute legal advice.

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





MEDICAL NEWS

#### Indian community launches campaign for COVID-19 relief in India

Collaborates with Hospital Sisters Mission Outreach

As a devastating second wave of COVID-19 continues to take a tragic toll on India, nonprofit organizations of Indian origin have teamed up to launch a fundraising effort to purchase life-saving equipment for under-resourced medical facilities.

The Asian Indian Women's Organization (AIWO), India Association of Greater Springfield and the Hindu Temple of Greater Springfield have launched a Midwest response for purchasing life-saving oxygen equipment in collaboration with Hospital Sisters Mission Outreach. The fundraising campaign, Breath for India, acknowledges that the struggle for breath experienced by COVID-19 patients has reached devastating proportions in India. A severe second wave of the pandemic has overwhelmed hospitals and medical care facilities with over 350,000 new cases being reported every day. Each person diagnosed joins a multitude of suffering that has already claimed hundreds of thousands of lives.

The goal of Breath for India is to raise

over \$250,000 towards oxygen supply units, PPE and home care units. These are





being delivered directly to hospitals and nursing homes identified by a steering committee of local physicians who are in in constant touch with medical personnel on the ground in India. Organizers of the campaign are grateful for the generous donations that have been made thus far and touched by the outpouring of support, including a significant contribution of \$50,000 made by Dr. Subhash Chaudhary and his family.

"We recognize the magnitude of the need in India and understand that every bit of assistance counts at this time. It is heartening to see the many relief efforts of physicians in Springfield who have helped put together a plan for the supply of life-saving equipment to areas in India that are in greatest need. We are humbled by their commitment and dedication and glad to be able to help," said Mrs. Rambha Chaudhary, confirming their support for Breath for India.

To make a donation or to learn more about this fundraising effort, please visit www. missionoutreach.org.

#### **Springfield Clinic Radiology expands significantly**

Springfield Clinic Radiology is expanding to include 26 radiologists and two advanced practice providers who will provide services to Springfield Clinic patients as well as patients of Memorial Medical Center, Abraham Lincoln Memorial Hospital, Taylorville Memorial Hospital and Passavant Area Hospital.

The new providers will offer services in diagnostic radiology, interventional radiology and neurointerventional radiology and cover a wide array of specialties.

"Springfield Clinic Radiology is made up of highly-trained, trusted radiologists from within our community who represent



Dr. John Becker is the medical director for Springfield Clinic Radiology, which is adding 26 new radiologists. PHOTO COURTESY SPRINGFIELD CLINIC

the best in their field," says Ray Williams, Springfield Clinic CEO. "Their expertise, skilled judgement and commitment to Springfield Clinic and Memorial Medical Center is a major medical milestone in our journey to provide the highest quality health care to the people of central Illinois."

"Radiology plays a central part in clinical medicine and is an important piece of a patient's puzzle," says John Becker, MD, Springfield Clinic Radiology medical director. "Through diagnosis, treatment and therapy, we help save lives on a daily basis. We want every type of physician to know that we are here for them."





Promoting healing of children and their families through compassionate and supportive care.

If something just doesn't feel right Or if you have questions about your child's mental health? CALL US FIRST!

#### options also include:

- Telehealth Assessments & Therapy
  - Virtual Assessments and Consultations Available
- Medication Management
- Individual, Group & Family Counseling
- 🤛 Partial Hospitalization Program
- Outpatient Therapy



Safe Space

5230 S. Sixth Street Road, Springfield, IL 62703 Phone: (217) 585-1180 www.lincolnprairiebhc.com



## The future of the cubicle farm

By Kristina Barbee

After a solid year of remote work, companies are finding themselves forced to permanently change their workplace structure. The days of crowding employees and contractors into big rooms together and having large in-person division meetings are gone for the foreseeable future, and if many employees have it their way, forever.

Many jobs, like those in accounting and IT, can be done successfully remotely, with the occasional collaboration meeting in office. A large number of employees in those positions may be on the hunt for permanently remote positions in their fields if their current employers are pushing for them to return to a cubicle. According to a survey by LiveCareer, 29% of working professionals, in all fields said that they would quit their jobs if they couldn't continue to work remotely, while 35% of IT workers stated they would seek other opportunities if forced to return to the office. Overall, 61% of the workforce said they wouldn't quit, but would want to work remotely permanently.

Pre-pandemic, sought-after benefits looked like matching 401(k) contributions, bonuses and additional time off, but now, flexible working arrangements are the hottest commodity on the job searching market. Working from home not only means the opportunity to save on gas money and wear comfier clothing, it has been shown to provide a healthier work-life integration, which is imperative to creating a happier workforce that can sustain itself through tough times.

While I was in the office, my days were filled with being glued to my desk, with the only reprieve being bathroom breaks or rushing upstairs to grab lunch. After spending all day

hunched over a desk, I then had to rush home in backed-up traffic and find the time for dinner, taking care of my dog and completing household chores before I needed to go to bed to repeat the cycle all over again.



Since I started working from home, I am now able to adhere to my work schedule with less burnout. My 25-minute commute time has been eliminated and replaced with morning and afternoon walks with my dog to start up and wind down my day. Post-meeting bathroom breaks are not my only reprieve from my office chair; I've been able to take calls from all over the house to allow me time to stretch and move. I've been able to use my lunch time to not only eat, but also switch the laundry or unload the dishwasher before heading back to my computer down the hall.

For the first time in a while, I've felt a balance during the work week between my personal and professional life, and much of the labor force feels the same. While the numbers and statistics may vary slightly for each study done on workplace flexibility, the messaging remains the same. Allowing employees the freedom to choose to work in the office or from home creates a happier and healthier workforce.

Commuting five days a week and drinking burnt office coffee is no longer the desired standard for work. While many people knew changes were on the horizon with younger generations taking on leadership roles, what no one could have predicted was how the pandemic would accelerate these changes. It is never easy to move from traditional standards, and even changes for the better often present their own challenges. However, if there is anything we have learned this past year, it is that flexibility and adaptation are key to surviving as a business.







# I don't just see a customer. I see you.



While other insurance companies just see a customer, I see a neighbor in my community. I'm here to get to know who you really are so I can help life go right.

LET'S TALK TODAY.

Cortesi Ins and Fin Sves Inc Mark D Cortesi, Agent 924 Clock Tower Drive Springfield, IL 62704 Bus: 217-787-1727 Monday-Friday 8:30am - 5:00pm



1705838

State Farm, Bloomington, IL.





## Horace Mann helps teachers and students

By Janet Seitz

Among Springfield's major employers is Horace Mann, founded in 1945 and the nation's largest financial services company focused on providing educators and school employees with insurance and retirement solutions.

With that presence comes responsibility to give back to its educator base and the communities in which they work and live. Historically, the company has supported educators in various ways, including locally through contributions to United Way of Central Illinois and Central Illinois Food Bank, said Ryan Greenier, Horace Mann's chief investment officer.

Last year, Horace Mann teamed up with financial partner Federal Home Loan Bank of Chicago and its Targeted Impact Fund to distribute \$105,000 in grant funds focused on closing student opportunity gaps to the Boys and Girls Clubs of Central Illinois, The Matthew Project, Compass for Kids and Springfield Urban League. Those grants allowed the organizations to assist nearly 500 additional low-to-moderate-income families with targeted educational support during the COVID-19 pandemic.

"Safe and supervised remote learning sites are critical when parents are working outside the home to provide for their family," said Tiffany Mathis, executive director of the Boys and Girls Clubs of Central Illinois. For other families, she said, a challenge to supporting learners is reliable internet access, which was provided to 200 students through this grant. The Matthew Project, a program that provides clothing, food, tutoring and mentoring to homeless Springfield District 186 students, partnered with the Boys and Girls Clubs to expand existing remote learning opportunities for the Matthew Project children as well as provide food assistance.

Compass for Kids expanded its virtual Club Compass program for at-risk students in Springfield schools. It offers social-emotional lessons and support, enrichment activities, a book club and meals for students. The Springfield Urban League used its grant for emergency assistance for families facing uncertain circumstances with housing and overall financial stability in addition to providing digital learning support.

"I'm a numbers guy," said Greenier.
"When we heard from these groups that

the pandemic placed a challenge on their traditional ways of fundraising and they had to change their models, looking to more private sources, we were able to provide funds. The personal stories and the impact made on organizations and the individuals and families resonated."

The pandemic, among other issues, caused the company to look deeper into its giving strategy. "We looked to best amplify our giving and honor employees who work to support local organizations," said Greenier. The result was the formation of a nonprofit



Club Compass participants show off their tie-dye T-shirts. PHOTO BY COMPASS FOR KIDS

organization, the Horace Mann Edcators Foundation, seeded with an initial contribution of \$1 million earlier this year.

The Foundation's primary focus will be on providing resources for needs that specific educators, schools or districts identify as critical to students' success, as well as for solutions to systemic issues identified as roadblocks. Applications for funds are by invitation only.

The Foundation's initial grant was awarded to Springfield School District 186. The \$25,000 grant will enable the district to provide Second Step, a web-based social-emotional learning program to all of the district's elementary and middle school classrooms.

The web-based program covers concepts like goal setting, emotional management and problem solving.

"Teaching concepts, vocabulary and activities associated with social-emotional learning will help our students to be more engaged with school," said superintendent Jennifer Gill. "This is especially critical as students navigate the transition back to in-school learning from a remote learning environment. We are grateful to the Foundation for allowing District 186 to provide this resource to our teachers and students."

The Foundation will also recognize the dedication of Horace Mann employees to making their communities a better place by helping to support causes important to them and to projects that support diversity and inclusion initiatives. It will match annual Horace Mann employee donations to some 100 approved nonprofit organizations of up to \$100 per employee.

"It's nice to have an employee component," said Greenier. "It's a well-rounded mix to spread the giving, and the Foundation match dollars make a larger impact."

Horace Mann also partners with DonorsChoose.org, a national nonprofit that assists educators with needed classroom funds. Many teachers pay for supplies out of their own pockets because of budget shortages. "Because we do have a national imprint, we encourage teachers to post their needs there," he said. "The real power is teaching educators to go back to the well. This gives teachers a lot of latitude for funding."

By setting up the Foundation with a sizable grant, Greenier said, "We can grow and amplify our giving efforts and focus on those projects that help educators be successful with their students."

Ultimately, Horace Mann hopes its charitable efforts not only help those in need, but help retain teachers. "The key is to help educations with solutions," said Michelle Eccles, Horace Mann's public relations manager. "If we can help them with those, they are more likely to stay in the profession."

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

## Food and Drink | For advertising information call 217-726-6600





#### **PICK UP & DELIVERY AVAILABLE AT ANY OF OUR 5 LOCATIONS**

1013 Wabash Ave - 787-5544 2114 N. Grand E. - 523-5544 3219 Lake Plaza Dr. - 529-3600 1233 Toronto Road - 585-0323 2701 W. Lawrence - 787-3355



## **Locally Owned**

Pick up . Delivery Indoor Dining 217-492-8800 661 W. Stanford . Spfld

Hours: Monday-Thurs 11-8 • Fri-Sat 11-9



Authentic **Mexican Cuisine** 

1101 Wabash Ave. (217) 679-0879



Free guacamole or queso and chips with purchase of two dinner menu entrees







Luminary Kitchen & Provisions is the second restaurant from Jordan and Aurora Coffey; its predecessor was American Harvest. It's a welcome addition to the Springfield culinary scene and is right up there with its peers like Curate and Vele.

My friends and I decided to visit Luminary just before noon on a gorgeous spring day. Although there was outdoor seating, we decided to dine inside – and, as it turns out, we needed every spare inch of table room to accommodate all of our dishes.

Although located in a strip mall, Luminary has made smart use of its space, which includes a kitchen that's visible to diners. Thanks to floor-to ceiling windows, there's plenty of light and the space has an open, clean and elegant feel. Make sure to check out the front counter where all sorts of pastries and other goodies are set out for sale. Parking may appear tight, but there's more space behind the building.

Surprisingly, visitors order food from a counter near the front door – which, when folks are waiting, can put some pressure on you to make the correct (and prompt) decision. Thankfully, one of my guests had done a deep dive into the menu beforehand, and coupled

with suggestions from the staff, he ordered enough to cover a broad swath of the menu. After ordering, diners proceed to their tables (a mix of high tops and low tops) and dishes are delivered as soon as they are ready.

In talking to the friendly staff, we learned that Luminary does its butchering in-house and features quite a few local goods for sale, including house-made charcuterie that we forgot to sample. There is also an extensive cocktail menu and quite a few pop-up events outside of normal business hours (check the Facebook page if interested).

But enough of all that – it's Luminary's imaginative and flavorful food that merits the most discussion. I tend to go for strong and bold flavors. That doesn't mean they have to overpower. In fact, I think one of the culinary skills I admire the most is the ability to use flavor in fun, bold, but yet still subtle ways. And that's exactly what Luminary does.

Take, for example, the mushroom pozole (\$5 cup, \$7 bowl). This reimagined dish's star was the chili tomato broth. How Luminary coaxed so much flavor out of a meatless dish is beyond me – but it did. The crunchy texture of the crispy tortilla, when paired against the

fatty unctuousness of the avocado, helped cut through that bright broth, with the hominy adding just enough substantialness to make it a dish that doesn't need to be a starter.

Or consider the French fries (\$6) – which were hand-cut and had to be double cooked. They were well-seasoned and perfectly cooked. But the real star was the charred scallion aioli. Generally, I find mayonnaise to be an abomination, let alone mayo served with fries, with aioli just a fancy way to describe it. This, however, didn't even remotely resemble mayo. Instead, it was a little umami bomb of flavor that actually elevated the fries into something better.

As good as the fries were, we all agreed that they were the most pedestrian dish of the afternoon, which tells you just how much we liked all of our selections.

One of the surprise collective favorites was the charred carrots (\$7). The char was perfect, but what was most fun was the play between the curry spices, the feta cheese and the tzatziki. It was a flavor and textural combination I've not experienced, and that deepened my appreciation for something as humble as the carrot.







(Top) Interior view of Luminary. (Left) Mozz Tots with pepperoni jam. (Right) Smoked duck breast, whimsy Tea Company Sleeping Blue Tea lacquer, brioche soubise, asparagus and melted leeks.

Continuing with our culinary tour de force, we still had to make our way through the empanadas (\$11), the mozz tots (\$9), the chicken-Caesar-nota-salad sandwich (\$14) and the burger (\$14).

The mozz tots (a staff suggestion) were traditional mozzarella sticks but funkified with a potato coating and served with a pepperoni jam and a wonderful basil-forward thick red sauce. I don't usually like sweet elements with my dishes, but the pepperoni jam is now an exception – this stuff could be freakishly addictive.

The Caesar sandwich was also suggested by staff and described as the best-selling sandwich at Luminary. Served with a salad and delicious house-made pickles (as are all sandwiches),

this was enough of a sandwich for two people to share, a good value. The chicken was nice and crispy, and the use of a Caesar-inspired bechamel helped hold everything together. It was a nice contrast to the acid hit from the pickled peppers.

The burger, which my guest ordered without a bun, may have been slightly overcooked for our tastes but still had plenty of juice. Although probably the least flavorful of the dishes we sampled, I wouldn't hesitate to order it again.

The empanadas were killer. The buttery richness of the wrapping and the softness of the pork carnitas were paired with an acidic concoction of salsa criolla (an Argentine staple),

cotija cheese and pineapple major. These were assertive flavors that perfectly accompanied the dish, yet were subtle enough that the dish didn't overwhelm us.

This was a successful lunch. We all agreed it was some of our favorite bites of food over the last year, and that we'd have to come back to sample the lamb dunk sandwich and the spaghetti and meat sauce sandwich. Can't wait.

Address: 3121 Hedley Drive, Springfield Phone: 217-679-1819 Website: www.luminarychefs.com Hours: Wednesday – Saturday 10 a.m. to 2:30 p.m.

# Calendar

# JUNE 2021

#### **Teamsters Local 916 Job Fair**

Fri., June 4, 1-6pm and Sat., June 5, 9am-12pm. The union represents over 4,500 men and women at state, county and local entities and businesses. The members' services are in high demand with many job opportunities. This event is open to the public. All COVID-19 protocols will be followed. Teamsters Local 916 Union Hall, 3361 Teamster Way. 217-522-7932. teamsters916.org.

#### **American Red Cross blood drive**

Sat., June 5, 9am-2pm. All donors will receive a free COVID antibody test and a T-shirt, while supplies last. The event is at Green Hyundai Certified inside White Oaks Mall, on the lower level, 2501 Wabash Ave. 1-800-733-2767.

#### **Central Illinois Amateur Golf Outing**

Sat., June 5 and Sun., June 6. Lincoln Greens Golf Course, 700 E. Lake Shore Drive. 217-786-4111.

# Seminar - New pay data reporting obligations and criminal conviction restrictions impacting Illinois employers

Thu., June 10, 1-5pm. During the Illinois legislature's recent lame-duck session, Senate Bill 1480 passed and was recently signed into law by Gov. Pritzker. The law focuses on two central topics that will impact employers throughout the state – criminal convictions and equal pay. Presented by labor and employment attorney Brian Wacker. \$259 members, \$309 non-members. Illinois Chamber of Commerce, 215 E. Adams St. kconstant@ilchamber.org. 217-522-5512. ilchamber.org.

#### **Business After Hours**

Thu., June 10, 4:30-7pm. Hosted by the Chatham Area Chamber of Commerce. Meet fellow business owners and operators, and learn more about the local business community. This is an outdoor event. Food will be available for purchase. Open to members and those interested in membership. Sun Thai, 321 N. Main St., Chatham. 217-483-6450. chatham-il-chamber.com.

## Illinois Women in Leadership Annual Meeting and Social

Tue., June 15, 5:30-7:30pm. \$30. After June 8, \$35. Brief meeting to include voting in new IWIL officers, recognizing outgoing board members and announcement of the 2021-22 IWIL theme. Chicken kabob buffet dinner will follow (call 217-816-4184 or email sfeipel@heart.net if you would prefer a vegetable kebab). Price includes full dinner, drink tickets and door prizes. Guests are welcome. This is an outdoor event on the patio. Island Bay Yacht Club, 76 Yacht Club Drive. 217-529-5418. iwiltrainingacademy.org.

#### 217 Black Restaurant Weekend

June 17-20. Sponsored by the Springfield Black Chamber of Commerce. Now in its second year, 217 Black Restaurant Weekend began as a celebratory event dedicated to the support of Springfield's Black-owned restaurants. It aims to counter economic disparity within Black-owned businesses with fun and interactive solutions that engage, excite and ignite a deeper understanding and love of Springfield's food culture. Information on participating restaurants will be available soon on the chamber's Facebook page. 217-548-4731. springfieldbcc.org.



#### **Reconnect with Local First Springfield**

Thu., June 17, 5:30pm. Mingle and reconnect with other Local First Springfield members. Beverages and snacks available. Hosted by Knob Hill Landscape Company, 661 W. Camp Sangamo Road. 217-314-9435. localfirstspringfield.com.

#### **Four-Person Shamble**

Sat., June 19. Piper Glen Golf Club, 7112 Piper Glen Drive. 217-483-6537.

## 2021 Central Illinois Volunteerism Conference

Fri., June 25. Keynote speaker is Erin Goodyear of Habitat for Humanity International. Learn, share ideas and network with volunteer managers from dozens of organizations to help strengthen your volunteer program. This conference is designed to help you develop skills to enhance your relationship with your organization's volunteers. Open to everyone including nonprofit organizations, business and community leaders and students. \$20 to stream the keynotes and workshops from Springfield. For registration information, visit civconference.org. Email executivedirector@habitatsangamon.com with any questions.

## Jacksonville Area Chamber of Commerce Golf Outing

Sat., June 28, 12:30-5:30pm. Registration and lunch begin at 11:30am. Shotgun start at 12:30pm. \$85 per player includes 18 holes and cart, lunch, prizes and two beverage tickets. Hole-in-One contest sponsored by Cedarhurst. Jacksonville Country Club, 100 Country Club Road, Jacksonville. 217-245-2134.

Visit springfieldbusinessjournal.com to add your event to the monthly calendar.

## Marketplace | For advertising information call 217-726-6600



4110 Morrisonville Avenue Farmersville II

217.227.3256 designer-landscapes.com

#### Complete Landscape & Lawn Care Provider

- Landscape Design & Installation
- Patios & Walkways
- Retaining Walls
- Water Features
- Concrete Edging
- And More!



Leslie Jack Fyans Jr. PhD Clinical Psychologist

ClinicalCounselingAndConsultingLtd.com

3001 Spring Mill Dr. • Springfield • 793-8900



## FIRE PEST SOLUTIONS, LL

**Brett Lovelace** 

fidelispest@yahoo.com

(217) 306-4793

VETERAN OWNED AND OPERATED



#### John Lovelass

Managing Broker

O 309 454 4100 C 309 350 9326

2309 E Empire Street Ste. 600

See Website for Regional Listings: nalcentralillinois.com

Bloomington, Illinois 61704



BENJAMIN F. EDWARDS & Co.

INVESTMENTS for GENERATIONS

David L. Brumme

Financial Advisor Vice President -Investments

Member SIPC

3038 Spring Mill Springfield, IL 62704 Phone 217-441-8490 Toll Free 833-441-8490 Fax 217-441-8491

david.brumme@benjaminfedwards.com

Wealth Management

Retirement Planning College Savings Plans



**Event planning** and rental

> 50 is the new 500

We are here to help.

www.havingaball.com | 217-528-3227

#### Morgan Stanley

Michael Witsman ChFC® CFP®

Financial Advisor 3201 White Oaks Drive Springfield, IL, 62704 1 217 547-2911

michael.witsman@morganstanley.com CA Insurance Lic. # OM11871 NMLS# 1828659

© 2019 Morgan Stanley Smith Barney LLC. Member SIPC BC008 CRC 2639077 08/19





## **New businesses**

Sangamon County New Business Registrations, April 16 – May 15, 2021

Johnson's Mobile Mechanics, 1405 E. Adams St. 691-5382. Michael Johnson.

Amazing Xscapes, 1650 W. Wabash., Suite C. 836-7256. Brett Moore, Rick Briggs, Nathan Millspaugh.

Bee Free, 210 Yeoman Drive. 220-1701. Deborah McCrary.

CNEFF Designs, 36 Bellerive Road. 416-0302. Christan Nicole Neff.

Sentext Solutions, 1111 Grooms St., Suite 1, Pawnee. 381-9745. John Zak.

Shop Therapy Boutique, 2501 Wabash Ave. 630-745-0499. Jenita Harris.

Tae's Auto Detail, 7 Salem Road. 220-8898. Davonte Day.

Deen Contracting, Inc., 9403 Swigert Road, Rochester. 816-6071. Andrew C. Deen, Karen Deen.

**DG Lawn Care**, 207 W. Jefferson St., Auburn. 312-219-5725. David Wayne Gentle.

V. Eight Auto, 345 N. Lincoln, Apt. 8. 414-5884. Dexter D. Hughes.

Groot Tree Service, 1720 E. Miller St. 306-1282. Jake Reid, Ryan McBride.

**Timoney Law Office**, 808 S. Second St. 522-1944. Patrick Timothy Timoney.

Davis Detailing, 2129 S. Renfro St. 685-8008. Christina Davis.

Pinky's Pressure Wash, 270 Teal Drive, Chatham. 816-3409. Patrick William Hurley II.

Springfield BoxDrop Mattress & Furniture Direct, 3001 S. Dirksen Parkway. 361-1357. Don MacBeth, Nancy MacBeth.

Family & Friends Daycare, LLC. 520 N. Daniel Ave. 220-0546. Tonya Duncan.

J & A Cleaning, 120 W. Taylor Road, Williamsville. 801-7802. Richard Sellers.

JP Home & Properties, 203 Bristol Road, Chatham. 772-333-9036. Lusana Borge-Jeanpierre, Wilner Jeanpierre.

Amy High Art, 4368 Sunset Lane, Riverton. 899-0696. Amy High.

#### Parkway Pointe shopping center getting three new tenants

A new gourmet hot dog restaurant is slated to open across the street from Portillo's. While Lucky Dog's, 2975 Lindbergh Blvd., will be a fraction of the size of the 7,800-square-foot Portillo's that opened last December, it will offer liquor and video gaming in addition to a build-your-own hot dog menu.

Owner Gene Rowell operates under the business name Kickn 66 Liquor & More and has a gaming parlor in Litchfield with the same name. Lucky Dog Slots opened last month in

Westville and additional locations are planned for Mattoon and River Grove.

In the same shopping center, the former Creve Coeur Camera space is being renovated to accommodate two new tenants. The camera shop, located at 2955 Lindbergh Blvd., closed in April 2019.

Shawn Miller is a U.S. Air Force veteran who opened his own Allstate Insurance Agency in February 2020 and is hoping to relocate to the Lindbergh strip center by July.

"It's a business move, where we're located now, we're sitting in a back corner behind Bella Milano with no traffic or visibility," he said. "We wanted to have more of a visible storefront, and there are no other insurance agents in that area."

The remaining portion of the space is slated to become an ice cream shop. According to building permits on file with the City of Springfield, Thai and Hang Phuong will be the business owners.

Captured 360 Photo Booth, 2548 E. Laurel St. 503-0755. Siera Shepherd.

Clean Start, 1116 N. 19th St. 299-2486. Jastine Delgado, Taysia Killion.

**3D Print Labs**, 521 Richmond Drive, Chatham. 801-7122. Nathan Stotts.

Courteze & Bryant Transportation, 3330 E. Enos Ave. 717-5146. Courteze Binion, Bryant Williams.

Newton Detailing, 2117 E. Spruce St. 303-1175. Donald Newton.

**Newton Landscape**, 2117 E. Spruce St. 303-1175. Donald Newton.

Wheatley Auto Detail, 3237 Butler St. 971-4546. Marcus Wheatley.

Chaco's Unique Food Truck, 1711 Seven Pines Road. 224-656-0007. Artishai Payne.

**High Tech Wireless Phone Store**, 1201 N. Ninth St. 523-7589. Yasser Ahmed.

The Zodiac Customs, 3504 Persimmon Drive. 652-3078. Dwight Bolden II.

Modern Paving Scrap & Demolition, 3500 Norman Road. 528-4122. Kevin Schuh, Carolyn Schuh.

Mystical Intuitions, 2639 Popular Ave. 773-984-6955. Corrinda Cutler.

TechGents, 1100 S. Fifth St. 960-0923. Justine White.

**Green's Family Business**, 2712 Southgate Drive. 588-8218. Dorian M. Green.

Samra Aslam Art, 3601 Wexford Drive. 494-0768. Samra Aslam.

Capitol City VIP Cab, LLC, 58 Carolyn Court. 606-1533. Dmahabu Owens.

**Dee's Hair Salon**, 1319 N. 15<sup>th</sup> St. 691-0147. Demetria Davis-Shephard.

**Dennis Dowson Farms, Inc.,** 2475 Moose Cry Road, Auburn. 652-6060. Dennis Dowson.

Elite Auto Detailing & Hand Wash, 2811 E. Cook St. 414-6207. Reginald Fuller.

Friendly Taxes, LLC, 2036 E. Adams St. 816-3273. Latonia Lee.

Hobby 24HR Livery Cab Taxi, 58 Carolyn Court. 606-1533. Dhahabu Owens.

Joe Dowson Farms, Inc., 13615 Bab Road, Auburn. 415-1300. Joe Dowson.

#### Peace, Love & Sweat opening on Liberty Drive

COVID-19 prompted Ann Cowhick to make a career change, and she hopes to have her new business up and running by July.

She had worked in retail for a number of years but always had an interest in health and wellness. "When COVID happened and we were shut down for three months last year, I went a little stir crazy," Cowhick said. "I started doing some research and putting together my business plan."

Cowhick decided she wanted to open an infrared sauna studio, which are popular in larger

cities across the country. "The heat penetrates into your skin and muscles," she said. "It's good for stress relief, weight loss, pain relief, boosting the immune system and circulation."

Peace, Love & Sweat will be located at 3450 Liberty Drive, a retail building behind Target and across from Sky Zone. In 2018, ice cream franchise Sweet Charlie's had announced plans to occupy the 1600-square-foot space, but never opened. Cowhick is now working with Evan Lloyd Associates as the architect and Capitol Builders as the general contractor on the interior build out.

Cowhick said she liked the fact that it's not located across from a fast-food restaurant or bar so that "it won't be a trigger for someone who's trying to detox." She hopes to encourage people to pay attention to their physical health. "My mom passed away from cancer; she really didn't take care of herself. It made me more focused on my own health and lifestyle," Cowhick said.

"Infrared saunas are good for so many different types of people."

## **New businesses**

Sangamon County New Business Registrations, April 16 – May 15, 2021

Envy Lawn Care, 1215 Pueblo Lane, Auburn. 652-0313. Van Dwinnells.

Johnson & Johnson Lawncare Services, 2109 E. Brown St. 553-3173. Isaiah Johnson.

Kokua Landscapes, 1619 Parkes Kinner Road, New Berlin. 319-8273. Lucas Steven Turasky.

Moffitt's Mowing, 10 Doubletree Drive. 816-5085. Tate Moffitt.

Kane Family Pressure Washing, 107 E. Maple St., Loami. 208-2246. Austin Kane.

Triply Social, 7939 Tumbleweed Trail. 299-0350. Kelly Sholtis.

Happy Robot Studio, 42 W. Cook St. 416-2210. Kevin Godfrey.

Lil' Red Barn Creations, 2809 Burnstine Road, Auburn. 899-5913. Brenda Wood.

TGA Hauling, LLC, 901 W. Jefferson. 220-3294. Maurice Green.

Bleupsychia House of Illinois #1, 1201 Governor St. 441-1615. Jack Sol Fryschman.

MAK Home Improvement, 1830 Holly Drive. 761-8721. Marcus Kincaid.

**Trimmed by Don**, 850 S. Durkin Drive, Apt. 156. 691-9098. Donovan Jordan.

Jamese'aliy Jewels, 2833 S. Third St., Room 1. 402-8671. Jamese Aliy Jewels, LLC.

The Camara Group, 1520 N. 11th St. 717-0010. Willie Reeves.

**JB Creative**, 2313 Roby Road, Mechanicsburg. 369-8048. Jodie Brooks.

Risen Appliance, 619 North Grand Ave. East. 341-6562. Bobbi J. O'Brien.

Shift and Lift, 312 W. North St., Auburn. 502-4258. Joseph Lelys, Jesse Boughton.

#### Damon Priddy opening his own State Farm office

After more than two decades in the hospitality industry, Damon Priddy is pursuing a new business venture. He will be opening his own State Farm office, Damon Priddy Insurance & Financial Services, at 2951 Montvale Ave. on June 1.

"I've been in the hospitality industry for 20 years; that's the only thing I've ever done. But I felt like it was time to look for something different," he said, noting that turnover in the industry is a challenge, especially now.

Most recent, Priddy managed two hotels in

Lincoln, the Hampton by Hilton and Comfort Inn & Suites, on behalf of Hotel Ventures Management of Illinois, owned by the McGraw family. He previously spent almost 10 years as general manager of the State House Inn in Springfield and has stayed in touch with a previous co-worker, Jenifer Sellers, who went on to open her own State Farm agency in Sherman.

"I watched her launch her agency about six years ago and was kind of intrigued," Priddy said. "I wanted to own my own business and be able to build my team from the ground up." With Mike Sauer, a State Farm agent of 47

With Mike Sauer, a State Farm agent of 47 years, retiring and closing his office on lles Avenue, "that's the open opportunity for new agents to come into the territory," said Priddy. He chose a nearby location on Montvale Avenue for his office to be convenient for Sauer's former clients and is in the process of hiring staff. "I have three people on board now and still hoping to hire one additional person before opening, with the intent to grow from there," said Priddy.

# **IWIL CONGRATULATES**

## # 2021 ATHENA LEADERSHIP AWARD NOMINEES

The recipient will be announced during a ceremony on July 15, 2021 at Erin's Pavillion.
For tickets, go to IWIL.biz

#### LISA HAMMONS



KAREN DAVIS



TIFFANY MATHIS



AMY BEADLE



DORA RAMOS, MD

**DEBBIE THOMPSON** 



DONNA ROGERS-SKOWROSKI



DIANE HILLARD-SEMBELL, MD





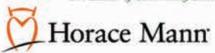
SUSAN HINGLE-THOMPSON, MD







CARROLLTON BANK

































Your time is valuable and much of it is spent taking care of others.

Let UCB help take care of you and your money with convenient time and money-saving solutions to keep you, and yours, moving full speed ahead!

THE BOOK OF THE PARTY OF THE PA

- ✓ Online & Mobile Banking
- ✓ Mobile Deposit
- ✓ Bill Pay & Zelle® Transfers
- ✓ Real-Time Alerts Coming Soon!
- ✓ UCB Card Vault
- ✓ Automatic Savings
- ✓ Identity Protection Solutions
- ✓ Over 100 Bank & ATM Locations

UNITED COMMUNITY BANK
The Leader of Community Banking

**UCBbank.com** 



