



PERSONALITY PROFILE

Katrina Schroeder talks about her personal interests, her passion for volunteering and her new job at the United Way.

P. 8



YOUTH FITNESS

As Enrico Roncancio of ER Fitness works with local youth, he makes sure they keep their eye on the prize: Having fun.

P. 18



GOLF THRIVES IN 2012 DROUGHT

As the PGA releases stats of increased golf rounds and economic impact for Illinois, local golf course owners comment.

P. 19



TUITION REIMBURSEMENTS

One appreciated perk is an employer tuition reimbursement program offered by local private and public sector employers.

P. 24-25

APRIL 2013
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Springfield business journal

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'No place like home' to shop

Separate initiatives to influence buying habits

By Amanda Reavy Simhauser, Correspondent

The Buy-Local message can never have enough voices, Local First Springfield's Bill McMahon said.

The Greater Springfield Chamber of Commerce became the latest when it unveiled its own business-to-business local purchasing campaign, the Source Sangamon Challenge,



Sandstrom

last month. The effort asks business participants to identify at least one item or service they buy from a supplier outside the county and switch to a local source.

"We are delighted the Chamber is doing this, and we'll do what we can to encourage them," McMahon said. "You can't have too many people trying to grow a local economy."

Local First and the Chamber leadership say they have had several meetings and informal conversations with one another, but there is no formal partner-

Continued on Page 9, Shop Local

Franchises offer entry into business world

Opportunities, challenges abound

By Mary Beth Stephens, Correspondent

There can be a pot of gold at the end of golden arches, furniture stores, hotels and other franchise businesses.

The U.S. Census Bureau's Economic Census Franchise Report, released in September 2010, re-

ported that franchise businesses accounted for 10.5 percent of businesses with paid employees in the 295 industries for which franchising data were collected in 2007.

These businesses accounted for 16.8 percent in total sales in these industries and 13 percent of the employees. As expected, limited service or "fast food" establishments had the high-

est number of franchises with 124,898 establishments, followed by 33,991 convenience stores and 30,130 restaurants.

Springfield has its share of franchise establishments, with more and different concepts seemingly opening every day. Local, independently owned businesses must compete with these brand names that have support from corporate offices,

including accountants, marketing and supplies.

But franchises are often locally owned and operated and they do employ a lot of people, making the local economy more robust. The contrariety between local, independent stand-alone businesses and franchises in the

Continued on Page 10, Franchises

11th Street showing signs of life



"We had to prepare for whenever it happened, so we started looking for a decent location, a building that could house us ... that whole process. The eminent domain discussion came up, and they were going to take about 15 feet of frontage from us. We just knew we couldn't stay," said Dave Floyd of Floyd Imports.

Floyd Imports to relocate to Prairie Crossing

By Gabriel House, Correspondent

Dave and Eric Floyd have a current philosophy that may seem antithetical to that of most business owners. Simply put, they are not sure they really want their business to grow.

The Floyds are brothers, partners and co-owners of Floyd Imports at 1025 Adlai Stevenson Drive, and have been so since 1994. The shop focuses mostly on Volkswagens, Audis and BMWs but is adept at repairing almost any imported vehicles.

"We're really content here, and we could stay here forever, but we know change is coming," Dave said.

The change Floyd refers to is the 11th Street extension that is literally knocking at his front door. The plan by the city of Springfield to extend 11th Street from the intersection at Stevenson all the way out to the University of Illinois at Springfield has been in the works for a number of years. Appraisals

Continued on Page 13, 11th Street

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QUOTE - P. 45



Douglas L. Whitley, president and CEO of the Illinois Chamber

"ACA is perhaps one of the most complex laws of modern legal history... it impacts virtually every aspect of our economy..."

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SBJ announces new staff and promotions

Springfield Business Journal is pleased to make the following employee announcements.

Chris Heck has been hired as advertising manager. Heck will be responsible for selling advertising space and servicing established clients.



Heck

"I have spent the last couple of weeks in the community introducing myself and reconnecting with friends and business associates. With everyone that I speak with I am more encouraged about my role of selling advertising for the Business Journal," said Heck.

Recently Heck served with the U.S. Army National Guard as program manager for Disaster Response Force and previously served in Afghanistan as an administrator for Combat Health Support. Heck's sales experience includes serving as a military medical professional recruiter and as a pharmaceutical sales person. Heck is a graduate of Southern Illinois University Carbondale.

Jamie Staadt has been hired as circulation and promotion manager. Staadt's responsibility is to increase readership of the Business Journal.



Staadt

Staadt said, "I am excited to take on the challenge of ensuring that everyone in Springfield's business community is receiving their copy of the Business Journal. Working for an established community publication is proving to be really enjoyable." Staadt was previously operations manager for Federal Express.

Both Heck and Staadt have relocated to Springfield from the Chicago area.

Springfield Business Journal Publisher, Brant Mackey said, "We thought it would be great to have some fresh faces for the Springfield business community."

Joe Natale has been promoted to associate editor. In his new role, Natale is making assignments, communicating with writers and editing stories. He has worked with Springfield Business Journal for all 18 years the Business Journal has been in the community, as a senior correspondent, humor columnist and editorial cartoonist.



Natale

"My first assignment was high-speed rail. I am still waiting to close the book on that one," Natale said.

The Business Journal has also added Mitchell Ladd as a part-time office staff member.



Ladd

Ladd's responsibilities include managing press releases, the monthly business lists, and other miscellaneous tasks. Ladd is a graduate of Benedictine University at Springfield.

Mackey indicated the change and addition to the news staff are important in maintaining a connection to the Springfield community and continue local business news coverage.

Passavant to explore affiliation with Memorial

The Passavant Area Hospital board of directors has voted to proceed with the exploration of a future affiliation with Memorial Health System. The vote was unanimous.

The board stressed that the sole commitment of Passavant Area Hospital has been, and will continue to be, to provide the best possible health care for Jacksonville and the surrounding area.

Passavant CEO Chester Wynn and board chair Jan Terry said the decision was timely, given the coming changes in the healthcare field. According to Wynn, Passavant remains financially strong.

"A possible affiliation with another provider like Memorial can add long-term sustainability as we address the challenges of national healthcare reform," said Wynn.

Terry said, "The goal of the board is to not only maintain our services to this community, but to expand them to meet future needs."

Home decor store opening on MacArthur Boulevard

A new home decor store called District 23 Mercantile & Foundry will open in April at 1413 S. MacArthur Blvd.

Proceeds from the new store, which is immediately south of Standard Mutual Insurance, will benefit the Cochlear Implant Awareness Foundation, a non-profit association that connects people with the resources and information they need to make educated decisions about cochlear implant surgery. The organization also provides guidance and recycled equipment to cochlear implant recipients.

Owner Michelle Tjelmeland, founder of CIAF and owner of the local website design firm e-websmart, said renovations are near completion and they are building their inventory in preparation for the April opening.

Author Paretsky to speak at lunch

The 4th Annual Women's Power Lunch Against Cancer, benefiting Simmons Cancer Institute at Southern Illinois University School of Medicine, will feature mystery writer Sara Paretsky.

The event is scheduled for Friday, April 12 at the President Abraham Lincoln Hotel. Proceeds from the event benefit cancer research at Simmons Cancer Institute at Southern Illinois University. Tickets are \$50 each or \$500 for a table of 10 tickets and are available by calling 217-545-2955 or registering online at www.siumed.edu/cancer.

Registration and networking will begin at 11 a.m. Lunch will be served at noon, followed by a book signing at 1 p.m.

Among Paretsky's achievements is the Cartier Diamond Dagger for lifetime achievement from The Crime Writers Association. The group also awarded her the Gold Dagger for "Blacklist," the best novel of 2004. Paretsky has received the honorary degree of Doctor of Letters from several different universities.

Paretsky created Sisters in Crime in 1986, a worldwide organization to support women crime writers. It earned her Ms. Magazine's Woman of the Year award in 1987.

Quincy University opens music center

Quincy University opened the Connie Niemann Center for Music, a renovation

of two connecting chapels separated by a retractable divider.

The north chapel was converted into a performance hall with state-of-the-art acoustics and seating for 270. The south chapel was converted into a multipurpose reception area with a capacity of 300. The center also features new hallways, a catering room, green room, conference rooms and restrooms. A circle drive entry, outdoor patio and atrium complete the space. The center was designed to showcase the 48 original stained-glass windows created by the Rev. Tom Brown, founder of the Quincy University Art Department.

The \$1 million project took nine months to complete.

Ross Dress for Less opens two stores in central Illinois

Ross Dress for Less, an off-price apparel and home fashion chain with more than 1,000 stores, opened in Springfield and Danville on March 9.

The Springfield store is located at 3129 S. Veterans Parkway. The phone number is (217) 698-6438.

The Danville store is located at 2917 North Vermilion. The phone number is (217) 443-8376.

Store hours for both locations are 9:30 a.m.-10 p.m. Monday through Thursday, 9 a.m.-10:30 p.m. Friday and Saturday and 9:30 a.m.-9:30 p.m. Sunday.

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regular meetings •

Monday

- Springfield Luncheon Optimist Club, 11:45 a.m., (2nd & 4th weeks) MCL Cafeteria, 2151 Wabash Ave.
- Sertoma Club of Springfield, Noon, (1st & 3rd weeks) Hilton Springfield
- Noontime Toastmasters, Noon, Laurel United Methodist Church, Walnut & S. Grand Ave. West
- Rotary Club of Springfield, 6 p.m., Maldaner's Restaurant (upstairs), 222 S. 6th St.

Tuesday

- Jacksonville Sunrise Rotary Club, 7 a.m., Comfort Inn, 200 Comfort Dr., South Jacksonville
- Capital City Business Builders BNI, 7:30 a.m., Hickory Glen, 1700 West Washington St.
- Tuesday BNI, 11 a.m., Remax Building, 2475 West Monroe St.
- The Network Group, 11:45 a.m., The Sangamo Club, 227 E. Adams St.
- Rotary Club of Springfield-Mid-town, Noon, Inn at 835, 835 S. 2nd St.
- Kiwanis Club of Lincoln, Noon, Al's Main Event, 1230 Fifth St., Lincoln
- Springfield Noon Lions Club, Noon, Golden Corral, 1038 Le June Dr.
- Springfield Parkway Pointe Toastmasters, 12:05 p.m., ALG Building, 3501 Hollis Dr.
- Altrusa International of Springfield, 7 p.m., (1st & 3rd weeks) Laurel United Methodist Church, Walnut St. & S. Grand Ave. West

Wednesday

- Rotary Club of Springfield - Sunrise, 7 a.m., Hoogland Center for the Arts
- Central Illinois Referral Network, 7:45 a.m., The Real Estate Group, 3701 W. Wabash Ave.
- Westside BNI, 11:30 a.m. Mariah's, 3317 Robbins Rd.
- Prospectors Referral Group, 11:30 a.m., (1st & 3rd weeks) American Harvest, 3241 W. Iles Ave.
- Rotary Club of Springfield-Westside, Noon, Brickhouse Grill & Pub, 3136 Iles Ave.
- Jacksonville American Business Club, Noon, Ponderosa Restaurant, Morton Ave., Jacksonville
- Kiwanis Club of Springfield-Downtown, Noon, Hilton Springfield, Manhattan Grille Room
- Capital City Toastmasters, Noon, IDOT Building, 2300 Dirksen Pkwy. Room 214 A & B
- Springfield Jaycees, 7 p.m., Jaycees Activity Center, 2525 S. 12th St.

Thursday

- Thursday Morning Business Builder BNI, 7:30 a.m., Coldwell Banker, 3201 Old Jacksonville Rd.
- Springfield Thursday Lunch BNI Chapter, 11:30 a.m., Lake Pointe Grill, 1386 Toronto Rd.
- Rotary Club of Springfield South - Noon, Centrum Coffee Cafe, 1370 Toronto Rd.
- Springfield American Business Club, Noon, Hilton Springfield, 29th Floor
- Kiwanis Club - Jacksonville, Noon, Hamilton's Catering, 110 N. East St., Jacksonville
- Lincoln Douglas Toastmasters, 6 p.m., Our Saviors Lutheran Church, 2645 Old Jacksonville Rd.
- Kiwanis Club of Chatham, 6:15 p.m., Chatham Library, 600 E. Spruce, Chatham

Friday

- Springfield Breakfast Optimist Club, 7 a.m., Atonement Lutheran Church, 2800 W. Jefferson St.
- Frontier International, Noon, Hilton Springfield, Manhattan Grille Room
- Jacksonville Noon Rotary Club, Noon, Hamilton's Downtown, 110 N. East St., Jacksonville

Do you have a regular business meeting to include?
Send your regular meeting to info@springfieldbusinessjournal.com

Professional Women's Calendar of Events

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

Association for Women in Communications (AWC)

"What is Your Social Media Hub? - Wednesday, April 10, 2013 at the Sangamo Club, 227 E. Adams St., Springfield. 11:30 AM - Networking/Registration. 12:00 PM - 1:00 PM Program.

It is easy to sign up for a free account on a social media website, but what is your purpose and how do you leverage these accounts to improve awareness for your organization? Jarid Brown and Kaleigh Friend will discuss the importance of developing a concise call to action and central hub for social media efforts. Mr. Brown will present how organizations utilize blog formats as part of an integrated marketing strategy to drive social media traffic back to their website, strengthen online relationships, and increase the value of each social media relationship. Ms. Friend will discuss a newly-founded, local approach -- Central Illinois Foodbank's Blogger Council -- which has helped bring new audiences to the organization's cause. She will outline how the blog offers a different perspective as a story-telling tool.

Jarid Brown is the owner of HCM Brown, a digital marketing firm, and the Director of Online Interactions for The Hope Institute for Children and Families in Springfield. His work with The Hope Institute for Children and Families has earned industry recognition through marketing websites, Fundraising Success Magazine and in the 3rd Edition of Web Marketing For Dummies.

Kaleigh Friend is the Public Relations Manager for Central Illinois Foodbank. She is a recent Communications graduate from the University of Illinois-Springfield and a member of the Association for Women in Communication."

Cost: \$16 members, \$21 non-members, \$10 students. RSVP to programs@awcspringfield.org by Monday, April 8th. (If you RSVP and are unable to attend, please notify AWC at least 24 hours before the event or you will be charged.)

Illinois Women in Leadership (IWIL)

IWIL's April Luncheon of 2013: "Mentoring Better Together." Illinois Women in Leadership will hold its Monthly Luncheon from 11:30 AM to 1:00 PM on Thursday, April 18th at the Sangamo Club - 227 East Adams St. Springfield.

Are you a mentor or would you like to have one? Diane Newell, Vice President of Human Resources at Bunn-o- Matic, will share ideas on how you can become a better mentor or what you should look for when searching for one.

Guests and potential new members are welcome to attend. The cost for members is \$18. Non-members and walk-ins are \$23. Reservation forms are available at www.iwil.biz. Reservations with payment must be received by 5 PM Friday, 12th April via the website or by mailing the registration form and payment to: IWIL, P.O. Box 5612 Springfield, IL 62705-5612.

Women Entrepreneurs - Central Illinois (WE-CI)

Women Entrepreneurs of Central Illinois' monthly meeting will be held on Wednesday, April 10th, from 11:30 PM to 1:00 PM at The Great Harvest Eatery, 3241 West Iles Ave. in Springfield.

Program: Making Time to Care For Ourselves. Small business owners often feel we cannot take the time for ourselves. Our panel of experts will discuss the consequences of ignoring our care and offer ways to fit self-care into our busy schedules. Panel members include Maureen Quinn Psy-D, Dr. Georgia Davis M.D, and Dr. Jackie Lausen D.C.

The cost for the meeting is \$22 for members, and \$25 for walk-ins. Please RSVP by noon, Friday, April 5th, 2013. Reservations are non-refundable. Additional information is available by contacting L. Gay Davidson, 725-8500 or at reservations@we-ci.org.

Coming in May



To have your event added to the Women's Calendar of Events, Please fax your information to (217) 726-8300 or e-mail to info@springfieldbusinessjournal.com



after hours •

'Super' salsa man

Jim Besjak

Profession:
Quality Data Administrator,
SIU Healthcare

Passion:
Salsa

By Raegan Hennemann,
Senior Correspondent

Jim Besjak admits he's particular. Whether that characteristic comes out in his job as quality data administrator for SIU Healthcare or when he's dabbling in the kitchen, Besjak knows being particular has paid off. Especially when he eats a chip topped with his homemade salsa.

More than a dozen years ago Besjak decided to start making salsa with the leftover vegetables in his garden. A co-worker provided him with a basic recipe and it's been full speed ahead ever since.

"As time went on I kept adding more peppers and changing it up a little bit. I went strictly to a roma-based tomato," he said. "Actually I stopped using my own at one point because it wasn't consistent enough from year to year."

Always striving for quality, Besjak found a canned roma tomato grown in California. It's freshly crushed and does not include any preservatives. At the same time he made another drastic change to the recipe - he went from two types of peppers to seven: green bell pepper, chili pepper, cayenne pepper, sweet banana pepper, hot wax pepper, jalapeno pepper and habanero pepper.

At that point, Besjak realized he was close to perfection. He sought advice from a friend who is Mexican - the suggested final ingredient was surprising: cucumber.

"You probably will not find many, if any, salsas with cucumber in it," he said.

Because Besjak loved to share his salsa, his summertime hobby became a year round demand as friends were constantly requesting a few jars from a future batch. Then in 2009, a friend who enjoyed Besjak's salsa so much suggested he start selling it commercially. Besjak sent the recipe to Dorina So-Good, a company in northern Illinois that makes specialty food products, and a sample batch was produced. Besjak was pleased so he continued on with the steps to incorporate the business and have a label designed.

The first batch of Jimmy B's Super Salsa - 1,200 jars of mild, medium and hot - was released to the general public in April 2010. To help get his product on shelves, Besjak spent a lot of time going to local stores and talking to the managers. He often left samples so they could taste his creation.

"That first year I was definitely giving at least a half to two thirds away as much as I was selling," he said.

After the first run, Besjak made some adjustments to the recipe because it was a "little bit off."

"I went from a three-gallon batch at home to 125-gallon batches at a time, so when you've got that many ingredients being thrown into a big vat, it changes a little bit," he said. "We made one slight change then and it's been rock solid ever since."

Besjak describes his product as low sodium and diabetic friendly. It only includes fresh ingredients and has a little sweetness thanks to the cucumber and Splenda. It is a thick, finer chunk salsa.

"For the first taste when you try it you're going to get a full flavor of a garden and most people say 'Wow this is so fresh for a jarred salsa.' Most people don't believe about the heat thing. I tell them it's going to come about 30 or 40 seconds, about the time the chip is gone down the back of your throat is when you're going to get the kick," he said. "And it really does happen that way. It's something I perfected. It's awesome because I want flavor before you get heat."

If Besjak had to pick, he says medium is his favorite; it was also his original recipe.

"So all I had to do is change the two hotter peppers, the habanero and the jalapenos, either up or down to get the mild and the hot. Everything else is exactly the same. So you're going to get consistency between all levels, it's just the heat that changes," he explained. "I have had requests for a black bean and corn or a mango which I haven't messed with yet, but maybe at some point."

Right now the public's favorite is a tie between the mild and medium. The feedback, especially when people tell him that his mild salsa is pretty hot, makes Besjak smirk.

"Well no, it's not hot but it's got some spice to it. But you've got to have something. I tell people if you don't have a little something in there you might as well just be having ketchup," he said. "I've had people who say my hot is not hot enough too. I think it's plenty hot. Everybody's got their own heat level."



"I went from a three-gallon batch at home to 125-gallon batches at a time, so when you've got that many ingredients being thrown into a big vat, it changes a little bit."

Continued on Page 7, After Hours



COMMUNITY BUSINESS REPORT

sbj



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April 2013

Pleading our own cause

Pete Reeves advocates for Black Press

By Joe Natale,
Associate Editor

Peter Reeves looks to the past and future of the black press with an e-book and exhibit titled "Pleading Our Own Cause: The Black Press in Springfield, Ill. (1886-2013)."

During that period African-American publishers established 20 newspapers in the community, and a dozen of those newspapers have been preserved, establishing a historical record.

The book is written under the name of Afi Camara, a pen name Reeves adopted in 1998. He explained the name is West African for "spiritual individual."

"This is a book that is a must read for anyone interested not only in African American history, but American history with all her injustices, liberties and drives towards a more perfect union," Reeves said, who is a publisher of an online magazine.

"I've always wanted to have my own newspaper," said Reeves, who started a newspaper in 2010 called Illinois VOICE. He published two issues and then went online as VOICE Magazine (www.voicemagonline.com).

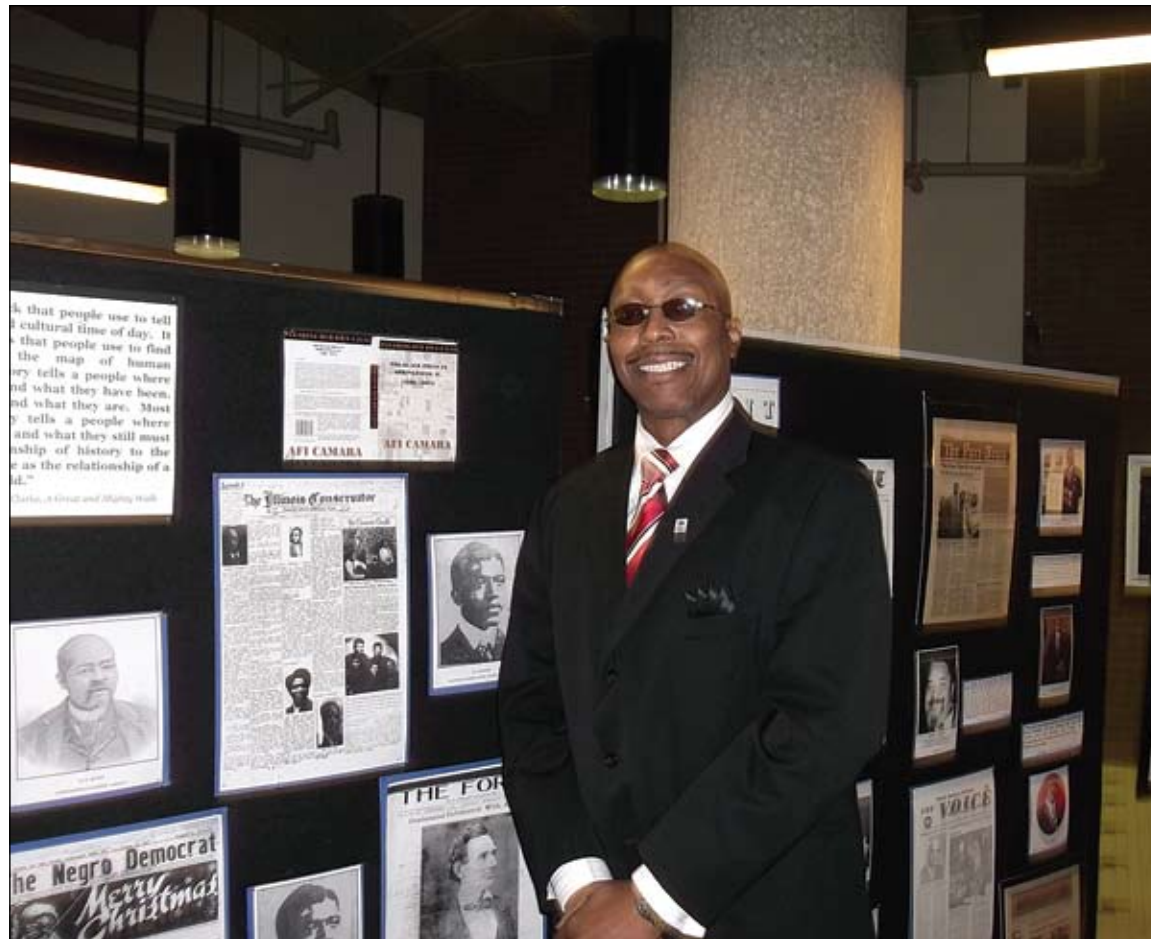
Considering the travails in the publishing industry, Reeves is confident he switched his business model from print to digital. The content of VOICE Magazine is free and subsidized by advertisers.

"I made the decision to go online in May 2010," Reeves said. "It was one of the best decisions I made. We have readers from all parts of the county," Reeves said, with readers from Dallas, New York, Atlanta and "every major city."

"We have profiled over 140 individuals from different professions and different parts of the country," he said.

Reeves said the digital divide is not as bad as it used to be with smartphones, tablets and notepad computers, and traditional print media are moving exclusively to an online presence.

"Newsweek has gone online. A lot of people like the feel and



Pete Reeves

smell of a traditional newspaper," Reeves said. "I'm one of them."

His interest in newspapers led him to seeking out historic black publications. "I started collecting old newspapers," Reeves said. "I was looking for a subject

to write a book about. I've studied black newspapers from the first to the latest."

Reeves delved into newspaper archives, including the Abraham Lincoln Presidential Library, Brookens Library at the University of Illinois at Springfield, and the Sangamon Valley Collection at Lincoln Library.

"Springfield has six major libraries," Reeves said. "This place is a wealth of information."

Reeves said "the black press has been an icon within the black community" since the first Black newspaper in America, Freedom Journal, was published by Peter Williams, Jr. and other freed men in 1827 in New York City.

"Blacks have had to plead their own cause to advocate on their own behalf," Reeves said. "Black newspapers were important in the Reconstruction period following the Civil War."

Reeves explained that John Abbot, editor of the Chicago Defender, helped blacks move to a better life in the north. "Newspapers got to the southern states through the Pullman porters."

Reeves said another trailblazer was Iida B. Wells, who was co-owner and editor of Free Speech and Headlight, an anti-segregationist newspaper in Memphis, Tenn. It published articles about racial injustice as the 19th century was ending.

The e-book and exhibit looks how local black publishers and editors covered events like pre-Civil War abolitionist movement, the Civil War, Reconstruction, the 1908 Race Riot, Jim Crow, the Harlem Renaissance, the Great Depression, the World Wars, the Civil Rights Movement, the assassinations of Malcolm X, Martin Luther King and the Kennedy brothers, the race riots, the Black Power Movement, the Kerner Commission, the Reagan Era, the September 11 terrorist attack and the Obama Era.

In Springfield, he cited Bill Logan, current executive assis-

tant to Mayor Michael Houston, as editor of The Spirit of Black Springfield that began its run in 1968. William Washington started the Springfield Voice in 1972, and Reeves said another important publication was Horace G. Livingston's The Voice of the Black Community in Decatur.

"These were very turbulent years," said Reeves, as the newspapers dealt with issues like the Vietnam War, political assassinations and the emergence of the Black Power movement.

Reeves said a black newspaper publisher is a community "griot," an African term for "town crier," who is an elder who provides information to the community. He said the tradition continues today with T.C. Christian's Pure News and Michael Pittman's Capital City Courier.

"They are excellent editors," Reeves said. "Everyone has their own aspects on how a black newspaper should be, but in the end, we provide the same service to the black community."

He said there are some overlapping of articles and information. "We have similar readers and the same readers, but we carry different information."

Continued on Page 7,
Second Front

• new businesses

• A to Z Water Treatment, 1934 Stonehaven, Chatham, 62629, Steve W. Callarman, (217) 553-1989.

• All Dressed Up Bridal, 10079 Bell Fountain Road, Dawson, 62520, Jody M. Womack, (217) 685-5959.

• B & B Installations, 1031 N. Wheeler, Springfield, 62702, Brandon Cline, Brandon Partridge, (217) 638-1846.

• Bank Consulting, 413 S. Seventh, Springfield, 62701, Blake Thomas, (217) 971-9796.

• Bethany Barnes Photography, 304 Garvey Lane, Chatham, 62629, Bethany Barnes, (217) 553-2379.

• Bob Baker Siding & Construction, 3041 E. Linden Ave., Lot 13, Springfield, 62702, Robert Baker, (217) 361-1363.

• C & B Dental Laboratory, 3309 Robbins Road, Suite 101, Springfield, 62704, Woodson Inc., (217) 787-7777.

• Capital City Utility Co., 4392 Bissell Road, Springfield, 62707, James McCann, (217) 652-2262.

• Center Cut Lawn Care, 1916 S. Whittier, Springfield, 62704, Todd M. Skeeters, (217) 652-9715.

• Central Illinois Gun Exchange, 2324 Westview Drive, Springfield, 62704, Richard M. Kinison, (217) 685-4031.


• Clarence Craig, Jr. Cement Contractor, #1 Sundowner Lane, Springfield, 62711, Clarence Craig, Jr., (217) 303-2827.

• Cupcake-A-Licious, 1133 W. Elliott, Springfield, 62702, Melissa Campbell, Stan Campbell,

Continued on Page 40,
New Businesses

• index

The Rookery.....	3
After Hours.....	4,7
Regular Meetings.....	4
Women's Calendar.....	4
New Businesses.....	5,40
Airport En/Deplanements.....	6
Building Permits.....	6
Economic Index.....	6
Business Lunch.....	14
Monthly Drive.....	15
Health & Fitness.....	16-18
Golf.....	19-23
Education.....	24-34
Giving Back.....	36
Going Green.....	37
Legal Filings.....	38
Law.....	39
Community Business.....	40-41
Fast Tracks.....	42-43
Opinion.....	44
Op-Ed.....	45
Business Card Directory.....	46



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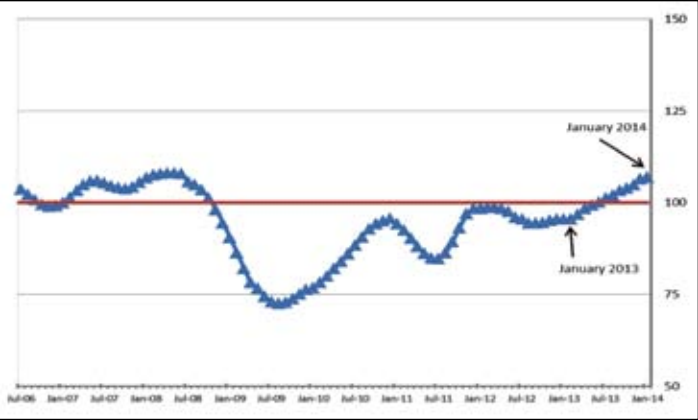
Springfield Enterprise Index

The January Springfield Enterprise Index suggests below normal activity with an index of 95. The SEI steadily increases through the year with a forecasted index of 107 in 2014.

The University of Illinois Springfield announces that the greater Springfield Enterprise Index (SEI) for January was 95, which suggest a below normal level of economic activity. A SEI value of 100 indicates that the area economy is on its long-term growth trend. A SEI value less than 100 indicates “below average” activity.

Economic activity is on point lower than one month ago and 3 points lower than January 2012. The decrease this month is due to lower unemployment in January 2013 compared to the previous months. The forecast through the year suggests a steady increase in economic activity; with an index of 107 for January 2014.

Economic indexes for other Metropolitan Statistical Areas (MSA) in Illinois are also forecasted. These compare a local area to its own historical level of economic activity for that area. The Springfield pattern of decreased activity and then increasing activity is consistent with all the other MSAs combined. The Chicago area index shows little change. The Springfield area has higher levels of activity relative to its own economy than the other metropolitan areas in Illinois.



The index is developed by the Regional Economic Applications Laboratory, Institute of Government and Public Affairs, University of Illinois. The Greater Springfield Enterprise Index is a collaboration between The Greater Springfield Chamber of Commerce, the Institute of Government and Public Affairs – University of Illinois and the Center for State Policy and Leadership – University of Illinois Springfield (UIS). For information contact Patty Byrnes, Center for State Policy and Leadership at UIS, 217-206-7783 or pbyrn1@uis.edu.

Building and Zoning Department - City of Springfield				
Building Permit Report				
	February		January - February	
New Single Family Residence	2013	2012	2013	2012
Permit	0	6	1	6
Valuation	0	2,099,000	400,000	2,099,000
Revenue	0	2,337.38	364.84	2,337.38
Dwelling Units	0	6	1	6
New Two Family Residence				
Permit	0	1	1	1
Valuation	0	210,000	261,000	210,000
Revenue	0	382.80	367.60	382.80
Dwelling Units	0	2	2	2
New Multi-Family Residence				
Permit	0	0	0	0
Valuation	0	0	0	0
Revenue	0	0	0	0
Dwelling Units	0	0	0	0
New Commercial				
Permit	3	1	6	3
Valuation	5,900,000	490,000	43,400,000	16,612,656
Revenue	20,690.40	1,952.00	132,161.00	54,911.18
Total (New, Remodel, Addition & Misc.)				
Permit	176	210	319	387
Valuation	11,724,054	8,121,989	57,481,512	26,232,925
Revenue	43,682.62	25,503.24	186,638.11	86,785.48
Dwelling Units	0	8	3	8

Abraham Lincoln Capital Airport – Springfield, Ill.						
Total Monthly Enplanements and Deplanements						
	February			Year-To-Date		
Airline Passengers Enplaning	2013	2012	Change	2013	2012	Change
American Eagle	1,545	1,609	-3.98%	3,211	3,132	2.52%
United Express	2,264	2,774	-18.39%	4,797	5,395	-11.08%
Direct Air	0	2,324	0	0	4,408	0
Vision	0	0	0	0	0	0
Allegiant Air	1,005	0	0	2,284	0	0
Sun Country - Honor Flight	0	0	0	0	0	0
Sun Country - Riverside	81	0	0	81	0	0
Charter - Other	0	194	0	0	194	0
McClelland Aviation	0	4	0	0	4	0
Sub-Total	4,895	6,905	-29.11%	10,373	13,133	-21.02%
Airline Passengers Deplaning						
American Eagle	1,591	1,569	1.40%	3,165	3,108	1.83%
United Express	2,283	2,755	-17.13%	4,912	5,323	-7.72%
Direct Air	0	2,252	0	0	4,136	0
Allegiant Air	985	0	0	2,352	0	0
Sun Country - Honor Flight	0	0	0	0	0	0
Sun Country - Riverside	81	0	0	81	0	0
Charter	0	98	0	0	98	0
McClelland Aviation	0	4	0	0	4	0
Sub-Total	4,940	6,678	-26.03%	10,510	12,669	-17.04%
*information provided by the Springfield Airport Authority	TOTAL			TOTAL		
	9,835	13,583	-27.59	20,883	25,802	-19.06%

Springfield Mass Transit District						
Passenger Count - February 2013						
	February			Fiscal Year-To-Date (July-June)		
	2013	2012	Change	2013	2012	Change
Fixed Line Ridership	147,404	156,876	-6.00%	1,226,135	1,271,714	-3.60%
Demand Response Ridership	4,567	5,030	-9.20%	37,804	39,533	-4.40%
Total	151,971	161,906	-15.20%	1,263,939	1,311,247	-8.00%

**Second Front,
Continued from Page 5**

Reeves said the black community is often portrayed in the traditional media unfavorably, as news stories tend to focus on crime and violence on the city's east side.

"That's media bias," Reeves said. "That's why black newspapers and magazines flourish in the black community. We tell our own story. We plead our cause. Who is better to advocate our own cause?"

As for the issue that Reeves plans to focus on locally is the lack of capital for businesses. "We need more black businesses and more capital for black business to flourish."

Reeves' exhibit about the Black press debuted at the 92nd Annual Lincoln Douglas Banquet on Feb. 10 at the Crowne Plaza; the One in a Million, Fifth Annual Black History Ball on Feb. 23 at the Northfield Inn and Suites; and the Illinois State Historical Society's (ISHS) annual symposium on Feb. 28-March 1 at the University of Illinois in Springfield.

William Furry, ISHS executive director said "it is astonishing" that Reeves compiled the information is published his research in an e-book format and in an exhibit.

"There is not enough information" being researched and published about the history of the black press. "This is something that is long overdue," Furry said.

Reeves has been involved in community and economic development in both

the private and public sectors, including doing economic development work for the City of St. Louis, and he was an economic development coordinator in Arizona.

His experience prompted him to write

his first book, "Power to the People: The High Rise Method of Resident Based Community Re-Building" in 1998. Reeves said that the book advocates public-private partnerships to rebuild areas and make them economically viable. He said the concepts outlined in the book are similar to the Obama Administration's of

"promise zones."

An entrepreneur, Reeves is involved in an alternative energy industry and is a major partner in Biofuels America, Inc. He is also CEO of VERVE Media Group, which uses the Internet to disseminate information to the African American community through VOICE Magazine and HOT217Radio (www.hot217.com) and VOICETV.

With all his interests and projects, Reeves is obviously keeps himself occupied. "I try to stay busy," Reeves said. "I have different interests."

Joe Natale is associate editor for Springfield Business Journal. He can be reached at joe@springfieldbusinessjournal.com

“That’s media bias. That’s why black newspapers and magazines flourish in the black community. We tell our own story. We plead our cause. Who is better to advocate our own cause?”

Peter Reeves, e-book author of *Pleading Our Own Cause: The Black Press in Springfield, Ill. (1886-2013)* and publisher of the online newspaper, *Illinois VOICE*

After Hours, Continued from Page 4

This month Besjak celebrates his three-year anniversary selling Jimmy B's Super Salsa.

"It's been a lot of hours, but so far so good. This year alone I've probably doubled my locations that I'm in," he said. "January was a big month for me. I picked up three different stores but a lot of locations, like Big R in Springfield, Taylorville and Lincoln. All the Qik-n-EZ stores."

Jimmy B's Super Salsa is also on the shelves at more than a dozen other locations, including Country Market, Cook's Spice Rack & Chili Co., both Schnucks in Springfield and the Hy-Vee stores in Sycamore and Quincy. Thanks to Besjak's love for golf, which was incorporated in his label design, the pro shops at Lincoln Greens Golf Course and Pasfield Golf Course also sell his salsa during the golf season.

Besjak travels to the various locations every couple of weeks to check the supply of his product. He takes time before work or on the weekends to re-stock shelves. The past few months he has noticed that he has been stocking shelves more often than he did six months ago.

"It's difficult because I have to do a lot of it on my own. I tell everybody I'm the janitor through the owner, so stock boy, distributor, marketing/sales person," he said. "That's the tough part, especially when you have a full-time day job."

Retail price is set by the individual stores and ranges from \$3.99 to \$4.79. As for the future, Besjak is excited about expanding his locations throughout Illinois and the St. Louis area. He's even thinking about sending a few jars to the Food Network.

Despite his venture into the world of commercial food production, Besjak still makes salsa at home. Last year he canned 60 pints.

"I call that the vintage stuff now. The reserve. Touched by Jimmy B himself," he said. "People really like that stuff still."

“It’s been a lot of hours, but so far so good. This year alone I’ve probably doubled my locations that I’m in. January was a big month for me. I picked up three different stores but a lot of locations, like Big R in Springfield, Taylorville and Lincoln. All the Qik-n-EZ stores.”

Raegan Hennemann is a senior correspondent for Springfield Business Journal. She can be reached at raegan@springfieldbusinessjournal.com

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Eager to begin helping others

By Eric Woods, Correspondent

Springfield –
What is your favorite part about living in Springfield? Schroeder enjoys the numerous parks in Springfield. “I like to run and be outside,” she said. “Every park has uniqueness about it.”

What is the worst part about living in Springfield? “There is opportunity for growth everywhere,” said Schroeder. “Many other towns have several small unique boutique shops, and there is a lot of potential for more here.”

The biggest issue Springfield currently faces is...? “Every community has the opportunity to engage youth to become better leaders,” said Schroeder. “It is a huge opportunity that Springfield has and one thing we struggle with.”

Employment –
“When I was 10, I wanted to be... an engineer.
First job? In high school, Schroeder worked as a bus girl at a winery for wed-

dings and other receptions. “I could only serve water, but no alcohol,” she said.
Worst job? Being a bus girl was her only negative job. “Other than that I have had very good jobs,” she said.
Current job and responsibilities?

Katrina Schroeder

Title: Director of Community Impact, United Way of Central Illinois
Address: 1999 Wabash Ave., Springfield, Ill., 62704
Telephone: (217) 726-7000
E-mail: kschroeder@uwcil.org

Born: June 22, 1989, Breese, Ill.
Education: B.A. in communication from Quincy University
Family: Single

Favorites –
Hobby: Volunteering
Movie: A League of Their Own
Book: The Power of Positive Thinking by Norman Peale

Tidbits –
Collects event t-shirts
Wants to climb Mt. Kilimanjaro
Belongs to the Junior League and YSPN

are placed. She has also been learning about the essential services program, which addresses the needs for food, shelter, healthcare and victim services. “I am literally hitting the ground running,” said Schroeder.

Philosophical –

What do you want to know about the future? “I want to know if I am going to win the lottery,” said Schroeder. “It would be nice to fund different initiatives in order to bring the community better together.”
How do you envision your life in 10 years? “I hope to have a family, or at least be married,” said Schroeder. Professionally, she sees herself still working at United Way.
Something you learned early in life and still use? “Take every moment as a teachable moment and cherish it,” she said.

Advice –
Advice for someone seeking a career in your field? Schroeder believes people should find their passion without being afraid to shine, even if that means doing more listening than speaking. “I am still learning, so I take advice as teachable moments,” she said.
Best advice you have ever been given? Schroeder has taken two pieces of advice to heart. “You never know unless you try, and nothing worth it ever came easy,” she said.
Who was your biggest influence? Her great aunt taught her about the importance of helping others. “She was a nun who devoted her life to traveling the world and volunteering,” she said.



Achievements –
As a kid? While in high school, Schroeder played softball and pitched in the regional tournament championship game.
As an adult? “I feel very fortunate and excited to start this new role,” said Schroeder.

Future –
Upcoming job news? The United Way’s Day of Action is coming up on April 19. The community funding process is also on the horizon.
Any vacation plans? Schroeder is heading off to Colorado for a vacation.
I want to retire when I’m ... (age)? “Ask me again in 20 years,” said Schroeder. “I am sure if I retire I will still be volunteering. I will probably work until my heart stops ticking.”

Eric Woods is a freelance writer from Springfield. He can be reached at eric@springfieldbusinessjournal.com



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**Shop Local,
Continued from Page One**

ship between the two initiatives at this time.

Though both efforts share the common goal of keeping local dollars invested in the Springfield area economy, each has a distinctive approach and philosophy when it comes to influencing spending habits.

Local First Springfield, formerly known as the Capital Area Independent Business Alliance, is an independent organization formed four years ago that encourages consumers and businesses alike to choose locally-owned businesses for the goods and services they purchase. McMahon joined the campaign in October as its first executive director, and the group has more than 300 members.

"This was a lot of business people who felt strongly that this one specific aspect, local prosperity, was going unaddressed," McMahon said. "We want everyone to understand that there's a difference between local and locally-owned businesses, especially if you're trying to change your buying habits."

"There is no economic distinction we need to make between consumers and customers and businesses. Whoever is buying should think of buying at a locally-owned business."

*Bill McMahon,
executive director of Local First Springfield*

Local First Springfield defines locally-owned as any privately held company that has 51 percent or more ownership in the Springfield area, is registered in Illinois with no corporate headquarters outside of the state making business decisions, such as advertising and purchasing, in the Springfield area.

"We don't shun anyone for shopping at a big box," McMahon said. "They have their place. But, we want them to think about where they spend their local dollars first. About three times the amount of money you spend stays in the local economy if you spend it locally."

"There is no economic distinction we need to make between consumers and customers and businesses. Whoever is buying should think of buying at a locally-owned business," McMahon said.

Source Sangamon, instead, is strictly a business-to-business effort, Chamber President and CEO Steward Sandstrom said, noting there is overlap between the two approaches.

"Do we want you to buy your running shoes at The Running Center versus some place in Peoria? Of course we do," Sandstrom said. "But what we're more interested in, for example, is where does The Running Center get their accounting services done?"

"The business-to-business aspect of this is very different from consumer-to-business. We think people really should shop at Macy's locally, so long as they don't shop at Macy's in St. Louis," Sandstrom said.

The Source Sangamon Challenge, created by the Chamber's Quantum Growth Partnership (Q5), aims to have local businesses switch five percent of their expenditures to providers within Sangamon County. This shift would amount to \$154 million in extra gross domestic product and more than 1,000 jobs, Sandstrom said.

The challenge hopes to reach out to national corporations to see if their local managers have the latitude to choose local vendors, such as cleaning and main-

tenance.

The Chamber is also working to cultivate local business expansion through its Economic Gardening program. Though a partnership with the Michigan-based Edward Lowe Foundation, the initiative will provide market intelligence, database mining and other services to help businesses identify and better connect with their customer base.

The program is open to businesses with 10 to 99 employees and \$1 million to \$50 million in annual revenue that are globally headquartered in Sangamon County, show some success in growth and

who export outside the county. Six businesses were selected for the pilot round and once they complete the process, additional applicants will be accepted into a second round.

"The perception is we (the Chamber) spend 95 percent of our time looking for the next Toyota plant to move here and then give them all of the tax breaks and other incentives to come and stay here," Sandstrom said. "The truth is... that is closer to 5 percent of what we do."

Sandstrom continued: "The Economic Gardening program is a direct way we provide service and assistance to local

"The business-to-business aspect of this is very different from consumer-to-business. We think people really should shop at Macy's locally, so long as they don't shop at Macy's in St. Louis."


*Steward Sandstrom, president and CEO,
Greater Springfield Chamber of Commerce*

companies to help strategically expand their market... this is for companies that cannot do that themselves. The sustainable growth and success of a community comes from incremental growth."

McMahon said he is eager to learn more about the Economic Gardening program and if there is any way that Local First Springfield may help.




"A lot of the components of this effort – local prosperity and local vitality – are out there, they're just sort of scattered here and there," McMahon said. "The more people get together and complement each other plays to everyone's advantage."


**Amanda Reavy Simhauser is a
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Franchises, Continued from Page One

same business sector is difficult. Owners of both types of businesses seem to have their own, independent reasons for choosing their business plan.

Jack Robertson, owner of Jack Robertson Lawn Care, used to be a franchisee. "I started with Lawn Medic in 1977 and decided to go out on my own in 1988," Robertson said.

"It wasn't hard for me to get out of the agreement, and I realized I was providing them with more information and assistance than they were providing me," Robertson said.

After going out on his own, Robertson considered franchising his operation, but ultimately decided against it.

"I've built a very good business over 37 years," Robertson said. "I didn't want to jeopardize that by franchising and perhaps losing some control."



Originally a Lawn Medic franchisee, Jack Robertson Lawn Care decided to go out on their own in 1988.

Robertson does have to work – as any business must – to keep his name in front of existing and potential customers. "I keep the brand out there all the time, with the benches, radio ads and newspaper ads, but a lot of my business growth comes from word of mouth," he explained.

On the other hand, Jesse Keyser, owner of five Little Caesars Pizza franchises in Illinois and Kentucky saw his opportunity in franchising.

"I was working for a technology company in Carbondale and wanted to go into business for myself," Keyser said. "I researched pizza franchises online and chose Little Caesars Pizza, even though I've never eaten there."

He opened his first Little Caesars Pizza in Carbondale in May 2005. In 2010 he became a franchisee with Sport Clips and now has locations in Illinois, Kentucky and Missouri. He is the owner of the new Sport Clips on Lindbergh Boulevard in Springfield.

"I would have stayed with Little Caesars, but they were maxed out in the terri-

ties I was interested in," Keyser said. He liked the idea of assistance from a company who has already worked out the kinks of operating a business.

"I have to follow a system established by the business and can focus on the operations of the individual locations," he said.

As a franchisee, Keyser taps into the power of buying, the marketing campaigns, and economies of scale that he would otherwise have to do on his own as an independent pizza parlor owner. Keyser did not want that and believed his prospects of success were much better as a franchisee.

"I still have the headaches of being a business owner – human resources, health care, but I know

the corporation is behind me and by vesting in me," Keyser said. "I make money and they make money."

To become a franchise owner, Keyser had to go through an application process, interviews and general vetting to determine if he was what Little Caesars and Sport Clips were looking for in an owner-operator.

"I went to my own bank for the loan and had to have a business plan before they would loan me the money," he said.

But new banking laws have affected all small businesses; loans are much harder to get. "They want two years of profit and loss statements, which you can't give them since you have yet to open the business," Keyser said.

The International Franchise Association stated in April 2012 that there is a \$1.8 billion lending shortfall facing the franchising industry. Because of tighter loan requirements, some franchisors are now offering in house financing.

As an example, Weed Man USA, a lawn care franchising company, is making it easier for potential candidates to own a franchise with a new financing program. The program, which launched in 2011, offers franchise owners up to \$40,000 in financing.

The capital expenditure to become a franchise owner must be taken into consideration when looking at different franchises. Brooke Peterson, owner of The Closet Guy, Inc., briefly considered becoming a franchise owner when he opened his independent business in 2002.

"When we started The Closet Guy

there weren't too many franchise opportunities in this field, but the biggest reason we didn't apply for a franchise was the capital expenditure and ongoing fees as an owner-operator," Peterson said.

Peterson built his business from the



The franchise owner of Sports Clips previously owned five Little Caesars franchises.

ground up, and uses a "just in time" inventory concept so he does not have excessive product on hand. But that created a problem in getting the financing he did need.

"I couldn't get a loan since I had no inventory, and thus no collateral," Peterson said. "We had to scale up our business as it grew."

Today, he operates as a dealer for a company that makes the closet components, and is not considering becoming a franchisee, even though there are opportunities.

"I had to go through training in Phoenix for a week to learn the company's design software and the ins and outs of installation, but otherwise we simply purchase what we need from our distributor," Peterson said.

Another avenue of operating a national brand is to become a licensee. Barry Seidman, an owner of Barney's Furniture, an independent furniture store on East South Grand Avenue, became a licensee for Ashley Furniture in 2006, with an Ashley Furniture store on the south side of I-72. As a licensee, he can only buy Ashley Furniture to sell in the store and they provide advertising, but Seidman said the heart of the business "is the extensive computer program they have."

"When a customer purchases furniture, as soon as it is entered into the system, we can tell them with 90 percent accuracy, when it will be delivered," Seidman said, adding customers appreciate knowing this.

"We also carry no inventory, whereas

at Barney's we have a whole warehouse of furniture I've had to purchase, hoping someone will buy it," Seidman said.

Three other established businesses in the Springfield area have chosen thus far not to franchise their operations: D'Arcy's Pint, Family Video and Qik-n-EZ.

Hallie Pierceall, owner of D'Arcy's Pint, almost franchised her business a few years ago. "There were some men in the Chicago area who were interested in opening a D'Arcy's Pint up there," Pierceall said.

"We talked to them and decided to go through the necessary steps to become a franchisor," Pierceall said, but the financing did not work out. Pierceall is not actively pursuing franchisees, but if the right circumstances came along, it might work.

The Hoogland family owns more than 775 video rental stores in the U.S., all of them company owned. Ken Devlin, Senior Director of Sales and Marketing for Family Video, explained why: "From the start, the video stores did well, so the company didn't need the influx of cash franchising would bring."

Also, franchising does require the company to give up some control over operations to the owner-operators.

"Family Video continues to do well," Devlin said. "Since the stores are company owned, including each building, we have total control of the operations. If we had franchisees that didn't like my marketing plan, for example, it would be more work to get it accomplished. This way, we don't have those worries."

Grady Chronister, who owns the Qik-n-EZ convenience stores in central Illi-



Brooke Peterson elected to remain independently owned when he started The Closet Guy in 2002.

nois, has considered franchising his business, but has not pursued it.

"It doesn't rule it out for the future, but we've been successful with our corporate-owned business model," Chronister said. The business has grown from the fuel side of the convenience store businesses to the store side over the years.

"We expanded gradually since open-

Continued on Next Page

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ing our first store at Chatham and Monroe in 1986, and that works for us," Chronister said.

Some owners of franchises in Spring-



The Ashley Furniture franchise was opened in 2006 by the owner of Barney's Furniture.

field live out of town; others live here, as is the case of the McGraw family who own nine McDonald's in Springfield and the one in Litchfield.

Rick McGraw, who lives in Litchfield, began as a crew kid in 1968 at a McDonald's in Wisconsin, where he grew up.

"I worked my way into management over the years, and eventually wanted to own my own McDonalds," he explained from his office on the south side of Springfield. "The company helped me get into business in 1978 with the Litchfield McDonalds, and I've been in this business ever since," McGraw said.

He had restaurants in Jerseyville, Highland, Hillsboro, and Carlinville, but sold all of them, keeping his first location in Litchfield, to buy the Springfield McDonald's in 1989.

McGraw sold two Springfield locations to the Jeffers family in 1999 and they are

now building a new McDonald's on the far west side of Springfield.

Also in 1999, McGraw diversified into the hotel franchise business with the purchase of a Baymont Inn & Suites in Champaign.

Since then he has become an owner-operator of eight hotels, seven of them franchises. "After we purchased the Baymont in Champaign, we decided we would rather be associated with the Hampton and Holiday Inn brands due to their rewards programs," he said.

Like McDonald's, McGraw saw the appeal of being part of established brands. "Up-front costs and the start-up knowledge you need to begin something from the ground up is ex-

tremely high," McGraw said. "By purchasing a franchise, you are buying a business with a proven track record and brand recognition."

Consider the hotels McGraw owns: All three brands have frequent stay rewards programs.

"Having a rewards program increases reservations since people know the brand quality they are getting and staying at the same hotel brand gives them points toward future free stays," McGraw said. "The chance for a branded hotel failing is thus less."

One significant difference between McDonald's and the hotel chains is the

order of business.

"In the McDonalds brand, you are awarded the franchise and they help you build the building," McGraw said. "In the hotel business, you find the site, develop the ground, and then apply for the franchise."

For example, Hotel Ventures Management, McGraw's hotel management company had to find their own architect and builder for the Hampton Inn they own in Litchfield.

"Hampton Inn has certain standards for everything - carpeting, faucets, landscaping materials - and they have to approve every choice you make for the hotel, but it does give you some flexibility in how your particular Hampton Inn will look," said Lynn Paulus, Business Manager with Hotel Ventures Management.

The same business principals apply across both business areas. "You have to have satisfied customers since we are in the service industry," McGraw said.



D'Arcy's Pint came close to a franchise in the Chicago area and would still consider one under the right circumstances.

"We want to make a profit, so we have to make sure each customer is satisfied," he said. To that end, the McGraw daughters, who share ownership of the hotels in

Hotel Ventures Management's group, are in the hotels at least once each week.

"We're also in our McDonald's every day, so I can't be one of those 'Undercover Bosses' you see on TV," McGraw chuckled. But those visits pay off.

"My three managers in the Litchfield McDonald's have been with me over 25 years each, and I attribute that to our daily visits," McGraw said. "They know we're watching, but also can see how hard they work on a daily basis."

His son, Mike, who is also a licensed McDonald's franchisee, shares the responsibility of visiting each restaurant every day.

Keyser had the same to say when asked about the differences between operating a pizza place and a hair-cutting place.

"We're producing an experience in both types of establishments," Keyser said. "All that I do and my employees do is about creating the best customer service experience we can."

But whereas the McGraw family has taken a very hands-on approach to their businesses, Keyser has area managers who oversee the daily operations for him. "I visit my locations every few months," Keyser said.

And, yes, Rick McGraw eats at McDonald's every day for lunch.

Mary Beth Stephens is a freelance writer from Springfield. She can be reached at info@springfieldbusinessjournal.com

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personality profile •

Businessman for the present and future

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield? Barber is fond of the people as well as the seasons in Springfield. He is especially fond of spring and fall and does not even mind the winter.

What is the worst part about living in Springfield?

"You can always pick something apart," said Barber. "I usually choose not to."

The biggest issue Springfield currently faces is...?

"All over Illinois it is the funding of pensions," said Barber. "Unfunded debts will have a bigger impact than we think and will take a long time to fix."

Employment –

"When I was 10, I wanted to be... a businessman."

First job? "I sold stuff from a young age," said Barber, who ran lemonade and shoe shine stands to go along with door-to-door selling of a number of other items. "I needed to fund my music habit," he said.

Worst job? As a teenager, Barber assist-

ed in cleaning out his father's rental properties. "It was hot and dirty," he said.

Current job and responsibilities? Sandler Training is part of an international training organization that provides training and consulting services as well as

corporate training for businesses. Barber has been with the company for 14 years doing this work. "I work with business owners and sales forces to give direction in revenue generation and sales," said Barber. Strategy, systems, staffing, and getting people on the right page in terms of skillset are a few of the responsibilities. "Business is good. People are more comfortable now saying that the status quo just does not cut it anymore." There is the challenge, however, of getting business owners to know

they can do things differently than they have done in the past.

Philosophical –

What do you want to know about the future? "I would like to know who is the leader that will shape a vibrant future for

Illinois and America," said Barber.

How do you envision your life in 10 years?

Barber sees himself doing the same work but possibly cutting back the number of hours worked per week. "I will still work with businesses to build the central Illinois region," he said. He also figures to be enjoying grandchildren, spending time at his beach house, and doing more travelling.

Something you learned early in life and still use? "Make your own luck," said Barber.

Advice –

Advice for someone seeking a career in your field? "Have passion and drive," said Barber. "It is the most challenging and rewarding career I have ever had."

Who was your biggest influence? "My dad was a corporate guy yet also an entrepreneur," said Barber. Along with owning rental properties, Barber's father sold for IBM and owned the Quick Lube Center in Springfield.

Achievements –

As a kid? Barber started a lawn service with a friend when he was 10 years old.

As an adult? Raising his children and starting a company at age 25 have been very important in Barber's life. He is also proud of the number of businesses who



have doubled profits and increased sales over the past 14 years.

Future –

Upcoming job news? The company as a whole looks to continue growing. Ten years ago they were in Canada and the United States, and now they have a presence in 40 countries. Barber's focus is the central Illinois area. "I am the only guy south of I-80," he said.

Any vacation plans? A big trip Barber and family are planning for next winter is sailing the British Virgin Islands.

I want to retire when I'm ... (age)? "I used to say I would retire at 55, but that does not make sense," said Barber. "I can do this for a long time and have a nice, healthy balance of life."

Eric Woods is a freelance writer from Springfield. He can be reached at eric@springfieldbusinessjournal.com



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**11th Street,
Continued from Page One**

were even performed three years ago, according to Floyd, in an effort to spur the process on.

Very little progress has been made on that front, though, and discussion has now turned to the sometimes contentious topic of eminent domain, the power to take private property for public use by a state or municipality.

In that case, the city of Springfield would offer just compensation – typically through the aforementioned appraisals – for the land needed to complete the extensions.

“Appraisals are only good for a certain amount of time, and you have to follow up,” said Mark Mahoney, director of public works for Springfield. “There’s been a back and forth, but no serious discussion, so I think the legal

process is the only way left to reach that kind of discussion at this point.”

Floyd Imports prepared for the possibility of losing ground to eminent domain by purchasing a parcel of land in the quickly expanding Prairie Crossing commercial center off of Interstate 72, near the Saturn dealership and recently completed Menards home improvement super store.

“We had to prepare for whenever it happened, so we started looking for a decent location, a building that could house us ... that whole process,” Floyd said. “The eminent domain discussion came up, and they were going to take about 15 feet of frontage from us. We just knew we

couldn’t stay.”

Acquiring the land, according to Mahoney, is literally the only thing that stands in the way of the project’s completion. The funds are ready and waiting, he said, from motor fuel tax funds and a federal grant by way of the SAFETEA-LU, or Safe, Accountable, Flexible, Efficient Transportation Equity Act: A Legacy for Users, that will provide funding in an 80/20 split. Springfield is responsible for the much smaller portion of that ratio, and Mahoney said the city has \$6.8 million earmarked for the project, an amount

he believes is more than adequate for the extension.

“This is very important to (Mayor Michael Houston) and the city as a whole,” Mahoney said. “You’re going to see some development through that corridor, particularly after you punch through there and make that

“This is very important to (Mayor Michael Houston) and the city as a whole. You’re going to see some development through that corridor, particularly after you punch through there and make that connection.”

Mark Mahoney,
director of public works for Springfield

connection.”

The expanded 11th Street would open up new parcels for commercial development as it ran from Stevenson Dr. past the Super Walmart, Golden Corral buffet restaurant, St. John’s Health Center, Aldi and several other developments just off 6th Street near Interstate 55.

Despite the threat of relocation to Floyd Imports and its nearby neighbor, Contech Engineered Solutions, the opportunities for further commercial growth in Springfield are fairly apparent.

“It’s a section of the city in a good geographical tract that is very desirable and it connects Springfield more directly with the university (UIS) and various

access points to Lake Springfield,” said Mike Farmer, Springfield’s director of economic development. “Clearly, the extension of 11th Street – in the bigger picture – allows for more property that has been inaccessible to come online for development.”

Farmer pointed out the infrastructure built up by the development of Walmart, Aldi and others where 11th Street would reconnect would also help ease traffic burdens of other major thoroughfares in the immediate area.

Floyd, though, said he has a hard time seeing the rationale behind the extension.

“In my opinion, there’s no driving force, no good reason for what they’re trying to push through,” he said.

“It’s going to be a huge change. Look at this little intersection now, and after this (extension) it’s going to have multiple lanes, turn lanes ... it’s just really going to change this property.”

Dave Floyd,
co-owner of Floyd Imports

“It’s going to be a huge change,” Floyd said. “Look at this little intersection now, and after this (extension) it’s going to have multiple lanes, turn lanes ... it’s just really going to change this property.”

Gabriel House is a freelance writer from Auburn. He can be reached at info@springfieldbusinessjournal.com.

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business lunch •

Mimosa: varied menu and performance

By Tom Collins

Just when you thought that Springfield had reached the saturation point regarding Asian restaurants, along came Mimosa. It heralds itself as offering big town variety with small town prices. We'd have paid a bit more for mid-sized town flavor and service.

Mimosa is reportedly owned by the family that started Little Saigon, and this time they opted for quite a modern look, replete with neon lights and a large center round bar. The interior is nicely done with light-toned colors and attractive

- \$12.95); and the green curry (choice of meat, eggplant, green beans, pepper and fresh basil, \$8.95 - \$12.95). One suggestion: Mimosa should run its menu through a spell checker - it's edamame, not edemame.

We opted to start out with the tuna roll (\$4.50) and the gyoza (pork and vegetable dumplings, offered steamed or fried, \$4.50 for six dumplings). The tuna roll, replete with dry sushi rice, was unremarkable with less than generously sized pieces of tuna. The dumplings, on the other hand, were tasty and well cooked.

Mimosa

Overall Rating: ★★★

Atomosphere: ★★★★★

Service: ★★

Food: ★★★

Price: ★★★★★

Suitability for Business Lunch: ★★★

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Website: www.mimosa217.com

Credit Cards: Yes

Wheelchair access: Yes

*Menu listings and prices subject to change



WHAT THE STARS MEAN:

(None) Poor to satisfactory

★ Average

★★ Good

★★★ Very Good

★★★★ Excellent

★★★★★ Extraordinary

treatments.

When I arrived shortly before noon, my guests were already seated at a booth. Mimosa was about a quarter filled with the usual mix of social and business diners. Between the four of us we knew people at three other tables - all out for social meals. By the time we left Mimosa was about half-filled.

Our server quickly arrived and took drink orders. The service, however, went downhill from there. Food came out at different times, which led to some awkwardness as I debated whether to go ahead and eat or be polite and watch my food get cold. Thankfully my guests gave me the green light to dig in.

Entrees began appearing while we were only half-way through our final appetizer. We had to chase down any available staff to have our drinks refilled, and there must have been a run on ice as our iced tea was served lukewarm. Who would have thought that requesting ice for our iced tea was necessary?

Mimosa is correct that its menu offers plenty of variety. There's a separate sushi menu with something for just about everyone's taste. The "main" menu has a special lunch section. Wok lunch entrees are all \$6.95, are served with your choice of miso or vegetable soup, and include basil chicken, pad thai, and Mongolian beef. Sushi lunch specials (served with house salad and soup) run \$7.95 for two rolls or \$10.95 for three rolls.

Finally, there are the luncheon Bento boxes, which include soup, salad, rice, California rolls, edamame, pork egg roll and your choice of shrimp, chicken, steak or salmon teriyaki. Should you be unable to please your palate from the lunch menu, the full menu is also available. Items of interest included the beef meatball soup (called Pho, \$3.50), the drunken noodles (crispy wide noodles with your choice of meat topped with pepper, baby corn, mushrooms, onions and jalapeno, \$8.95

The dipping sauce was packed with flavor, but one guest (a ginger lover) found it too heavy on the ginger.

As entrees we selected the luncheon General Tso's chicken, the luncheon Thai Fried Rice with chicken, and the Bun Thit Bo Cha Gio (fine noodles with lemon-grass marinated beef or chicken, crushed peanuts, greens, pork egg roll and sweetened lime sauce - \$8.95). We found the lunch offerings to be reasonably priced for the portion sizes.

The soups served with the luncheon selections were adequate, if a bit bland, with the miso particularly lacking in the flavor department.

Although ordered from the dinner menu, the size of Bun would have left me disappointed had it actually been dinner. For lunch, it was just fine and, in fact, was our best dish. The beef was well seasoned and seared on the grill. The crispness of the greens paired well with the creaminess of the noodles, while the peanuts offered a nice bite. The only complaint was that the lime sauce was a bit too sweet.

A definite miss was the fried rice, which came with rubbery chicken, over cooked vegetables and an almost complete lack of seasoning. The General Tso's chicken was reported as good, but not great. I found it too heavy on the sweetness with not enough spice, but chalked that up to personal taste. We had hoped for something here that elevated Mimosa over its peers but came away empty handed.

My guests and I were hoping to rediscover some of Little Saigon's original culinary magic. Although there were hints, Mimosa offered an uneven performance.

Tom Collins is a freelance
writer from Springfield

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Make a statement with a 2013 Lincoln MKS

By Jane Driver

John Driver was home on his spring break, so I took him to Green Lincoln Mazda on South Sixth Street to test drive the 2013 Lincoln MKS 3.5 L V6 with Ecoboost. Gary Gredzieleski, my trusty salesman happened to be outside when we drove up. While he couldn't spend much time with me since I was a walk up and he had a customer with an appointment arriving, he was as always gracious, informative, and extraordinarily helpful.

He put me in a Ruby Red with Light Dune leather interior MKS, which sells for \$56,960. John Driver was very impressed with the media center that features a finger slide mechanism for fan speed and volume control. He also liked the large console between the front seats, but I thought it too large. I also thought the dashboard area oversized for the cab, making the front seating area more claustrophobic.

However, room under the steering wheel was ample, and my sight lines out the front were good, even with the Lincoln's wide roof supports. The rear view mirror was large, allowing a complete view of the rear window. These roof supports increases the size of the blind spots, but my test drive came with a blind spot warning system, mitigating the issue.



2013 Lincoln MKS

I really liked the stylish front display with bluish/white lighting on the left side and pink for the displayed Sirius station on the right.

The steering wheel is leather wrapped except for the top one third, making for an odd sensation when you let the steering wheel slide on your hands. I would prefer an all leather steering wheel.

The deep doors make entry and exit extremely easy, and they close with a solid "thunk," but I sat below the windowsill more than I like to in the front and back.

Our test drive was very quiet, even with John Driver playing with the stereo system, although I could feel the car shifting gears more than he could. Acceleration

on the MKS is powerful and responsive, though.

John Driver was very comfortable in his front seat and really liked the roominess in the back (behind my seat, which was pulled up for my short legs). I thought the front seats were a little squishy for my taste, but the back seats were more rigid and comfortable, with plenty of headroom and good visibility, especially with the dual sunroofs.

Lincoln put actual words on the controls for the sunroof, what a novelty – "Tilt," "Slide."

Driving around a parking lot near the University of Illinois at Springfield demonstrated the MKS's wonderful brakes, very tight turning radius, especially for a wide car, and its ability to hug the road. Even when I turned the wheel quickly, it hunkered down and grabbed the concrete nicely. We barely noticed the railroad tracks too.

The trunk is extra deep, but its opening is small with a high threshold, making you aim your large, awkward suitcase in and heave it out.

Lincoln's MyKey program works on this car, allowing a parent to control his or her teenagers driving habits – limiting speeds, forcing seat belt use, limiting maximum volume – which would be good since John Driver really liked the MKS better than some other large sedans he has ridden in. The front grille is larger than the 2012, more raked and sleeker, adding some more class.

At \$56,960, even with 20 miles per gallon city and 25 highway, this is not for the younger 'just starting out' set, but for those who want to make a statement (and want plenty of back seat) and have the finances, the 2013 Lincoln MKS may be for them.

Green Lincoln Mazda service hours are Monday through Friday, 8:00 a.m. to 5:00 p.m. Service appointment requests can be made on the website.

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Jane Driver is a freelance writer from Springfield. She can be reached at jane@springfieldbusinessjournal.com

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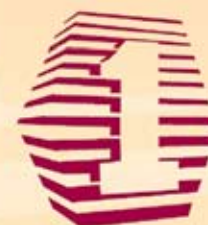
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Local Running Events

Editor's note: As a new monthly feature, *Springfield Business Journal* will list local running events. If you have a running event that your organization would like to list, please forward your information (name, date, time, length, sponsor and contact) to info@springfieldbusinessjournal.com

- 2nd Annual Run with a Mission 5K and Kid's Fun Run, April 13, 8 a.m. (5K), 9:10 (fun run), Scheels – FMI: www.southsidechristian.com/run-with-a-mission-5k-runwalk/, Amy Beadle, (217) 726-6330
- 2nd Annual CCHC 5K Run/ Walk, April 20, 9 a.m., Washington Park Pavilion – FMI: www.centralcounties.org/events, Jay Landers, (217) 788-2389
- Running with the Bulldogs 5K Run/Walk, April 20, 8:30 a.m., Benedictine University at Springfield and Lincoln Park – FMI: www.benbulldogrun.eventbrite.com/, Susan Boehler, (217) 525-1420, ext. 213, sboehler@ben.edu
- The Nightcrawler 5 Mile/2 Mile Run, April 20, 7:15 p.m. (2 mile) and 8 p.m. (5 mile), The Creek Pub and Grill – FMI: www.getmeregistered.com/get_information.php?event_id=7762, The Rutledge Youth Foundation, (217) 525-7757
- Juanita Carter MD 5K, April 27, 8:30 a.m., Washington Park – FMI: www.getmeregistered.com/get_information.php?event_id=8101, SIU School of Medicine, (217) 545-2860
- The Alpha Kappa Alpha 5K Walk/Run, May 4, 9 a.m., Illinois State Fairgrounds – FMI: Michelle Pulce, aka5k@yahoo.com
- Fat Ass 5K, May 11, 10 a.m., Seventh St. between Adams and Washington – FMI: www.fatass5k.com/, (217) 525-1111
- Lincoln Memorial Garden 8K Trail Run and Kid's Fun Run, May 18, 8 a.m., Lincoln Memorial Garden – FMI: www.getmeregistered.com/get_information.php?event_id=7859, Susan Helm, (217) 502-3992 or Lance Cull, (217) 652-5651
- Girls on the Run 5K, May 18, 10 a.m., Lincoln Land Community College – FMI: www.gotrcentralillinois.org/community-5k/, Kelsey Dyckman, (217) 726-9808
- 6th Annual Brian McMillen Memorial Run/Walk (5K/10K run, 1 mile walk), May 25, 8 a.m., Lincoln Land Community College – FMI: www.getmeregistered.com/get_information.php?event_id=8009, LLCC Veterans Club, llccveteransclub@yahoo.com
- Color Blaze 5K, June 8, 11 a.m., Southwind Park – FMI: www.colorblaze5k.com/main/events/springfield-il/, help@colorblaze5k.com
- Road to Recovery 3K/5K Walk-Run, June 29, 10:30 a.m., Washington Park picnic pavilion – FMI: www.MHCCI.org, Raegan Hennemann, (217) 525-1064, mental-health@mhsil.com
- Scheels 5K/Run/Walk and Kiddie Run, July 6, 7 a.m., Scheels – FMI: www.scheels.com/events, Amy Beadle, (217) 726-6330
- Scheels Illinois State Fair Parade Run, Aug. 8, 5:30 p.m., Illinois State Fairgrounds' Ethnic Village – FMI: www.paraderun.eventbrite.com/, Lance Cull, ltcull@aol.com or Chris Stroisch, chris.stroisch@hotmail.com
- 1st Annual Springfield Marathon, Half-Marathon and 10K, Oct. 20, 7:30 a.m., University of Illinois Springfield – FMI: www.springfieldmarathon.net, Bill Stokes, (217) 553-7695

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Medical innovators honored

Innovations benefit central Illinois

By Roberta Codemo,
Correspondent

A commitment to cutting-edge medical treatment and clinical research defines a medical innovator. The Springfield medical community recently honored 11 individuals at the recent 2013 Medical Innovators recognition program.

Hosted by the Sangamon County Medical Society, Southern Illinois Uni-

versity (SIU) School of Medicine and the Greater Springfield Chamber of Commerce, the program was held on March 7 at the James Dove Conference Center at Prairie Heart Institute. The Illinois State Medical Society sponsored the event.

division chief of cardiothoracic surgery at SIU School of Medicine, received the first Mayor's Medical Innovator award from Mayor Michael Houston for his innovative work treating emphysema. He has been researching surgical treatment options for the disease since the early 1990s.

"It was a unanimous decision," said Woodson, who served as chair of the selection committee. "His work is recognized worldwide."

Hazelrigg was surprised to receive the award. "Whenever you get an award from your peers, it means a lot," he said. "It's a nice honor."

A leading pioneer in performing lung volume reduction surgery, Hazelrigg has performed over 500 procedures. Patients have come to Memorial Medical Center for treatment from 21 states. "We have the best program in the country," Hazelrigg said.

Memorial Medical Center ranks in the top five Joint Commission on Accreditation of Healthcare Organizations approved lung volume reduction programs in the United States. The program involves a multidisciplinary team of doctors and medical professionals. Southern Illinois University nurse practitioner Theresa Boley is the program coordinator.

Hazelrigg has also participated in several clinical trials that involve inserting small endobronchial valves inside the airway using minimally invasive techniques to improve breathing. "We are continuing to make advances in that area," he said.

Hazelrigg said this program is a good way to recognize people. "Any award or recognition is nice for those doing the hard work behind the scenes," Hazelrigg said.

Roberta Codemo is a freelance writer from Springfield. She can be reached at info@springfieldbusinessjournal.com



Mayor's Medical Innovator award winner Dr. Stephen Hazelrigg at left, is congratulated by Mayor Michael Houston. (photo provided by SIU School of Medicine)

People don't realize how much is going on in this city. This is a vibrant medical community."

“

People don't realize how much is going on in this city. This is a vibrant medical community."

Dr. Gayle Woodson, professor and division chief of otolaryngology at SIU School of Medicine

"People don't realize how much is going on in this city," said Dr. Gayle Woodson, professor and division chief of otolaryngology at SIU School of Medicine.

"This is a vibrant medical community."

In 2006, the Sangamon County Medical Society first recognized local medical innovators. Selection criteria include number of patents, national grant funding, serving as a lead principal investigator in clinical trials and regional and national recognition.

"We have a talented group of innovators," said Dr. Donald Graham, who specializes in infectious diseases at Springfield Clinic. "Their work benefits everyone in central Illinois."

Dr. Stephen Hazelrigg, professor and

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OUR WISDOM IS TEETH.

Local businesses work to strengthen young athletes

Interest in sports performance training on the rise

By Bridget Ingebrigtsen,
Senior Correspondent

As Enrico Roncancio of ER Fitness works with local youth to help them develop their competitive edge, he makes sure they keep their eye on the prize: Having fun.

"The point of what we do is to help kids become the best they can be and by doing that, they are able to enjoy playing their sport even more," he said. "I try to educate parents and coaches that it's important that their kids are having fun. The chances of anyone making the pros are slim to none, not impossible but unlikely, so let's focus on being realistic and have some fun."

Roncancio's fitness studio at 2721 South 11th St. is one of several area businesses that are serving a growing need for youth sports performance training. In fact, this need necessitated Roncancio to expand his garage-based business into a "Rocky-style" gym that borders the east and south sides of Springfield in July.

Roncancio, a captain on the Springfield Fire Department, has a long history of working with young athletes in various capacities, having coached boys and girls recreational, competitive and high school teams. Prior to opening his own business, he trained young athletes through Sports-Care, which continues to offer youth sports performance training.

He has seen firsthand what studies have shown over the years – that physi-

cal education helps improve a child's academic performance and self-confidence. "Sports provide many benefits to children, not just physical benefits."

At ER Fitness, he and coach Jordan Powell work with young athletes on strengthening and conditioning to prepare them for school sports teams and competitive teams. While some parents choose personal training for their children, Roncancio said group training can be more fun, just as beneficial and more cost effective. "A personal trainer could cost up to \$70-\$90 an hour, but with group training, the cost breaks down to



Enrico Roncancio of ER Fitness works with fitness students

about \$7 an hour."

Jordan Powell, a former track star at Notre Dame, and Hannah Werth, an all-American volleyball player at Nebraska and former star player at Glenwood High

School, serve as assistant coaches at the gym, as well as local athletes Jake Barrett and Zabian Morris.

PowerWorks Fitness Center at 347 Williams Lane in Chatham also offers a youth athletic development program. Josh Waggoner heads the program, which started in August. He is a certified strength and conditioning specialist through the National Strength and Conditioning Association and has experience working with youth, collegiate (Division-I), and professional athletes.

He was on the University of Missouri Strength and Conditioning staff as a volunteer intern, during which he assisted with football, track and field, volleyball, and softball athletic development programs. While at Missouri, he assisted with Blaine Gabbert's (starting quarterback for the Jacksonville Jaguars) and Aldon Smith's (starting defensive end for the San Francisco 49ers and 2011 Pro Football Writers Association Rookie of the Year) MIZZOU NFL Pro Scouting Day.

He and his team take a comprehensive approach to youth athletic development. In addition to offering sport-specific training such as strength performance,

speed and agility, they also cover nutrition and mental development as part of the program.

"We work with athletes not only physically but mentally," he said. "We want them to help them become better prepared for their sport, which lowers their chance of injury and helps increase their performance in their sport."

He added that the goal of the program is to provide young athletes a foundation for developing healthy lifestyles even when they aren't playing sports. "We want kids to develop healthy habits so they can be healthy for the rest of their lives," he said.

While youth sports performance training has been around for a long time, Waggoner said it has picked up momentum recently in central Illinois, which is what prompted the development of the youth athletic development program at PowerWorks. Since it is a fairly new service in the area, he said, "We are taking our time in building our program, making sure we are giving these kids exactly what they need."

Roncancio said while owning a business is hard and challenging work, it's all good. "Business is growing fast and it's all been through word of mouth," he said. "It's an exciting time."

Bridget Ingebrigtsen is a senior correspondent for Springfield Business Journal. She can be reached at bridget@springfieldbusinessjournal.com

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• golf 2013

Golf thrives in 2012 drought

Rounds up 10 percent in state

By Teresa Paul,
Correspondent

The golf industry received a much needed shot in the arm last year with the increase of golf rounds played nationally and in Illinois due to favorable weather conditions.

According to data collected by the Professional Golf Association of America (PGA), there was a 6.4 percent increase in golfing rounds nationwide and higher in Illinois with 10.6 percent.

The PGA on a monthly and yearly basis surveys golf courses around the country through their service, the PGA Performance Track, to report the number golf rounds played whether it is nine holes or 18 holes in comparison to the previous year.

"On our monthly performance track, we have an average of 3,000 golf courses reporting," said Paul Metzler, senior director of marketing and industry relations for the PGA. "Our annual rounds survey which we collect on an annual basis had 4,100 golf courses reporting."

Illinois was sixteenth highest as far as percentage increase among other states. The PGA also tracks days open.

"Two primary factors contribute to the numbers," Metzler said. "One is the tremendous weather in the spring. The weather in the spring set the stage for people wanting to play more throughout the year."

The second factor is the PGA launched a program, "Get Golf Ready." The program is a series of five group lessons for \$99 to introduce those new to golf. The lessons are at the practice facility and the golf course.

Chicago was one of nine markets where the PGA placed its staff to work with golf facilities for the program.

"There was an increased involvement (in golf) in Chicago and the greater Illinois area to support the player development program," Metzler said.

The PGA was able to report state totals and numbers for the Chicago marketplace but not for central Illinois.

To track the economic impact of golf, the PGA collects the key revenue metrics from their facilities. The data is then shared with the group SRI International in Washington DC. SRI International conducts studies at the national and state level.

In the most recent study released early January 2013, SRI International reported in 2011 the golf economy had a \$68.8 billion impact on the U.S. economy.

"The indirect effect of people employed through the golf industry who purchase goods and services on the economy as a whole is \$176 billion," Metzler said, adding that the economic impact is not calculated by golf rounds played but actual revenue golf courses generate.

The core areas included in the economic impact are golf course capital investments, such as equipment purchases, course renovation, club house renovation, actual building structures and golf supplies, such as soft goods, equipment, apparel, golf books and magazines, and media, tournaments and charities.

"Just through golf, there are 12 million people that participated in roughly 143,000 golf events in 2011 which contributed \$13.9 billion for charity," Metzler said.

In 2005 the PGA's study showed that real estate's economic impact for golf was

20 percent. The same study in 2011 reported real estate's economic impact only accounted for 7 percent.

"We enjoyed the best weather in the history of record keeping – at least 150 years record keeping," said Danny Pesch, owner of the Oaks Golf Course and PGA golf professional. "Nationwide the same was true. Not all 50 states had better weather but a huge percentage did."

Pesch said the cost of gasoline and operating costs in general compete with benefits received by last year's good weather.

"It was nice that we enjoyed a financial boost but it is a drop in the bucket when you look at the long term, especially with the costs of operating a business including the price of gasoline which operates our golf carts and mows our grass," Pesch said.

"Whatever benefit we enjoyed with an increase in golf rounds due to the good weather was offset by increased operating costs," Pesch said. "The fuel is so important because it is not just the gasoline for the carts or the lawn mowers; it also affects our fertilizer costs."

Pesch said he understands costs of goods and services go up, but consumers only have so much money to spend.

"With unemployment as it is, and yes we are enjoying nice low mortgage rates, but there are so many things on the other side of the ledger that are frustrating," Pesch said. "It is hard for people to afford to play golf. Our course is aware of that and we have kept our prices as low as we can keep them."

"We bear the same things as the rest of the nation. It is supply and demand. There are too many golf courses and not enough golfers. For the last three or four years there is a realization by the PGA that we have overbuilt the golf courses."

Golf is a great sport and is going to be a great recreation for a lot of people, but a lot of things have changed over the last 20 years," Pesch said.

Pesch said those families who have children involved with sports are usually going to games and practices year round which in turn makes it difficult for parents to find time for their own personal recreation time to play golf. "People are stressed for time," Pesch said. "Golf is a fun sport and attempting to grow. Bottom line, only ten percent of people play golf. It is supply and demand. It goes back to economics. Everybody cannot have a golf course."

Pesch said he neither agrees nor disagrees with the PGA's formula for the economic impact of a round of golf, but statistics can be exaggerated.

"I do not know what their specific formula is, but like all statistics, you have to be careful what you read into them," Pesch said.

"For example, statistics are quoted for things like what the economic impact of the Illinois State Fair is to Springfield, Abraham Lincoln Presidential Museum and Library, or events hosted by the Prairie Capital Convention Center," Pesch said. "Those statistics can be exaggerated. Also, the average economic impact of a round of golf played at The Oaks would vary significantly from a round of golf played at Pebble Beach in California."

Jim Johnson, general manager of The Rail Golf Course, said the Rail does track the amount of golf rounds played and had an increase in number of golf rounds played.

Continued on Page 23,
Golf Thrives



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Local Public Golf Courses

(Listed Alphabetically)

	Course Name Address City, State, ZIP Code	Telephone (-) Fax (=) Web Site (www.) E-Mail	Number of Holes	Par Men / Women	Yardage Men / Women	Slope	Cost to Play Without a Cart WKY / WKD	Manager	Reservation Required	Year Opened
1	Bergen Golf Course 2900 Clear Lake Ave. Springfield IL 62702	217-753-6211 bergenpro@gmail.com	9	35	2,657 2,467	50.5/red 48.5/white	\$10.25 wky/ \$12.25 wkd - res \$12.25 wky/ \$13.25 wkd - non-res \$9.25 wky / \$11.25 wkd - jr (-18) / sr (62+) res \$11.25 wky / \$13.25 wkd - jr (-18) / sr (62+) non-res	Archer Logan	not required	1935
2	Brookhills Golf Club 5350 Old Jacksonville Road Springfield IL 62711	217-787-8576 217-726=5528 brkhills@aol.com	9	31	2,082 1,606	45/men 41.5/women	\$9 (M - F), \$10 (Sat - Sun) \$8 Jr., Sr. (M - Fri)	Angie Timm	preferred	1991
3	Bunn Park Golf Course 2500 S. 11th St. Springfield IL 62703	217-522-2633 217-544=9506	18	72	6,297/blue 6,094/white 5,232/red	118/blue 118/white 119/red	\$18.25 res./\$22.25 non-res - wky \$20.25 res./\$24.25 non-res - wkd \$20.25 / \$24.25 - jr (-18) / sr (62+) 9 holes - \$10.25 res./\$12.25 non-res wky; \$11.25/\$13.25 wkd	Paul Loutzenhiser	not required	1905
4	Country Hills Golf Course 21723 Smoot St. Greenview IL 62642	217-632-7242 217-632=2099 countryhillsgc.com info@countryhillsgc.com	18	72	6,414/red 6,144/white 5,064/yellow	119/red 116/white 113/red	\$15 / \$18 - 18 holes *\$10 - 9 holes	Glenn Simmering	Up to 7 days in advance	1993 (9), 2002 (18)
5	Edgewood Golf Club 16497 Kennedy Road Auburn IL 62615	217-438-3221 217-438=3299 golfedgewood.com golf@golfedgewood.com	18	71	6,667/m blue 6,258/m white 5,589/m/w gold 5,035/w red	128/m blue 124/m white 117/m gold 122/w gold 116/w red	*\$22 - 18 holes *\$13 - 9 holes \$15 - 18 holes Jr., Sr. \$10 - 9 holes Jr., Sr.	Douglas Kindlon	Up to 7 days in advance	1963
6	Lincoln Greens Golf Course 700 E. Lake Drive Springfield IL 62712	217-786-4111 217-786=4122 springfieldparks.org lgproshop@springfieldparks.org	18	72	6,813/blue 6,576/white 5,591/grey 5,166/red	120/blue 118/white 115/grey 114/red	\$20.75 res./\$24.75 non-res - wky \$22.75 res./\$26.75 non-res - wkd \$18.75 / \$22.75 - jr (-18) / sr (62+) 9 holes - \$12.75 res./\$14.75 non-res wky; 13.75/\$15.75 wkd	Jim Sutzer	preferred	1957
7	Long Bridge Golf Course 1055 Camp Sangamo Road Springfield IL 62702	217-744-8311 217-744=8950 longbridgegc.com michelle@longbridgegc.comcastbiz.net	9	36	3,034/blue 2,752/white 2,216/red	107m 102w	\$13 - 9 holes wky / \$14 - 9 holes wkd *\$20 - 18 holes \$12 - 9 holes (Tu-Th before 3 PM) jr/sr \$18 - 18 holes (Tu-Th before 3 PM) jr/sr	Michelle Buerkett	preferred	1998
8	Nichols Park Golf Course Nichols Park, 319 Hollkenbrink Drive Jacksonville IL 62650	217-479-4663 linksofjacksonville.com	9	33/32	2,463 1,941	NA	*\$7 unlimited	Keith Ward	not required	NA
9	Northridge Hills 1265 Sandusky Jacksonville IL 62650	217-243-4241 217-243=4656 northridgehills.com derek@northridgehills.com	9	32	2,199 1,837	105/black 103/yellow	* \$8 - 9 holes \$12 - 18 holes	Howard Pillsbury	preferred	1998
10	Pasfield Park Golf Course 1700 W. Lawrence Ave. Springfield IL 62704	217-753-6226 217-726=6725 springfieldparks.org	9	34	2,299/white 1,934/red	44.5/white 45/red	\$10.25 wky/ \$12.25 wkd - res \$11.25 wky/ \$13.25 wkd - non-res \$9.25 / \$11.25 - jr (-18) / sr (62+) res \$11.25/\$13.25 non-res	Lance Flury	preferred	1898
11	Piper Glen Golf Club 7112 Piper Glen Drive Springfield IL 62711	217-483-6537 217-483=6539 piperglen.com	18	72	7,005/gold 6,612/blue 6,124/white 5,138/red	132/gold 128/blue 123/white 116/red	\$15/\$20 - 9 holes \$28/\$34 - 18 holes \$19/\$25 (2 PM - 5 PM) - 18 holes \$15 - twilight (after 5 PM) - 18 holes	David Impastato	Up to 7 days in advance	1996
12	Shambolee Golf Course 101 South Shore Drive Petersburg IL 62675	217-632-2140 golfshambolee.com chris@golfshambolee.com	18	72	6,748/blue 6,368/white 5,155/red	119/blue 116/white 114/red	\$15 / \$18 - 18 holes \$10 / \$13 - 9 holes	Chris Bivens	Up to 7 days in advance	1964 (9), 1994 (18)
13	The Links Nichols Park, 319 Hollkenbrink Drive Jacksonville IL 62650	217-479-4663 linksofjacksonville.com	18	72	6,836/blue 5,265/white	122/blue 119/white	\$16 / \$20	Keith Ward	preferred	1979
14	The Oaks Golf Course Inc. 851 Dave Stockton Drive Springfield IL 62707	217-528-6600 theoaksgolfcourse.com theoaks@pga.com	18	70	6,130/blue 5,608/white 4,985/gold 4,399/orange	117/blue 114/white 112/gold 112/orange	\$19 / \$22 - 18 holes member rates available	Danny Pesch	preferred	1926
15	The Rail Golf Course 1400 S. Clubhouse Drive Springfield IL 62707	217-525-0365 217-525=6510 railgolf.com	18	72	6,630/champ 6,012/reg m 5,406/reg w	127/champ 121/regular	\$31 wky / \$39 wkd - 18 holes *\$21 - 9 holes, \$21 after 4 PM (M - Th) \$25 after 4 PM (Fri -Sun)	Jim Johnson	10 days in advance	1968

Sources: The Individual Golf Courses. * - Same rate weekday / weekend.



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April

- 11 – ABC Club Dean Jackson Memorial Outing, 5 and 5, Brookhills Golf Club, 2p.m. Shotgun, Bob Mabie, (217) 787-8576
- 22 – Opening Day Fish Fry Scramble, Northridge Hills Golf Course, 11 a.m., Derek James or Howard Pillsbury, (217) 243-4241

May

- 3 – Big Brothers Big Sisters Golf Outing, Piper Glen Golf Club, 12:30 p.m. Shotgun Start, Chris Hembrough, (217) 753-1216, Scramble
- 4 – T.J. Welch Memorial Golf Outing, Northridge Hills Golf Course, 9 a.m. and 1 p.m. Starts, Derek James or Howard Pillsbury, (217) 243-4241
- 10 – Laborers Golf Outing, Lincoln Greens Golf Course, 11:30 a.m. Shotgun Start, Jim Sutzer, (217) 786-4111
- 13 – 4th Annual Bergners St. Jude Golf Outing, Edgewood Golf Course, 8 a.m. Shotgun Start, Crystal, (217) 494-1529
- 13 – CFA Cigars For The Troops Golf Outing, The Rail Golf Course, 1 p.m. Shotgun, Dave Briton, (217) 744-1710
- 16 – 17th Annual WSEC-TV Golf Scramble, The Rail Golf Course, Noon Shotgun Start, M.J., (217) 483-7887 X222, Scramble
- 17 – Jacksonville Chamber of Commerce Golf Outing, The Links Golf Course, 12:30 p.m. Start, Ginny Fanning, (217) 245-2174, Scramble
- 18 – 2nd Annual Brown Bomber Reunion benefitting No Mountain Too High Christian Ministry, Long Bridge Golf Course (nine holes), 10 a.m. Shotgun Start (women), 1 p.m. Shotgun Start (men), Michelle Buerkett, (217) 744-8311
- 20 – Contact Impact 2013, The Rail Golf Course, 12:45 p.m. Shotgun Start, Cindy Drum, (217) 753-3939 X11
- 20 – 7th Annual Springfield Christian School Golf Outing, Illini Country Club, 12:30 p.m. Shotgun Start, John Engle, (217) 494-7405
- 20 – 20th Annual Springfield Golf Classic, Panther Creek Country Club, Noon Shotgun Start, Sarah Tapscott, (217) 787-5864, Best Ball Scramble
- 20 – Blue Cross Blue Shield of Illinois Corporate Cup, Panther Creek Country Club, 7 a.m. Shotgun Start, Sarah Tapscott, (217) 787-5864, 3 Net Best Ball
- 23 – Mini O'Beirne Crisis Nursery Golf Outing, Piper Glen Golf Club, 1 p.m. Shotgun, Andy Koester, (217) 483-6537
- 24 – 8th Annual Lincoln Land Down Syndrome Society Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Ryan Johnson, (217) 414-0213, Scramble
- 24 – Jacksonville Rotary, Northridge Hills Golf Course, 1 p.m. Start, Derek James or Howard Pillsbury, (217) 243-4241, Scramble
- 24 – Lake Homeowners Improvement Golf Outing, Lincoln Greens Golf Course, 11 a.m. Shotgun Start, Jim Sutzer, (217) 786-4111
- 31 – Hooters Golf Outing, Lincoln Greens Golf Course, 10 a.m. Shotgun Start, Jim Sutzer, (217) 786-4111

June

- 1 – Don "Poochie" Byus Charity Outing Benefiting American Cancer Society, The Links Golf Course, 11 a.m. and 1 p.m., Keith Ward, (217) 479-4663
- 3 – 7th Annual St. John's Children's Hospital Golf Challenge, Panther Creek Country Club,

12:30 p.m. Shotgun Start, Peggy Goone, (217) 544-5437

- 6 – 20th Annual POE Golf Outing, The Rail Golf Club, 7:30 a.m. and 12:30 p.m. Shotgun Starts, Mary Johnson, (217) 525-0365, Scramble
- 6 – 31st Annual SHG Scholarship Scramble, Piper Glen Golf Club, Noon Shotgun Start, Erica Cusumano, (217) 787-9732, cusumano@shg.org, Scramble
- 7 – Rochester High School Football Team Golf Outing, Lincoln Greens Golf Course, 12:30 p.m. Shotgun Start, Jim Sutzer, (217) 786-4111
- 8 – Dennis James Memorial Bud Light Three Man Charity Outing, Northridge Hills Golf Course, 10 a.m. Shotgun Start, Derek James or Howard Pillsbury, (217) 243-4241
- 8 – Drive Out Cancer Golf Outing Benefiting St. Jude's Children Research Hospital, The Rail Golf Course, 1 p.m. Shotgun, Jeff Dorr, (217) 652-3978
- 8 – Long Bridge Golf Course 15th Annual Summer Bash, Long Bridge Golf Course (18 holes), 11 a.m. Shotgun Start, Michelle Buerkett, (217) 744-8311
- 8 – Play for the Cure, Brookhills Golf Course, Morning and afternoon flights (Times TBA), Bob Mabie, (217) 787-8576
- 9 – 5th Annual Fr. Franzen Memorial Golf Outing, Edgewood Golf Club, 1 p.m. Shotgun, Doug Krones, (217) 483-4581
- 9 – 18th Annual Scottie Open Golf Outing sponsored by the Waverly Sports Boosters, Terry Park Golf Course, 11 a.m. Shotgun start, Nancy Heriford, (217) 971-8719.
- 10 – 50th Annual CAAR Summer Outing Benefiting SCCF Realtors Fund, Edgewood Golf Course, 11:30 a.m. Shotgun Start, Kathy Nicholson, (217) 698-7000
- 10 & 11 – Michale Candioto Youth Outing, Brookhills Golf Club, 8 a.m. Start, Bob Mabie, (217) 787-8576
- 14 – 14th Annual "Golf Fore Kids" Lutheran Child and Family Services Charity Golf Outing, Edgewood Golf Club, 12:30 p.m. Shotgun Start, Neil McCutchan, (217) 523-4725
- Carpenters Union Golf Outing, Lincoln Greens Golf Course, 7:30 a.m. and 1 p.m. Shotgun Starts, Jim Sutzer, (217) 786-4111
- 18 – Lions Club Charity Outing, Piper Glen Golf Club, 1 p.m. Shotgun, Andy Koester, (217) 483-6537
- 19 – 28th Non-Annual CaddyShack Open supporting (charity TBA), Piper Glen Golf Club, 12:30 p.m. Shotgun Start, Joanie Whaley, (217) 241-6202
- 21 – Coach Wolff Outing, Lincoln Greens Golf Course, 11:30 a.m. Shotgun Start, Jim Sutzer, (217) 786-4111
- 23 – Ladies Own the Course/Susan G. Komen Breast Cancer Research Outing, Northridge Hills Golf Course, Noon Shotgun Start, Derek James or Howard Pillsbury, (217) 243-4241, Four-woman scramble, Ladies only event
- 24 – 13th Annual Bill Glenn EIU Invitational, Piper Glen Golf Club, 1 p.m. Shotgun Start, John Smith, (217) 962-0888
- 24 – Jacksonville Chamber of Commerce Golf Outing, Jacksonville Country Club, 12:30 p.m. Start, Ginny Fanning, (217) 245-2174, Scramble
- 25 – 7th Annual Patrick Sheehan Memorial Golf Outing, Edgewood Golf Club, 1 p.m. Start, Aaron Winkler, (217) 741-3413
- 25 – 19th Annual Ronald McDonald House Golf Classic, Piper Glen Golf Club, Noon

Shotgun Start, Megan Mueller, (217) 528-3314 x148, Four-Person Scramble

- 27 – Springfield Home Builders Association Golf Outing, Edgewood Golf Course, Noon Shotgun Start, Lee-Ann Burgener, (217) 698-4941, Scramble
- 28 – Camp COCO Golf Outing - SIU School of Medicine, The Rail Golf Club, 12:30 p.m. Shotgun Start, Ruth Slottag or Karen Carlson, (217) 545-2955
- Esper Figueras Golf Outing, Lincoln Greens Golf Course, Noon Shotgun Start, Jim Sutzer, (217) 786-4111

July

- 12 – 18th Annual Greater Springfield Chamber of Commerce Corporate Cup Challenge Golf Outing, Piper Glen Golf Club, 7:30 a.m. and 12:30 p.m. Shotgun Starts, David Earhart, 525-1173, four- person team, Scramble
- 12 – 21st Annual Mike Ferrence Scramble for Sparc, Piper Glen Golf Club, 12:30 p.m. Shotgun, Denise Schainker, 793-2206 X145
- 12 – Little Flower Men's Club, Lincoln Greens Golf Course, Time TBA, Jim Sutzer, (217) 786-4111
- 19 – 8th Annual Central Counties Health Centers Golf Outing, Edgewood Golf Club, 1 p.m. Shotgun, Jay Landers, (217) 788-2389
- 19 – Bridge Pin and Links Golf Outing, Lincoln Greens Golf Course, Time TBA, Jim Sutzer, (217) 786-4111
- 20 – Jimmy Buffett Golf Outing, Northridge Hills Golf Course, 11 a.m. Start, Derek James or Howard Pillsbury, (217) 243-4241, Scramble
- 22 – Italian-American Society of Central Illinois, Edgewood Golf Course, 10:30 a.m. Shotgun Start, Nick Ciaccio, (217) 494-321
- 26 – 5th Annual Carter's Drive Golf Outing, Lincoln Greens Golf Course, 12:30 p.m. Shotgun Start, Scott Selinger, (217) 494-8040

August

- 2 – 4th Annual Elijah Iles House Golf Outing, Piper Glen Golf Club, 12:30 p.m. Shotgun Start, Farrell Gay, (217) 698-6223 or Mike Denk, (217) 546-9537
- 5 – Ansar Shriners Charity Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Andy Koester, (217) 483-6537
- 16 – Jacksonville Chamber of Commerce Golf Outing, Northridge Hills Golf Course (18 Holes), 2 p.m. Start, Ginny Fanning, (217) 245-2174, Four-Person Scramble
- 23 – Josh Langfelder Sangamon County Recorder Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Misty Buscher, (217) 726-0632, Foursomes
- 27 – 9th Annual Birdie Fore the Zoo, Lincoln Greens Golf Course, Noon Shotgun Start, Kim Alexander, (217) 585-1821, Scramble
- 23 – Fundraiser for local charity to be determined, Long Bridge Golf Course, 4:00 p.m. Shotgun Start, Michelle Buerkett, (217) 744-8311, Scramble
- 31 – Patriot Golf Outing, Northridge Hills Golf Course, Noon Start, Derek James or Howard Pillsbury, (217) 243-4241, Scramble

Golf Thrives, Continued from Page 19

The Rail shares their information with the National Golf Association. Johnson said the increase in golf rounds in 2012 was due to the good weather.

"Our golfers were able to play twelve months out of the year last year," Johnson said.

"We were above ten percent," said Douglas Kindlon, owner of Edgewood Golf Course. "In an industry where we have been relatively flat over the last ten years, it has been a welcome change of pace." The increase that we had last year was a big shot in the arm for a lot of operators.

Kindlon said a percentage of the increase in golfing rounds last year was due

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(Ranked in calendar order of event)

September

- 5 – Friend in Deed Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Edie Weaver, (217) 788-1356
- 6 – 15th Annual Springfield YMCA Golf for Kids Charity Tournament, Lincoln Greens Golf Course, Noon Shotgun Start, Jane Frech, (217) 544-9846 X116
- 6 – 20th Annual Calvary Charity Golf Classic, Piper Glen Golf Club, 1 p.m. Shotgun Start, Tina Casper, (217) 546-9700 X210
- 7 – MacMurray College Men's Golf, Northridge Hills Golf Course, 11:30 a.m. Start, Derek James or Howard Pillsbury, (217) 243-4241, Scramble
- 8 – NFL Kickoff Golf Outing, Long Bridge Golf Course (nine hole), 10 a.m. Shotgun, Michelle Buerkett, (217) 744-8311
- 9 – 2nd Annual Dave Cope Swing For The Love Of It Memorial Golf Outing, The Den Golf Course, Noon Shotgun Start, Megan Mueller, (217) 528-3314 x148, Scramble
- 9 – Fellowship of Christian Athletes Local Qualifier, Illini Country Club, 1 p.m., Four-Person Scramble, John Gilchrist, (217) 546-4614
- 9 – State Senator Sam McCann Golf Outing, Panther Creek Country Club, 12:30 p.m. Shotgun Start, Jerry White, (217) 622-7127
- 12 – Chatham Chamber of Commerce Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Andy Koester, (217) 483-6537
- 13 – American Business Club 8th Annual Charity Open Benefiting UCP Land of Lincoln, Piper Glen Golf Club, Noon Shotgun Start, Andy Koester, (217) 483-6537
- 13 – Lutheran High School Golf Outing, Lincoln Greens Golf Course, 9 a.m. Shotgun Start, Buzz Sperry, (217) 546-6363
- 14 – 22nd Annual Derek Dolenc Memorial Golf Outing supporting the Derek Dolenc Cancer Patient Assistance Fund at Memorial Medical Center's Regional Cancer Center, Edgewood Golf Club, 10 a.m. Shotgun Start, Kent Dolenc, (217) 553-4449
- 14 – Bud Light Benefit Outing, The Links Golf Course, 12:30 p.m. Shotgun, Keith Ward, (217) 479-4663
- 20 – Be a Hero For Babies Golf Outing supporting March of Dimes, Piper Glen Golf Club, 10 a.m. Shotgun Start, Kathy Starkey, (217) 793-0500
- 23 – 10th Annual Orthopedic Center of Illinois Foundation (OCIF) Chip in Fore Charity!, Panther Creek Country Club, 12:30 p.m. Shotgun Start, Amy Rodek, (217) 547-9100
- 27 – Lincoln Land Community College 21st Annual Baseball Team Golf Outing, Piper Glen Golf Club, 12:30 Shotgun, Ron Riggle, (217) 786-2426
- 28 – 7th Annual Mark Timm Memorial Golf Outing, Brookhills Golf Club, 9 a.m. and 1 p.m. Starts, Bob Mabie, (217) 787-8576

October

- 7 – Fellowship of Christian Athletes State Qualifier, Illini Country Club, 12:30 p.m., Four Person Scramble, John Gilchrist, (217) 546-4614

to the weather, but also a little bit can be attributed to the improvement in the economy.

"The increase had a positive increase on the industry as a whole and trickled down to food and beverage that most golf courses provide," Kindlon said. "Any increase is very welcome."

"When you have an increase in revenue, you are able to hire more people and do some things to your facility that you couldn't in a down year," Kindlon said. "I am optimistic that this year will be a good one as well."

Teresa Paul is a freelance writer from Taylorville. She can be reached at info@springfieldbusinessjournal.com



Angie Doolin, assistant director for human resources for Southern Illinois University School of Medicine, used their tuition reimbursement program to receive her MBA from Robert Morris University

Tuition reimbursements a win-win

Employer, employees benefit

By Roberta Codemo,
Correspondent

Employees expect employers to offer the usual benefits – insurance, paid sick days, vacation time. One appreciated perk is an employer tuition reimbursement program offered by local private and public sector employers.

Horace Mann awards scholarships to employees who have been with the company one year. Tambra Wagner, corporate learning consultant, said between 15 and 20 scholarships are awarded annually. This is the third year Horace Mann has offered the program.

Jann Braun, vice president of human capital management, said Horace Mann has offered tuition assistance in some form to employees for 30 years. “Education is our market. We have a strong belief in furthering education.”

The application process begins in the fall, and scholarships are awarded in mid-December. Wagner said the program is based on the fiscal year and runs from Jan. 1 to Dec. 31. Recipients receive up to \$5,000, which covers tuition, books and

fees.

The application process is lengthy. “We want to know what the employee hopes to get out of the program,” said Braun.

Employees must attend an accredited college or university and be enrolled in coursework related to their position. “Employees must receive a grade of ‘C’ or higher,” said Wagner.

“This is an opportunity for employees to pursue a degree and for the company to help them pay for it,” said Braun. “We’ve had positive results.”

Jennifer Heinemann, IT director, returned to school to get her MBA degree. She will graduate from the University of Illinois Springfield in May.

She said the company was interested in helping her further her education. “I felt like a more engaged employee,” she said.

Heinemann encourages every employee to take advantage of the program. She acknowledged there are some employees who cannot financially attend school because of the cost of books and fees. “I appreciate everything I’ve received,” she said.

Braun said it’s not uncommon for

companies to offer tuition assistance to employees. “It’s a win-win situation for everyone,” she said.

Illini Bank offers tuition reimbursement to full-time employees who have been with the bank for one year. The program has been in place for more than 12 years.

Debbie Gilbert, vice president of human resources, said an average of one to two people take advantage of the program each year. Employees must be enrolled at an accredited college or university

and taking coursework related to their job, such as accounting, human resources or management.

Employees submit an application and provide a copy of the class schedule and the name of the school. Applicants must also declare a major and provide a curriculum guideline. Many employees attend a local college or university.

“It’s a huge expense,” said Gilbert. Employees are eligible to receive up to \$5,000 a year. If an employee terminates their employment within three years after receiving assistance in the prior 24 months, the employee must reimburse the bank.

Employees submit a tuition bill and final grade report when the class is over. They are reimbursed 100 percent for a “B” or higher and 75 percent for a “C”. Graduate degree seeking candidates are reimbursed 100 percent for a “B” or higher.

“We encourage employees to continue their education,” said Gilbert. “We want to make sure our employees have the proper education and training to be successful. We promote from within the company.”

Gilbert said an employee is taking advantage of the program and pursuing a degree at a local college. He was hired four years ago as a customer service associate and was promoted to relationship banker last year. His promotion was based on hard work, dedication and ability to take on a new role.

Employees appreciate the program. Gilbert said many companies no longer offer tuition reimbursement programs. “It’s slowly going away,” she said.

“Continuing education makes a more knowledgeable and educated employee,” said Gilbert. “It sends a strong message.”

Memorial Medical Center believes in its tuition reimbursement program. Kristin Blake, supervisor of talent planning, refers employees and potential new hires to the career page on the website to learn more.

The program offers financial assistance to qualified employees to support educational development. In exchange, the employee makes a one year work commitment to the hospital. If the employee leaves before fulfilling the commitment, they must reimburse all costs.

All full-time, part-time and per diem employees who work 832 hours per year are eligible to apply. Employees must have no corrective actions on their record and meet behavioral standards developed by hospital employees.

Employees submit a tuition form that asks for course information, personal information and a personal objective to their manager prior to the start of the class. Once the manager recommends the employee for the program, the paperwork is sent to the system leadership team who signs off on it.

The amount an employee receives is based on the number of hours worked in the past 12 months and the degree program. For example, employees who work between 832 and 1,819 hours are eligible to receive \$1,250 per year for an associate’s degree, \$1,500 for a bachelor’s degree and \$1,750 for a graduate degree. Employees who work over 1,820 hours are eligible to

receive \$2,500 per year for an associate’s degree, \$3,000 for a bachelor’s degree and \$3,500 for a graduate degree. Undergraduate students must maintain a “C” or higher and graduate students must maintain a “B”

“Our employees can develop themselves both personally and professionally. It helps us meet our workforce needs.”

Kristin Blake,
supervisor of talent planning
for Memorial Medical Center

or higher.

Last year 250 employees utilized the program. Employees must take classes related to their current or future employment. Many use it to pursue a nursing degree. “There is a high need of nursing positions,” said Blake.

Lynne Ferrell, librarian and archivist, graduated from the University of Illinois at Champaign Urbana in 2011 with a master’s degree in library science and information services.

“I love my job,” said Ferrell. “I wanted to learn the nitty gritty of library science. I decided to go back and get my graduate degree.” She said the perk was an incentive to go back to school. “It gave me the nudge.”

She appreciates all the help she received. “Memorial has the growth and development of its employees in mind,” said Ferrell. She recommends the program to everyone.

“We have a very engaged staff. Our employees can develop themselves both

Continued on Next Page

PROFILES:

Indra Perry – P. 28

Holly Fowler – P. 32

LISTS:

Colleges and Universities – P. 26

Private Schools – P. 30

• education 2013

Continued from Previous Page

personally and professionally," said Blake. "It helps us meet our workforce needs."

Southern Illinois University School of Medicine started its tuition reimbursement program more than 12 years ago. The program is open to all full- and part-time active status civil service and administrative employees.

"It's a great program," said Angie Doolin, assistant director for human resources. "Everyone should take advantage of it."

The program operates on a sliding scale based on employee earnings. Full-time employees who earn more than \$35,000 are reimbursed \$150 per credit hour up to 12 credit hours while employees who earn less are reimbursed \$200 per credit hour up to 16 credit hours per fiscal year. Part-time employees are reimbursed on a prorated basis.

"Four to five percent of our employees take advantage of the program," said Doolin. "They're thankful for the assistance. Many are not sure they'd pursue their education without it." Employees must receive a "C" or higher to be reim-

related classes at an accredited college or university.

Melina Tomaras-Collins, director of human resources, said their reimbursement, program represents a big investment for the city. The program is funded



Melina Tomaras-Collins, director of human resources for the City of Springfield

out of each department's budget. Employees are asked to mitigate the cost as much as possible.

The employee submits a form to the department 30 days in advance of the class start date. A committee composed of Tomaras-Collins, the budget director and the mayor's executive assistant reviews each application. The committee also considers the employee's disciplinary record and job performance.

The program operates on a sliding scale based on the grade an employee receives in the class. For example, employees are reimbursed 90 percent of their tuition costs for an "A", 70 percent for a "B" and 50 percent for a "C". Pass or fail coursework is reimbursed at 50 percent.

"The number of employees applying for the program fluctuates," said Tomaras-Collins. "Firefighters are currently taking advantage of the program."

The promotion board looks for continuing education classes.

"This program has a positive impact on the city," said Tomaras-Collins. "The purpose of the program is to have employees bring back new knowledge and expertise. It adds greater value to their position."

Tomaras-Collins encourages employees to take advantage of the program. "Employees care about professional development," she said. "It helps with advancement down the road."

A CWLP employee in the billing department is working towards her degree in business administration. She started as an Account Tech 1 in 2005. "She may not have been able to put herself through college if it wasn't for the program," said Tomaras-Collins. "She wouldn't be where she is today."

Employees are grateful for this program. "The people who use it are extremely appreciative," said Tomaras-Collins.



Debbie Gilbert, vice president of human resources for Illini Bank

bursed.

Employees complete a form and submit a list of courses and number of credit hours. The top three fields of study are nursing, business administration and accounting. Employees attend classes at Benedictine University at Springfield, Lincoln Land Community College, Robert Morris University and University of Illinois Springfield.


Doolin took advantage of the program. She graduated from Robert Morris University in 2010 with a MBA degree. "I wouldn't have pursued it without the benefit," she said.

"We are very supportive of our employees who want to improve their academic knowledge and better themselves," said Doolin. "The fact our employees take the opportunity to increase their educational knowledge both personally and professionally makes good employees for us. It helps our image and shows we invest in our employees."

Doolin sees this as a positive trend. "Why wouldn't someone take advantage of it?"

The City of Springfield started offering tuition reimbursement in March 2012. All regular full-time employees are eligible to apply after completing their probationary period. Employees must be taking work-

Roberta Codemo is a freelance writer from Springfield. She can be reached at info@springfieldbusinessjournal.com.



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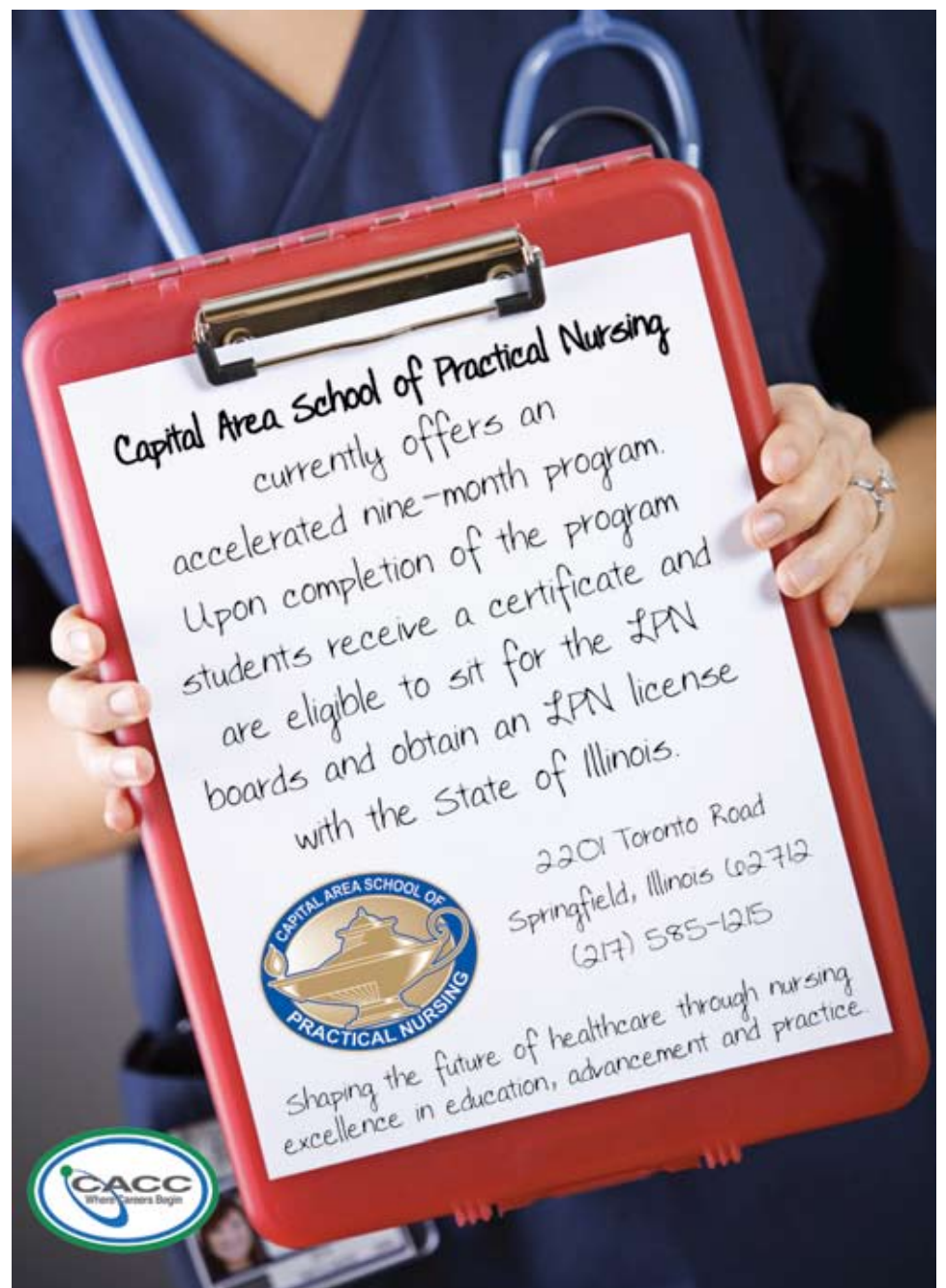
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Colleges and Universities

(Ranked by Spring 2013 Enrollment)

	College Name Address City, State, ZIP Code	Telephone (-) Fax (=) Web Site (www.) E-Mail	Type of Institution	Spring 2013 Enrollment	Fall 2012 Enrollment	Tuition	President / Chancellor	Year Established
1	Lincoln Land Community College 5250 Shepherd Road, P.O. Box 19256 Springfield IL 62794-9256	217-786-2200 217-786=2829 llcc.edu info@llcc.edu	Community college	7,842	7,984	\$96/credit hr. (in-district residents)	Charlotte J. Warren, Ph.D., president	1967
2	University of Illinois Springfield One University Plaza Springfield IL 62703	217-206-6600 217-206=6511 uis.edu admissions@uis.edu	Bachelor’s & Master’s degrees, one Doctoral degree	4,799	5,048	\$9,090 per year/full-time - undergraduate, \$304.75 per credit hour - graduate	Susan J. Koch, Ed.D., Chancellor	1970
3	Lincoln Christian University 100 Campus View Drive Lincoln IL 62656	217-732-3168 217-732=5718 lincolnchristian.edu admissions@lincolnchristian.edu	Four-year and postgraduate, private, offers Associate, Bachelor’s, Master’s degrees and Doctor of Ministry	1,011	1,066	\$15,060 per year - undergraduate, \$399-\$499 per credit hour - graduate & seminary	Keith Ray, D.Min.	1944
4	Illinois College 1101 W. College Ave. Jacksonville IL 62650	217-245-3030 217-245=3034 ic.edu admmissions@ic.edu	Four-year private, Liberal Arts	980	980	\$26,000 per year ('12/'13), \$35,000 including room, board & fees	Axel D. Steuer, Ph.D.	1829
5	Benedictine University at Springfield 1500 N. Fifth St. Springfield IL 62702	217-525-1420 217-527=8015 springfield.ben.edu	Four-year, private, Liberal Arts, Catholic, Ph.D., Master’s, Bachelor’s and Associate’s degrees	906	N/A	\$10,360 per year	William J. Carroll, Ph.D., Pres. Michael Bromberg, CEO	1929
6	MacMurray College 447 E. College Ave. Jacksonville IL 62650	217-479-7000 217-479=7017 mac.edu admissions@mac.edu	Four-year, private, baccalaureate college, United Methodist	625	625	\$20,900 per year (includes fees), \$28,550 including room, board, meal plan. Tuition stays same 2nd year.	Colleen Hester, Ph.D., president	1846
7	Lincoln College 300 Keokuk St. Lincoln IL 62656	217-732-3155 217-732=8859 lincolncollege.edu	Private, two-year, Liberal Arts col- lege, accelerated Bachelor’s degree program for working adults	565	527	\$16,500 per year	John D. Blackburn	1865
8	Blackburn College 700 College Ave. Carlinville IL 62626	217-854-3231 217-854=3713 blackburn.edu admissions@blackburn.edu	Four-year, private, Liberal Arts work college, Presbyterian affiliated	521	550	\$14,862 per year, including fees \$20,294 per year with room and board	Miriam Pride, MBA, D. Lett, Pres. Jeffery P. Aper, Ph.D., Provost	1837
9	SIU School of Medicine 801 N. Rutledge (main bldg.) Springfield IL 62702	217-545-8000 217-545=5538 siumed.edu admissions@siumed.edu	Public education for medical students, graduate students, medical residents	288	298	\$13,884 per semester (tuition only), (In-State Medical students only)	Kevin Dorsey M.D., Ph.D., Dean/Provost	1970
10	Robert Morris University ¹ 3101 Montvale Drive Springfield IL 62704	217-793-2500 217-793=4210 robertmorris.edu	Private, not-for-profit, offers Bach- elor’s, Associate’s and Master’s degrees	175	N/A	\$7,400 per quarter/full-time \$2,300 per class/graduate	Michael P. Violli	1913
11	St. John’s College 729 E. Carpenter St. Springfield IL 62702	217 525-5628 217 757=6870 stjohnscollegespringfield.edu	Private, not-for-profit, Upper Division, 2 year program of Bachelor of Science in Nursing	117	121	\$7,515 / semester - BS Nursing - 2 yr. program / Second Degree Acelelated Prelicensure; \$417 / hour - Online RN to BSN program.	Brenda Recchia Jeffers, Ph.D., R.N.	1886
12	SIU Carbondale- LL Distance Education / Off-Campus Program , 2450 Foundation Drive, Suite 100, Springfield IL 62703	217-303-5855 217-786=3020 wed.siu.edu wed.llspringfield@siu.edu	Bachelor’s & Master’s degree in Workforce Education & Development	42	30	\$272.30/credit hr. undergrad, plus fees & books	Glenn Poshard, Ph.D Rita Cheng, Ph.D	2012
13	ITT Technical Institute 2501 Wabash Ave. Springfield IL 62704	217-547-5700 itt-tech.edu	College, private, for-profit	N/A	N/A	\$18,048/year - full-time, first-time, undergraduate students	Jason Thoron, College Director	2012

Sources: The individual colleges / universities.

¹ - Robert Morris University operates on an accelerated timetable of 5 quarters per year vs. Spring/Summer/Fall semesters.

N/A - Not Available.

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personality profile •

Training, teaching and complying

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield? “It just feels like home to me,” said Perry. “It is not too big or little

and has all the amenities you need.” Perry is very active in the Springfield community as she belongs to the Central Illinois Chapter Society for Human Resource Management (CIC-SHRM), is a volunteer for the Illinois Bankers Association, and is also a regular blood donor with the Central Illinois Community Blood Center.

What is the worst part about living in Springfield? Perry is not too fond of the cold weather, although she does enjoy the change of seasons.

The biggest issue Springfield currently faces is... “Budgeting constraints and the political climate are issues,” said Perry.

Employment –

“When I was 10, I wanted to be... a ballerina.

First job? Perry was a baby sitter for several families when she was 11 years old. “The first family was a 9-year-old and a 6-year-old,” she said.

Worst job? Perry recalls waiting tables at a bar in Macomb in which she and other employees were asked to do some unethical things. “My boss did not want us clocked in during some of the times we were actually working,” she said. “I was not there long.”

Current job and responsibilities?

Perry has been with Town and Country Bank since August 2007. She is responsible for the learning and development of the entire staff company-wide. There are also a number of compliance-related duties as well. “I keep track of compliance efforts so we stay in compliance with the

regulations,” she said. Perry also handles some of the human resource functions including recruiting, benefits administration, and performance evaluations. “I want to ensure we are very aligned with the strategic goals of the organization. We

run programs and activities to ensure the strategic goals are executed.” The company now has 11 branches around central Illinois with four in Springfield, two in Lincoln, and one in each of Mt. Zion, Decatur, Forsyth, Buffalo, and their newest acquisition in Quincy.

Philosophical –

What do you want to know about the future? “I am not sure I want to know,” said Perry. “I am happy living in the present.”

How do you envision your life in 10 years? “I figure I will be running around doing crazy activities with four teenagers,” said Perry. On a professional level, Perry is leaving that open, although she does want to remain on the educational track.

Something you learned early in life and still use? “Mom is usually right,” said Perry.

Advice –

Advice for someone seeking a career in your field? “Be flexible and willing to work hard and learn a lot,” said Perry. “This is a constant learning environment. You have to open yourself up to it.”

Best advice you have ever been given? “Think before you speak,” said Perry.

Achievements –



As a kid? Perry was very proud to have been very focused on learning while she was growing up. “My parents always expected me to go to college,” she said. “I was a first generation college student.”

As an adult? Getting her degrees and having her four children are Perry's top accomplishments.

Future –

Upcoming job news? “We always have lots of exciting things going on,” said Perry. “There is never a boring moment here. There are lots of things that keep us moving in a positive direction.”

Any vacation plans? Perry will be heading off to Texas over Easter to visit family.

I want to retire when I'm ... (age)? Perry does want to retire but does not see it happening until she is closer to 70.

Eric Woods is a freelance writer from Springfield. He can be reached at eric@springfieldbusinessjournal.com



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• education 2013

District 186 students measure up

Gallup Poll tool for improving future workforce

By Betsy Butler,
Senior Correspondent

Student attitudes have been measured and are being used to increase graduation rates and to plan for an improved workforce.

Three leading indicators – hope, well-being and engagement – are shedding new light on student success thanks to the recently released results of the Gallup Student Poll taken by students in District 186 last fall. The ten-minute online survey was conducted among students in grades 5 through 12.

"These (hope, well-being and engagement) are leading indicators, meaning



Sherman

we can change or get ahead of them," said Pete Sherman, director of communications for District 186. "These variables are different; we can't change lagging indicators such as graduation rate but we can impact hope, well-being and engagement which lead to graduation rates."

A partnership with the Greater Springfield Chamber of Commerce's Quantum Growth Partnership (Q5) helped make the Gallup Student Poll possible.

"The Chamber supported doing this (Gallup Student Poll) initially," said Anne Morris, coordinator of teaching and learning, research, testing and evaluation

"This is a Q5 project because our business leaders know that an educated community will bring a better prepared workforce and therefore enhance economic development," Warren said.

Springfield is the first community to approach the poll from an economic development perspective.



Warren

"In all other cases, the poll has been initiated by the school," Warren said. "We are in uncharted territory. Gallup has provided us with examples of actions from other communities, but all are

too new to have solid measurable outcomes."

The intent of the survey was to provide the district with a baseline, according to Morris. "We are looking to improve against ourselves," she said. "There are some areas we need to do more investigation in to really get a feel for where the gap exists with our students."



Sutton

"We want to be careful that we are all on the same page so we can be more impactful," said Mikal Sutton, executive director of the Business Education Partnership and Director of Workforce & Medical Development for the Greater Springfield Chamber of Commerce.

"We are excited to move forward but



Springfield School District 186 offices

for District 186.

Action upon the results isn't going to happen overnight. "There are layers of people to share the data with," Morris said, adding the survey will be re-taken over the next five years.



Morris

Both Sherman and Morris agree that it is going to take time to process the results and decide how best to act upon them. "We will be developing an internal action plan and will then reach out to the community to help support those initiatives," Sherman said.

Dr. Charlotte Warren, president of Lincoln Land Community College and chair of the Q5 Workforce Education Council said the Q5 educational project will better position the community in the future.

Betsy Butler is a senior correspondent for Springfield Business Journal.

She can be reached at betsy@springfieldbusinessjournal.com.

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	School Name Address City, State, ZIP Code	Telephone (-) Fax (=) Web Site (www.)	Current Enrollment	Principal / Director	Grades	Affiliation	Year Established
1	Sacred Heart-Griffin High School 1200 W. Washington Springfield IL 62702	217-787-1595 217-787=9856 shg.org	775	Sr. Katherine O'Connor, O.P., Pres. Sr. Margaret Joanne Grueter, O.P., Principal	9-12	Catholic	1895
2	Blessed Sacrament Elementary 748 W. Laurel Ave. Springfield IL 62704	217-522-7534 217-522=7542 bssbruins.org	500	Kathy Lynn Wear	PK-8	Catholic	1925
3	Christ The King Elementary 1920 Barberry Drive Springfield IL 62704	217-546-2159 217-546=0291 clkougars.com	412	Jeanine Joyce Kolb	PK-8	Catholic	1957
4	St. Agnes Elementary 251 N. Amos Ave. Springfield IL 62702	217-793-1370 217-793=1238 stagnescatholicsschool.org	409	Sister Mary Joan Sorge, O.P.	PK-8	Catholic	1897
5	Springfield Christian School 2850 Cider Mill Lane Springfield IL 62702	217-698-1933 217-698=1931 springfieldchristianschool.org	380	Sheri Hall, Principal Jeremiah Auble, Superintendent	K-8	Christian	1951
6	Calvary Academy 1730 W. Jefferson Springfield IL 62702	217-546-5987 217-321=1063 caspringfield.org	298	Dr. Jay Hinckley, Principal Donna Squires, Education Director	PK3-12	Christian Non-Denominational	1978
7	Little Flower Catholic School 900 Stevenson Drive Springfield IL 62703	217-529-4511 217-529=0405 little-flower.org	270	Stacie Reichensperger	PK-8	Catholic	1948
8	Our Savior's Lutheran School 2645 Old Jacksonville Road Springfield IL 62704	217-546-4531 217-546=0293 oslms.org	218	Jill Gerberding	PK-8	Lutheran	1962
9	St. Aloysius Elementary 2125 N. 21st St. Springfield IL 62702	217-544-4553 217-544=1680 saintalloysius.org	204	Jean Kennedy	Preschool-8	Catholic	1928
10	Trinity Lutheran 515 S. MacArthur Blvd. Springfield IL 62704	217-787-2323 217-787=1145 trinity-lutheran.com	180	Lewis Rodgers	PK-8	Lutheran	1860
11	Lutheran High School 3500 W. Washington Springfield IL 62711	217-546-6363 217-546=6489 spiluhi.org	164	Steve Zielke, Principal Curt Fischer, Senior Administrator	9-12	Lutheran	1979
12	Cathedral School 815 S. Sixth St. Springfield IL 62703	217-523-2652 217-523=2750 cathedralschoolil.org	150	Rita Fuchs	PK-8	Catholic	1928
13	Concordia Lutheran 2300 Wilshire Road Springfield IL 62703	217-529-3309 217-529=3096 concordiaspfld.org	106	Daniel R. Henschen	PK-8	Lutheran Church Missouri Synod	1931
14	St. Patrick Catholic School 1800 South Grand Ave. E. Springfield IL 62703	217-523-7670 217-523=0760 st-patrick.org	97	Gary Sullivan, Executive Director Kim Marsaglia, Principal	K-5	Catholic	1910
15	Montessori Children's House 4147 Sand Hill Road Springfield IL 62702	217-544-7702 217-544=5502 montessorispringfield.org	85	Sue Harris, Director	PK-6	NonSectarian	1977

Sources: Sangamon County School Directory, Regional Office of Education; the individual schools

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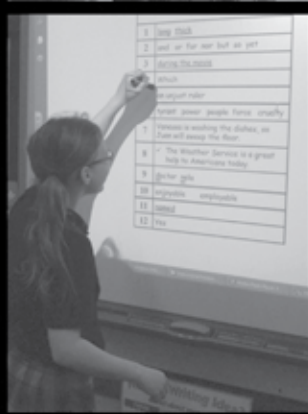


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personality profile •

Connecting alumni to alma mater

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield? Fowler loves how much there truly is to do in Springfield. “There are good restaurants and a lot of activities, from historical sites to festivals and the night life,” she said. “Not to mention, the university is home.”

What is the worst part about living in Springfield?

There is a negative stigma that Fowler has seen that surrounds the city. “The state issues are part of it,” she said. “People forget what a great town this is.”

The biggest issue Springfield currently faces is...?

The difficulties surrounding the state of Illinois have manifested in Springfield, according to Fowler. “The state is the second largest employer, and that has a trickle-down effect to our whole community.”

Employment –

“When I was 10, I wanted to be... a ballerina.

First job? Fowler first worked for Harner’s Bakery in Aurora when she was younger. “It is a local mom and pop bakery,” she said. “I used to ride my bike there at 5 a.m. to put out the coffee cakes.”

Worst job? Detasseling corn was a miserable experience for Fowler that only lasted about three days. “I was sunburnt, broken skin, and it was hot,” she said.

Current job and responsibilities?

Fowler has been in her position with UIS for about six months and her focus is on the graduates of the university. She spends half of her time working on projects for UIS alumni and the other half on the University of Illinois as a whole. “I do a lot of campus activities to keep our alumni connected to UIS,” she said. “I want to keep them engaged and aware with what is going on with their alma mater.”

Fowler loves her job and is excited to be giving back to the university while being a part of the growth of the University of Illinois as a whole.

Philosophical – What do you want to know about the future? Fowler is curious about the next technological boom. “About 15 years ago it was the internet, and then it was the iPhone,” she said. “I wonder what is next to transform our lives.”

Something you learned early in life and still use?

“Starting early on I was taught to question everything,” said Fowler. “I always look at things in a quizzical nature and wonder if I should research or take it at face value.”

Advice –

Advice for someone seeking a career in your field? “You must enjoy event planning and people,” said Fowler. “Pay attention to detail, because this is a very detail-oriented job.”

Best advice you have ever been given? Fowler learned to actively listen before responding to any situation. “It is better than just throwing your opinion out there,” she said.

Who was your biggest influence? “I have been privileged to have wonderful teachers all of my life,” said Fowler. “My teachers and supervisors have had the biggest influence on me.”

Achievements –

As a kid? For about 10 years straight, Fowler danced in the Fourth of July Pa-



rade. “That was fun,” she said.

As an adult? Getting a job offer before graduating was very important to Fowler. “That is a big deal these days,” she said.

Future –

Upcoming job news? “This is still pretty new,” said Fowler.

Any vacation plans? Fowler will head to Italy and host a tour of the Amalfi Coast with the Alumni Association.

I want to retire when I’m ... (age)? “I will retire when I am young enough to still enjoy being retired,” she said. “That is a long time away.”

Eric Woods is a freelance writer from Springfield. He can be reached at eric@springfieldbusinessjournal.com

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SCORE chapter revitalization underway

Light turnout for event

By Teresa Paul,
Correspondent

The Springfield SCORE Chapter held the Springfield Business Networking and Volunteer Recruiting Event, at the Illinois State Library on March 21 in an effort to revitalize its chapter and to make it more visible in the community.

SCORE is an organization of retired business people who provide free, confidential, valuable advice for those individuals who would like to start a business or those who have an existing business.

"Over the last couple years, the Springfield chapter has not been as visible in the community," said Vernon Wanner, SCORE Illinois District Director. "We are

trying to find a new base of volunteers and get some more local people to manage the chapter to build it back up to serve the Springfield community."

SCORE hosted the networking event for people to network with business people or people to attend to share possible candidates who would like to volunteer. People who are retired were encouraged to attend the workshop to see if they have an interest in becoming involved with SCORE.

"The turnout was light," Wanner said. "We had three registered and just one in attendance."

"It was light as far as prospects but we did have two individuals from the Small Business Administration," Wanner said. "It was good. We had a good presentation. Hopefully with some publicity, we will do another network event in three months."

"The Springfield SCORE chapter has five volunteers with two being very active in mentoring other new business entrepreneurs," Wanner said.

Wanner said SCORE has a core group of people who provide services and workshops. Monthly workshops are held at United Community Bank (UCB), 1900 W. Iles Avenue.

Examples of workshops held are: Power of email marketing, How to use Facebook in your business, Building a website you can be proud of and Building a better business plan.

"We will do a workshop where businesses have a general interest," Wanner said. "We are looking for a stronger, local contingency so the remote people can take a break and do something else."

John Bury, executive director of the Jacksonville Symphony Society, has been a volunteer with SCORE for seven years and retired chief financial officer of Pas-savant Area Hospital in Jacksonville.

"I have mentored hundreds of clients," Bury said. "I have mentored using technology to mentor those around the country and have also mentored local clients."

Bury said the Springfield SCORE chapter is still active and has made progress.

"We are trying to get ourselves revitalized," Bury said. "We have done monthly workshops and have had very good attendance."

Jacksonville is part of the Springfield SCORE chapter and has a satellite office at the local chamber of commerce in Jack-

sonville where they are able to do face-to-face mentoring.

"SCORE has been vital to help serve countless business people, both in business and for those who want to start a business," Bury said. "We can help them get started and help them plan the critical success issues."

Bury said he hopes the March 21 networking event will get the word out that the Springfield SCORE chapter is back and active.

"Anyone who would be interested in mentoring a new business entrepreneur, this is a very satisfying job and something they might enjoy," Bury said.

Bill Axelrod, one of the two assistant district directors for Illinois and the chairman for SCORE Peoria, schedules the regular Springfield SCORE workshops

at UCB, and assists Wanner with the Springfield chapter.

"Vern has taken over as the chair of the Springfield SCORE chapter until we are able to get more volunteers," Axelrod said. "I am also taking over as his deputy for Springfield."

"We foresee more local volunteers becoming available in the early fall," Axelrod said. "With the exception of having new volunteers to meet our needs, the Springfield SCORE chapter is active with some mentoring which includes Vern driving down to Springfield."

"John Bury does a lot of mentoring through email contact," Axelrod said. "We also have two other local men who help with mentoring."

"We hold workshops helping people that way and we are doing more mentoring this year than last year," Axelrod said. "Attendance at workshops is good with attendance between six to 12 people."

Axelrod said most people do not know that SCORE exists and with increased promotion expects increased involvement with more volunteers and new business participation.

"The more the word gets out, the busier we are going to be," Axelrod said.

SCORE will have a workshop series this year titled, Simple Steps for Starting a Business; five sessions are in the series.

"The concept behind the series is for the business person to answer whether their business is viable and achievable," Axelrod said.

"I have been pretty lucky in life and had a good career," Axelrod said. "I still have my health. I am retired. Now is time to give back."

"My involvement with SCORE is very enjoyable," Axelrod said. "I find the more I do, the happier I am."

Wanner said the main people SCORE helps are those who have not had any business experience.

"We try to walk them through the process and help them define to themselves what their business idea is, who their customers are, help them define their money making potential and develop a marketing plan," Wanner said. "If they do need funding, we help them develop a business plan so they can go to a bank or a lender to get the funding they need."

SCORE's mentoring is confidential and also has online mentoring via email or will use a webinar platform.

There are 12 chapters in Illinois and

vary in size from the largest in Chicago to the smallest in Quincy with a total of 450 volunteers in Illinois.

The foundation of SCORE's success is helping the new business owners learn the ins and outs of running a business.

"We do not have enough volunteers in Springfield to handle the face-to-face mentoring," Wanner said. "We are trying to get a local presence in Springfield. Most people will not drive more than fifteen to twenty minutes to attend a SCORE session."

A survey administered by PricewaterhouseCoopers measured SCORE in how

many clients they have reached and the numbers are over 500,000.

"Our testimonials have said that we are the strongest mentoring organization in the United States," Wanner said. "We do have clients that are not as engaged as we like."

"That is why we do the surveys; to get feedback on our performance," Wanner said. "We are highly regarded but we are not perfect."

Teresa Paul is a freelance writer from Taylorville. She can be reached at info@springfieldbusinessjournal.com

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LLCC Alumni Michelle Tjelmeland, owner, e-websmart and Ryan Murphy, vice president of commercial lending, Bank of Springfield

Variety of local nursing programs

St. John's offers accelerated nursing program

St. John's College, Department of Nursing, offers a program that allows students who have already earned a baccalaureate degree or higher in another field of study to receive a nursing degree in just over 16 months. Students interested in the accelerated program complete the admissions process as if they were applying to the General Pre-licensure BSN program, then begin the program with the General Pre-licensure BSN students for the first year of study. After successful completion of the first year of study, the students in the accelerated program complete a summer session of accelerated study and finish their studies in December 2013.

In response to this new option for pre-licensure nursing students, more than 24 qualified applicants, ranging from 22-44 years of age, with previous baccalaureate degrees applied for limited spaces. The 2012 applicants earned baccalaureate or higher degrees in fields such as recreation, biology, nutrition/dietetics, education, business, journalism, theology, psychology, social work, and history.

"We've found that students in the accelerated program are goal-oriented. They tell us St. John's College's strong reputation in the community and mission of service is a draw. We're excited we've been able to offer this program and look forward to seeing it grow," said Brenda Jeffers, Chancellor, St. John's College.

The accelerated program, approved by the National League for Nurses Accrediting Commission, is different from General

Pre-licensure BSN programs which accept students without a prior degree and require two years of coursework.

The College has 16 students currently enrolled in the program and accepted 20 students for the accelerated program that begins this fall.

Benedictine, Richland offer RN-to-BSN program

Benedictine University at Springfield now offers registered nurses the opportunity to complete their Bachelor of Science in Nursing degree through a 14-month accelerated program held at Richland Community College.

"Benedictine University at Springfield is excited to bring the RN-to-BSN completion program to our neighbors in Decatur by partnering with Richland Community College," said Benedictine University at Springfield CEO Michael Bromberg. "Improving health and education is a critical concern for every community. We help students seeking to make a difference in these areas by developing their sense of service, enhanced by the Benedictine value of concern for others."

Benedictine University's Bachelor of Science in Nursing program provides RNs with the skills necessary to adapt to an environment where the only certainty is change. Since all students are working professionals, Benedictine's curriculum is organized to build on and enhance those skills they already possess in an enhanced peer support network.

"Through this partnership, Richland nursing graduates will be able to obtain

their Bachelor of Science in Nursing without leaving the Richland campus. This seamless transition will allow RNs to enter the workforce while at the same time learning advanced skills and knowledge to improve the quality of care for patients," said Dr. Gayle Saunders, president of Richland Community College.

The completion program is a 37 credit hour program that serves any licensed nurse interested in earning a BSN degree. The program values the nurses' knowledge and experience and promotes growth and learning in the field of nursing. Instruction is brought to students in a collaborative cohort model where students attend one class per week with each course lasting five weeks.

Memorial offers free nursing camp for students

Memorial Medical Center is accepting applications for a free, four-day summer camp for high school students interested in a nursing career.

Now in its 12th year, Memorial's Teens Experiencing Nursing camp will be held July 15-18 at Memorial Medical Center.

The program begins with an orientation and an overview of the nursing profession. Participants will visit the hospital's Clinical Simulation Center and Surgical Skills Lab where students will learn and practice basic nursing skills.

Students will also have the opportunity to job shadow and interact with nursing staff on several nursing units throughout Memorial, including maternity, dialysis, emergency, intensive care and the Regional Burn Center.

"We're looking for qualified and motivated high school students with an interest in pursuing a nursing career," said Kristin Blake, Memorial Health System's coordinator for career planning. "TEN camp gives students the opportunity to experience nursing education and nursing practice." TEN camp is limited to 30 students. Campers are expected to attend all four days of the camp and may not leave the camp for any reason other than a family emergency.

Students will need to complete an application, which includes a school counselor reference, written permission from parents or guardians and an essay explaining why they want to become a nurse.

The deadline for applications is April 5. Printable applications are available at MemorialCareers.com under the link labeled "High School Programs." For additional information, contact Memorial's Talent Planning Department at (217) 788-4972.

SIU Med seniors and residency programs get match news

Senior medical students in the graduating Class of 2013 at Southern Illinois University School of Medicine were given results from the National Resident Matching Program on March 15, at the same time other US medical students learned their matches to postgraduate training programs. Sixty-eight SIU seniors have secured residency positions.

Nine SIU seniors selected family medicine residencies, eight chose internal medicine and eight selected pediatrics. Six students matched in radiology, five in preliminary surgery, four in emergency medicine, four in medicine-pediatrics, three each in general surgery, obstetrics/gynecology and orthopaedic surgery.

SIU and its affiliated hospitals attracted 16 SIU seniors for residency training. Another 12 seniors picked other Illinois programs and 26 seniors selected Midwest programs.

The Class of 2013 at SIU School of Medicine will graduate Saturday, May 18. New physicians begin their residency training in July.

Match results also were announced for SIU's residency programs in Springfield, based at the School's two affiliated hospitals - Memorial Medical Center and St. John's Hospital. Seventy-two starting positions in Springfield were filled. The first-year residents will join 210 senior residents and fellows already in training at SIU programs in Springfield.

Thirty-five first-year positions were filled in primary care programs - 14 in general internal medicine, 10 in family medicine, seven in general pediatrics and four in obstetrics/gynecology. Twenty positions were filled in the seven surgical programs - six in emergency medicine, four in general surgery, three in orthopaedic surgery, two each in otolaryngology, plastic surgery, urology and one in vascular surgery. Seventeen total positions were filled in other specialties - four in preliminary medicine and psychiatry, three in radiology and two each in dermatology, medicine-psychiatry combined and neurology.

"SIU residents are integral members of the health-care teams that provide quality care to patients from central and southern Illinois," said Dr. Karen Broquet, associate dean for graduate medical education. "We are pleased to welcome such a talented and diverse group of residents who will help fulfill the mission of SIU and its affiliated hospitals."

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Landis cycles for Gift of Hearing Foundation

Twenty-four-year-old Jacob Landis, who is planning to cycle to all 30 Major League Baseball stadiums in five months to raise money for those impacted by hearing loss, has received \$10,000 worth of upgraded cochlear implant equipment from the Cochlear Implant Awareness Foundation (CIAF).

This upgraded equipment will help Landis during his ride, which he starts April 3, and improve his hearing and speech.

A cochlear implant is a surgically implanted electronic device that provides sound to a person with significant hearing loss. Many cochlear implant recipients regain more than 50 percent of their hearing.

Landis received his Advanced Bionics (AB) cochlear implant 13 years ago. His AB sound processor is a model worn on his belt connected by a cable to a headpiece that communicates to the implant via a radio wave. AB since has introduced behind-the-ear processors. These processors can be worn like a traditional hearing aid. Landis' insurance did not cover the \$8,500 cost to upgrade to this type of processor so he contacted the Gift of Hearing Foundation, a charity that provides financial assistance to people who qualify for cochlear implant surgery, to discuss his plan for Jacob's Ride, his cycling fundraiser with a goal of raising \$1 million for those with hearing loss.

Gift of Hearing Foundation Executive Director Eileen Jones contacted CIAF founder Michelle Tjelmeland. Tjelmeland had a Harmony BTE device and shipped it, along with batteries and replacement

Giving Back

Jean Jones

headpieces, in time for Landis's appointment at Johns Hopkins.

Habitat for Humanity of Sangamon County volunteers received recognition for their service to the organization. The volunteer-driven organization mobilizes over 1,600 volunteers on an annual basis to eliminate poverty housing.

Don Ecklund received Lifetime Achievement for his long-term dedication to the organization's mission. Ed Hohenstein received the Volunteer of the Year for his leadership on the board of directors, construction site management and committee involvement. Chris Norbits received the Up and Comer for being a new volunteer in 2012 and his eagerness to contribute to the mission. James Schackmann received the Ambassador of the Year for his dedication to promoting the organization. Kerri Kruger received the Fundraiser of the Year for implementing new fundraising events.

Habitat for Humanity also recognized Habitat Heroes, individuals who went above and beyond in 2012 to support the growth of the organization. Lisa McNeal, Steve Sullivan, Pam Hargan and Tim Koschmann were all recognized as Habitat Heroes for various contributions.

Sacred Heart-Griffin (SHG) announced the recipients of the St. Thomas Aquinas Scholarship. This scholarship is awarded to eighth grade students who scored in the 99th percentile or above on the SHG Placement Test. The SHG Placement

Test, the ACT Explore, is a standardized test that helps determine placement of students in classes for their first year at SHG.

The students who will each receive a \$2,000 scholarship for the 2013-2014 school year at SHG are Gabrielle Johnston, Brock Williams, Jessica Giacomini and Erika Ward from Christ the King; Holly Bussone and Valeria Ruiz from St. Agnes; Olivia Doll and John Stegeman from Blessed Sacrament; Zachary Townsell from St. Aloysius and Sydney House and Beverley Watson from Pleasant Plains.

On March 18, The Salvation Army held a graduation for their School for Cooks class. The program, started in 2006, is designed to teach residents in the organization's Homeless Shelter and Adult Rehabilitation Center how to work in a commercial kitchen.

"This class is offering more than just finding a job, this class will help start careers and get more people off the street," said Major Paul Logan, Corps Officer.

The school prepares each student for the Illinois Department of Public Health Food Service Sanitation Exam. The topics include food-borne diseases, laws, rules and regulations, food storage, personal hygiene, cleaning and sanitizing procedures. It also gives hands-on experience in basic skills in food service including preparation of stocks, sauces, soups, vegetables and entrees.

This recent class was taught how to prepare and bake specialty breads. And the bread they baked was sold at Café Moxo. Two other restaurants, Malden's and Augie's Front Burner also served the

bread with their meals.

The University of Illinois Springfield has been named to the President's Higher Education Community Service Honor Roll for a fifth consecutive year. The award recognizes a college or university for its commitment to volunteering, service-learning and civic engagement.

"Our students take advantage of the abundance of opportunities presented to them and are making a difference," said UIS Chancellor Susan J. Koch.

During the 2011-12 academic year, a total of 830 UIS students spent 65,181 hours engaged in community service, with 476 students volunteering at least 20 hours.

"65,000 hours of service is an impressive number, but the impact and leadership that number represents is even more extraordinary," said Mark Dochterman, director of the UIS Volunteer and Civic Engagement Center.

UIS students spent more than 3,000 hours volunteering with the Springfield Public School District's AVID Program during academic year 2011-12.

In addition, more than 150 UIS students participated in the annual Holiday Stars Project, a month-long food drive benefiting the Central Illinois Foodbank.

Jean Jones is a freelance writer from Springfield.

If your organization has an item that you would like Jean to include, email information and details to her at info@springfieldbusinessjournal.com

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NEWS AROUND THE CLOCK



CWLP offering solar rebates

Business and residential customers may, once again, receive rebates for the installation of solar electric systems. The rebates apply to photovoltaic systems which, according to City Water Light and Power's (CWLP) Amber Sabin, "convert energy from the sun into electricity using panels that are installed to take maximum benefit of available sunlight."

"Using solar energy can lower energy bills by reducing the amount of electricity purchased from CWLP," said Sabin. Rebates are calculated at \$1,500 per kilowatt generating capacity of the system installed.

However, the rebate is capped at \$7,500 for residential customers and \$15,000 for commercial CWLP accounts. Both business and commercial customers must meet eligibility criteria before receiving the rebate.

The criteria include having a CWLP metered electric service and obtaining pre-approval of the solar equipment before purchase. The pre-approval includes a building permit for installation of the solar equipment.

While the amount of funds available for these rebates is not available at this time, the rebates will be awarded on a first-come, first-served basis until the funds are exhausted. Sabin indicated that the rebate program may be paired with additional money-saving opportunities for photovoltaic systems. There are both federal tax credits and incentives provided by the State of Illinois for installation of photovoltaics.

The federal credits currently include 30 percent of the cost with no upper limit for installation on either existing homes or new construction. Both primary residences and second homes may qualify for the Federal credit. The tax credit applies not only to photovoltaic systems, but solar water heaters as well. Unfortunately, the State of Illinois program, administered by the Illinois Department of Commerce and Economic Opportunity (DCEO) is closed for fiscal year 2013 due to the overwhelming response. According



Going Green

Chad Kruse

to the DCEO website, that program may be accepting applications again in September 2013.

In addition, CWLP also offers net metering for qualifying photovoltaic systems. According to the Solar Energy Industries Association, net metering "allows residential and commercial customers who generate their own electricity from solar power to feed electricity they do not use back into the grid."

March 6 was the first day pre-approval applications were accepted. Sabin indicated that rebate pre-approval applications are available at http://www.cwlp.com/online_services/SolarPacket.pdf or can be requested by e-mail at nrgxprts@cwlp.com or by calling 217-789-2070.

For more information on the Federal tax credit program, see http://www.energystar.gov/index.cfm?c=tax_credits.tx_index.

“Illinois ranked fourth in the country for jobs associated with 16 clean energy or clean transportation projects announced in the state in 2012. The only other Midwestern state that appears on the top 10 list is Michigan which was ranked eighth.”

Illinois in top states for green energy jobs

According to Environmental Entrepreneurs (E2), Illinois was one of the top 10 states for clean energy and clean transportation jobs in 2012. A report authored by E2 found that a significant number of the approximately 110,000 jobs resulting from more than 300 clean energy and clean transportation projects announced in this sector over the course of last year, were located in Illinois. Environmental Entrepreneurs, however, stands to fight for those jobs against, what it calls, "groups and lobbyists backed by the fossil fuel industry" who are "currently trying to derail clean energy policies," according to E2's website.

Environmental Entrepreneurs was founded in 2000 as an affiliate of the Natural Resources Defense Council and is a national group of business leaders who advocate for sound economic and environmental policies. According to the E2 website, E2 provides, "an independent, nonpartisan resource for understanding the business perspective on environmental issues. Working with business, environmental and non-traditional allies,

E2 helps shape state and national policy that's good for the economy and the environment."

Illinois ranked fourth in the country for jobs associated with 16 clean energy or clean transportation projects announced in the state in 2012. The only other Midwestern state that appears on the top 10 list is Michigan which was ranked eighth. "As a region, the Southeast led the country in manufacturing-related clean energy job announcements," according to the E2 report, "and [s]olar, advanced vehicles and wind energy were the leading clean energy manufacturing industries" in that same region of the country.

Contrary to the job growth, which was the focus of the report, E2 included that "the number of power generation jobs announced fell in the third quarter. In the wind industry alone, job announcements fell by more than 60 percent in the third quarter of 2012 in part because of delays by Congress to extend the critical wind industry production tax credit."

For more information on E2, see www.e2.org where the entire 2012 Clean Energy Jobs Year-In-Review and Fourth Quarter Report may be found.

Wind solar website launch

In related business news, a full-service renewable energy company with a 217 area code launched its website in early March. Wind Solar USA of Owaneco, Illinois, launched www.windsolarusa.com on March 8. According to the new website, Wind Solar USA's services include, "educational and assessment services, re-

search of funding opportunities and grant writing for the financing of your project, system design, product procurement and installation."

Owaneco is just southeast of Taylorville, but Wind Solar USA founder and owner, Michelle Marley-Knox, doesn't see geographical limits to her growing consultant business. She had just returned from a business trip to Georgia, for instance, when I spoke with her about the company.

While the website is new, Wind Solar USA has been around since 2008 and Marley-Knox quit her fulltime job in the fall of 2011 to dedicate her time to Wind Solar USA. Marley-Knox indicated that the website was a long time coming, but the amount needed to invest in a website required her to wait before taking her business to the internet. When I spoke with her, she was already aware of the CWLP rebate program mentioned above. For information about Wind Solar USA, please see the website or e-mail Marley-Knox at michelle@windsolarusa.com.

Chad Kruse is a freelance writer from Springfield. He can be reached at chad@springfieldbusinessjournal.com.

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Steve Etheridge • 217-544-8451



Chris Cisne • 217-245-7181

legal filings •

The following information was obtained from the Sangamon County Circuit Clerk, and has not otherwise been verified by Springfield Business Journal.

This list of recent filings does not represent all matters filed with the Seventh Judicial Circuit Court for Sangamon County for the given time period, but instead represents those filings Springfield Business Journal, independently of the Sangamon County Circuit Clerk, believes will be of interest to its business readers.

Lawsuits

- 02/19/13 – Benjamin W. Campbell, Plaintiff, Vs. Country Mutual Insurance Company, Defendant, Contract.
- 02/28/13 – Dianna Malcom, Plaintiff, Vs. City of Springfield, Defendant,

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Agreement.

- 03/01/13 – Mark Reichert, Plaintiff, Vs. Stacey Harrison, Defendant, Contract.
- 03/05/13 - United Community Bank, Plaintiff, Vs. Pinnacle Collection Agency Inc., Edna M. Paden, Steven J. Paden, Defendants, Suit On Note.
- 03/14/13 – Nudo Products Inc., Plaintiff, Vs. Wojan Window and Door Corp., Defendant, Agreement.
- 03/15/13 – Baker Baker & Krajewski, Inc., Plaintiff, Vs. Earin Land, Defendant, Agreement.

Chancery

- 02/15/13 – Wells Fargo Bank, Plaintiff, Vs. Emilie Chezem, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/19/13 – Bank of America National Association, Plaintiff, Vs. Thereda D. Stumper, Defendant, Foreclosure.
- 02/19/13 – Deutsche Bank, Plaintiff, Vs. Marvin R. Langford, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/19/13 – Marine Bank, Plaintiff, Vs. Callie A. Wasilewski, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/19/13 – Ocwen Loan Serving LLC, Plaintiff, Vs. Martha J. Watson, Kenneth Watson, Glenwood Lake, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/19/13 – Peoples Bank & Trust, Plaintiff, Vs. Carolyn Bertinetti, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/19/13 – PNC Bank National Association, Plaintiff, Vs. Kimberly R. Johnson, Defendant, Foreclosure.
- 02/19/13 – Sarah A. Robinson, Jerome Jacobson, Plaintiffs, Vs. Jacksmad Development, City of Springfield, Historic Sites Commission, Defendants, Injunction.
- 02/19/13 – Security Bank, Plaintiff, Vs. Michael W. Clark, Defendant, Foreclosure.
- 02/20/13 – Bank of America, Plaintiff, Vs. Nicholas Christ, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/20/13 – Flagstar Bank, Plaintiff, Vs. Shane R. Schackman, Sara A. Schackman, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/21/13 – Marine Bank, Jeffrey L. Martin, Durkin Condominium Association, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/21/13 – Wells Fargo, Plaintiff, Vs. Lawrence Fortner, Defendant, Foreclosure.
- 02/22/13 – Illinois Housing Development Authority, Plaintiff, Vs. Vincent H. Merriman, Kerri K. Merriman, Marine Bank Springfield, Citibank National Association, Capital One Bank National Association, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/22/13 – The Bank of New York Mellon Trust Company, Plaintiff, Vs. Robert Knickman, PNC Bank National Association, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/25/13 – PHH Mortgage Corporation, Plaintiff, Vs. E. E. Kruse, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/25/13 – US Bank National Association, Plaintiff, Vs. Dawn M. Carvalho, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/26/13 – Nationstar Mortgage LLC, Plaintiff, Vs. Vonnie Salm, Unknown

Owners and Non Record Claimants, Defendants, Foreclosure.

- 02/27/13 – John Barnes, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 02/27/13 – Deshawn Cocroft, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 02/27/13 – Frederick Houston, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 02/27/13 – JP Morgan Chase Bank, Plaintiff, Vs. Mark E. Cox, Anna Holder, Connie S. Cox, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/27/13 – Robert Sholes, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 02/27/13 – United Community Bank, Plaintiff, Vs. Patrick Klemaier, Sara M. Klemaier, Defendants, Foreclosure.
- 02/27/13 – Wells Fargo Bank, Plaintiff, Vs. Sandy File Henricks, Lee Ann Nelson, Jeffrey Smothers, Randy File, Illinois Housing Development Authority, Illinois Department of Healthcare and Family Services, Unknown Heirs and Legatees, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 02/28/13 – Wells Fargo Bank, Plaintiff, Vs. Carrie L. Harper, Vernon Harper, Defendants, Foreclosure.
- 03/01/13 – One West Bank, Plaintiff, Vs. Monica Marchizza, Defendant, Foreclosure.
- 03/04/13 – Bank of America, Plaintiff, Vs. Adrienne R. Minser, Defendant, Foreclosure.
- 03/04/13 – United Community Bank, Plaintiff, Vs. Nancy Kitchen, Alfred W. Kitchen, Sangamon Schools Credit Union, Illinois Educators Credit Union, Sweetbriar Homeowners Association, Defendants, Foreclosure.
- 03/05/13 – Beneficial Financial I Inc., Plaintiff, Vs. Laura Tuttle, Tony Watters, Beneficial Illinois Inc., Citibank, State of Illinois, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/05/13 – CitiFinancial Services Inc., Plaintiff, Vs. Robert Kennedy, Rosalee Kennedy, CitiFinancial Services Inc., Unknown Tenants, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/05/13 – CitiMortgage Inc., Plaintiff, Vs. Eric P. Stuart, JP Morgan Chase Bank, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/05/13 – JP Morgan Chase Bank, Plaintiff, Vs. Christopher Robinson, Elizabeth Robinson, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/06/13 – PNC Bank, Plaintiff, Vs. Reginald L. Britton, Defendant, Foreclosure.
- 03/07/13 – CitiMortgage, Plaintiff, Vs. Johnny E. Smith, Glynis G. Smith, Unknown Tenants, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/07/13 – Household Finance Corporation, Plaintiff, Vs. Tena L. Appel, Paul Appel, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/07/13 - People of the State of Illinois, Plaintiff, Vs. Dick Van Dyke Financial Ltd., Richard L. Van Dyke, Defendants, Injunction.
- 03/07/13 – PNC Bank, Plaintiff, Vs. Matthew Dutz, Robin Dutz, PNC Bank, CEFCU Financial Services, Unknown

Owners and Non Record Claimants, Defendants, Foreclosure.

- 03/07/13 – South Central Illinois Mortgage, Plaintiff, Vs. John E. Apals, Karana Apals, Illinois Housing Development Authority, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/08/13 – Bank of America, Plaintiff, Vs. Blake Harney, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/11/13 – Bank of America, Plaintiff, Vs. Bill Hankinson, Margaret Hankinson, Bank of Springfield, Mill Creek Estates Phase II, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/11/13 – Bank of America, Plaintiff, Vs. Laura G. Ray, Richard M. Ray, The Bank of New York Mellon, State of Illinois, United States of America, Prairie State Bank and Trust, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/11/13 – Citizens Equity First Credit Union, Plaintiff, Vs. Robert L. Johnson, James Johnson, Ocie A. Hill-Davis, Tasha Johnson, Tisha Johnson, Nathan Johnson, Bettie Johnson, Unknown Heirs and Legatees, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/11/13 – PNC Bank, Plaintiff, Vs. Herbert Toole, Defendant, Foreclosure.
- 03/12/13 – Wells Fargo Bank, Plaintiff, Vs. Heather S. Hupp, John L. Hupp, The Bank of New York Mellon Trust, United Community Bank-Pawnee, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/14/13 – Bank of America, Plaintiff, Vs. Steven W. Meyer, Megan Heyen, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/14/13 – Household Finance Corporation, Plaintiff, Vs. Jeffrey A. Larson, Dana J. Larson, Citibank, Sallie Mae Inc., Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/14/13 – Household Finance Corporation, Plaintiff, Vs. Sandy E. Robinson, Jeleta Robinson, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/14/13 – Justin A. Bell, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 03/14/13 – PNC Bank National Association, Plaintiff, Vs. Sandra L. Sirois, Todd Sirois, Household Financial Corporation, Defendants, Foreclosure.
- 03/14/13 – United Community Bank, Plaintiff, Vs. Nicholas Christ, Morris Hobson, Defendants, Foreclosure.
- 03/15/13 – Bank of America, Plaintiff, Vs. Estate of Tara Fagan, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/15/13 – Wells Fargo Bank, Plaintiff, Vs. Connie Lakin, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 03/18/13 – Wells Fargo Bank, Plaintiff, Vs. Jerry L. White, Brenner Financial Inc., Baker, Baker & Krajewski, Inc.
- 03/19/13 – CitiFinance Service Inc., Plaintiff, Vs. Olivia Akers, Leonard Akers, Unknown Tenants, Unknown Owners and Non Record Claimants, Foreclosure.
- 03/19/13 – US Bank National Association, Plaintiff, Vs. Jeremy S. Mason, Melanie L. Mason, Illinois Housing Development Authority, Unknown Owners and Non Record Claimants.

Big Changes to Patent Laws

President Barack Obama signed the America Invents Act (the "Act") on Sept. 16, 2011 providing for significant changes to United States patent law. One of the biggest changes went into effect on March 16, 2013. This change is the conversion of the U.S. patent system from a "first to invent" system to a "first to file" system.

According to the U.S. Patent and Trademark Office (www.uspto.gov), "A patent is an intellectual property right granted by the Government of the United States of America to an inventor 'to exclude others from making, using, offering for sale, or selling the invention throughout the United States or importing the invention into the United States' for a limited time in exchange for public disclosure of the invention when the patent is granted." There are three types of patents: utility patents, design patents and plant patents.

In general terms, patents cover products, processes for making products, product designs and plants (flora, not manufacturing plants). This is opposed to a trademark which is a brand or service mark that identifies or distinguishes goods or services or a copyright which protects "original works of authorship," such as literary, dramatic, musical and artistic works.

In order to obtain a U.S. patent, you must file an application with the U.S. Patent and Trademark Office. If two or more people file an application for the same

Law

Sarah Delano Pavlik



invention, the law determines who is entitled to the patent.

Under prior law, the standard for obtaining a patent in the United States was that you had to be the first person to invent something and "diligently reduce the invention to practice." That means that you could not just have an idea of an invention, you had to take action on it, such as developing a prototype or describing the invention in a published work.

If two people filed an application for the same patent, the person who filed the patent first was presumed to be entitled to the patent. The person who filed second, however, could prove that he had in fact invented the product first. This was done by means of an "interference proceeding."

In contrast to the United States, the international standard for patents has long been the first to file system. The United States was the last country in the world to switch to a first to file system. The debate over the first to file system had been going on for decades. For example, in 1966 the President's Commission on the Patent System had recommended a change to a first to file system.

In changing to the first to file system, the Act provides:

A person shall be entitled to a patent unless —

(1) the claimed invention was patented, described in a printed publication, or in public use, on sale, or otherwise avail-

able to the public before the effective filing date of the claimed invention; or

(2) the claimed invention was described in a patent issued under section 151, or in an application for patent published or deemed published under section 122(b), in which the patent or application, as the case may be, names another inventor and was effectively filed before the effective filing date of the claimed invention.

Section (1) provides that the first inventor is not entitled to the patent unless the invention was made public such as by being published or sold. Therefore, an inventor who was still secretly working on the invention does not receive protection under the Act.

Section (2) includes another significant change to the law. Under prior law, in determining when a patent application was filed, only U.S. applications were considered. Under the Act, applications filed in another country under the Patent Cooperation Treaty are considered in determining who was the first to file. Section (2) makes the race to the patent office an international race.

There is a great deal of concern that the first to file system will endanger "little guy" inventors and entrepreneurs. Filing a patent application can be very expensive. Large companies can afford to file patent applications at any time. Start-up companies and individual inventors might not be able to do so. Before the Act, they did not need to worry about getting their application on file quickly if they could prove that they were the first to invent. The Act does provide for re-

duced fees for certain small entities, however, much of the cost of obtaining a patent can be legal fees, meaning the small entities could still face large costs in filing an application.

Proponents of the Act claim that the Act will make the patent process faster and reduce the cost of patent litigation. The cost of litigation will be potentially reduced by two new proceedings under the Act, the post grant review and the inter partes review. The proceedings will be brought before the Patent Trial and Appeal Board. A post grant review can be filed by any party for any grounds of patent invalidity within nine months of the date the patent is granted.

An inter partes review can be filed more than nine months after a patent is granted but can only be filed to challenge whether or not the invention was previously patented or described in a printed publication. The procedures put in place by the Patent Trial and Appeal Board are intended to make the process move much more quickly than in the courts. If the costs of a patent challenge are significantly reduced, this could work in the little guy's favor by making it possible for him to challenge the patent of a larger company.

Ultimately, the effects of the Act remain to be seen, but one thing is certain — it is now more important than ever to file your application sooner rather than later.

Sarah Delano Pavlik is an attorney from Springfield

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ISBDC offer business workshops

The Illinois Small Business Development Center at Lincoln Land Community College offers services and programs for individuals interested in starting or expanding a business. One special monthly program offered for prospective business owners at no cost is the “Starting Your Business in Illinois” workshop.

The workshop presents information about preparing a business plan, financing a business, legal forms (proprietorship, partnership, corporation), registering a business name and taxes. Workshops in April are available in Jacksonville and Springfield. Registration is required for the following workshops:

Thursday, April 4 – 6 to 8 p.m. at LLCC-Capital City Training Center, 130 W. Mason St., Springfield.

Wednesday, April 17 – 1:30 to 3:30 p.m. at LLCC-Capital City Training Center, 130 W. Mason St., Springfield.

Monday, April 22 – 9 to 11 a.m. at Jacksonville Chamber of Commerce, 155 W. Morton, Jacksonville.

Call (217) 245-2174 to register for any

of these workshops.

Most of the services and programs provided by the ISBDC are offered at no cost to the client. For more information, call (217) 544-7232.

Town and Country and Logan County Banks combine

Town and Country Financial Corporation announced the formation of its two banks – Logan County Bank and Town and Country Bank – into one community bank charter under the Town and Country Bank name.

The combined banks have a total of 12 banking offices in Buffalo, Decatur, Forsyth, Lincoln, Mt. Zion, Quincy and Springfield. There are no changes to the management and staff at either bank.

Logan County Bank has been a subsidiary of Town and Country Financial Corporation since 1985. Both banks celebrated their 50th anniversary in 2012, and the Buffalo location celebrated its 100th anniversary.

“The time was right for us to connect

our two banks,” said Micah R. Bartlett, president and CEO of Town and Country Financial Corporation. “We will be able to leverage the strengths of both organizations to better serve all of our customers and offer expanded products and convenience in all of our communities.”

Town and Country Financial Corporation reported 2012 net income of \$3.0 million on record recurring revenue of \$22.4 million. Mortgage lending retail origination and correspondent service volumes were up 63 percent over the year before while business loan balances increased by 12 percent. Trust revenues grew 27 percent as managed assets grew by 38 percent.

“One focus will be expanding the agricultural expertise we have in Logan into Sangamon, Macon, and the surrounding counties as well,” said Brian Ash, President and CEO of Logan County Bank.

CBAI celebrates Community Banking Week

The Community Bankers Association of Illinois celebrates its 23rd Annual “Illinois Community Banking Week” April 1-6 as part of National Community Banking Month.

Community Banking Week highlights the importance of community banks to their respective local economies.

“CBAI member bankers are pleased to take advantage of this annual opportunity to bring the community banking message to Illinois,” said CBAI Chairman Richard Jameson, vice president of Morton Community Bank. “Our member bankers are thoroughly involved in their communities, recognizing their special needs and opportunities, and assisting in the growth of their local economies.”

Looking for Lincoln awards partnership grants

Seventeen Central Illinois communities were awarded 23 grants as part of The Looking for Lincoln Heritage Coalition/ Abraham Lincoln National Heritage Area 2012 Partnership Grant Program.

With projects ranging from bricks and mortar to living history and interpretive signage, these grants were awarded after a process that saw more than three dozen submissions from the 42 counties of the Abraham Lincoln National Heritage Area.

The \$28,800 in grant money comes from the Abraham Lincoln Bicentennial Foundation. With matching funds and in-kind contributions, the total amount of investment in these projects will be nearly \$100,000.

“The funds will educate people about Abraham Lincoln’s legacy and enhance communities’ cultural life,” said Sarah Watson, Executive Director of the Looking for Lincoln Heritage Coalition.

The grants will be used for educational programs, interpretation, displays, event programming, or interpretive signage. Projects demonstrated how they will help preserve and interpret an area’s local or regional stories and their significance to the nation and the world. Additional consideration was given for cultural, ethnic, arts and recreation programs in line with the area’s Lincoln focus.

All projects are located in at least one of the 42 designated Illinois counties within the Abraham Lincoln National Heritage Area.

The awardees included; Springfield Art Association, Abe Lincoln Project of Pike County, Abraham Lincoln Heritage Committee, Jacksonville Looking for Lincoln Community Working Group and Lincoln-Douglas Debate Interpretive Center in Quincy.

Illinois Main Street marks 20th anniversary

Community leaders from across Illinois marked the 20th anniversary of the state’s Main Street economic development program with a rally.

Illinois Main Street has produced more than \$675 million in private investment in downtowns, along with \$250 million spent on public improvements since 1993. That means a net gain of more than 1,200 new businesses and 5,400 full-time jobs.

Before the rally at the state Capitol, Governor Pat Quinn was honored with the “Champion of Illinois Main Street” award. The designation recognizes his long history of support for the program, both as governor and lieutenant governor.

Illinois Main Street is part of a national movement to revitalize America’s downtowns, neighborhood business districts and urban corridors.

The state Department of Commerce and Economic Opportunity and the Illinois Historic Preservation Agency provide advice and expertise to local volunteers who restore business districts, attracting new shops and new customers. Lt. Governor Sheila Simon serves as ambassador for the program.

Forty-four communities are part of Illinois Main Street. Many are small towns, but the program also includes cities like Bloomington, Rock Island and two areas in Chicago.

“Downtowns and neighborhood business districts can account for nearly one-third of a community’s job and revenue sources. Downtowns also define the local identity and ‘sense of place,’” said Christina Rogers, the Illinois Main Street coordinator.

Sangamon County Electric Aggregation Consortium locks in electricity rate

Residents and small-business owners (< 15,000 kWh/year) in 14 communities and unincorporated Sangamon County receiving electricity service from Ameren Illinois will soon be able to receive lower electric rates through the Sangamon County Electric Aggregation Program.

Voters in Auburn, Buffalo, Cantrall, Dawson, Divernon, Grandview, Illiopolis, Mechanicsburg, New Berlin, Pleasant Plains, Rochester, Sherman, Spaulding, and Williamsville approved a municipal aggregation referendum which allows the municipalities to create an electricity purchasing pool. Residents of unincorporated Sangamon County will be offered the opportunity to join the program. A Citizens’ Efficiency Commission recommendation calling for communities to allow residents to vote on electric aggregation last fall resulted in the combined efforts of leaders in each of these communities.

Small businesses will pay 4.19 cents per kilowatt hour, compared to Ameren’s current rate of 5.67 cents per kilowatt hour. Residential customers will pay 4.19 cents per kilowatt hour, compared to Ameren’s 5.467 cents per kilowatt hour rate for those in Rate Zone I and 5.417 cents per kilowatt hour rate for those in Rate Zone II.

The rates were obtained from First Energy, a firm in the electricity marketing business that bids on the local rates. While Ameren’s rates will continue to change each June and October, the Consortium’s rates are fixed through March 2014.

Participating customers can expect to see the new rates on their electricity bills beginning in May. All qualifying residents and small businesses located in the 14

Continued on Next Page

new businesses •

*New Businesses,
Continued from Page 5*

(217) 502-1955.

- Diamond Turf Collectibles, 1041 Junction Circle, Springfield, 62704, Shawn Beasley, (217) 836-2076.

- Double J Towing & Oil Change, 504 S. Old Route 66, Williamsville, 62693, Joshua Mullikin, John Reid, (217) 503-8697.

- Draper Soft Plastics, 2332 Queen-sway, Springfield, 62703, Tom Draper, (217) 220-3606.

- Eastside Ent., 2112 E. Kansas St., Springfield, 62703, Haywood Henderson, (217) 638-1242.

- GT Cable, 3511 S. Douglas Ave., Springfield, 62704, Thomas A. Lewis, Gregg Younker, (217) 341-5613.

- Gourmet House, 3165 S. Dirksen Parkway, Springfield, 62703, Ping Jiang, (217) 979-8918.

- Hartman’s Lawn Care, 3 Royal Drive, Sherman, 62684, Daniel Hartman, Michelle Hartman, (217) 622-7374.

- Honey Creek Farm, 101 Trillium, Springfield, 62707, Tressa A. Hoffman, (217) 487-7747.

- ILLDUB Promotion, 1601 E. Moffat Ave., Springfield, 62702, Perry L. Wilson, (217) 361-8456.

- It’s Scrapicated, 3816 Carney Blvd., Springfield, 62712, Tammy R. Tolley, (217) 414-9336.

- Just Left Inn, 2163 S. 15th, Springfield, 62703, The Other Wright, Inc., (217) 544-2610.

- Kathy Garrett Photography, 414 N. Fifth St., Auburn, 62615, Kathryn L. Garrett, (217) 259-5568.

- Kirsten Renee Photography, 1832 S. Seventh, Springfield, 62703, Kirsten Sowers, (217) 638-4540.

- LHJ Enterprise, 411 E. Monroe, #534, Springfield, 62705, Larry Hutchinson, Jr., (217) 638-7782.

- Millburg Construction, 3313 W. Divernon Road, Divernon, 62530, Terry C. Millburg, (217) 414-4a880.

- Nature Works Consulting, 715 W. Canedy, Springfield, 62704, Kathleen Andrews Wright, (217) 652-9756.

- New Life Fitness, 1536 W. Jefferson, Springfield, 62792, Rose A. Edwards, James T. Faulkner, (217) 481-5592.

- NU Money Entertainment, 2112 E. Kansas, Springfield, 62703, Fabrice A.

Powell, (217) 220-7234.

- Ommen Software Systems, 4001 Oakview Drive, Springfield, 62712, Jon R. Ommen, (217) 585-0127.

- Q Enterprises, 1711 Seven Pines Road, Apt. 9, Springfield, 62704, Robert Quigley, (217) 761-5471.

- R & R Network-Media Solutions, 1009 Marco Lane, Apt. B, Springfield, 62712, Ryan M. Rigg, (217) 553-0194.

- Rakes Landscaping Lawn Care and Border Solutions, 7375 Lick Road, Chatham, 62629, Joshua Rakes, (217) 494-0400.

- Reesco Productions, 1617 S. Eighth St., Springfield, 62703, Maurice L. Green, (217) 685-4275.

- Richardson LTL, 3928 Gooseneck Drive, Springfield, 62707, Evelyn L. Richardson, Jason L. Richardson, (217) 679-5314.

- Roberts Finance & Insurance Services, 319 S. Oxford Road, Springfield, 62704, Cheryl L. Roberts, (217) 341-6779.

- Springfield PC Repair, 2309 Eighth St., Springfield, 62703, Jeremy J. Filler, (217) 670-2871.

- T & S Unlimited Inc., 4863 Rodger St., Springfield, 62703, Anthony Easter, Sarah Easter, (217) 816-0761.

- The AJA Consortium, 730 Williams Blvd., Springfield, 62704, Vince E. Smith, (217) 280-4466.

- The Buy Sell Trade Store, 1 Coachlight Court, Springfield, 62703, Michael Young, (217) 416-5240.

- The Furniture Den, 2631 Ridge Ave., Springfield, 62702, Dawn Dodd, James G. Dodd, (217) 753-1045.

- The Storyteller Studios, 827 S. Henrietta St., Springfield, 62704, Andrea Hester, Josh Hester, (217) 638-2280.

- Truth Mission, 220 N. Sixth St., Auburn, 62615, M. Scott Coffman, (217) 438-6862.

- Unique Styles, 2900 S. 11th St., Springfield, 62703, Milisha Brooks, Debra Pool, (217) 361-4965.

- Watts Electric, 2801 E. Sangamon Ave., Springfield, 62702, James R. Watts, (217) 652-9950.

- Young Nails & Spa, 3146 W. Iles Ave., Springfield, 62704, Amanda K. Phung, (217) 698-3888.

- ZKMK, 1005 Bryn Mawr, Springfield, 62703, Richard A. Weaver, (217) 381-7403.

Continued from Previous Page

villages and cities will be automatically enrolled in the program. Residents and small businesses located in unincorporated Sangamon County will need to opt in to the program by sending in a response card that will be included in a special mailing.

Residents will also have the option to request that their individual account be provided by 100 percent renewable energy for an additional fee of 0.5¢ per kilowatt hour. Customers who join in the aggregation will continue to get monthly bills from Ameren. Those with budget-billing, real-time pricing or level-payment plans will see no changes.

Ameren will also be responsible for delivering the electricity and maintaining the system that supplies electricity to local homes and businesses.

UIS measures quality of life in Sangamon County

The University of Illinois Springfield Center for State Policy & Leadership, Community Foundation for the Land of Lincoln and the United Way of Central Illinois have partnered to conduct the 2013 Sangamon County Citizen Survey.

The biennial survey, which began on March 11, is designed to assess the quality of life in Sangamon County for the next decade. The survey combines a traditional landline telephone survey with a survey of cell phone users who live in Sangamon County. The final sample will include over 500 randomly selected Sangamon County residents. The survey takes approximately 15 minutes to complete.

Volunteers appointed by the aforementioned organizations and the Citizens Club of Springfield, formed the 2013 Citizen Survey Steering Committee, which helped to develop meaningful questions for the survey.

The following nine topical areas are covered in the survey: culture and recreation, health, economy, education, government and civic participation, environment, public safety, infrastructure, and social wellbeing. The results of the survey will be released in the summer.

Members of the 2013 Citizen Survey Steering Committee include: John Allen, Citizens Club; Lynn Arrindell, Hinshaw & Culbertson LLP; Dr. Gordon Brown, Citizens Club; Dr. Beverly Bunch, UIS; Heather Burton, United Way of Central Illinois; Josh Collins, Greater Springfield Chamber of Commerce; Dr. Barbara Ferrara, UIS; Bob Gray, Citizens Club; Larry Johnson, Illinois National Guard & Militia Historical Society; John Kelker, United Way of Central Illinois; Sarah Mackey, Habitat for Humanity of Sangamon County; Norm Simms, Springfield-Sangamon County Regional Planning Commission; Dr. David Steward, SIU; John Stremsterfer, Community Foundation for the Land of Lincoln; and Kenley Wade, Citizens Club.

For more information, visit the UIS Research Office website at <http://cspl.uis.edu/surveyresearchoffice/>.

Local home sales up in February

The median single-family home sale price and unit home sales both increased in the Capital Area during February 2013, according to the Capital Area Association of REALTORS Multiple Information Service.

For the month of February 2013, the median home sale price for single-family homes and condominiums was \$118,300, an increase from the \$106,900 February 2012 price. The year-to-date median sale price through February of 2013 was \$116,500, reflecting a 7.9 percent increase over the \$108,000 price during same period

in 2012.

"Many of the conditions for continued price growth are present. Home sales are on a sustained uptrend, mortgage interest rates are near record lows and unsold inventory is at the lowest level in several years," said Don Cave, president of the Capital Area Association of REALTORS.

The number of homes sold in the Capital Area was up 30.7 percent in February of 2013 with 230 homes sold, compared to 176 homes sold in February of 2012. Year-to-date homes sales through February of 2013 totaled 427, compared to 360 sales in February of 2012.

"Tight inventory is a factor in the market. Buyers continue to enter the market while seller traffic is holding steady. In fact, buyer traffic is 30.7 percent above a year ago, so there is strong demand but we are closely bordering on insufficient inventory. While many areas of the country have transitioned into a seller's market the Capital area is teetering closely," said Cave.

Cave believes that more new home construction would increase listing inventory and help to relieve some of the pressure in the market.

Sales pending in February 2013 amounted to 318, almost unchanged from the 320 sales pending during the same time in 2012.

According to Cave, the increase in the median sale price for February is impressive given the number of foreclosure sales that occurred in February. Foreclosure sales, which generally sell at deep discounts, accounted for 26 percent of February sales, up from 20 percent a year ago.

Statewide, home sales in February 2013 totaled 8,213, up from 7,067 in February 2012. Statewide sales have posted monthly gains since July 2011. The statewide median price in February was \$125,000, up 5.1 percent from \$118,920 in February 2012.

Memorial, LLCC offers rehabilitation services, cooking class

Memorial Medical Center has received STAR Program certification from Oncology Rehab Partners, allowing the nonprofit hospital to offer cancer rehabilitation services to its patients.

STAR Program certification from the Massachusetts-based Oncology Rehab Partners provides hospitals and cancer centers with the tools needed to quickly and effectively implement an exceptional rehabilitation plan for the patient, said Drew Snyder, director of oncology services at Memorial Medical Center.

"Feeling well and being able to resume normal day-to-day activities is essential to enjoying a good quality of life for cancer survivors and their families," Snyder said. "Through the STAR Program, Memorial now provides comprehensive rehabilitation care that is reimbursable by most health insurance providers."

To receive certification, Memorial carried out Oncology Rehab Partners' evaluation and treatment protocols and rehabilitation training.

Specialty caregivers from a pool of disciplines – physicians, nurses, physical therapists, occupational therapists, speech-language pathologists, registered dietitians and mental health professionals – will work together with each patient on a personalized rehabilitation plan to increase strength and energy, alleviate pain and improve daily function and quality of life, Snyder said.

Patients in the program are typically referred by their physicians. For more information, call (217) 862-0400.

A hands-on cooking class for families with 8-year-old children and older will be offered on April 11 at Lincoln Land Com-

munity College.

The class, "Just Cook: Quick Healthy Meals for Families," is sponsored by Memorial Health System and LLCC. The instructors are Dr. Virginia Dolan, pediatrician with Memorial's Koke Mill Medical Associates; Charlyn Fargo, registered dietitian and adjunct instructor at LLCC; and Kim Bourne, registered dietitian at Memorial Medical Center.

"We want to give parents and children a hands-on opportunity to learn how to work in the kitchen together to create healthy and easy-to-make recipes at home," said Dolan. "While this class is a fun activity to do with your child, it's also a great way to encourage them to make healthy nutritional choices."

The class will be held from 6 to 8:30 p.m. in the Food Lab at the LLCC Workforce Careers Center. The cost is \$29 per child with an accompanying parent or grandparent. Class size is limited. To register, call (217) 786-2292.

ICBA releases statement, announces policy priorities

Camden R. Fine, president and CEO of the Independent Community Bankers of America, released a statement following the release of a letter from Sens. Mark Warner (D-Va.) and Bob Corker (R-Tenn.) seeking clarification from U.S. Attorney General Eric Holder of his statement that the size of too-big-to-fail financial firms inhibits Justice Department prosecutions on Wall Street.

"Like Sens. Warner and Corker, ICBA and the nation's community banks want answers on why Wall Street financial institutions should be allowed to operate above the law. Holder's statement that the size of these too-big-to-fail institutions has prevented the Justice Department from enforcing the law shows that these systemically dangerous megabanks receive favorable treatment from both regulators and law enforcers.

"While community banks are accountable to regulators, market forces and the law, the megabanks apparently are held to a different standard. Their too-big-to-fail status provides them a taxpayer-funded guarantee against failure, while their interconnectedness in the financial system appears to ensure that they are also considered too big to jail.

"While the nation's community banks have helped communities across the nation begin to recover from the Wall Street financial crisis of 2008-10, the megabanks are allowed to continue operating as if the crisis they caused never happened. Not only should they be held accountable, they should also be downsized and split up to help restore sanity to our financial system. Only then can we ensure that all financial institutions are held to the same legal and regulatory standards."

Fine has been a voice in the too-big-to-fail debate since the onset of the financial crisis.

The Independent Community Bankers of America announced its legislative and regulatory priorities for the coming year. ICBA made the announcement in Las Vegas at the 2013 National Convention and Techworld, which attracted more than 3,300 attendees.

"ICBA's policy priorities are set to ensure community banks have the opportunity to support greater economic growth, job creation and prosperity nationwide," said Bill Loving, incoming ICBA chairman and president and CEO of Pendleton Community Bank in Franklin, W.Va. "Our policy agenda is focused on minimizing the negative impact of excessive regulations, minimizing risks to our financial system

community business

and creating greater economic activity and growth in local communities."

ICBA's top priorities for 2013 include exempting financial institutions with consolidated assets of \$50 billion or less from Basel III and the standardized approach, expanding community bank accommodations in new Consumer Financial Protection Bureau mortgage-lending rules and exempting community banks from CFPB rules designed to address abuses in large-bank mortgage servicing.

Other priorities include relieving community banks from excessive regulations, urging Congress to review the federal tax subsidy of the credit union industry, advocating the use of consistent standards when evaluating a community bank's fair-lending practices, urging Congress to abolish the Farm Credit System or at least restrict it to its historical mission of serving the agricultural marketplace, warning regulators about the impact of excessively tough safety-and-soundness and compliance exams, ensuring that reforms of the housing-finance system do not disrupt the housing recovery, advocating tax laws that promote robust economic activity and a vibrant community banking sector and foster saving and investment, supporting the restructuring of systemically dangerous financial firms to reduce the threat they pose to the financial system and the economy and advocating accounting and auditing standards for smaller financial institutions and businesses that do not impose costs that outweigh benefits to financial statement users.

PBS named most trusted institution

A national survey conducted over the last 10 years has confirmed that PBS stations are ranked first in trust among nationally known institutions and considered an "excellent" use of tax dollars by the public.

The research was conducted by the independent, non-partisan research firm, ORC International. In the research, four in five people trust PBS for their information.

The 2013 study marks the 10th time in a row that PBS was called the nation's most-trusted institution. The study found that 46 percent of respondents trust PBS "a great deal."

In terms of tax dollars, only military defense outranked PBS as the best value for the American tax dollar. Seventy-five percent of those polled called PBS an "excellent" or "good" use of their tax dollars. Military defense was described as "excellent" or "good" by 77 percent.

PBS KIDS was named the most educational TV/media brand, the safest destination for children to watch television or visit online and the top provider of content that helps children learn reading, math and essential skills.

More than four in 10 respondents (44 percent) named PBS KIDS the most educational TV/media brand, significantly outscoring the second most highly rated brand, Disney, which was considered most educational by 12 percent. Eighty-eight percent agreed "strongly or somewhat" that PBS "is a trusted and safe place for children to watch television." Fifty-one percent and 49 percent of respondents agreed with this statement regarding cable and commercial broadcast television, respectively.

"Public broadcasting is America's largest classroom," said WSEC/PBS Springfield President and CEO Dr. Jerold Gruebel.

Does your company have an announcement, new hire, employee promotion and/or award? Springfield Business Journal invites you to share it with our readers. Send your announcement to info@springfieldbusinessjournal.com

fast tracks •

Hanson announces new hires, anniversary, award,

Ricardo Diaz, EIT, engineer intern, has joined Hanson Professional Services Inc.



Diaz

serving in the firm's aviation market. As a member of the airport design group, Diaz will perform site investigations; design airfield and landside paving, drainage, lighting and marking improvements; and prepare bidding documents for airport construction projects.

Prior to joining Hanson, Diaz was an intern for Orange County Utilities in Orlando, Fla., where he developed standard operating procedures for the county's field services division and investigated equipment capacities and use by water distribution field specialists.

Diaz has an associate degree in general engineering from Valencia Community College and a bachelor's degree in civil engineering from the University of Central Florida.

Jackson Kontny, engineer intern, recently joined Hanson Professional Services Inc.'s headquarters



Kontny

in Springfield, serving in the firm's railway market. He will assist the water-resources team. Kontny was a corporate engineering intern for Patheon Inc. in Durham, N.C., where he investigated acetone levels at a Puerto Rico manufacturing plant, assessed wastewater-treatment designs and proposed measures that would lower acetone levels. He also was a Global Engineering Services intern for Abbott Laboratories in Abbott Park, Ill., where he worked with architects on a project to consolidate two laboratories.

Kontny has a bachelor's degree in civil and environmental engineering from University of Illinois at Urbana-Champaign. He was a member of Engineers Without Borders and is an Eagle Scout.

Dennis Hollahan, project manager, celebrated five years of service at Hanson Professional Services Inc.'s headquarters in Springfield.

Hollahan joined Hanson in 2008 and serves the firm's infrastructure market. As a land acquisition project manager, his work has included projects for the Illinois Department of Transportation, Illinois Tollway and Illinois county and municipal highway departments.



Hollahan

Hollahan earned a bachelor's degree in economics and political science in 1985 from Yale University and a doctorate in law in 1997 from Notre Dame Law School. He is an Illinois licensed attorney at law. He is a member of the Illinois State Bar Association.

Prior to joining Hanson, Hollahan was the section chief for land acquisition and property management and a special assistant chief counsel for IDOT.

Jim Moll, P.E., S.E., a vice president and project manager serving Hanson Professional Services Inc.'s infrastructure market, received the Illinois Society of Professional Engineers' Outstanding Engineer of the Year Award.

Moll, who works at Hanson's Springfield headquarters, accepted the award



Moll

at an awards banquet held by ISPE's Capital Chapter and American Society of Civil Engineers' Central Illinois Section – West Branch. Moll joined Hanson in 1980 and has worked on civil engineering projects, including the Lincoln Home restoration and the MacArthur Boulevard extension. He also was involved in an Environmental Impact Statement and a corridor study for the Springfield Rail Improvement Project.

He has bachelor's and master's degrees in civil engineering from Purdue University. He is a licensed professional engineer in Colorado, Iowa and Illinois and a licensed structural engineer in Illinois. He has served as a director of the American Public Works Association's Illinois chapter and as state chairman for the ISPE's Private Practice Division and Political Action Committee. He also has been involved in the Greater Springfield Chamber of Commerce and is a member of the National Society of Professional Engineers.

CMT promotes two, receives awards

Crawford, Murphy & Tilly, Inc. announced the promotions of Blake Anderson and Andrew Huebner to Senior Engineer following their recent registrations as Licensed Professional Engineers in Illinois.

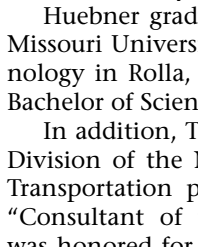


Anderson

Anderson has been employed with CMT since 2008 where he is currently assigned to the firm's Wastewater Group. Since joining CMT, Anderson has provided design and construction engineering for Springfield Metro Sanitary District's Spring Creek Plant, SMSD Combined Sewer Overflow Long Term Control Plan and CWLP's Chemical Feed Building. He is currently working on design for SMSD's Sugar Creek Plant.

Anderson recently graduated in 2011 from University of Illinois at Urbana-Champaign where he earned a Master of Science in Civil Engineering.

Huebner has been employed with CMT since 2009 where he is currently assigned to the firm's Springfield, Ill. Since joining CMT, Huebner has provided design and construction engineering for airport development projects at Sparta Municipal Airport in Sparta, Ill.; Mt. Hawley Auxiliary Airport in Peoria, Ill. and Abraham Lincoln Capital Airport in Springfield. He is currently working on an airfield design project at Quad City International Airport.



Huebner

Huebner graduated in 2008 from the Missouri University of Science and Technology in Rolla, Mo. where he earned a Bachelor of Science in Civil Engineering.

In addition, The External Civil Rights Division of the Missouri Department of Transportation presented CMT with its "Consultant of the Year" award. CMT was honored for having the highest Disadvantaged Business Enterprise participation (by revenue) on MoDOT projects receiving federal funding. The award was presented at the 2013 EEO Contract Compliance Workshop held in St. Louis.

"CMT has always been committed to providing opportunities that allow disad-

vantaged businesses to prosper. We also realize that this is an important part of MoDOT's mission and we are proud that we have been able to assist them in reaching their goals," said Dan Meckes, CMT president and CEO.

This is the second year in a row that CMT has been honored for its efforts in supporting diversity and equal opportunities for minority groups. In 2012, the Illinois Black Chamber of Commerce presented the firm with its Outstanding Business of the Year Award by for their work in promoting minority student involvement in the civil engineering and construction industry.

Hope Institute names new president and CEO

The Hope Institute for Children and Families announced that Karen G. Foley has been appointed president and CEO.

"We are thrilled that Karen Foley has agreed to lead our team at The Hope Institute," said Ginny Conlee, chair of The Hope Institute Board of Directors. "She is a leader with experience in both the corporate and nonprofit sectors."

Prior to joining The Hope Institute, Foley served as president of Chicago Scholars and as executive vice-president of CNA Insurance. She was also named one of the 100 Women to Watch by Today's Chicago Women magazine and one of the Top 100 Women in Insurance by Business Insurance magazine.

Foley holds a master's degree from the Wharton School of the University of Pennsylvania and a bachelor's degree from Kirkland College (since merged with Hamilton College) in New York. She served as president on the board of Mathcounts, a national program dedicated to increasing enthusiasm for mathematics among junior high school students as well as being an elected trustee of the Hinsdale Public Library and president of the foundation.

"The record of innovation and forward-thinking fostered at Hope has changed our society's view of those with developmental challenges and the ways in which those with differences receive services," said Foley.

West Central Bank adds two, promotes one

West Central Bank hired two staff members and promoted another in their Springfield branch.



Jones

Darren Jones has joined WCB as a vice president. He has 15 years of experience in commercial lending and is a graduate of Illinois State University. He is also an Ambassador with the Springfield Chamber of Commerce.

Kris Krones joined as a mortgage loan originator. She has 10 years of experience in retail banking and has also worked as a Realtor since 2005 and is a member of the Capital Area Association of Realtors.



Alsup

Kate Alsup, who has been with WCB since 2011, has been promoted to branch manager. Alsup has 8 years of retail banking experience and earned her bachelor's degree

from Robert Morris University.



McNeely

McNeely recognized

Don G. McNeely was recognized by the directors of Hickory Point Bank & Trust, fsb on his 50th anniversary in banking.

He has been with Hickory Point Bank since 1998.

Landers joins CCHC

Jay Landers has joined Central Counties Health Centers, Inc. as the Director of Development and Outreach.



Landers

He has experience in the nonprofit sector including fund raising, media and marketing. Landers graduated from Murray State University with degrees in mass communication and speech.

Paisley named for Heart of Quality

Mayflower Transit honored individuals with the Heart of Quality award, which was created to recognize move coordinators throughout the van line who provide exceptional service.



Paisley

The recognition acknowledges individual performance as measured by Mayflower's customers on its post-move survey. Winners and honorable mention recipients were chosen within agency size categories in the Mayflower system for their performance during 2012. The award and honorable mention recipients were chosen from the move coordinators at more than 300 domestic Mayflower agencies.

Karen Paisley of Underfanger Moving & Storage, Inc. in Springfield was one of 11 recipients of the award.

Smith named Zara's assistant general manager

Brady Smith has been named assistant general manager of Zara's Collision Center.

Smith began his career at Zara's part-time in 2008 while still a teenager. His experience at Zara's includes facility maintenance, vehicle detailing, paint prep, customer service and bookkeeping.



Smith

For the past year, Smith has served as Zara's coordinator of continuing education and safety compliance. He recently completed a 10-week management internship.

"Brady has grown up with our business, and we're pleased that he is stepping into a leadership role with us," said Brad Zara, president of Zara's.

Smith has a bachelor's degree in business administration from Robert Morris University in Springfield.

Schmalshof joins Altorfer

Dan Schmalshof joined Altorfer, Inc. as the new ag equipment sales represen-

Continued on Next Page

Continued from Previous Page



Schmalshof

tative for western Illinois. He represents the Challenger and LEXION product lines in Henderson, Warren, Knox, Peoria, Hancock, McDonough, Fulton, Schuyler and Brown counties.

Prior to joining Altorfer, Schmalshof was a professional automobile racer in the United States and Europe. He gained experience in the agriculture industry selling seed corn for Golden Harvest and working on the family farm.

Recently, he worked for the Burlington Northern Santé Fe Railroad in Galesburg as yard master and worked part-time for Country Financial selling crop insurance.

Springfield YMCA announces board members

The Springfield YMCA has named seven new board members. Y board members serve three-year terms with the option to be reappointed for one additional term. Three of the new members are completing terms left vacant.

The new board members are Dennis Duffin, Paris Ervin Doyle, Tom Fitch, Jason Knoedler, Eric Madiar, Chris McDowell and Chris Sommer.

They join Jerrilyn Dixon, Kevin England, Tom Gray, Larry Lascody, Doug McDonald, Mike Myers, Doug Nelson, Tom Pavlik, Stan Rupnik, Linda Shanklin and Robert Williams.

LLCC Foundation elects officers, appoints board members

The Lincoln Land Community College Foundation board of directors welcomed two new members and elected officers at its December annual meeting. Officers for 2013 are chair Greg Lutchka of Springfield; vice chair Ryan Murphy of Chatham and treasurer Dan Austin of Taylorville.

Rachel Broughton of Pawnee and Ken Elmore of Waggoner were appointed to three-year terms on the board of directors. Broughton is president of Perry Broughton Trucking and Excavating, which she owns with her husband, Perry. She has been involved with several community organizations including 4-H and Illinois Women in Management, receiving its Woman of Achievement Award in 2001. In 2012, she was named a Women of Influence by Springfield Business Journal and Security Bank.



Broughton

Elmore is president of the First National Bank of Litchfield. He is a LLCC alum and graduate of Illinois State University. Ken has been active on several boards and committees including the Panhandle School Board, Illinois Soybean Checkoff Board, and Litchfield Economic Commission.



Elmore

Horace Mann announces appointment, promotion

Horace Mann Educators Corporation President and Chief Executive Officer Pete Heckman has announced one officer appointment and one promotion.

Michael McCullough has been ap-



McCullough

pointed vice president, Information Technology. He will be responsible for enterprise solutions. Prior to joining Horace Mann, McCullough was vice president of technology transformation and quality for Ameriprise Financial in Minneapolis, and he also held IT leadership positions with Moneygram, CitiGroup and General Electric. He holds a master's degree in business administration and finance from Xavier University, a bachelor's degree in accounting from Trinity College in Deerfield and is a Certified Public Accountant.

Jennifer Turley has been promoted to assistant vice president of Annuity, Life and Group process improvement. She will be responsible for ALG Operations workflows and enhanced risk and control monitoring processes. Prior to joining Horace Mann, Turley was a project management consultant. She holds a bachelor's degree in computer science from Millikin University and the Project Management Professional designation.



Turley

SIU faculty physicians named "Best Doctors"

Twenty-five faculty physicians at Southern Illinois University School of Medicine are included in Best Doctors in America 2013 database. Best Doctors includes more than 45,000 U.S. physicians, chosen by peer review and representing the top five percent of physicians in more than 40 medical specialties.

The SIU physicians are:

Dr. Daniel G. Batton, professor and division chief of neonatology; Dr. Carol A. Bauer, professor of otolaryngology head and neck surgery; Dr. Lucinda S. Buescher, associate professor and division chief of dermatology; Dr. Jeffrey W. Cozzens, professor and division chief of neurosurgery; Dr. Rodger J. Elble, professor of neurology; Dr. Terry F. Hatch, professor and division chief of pediatric gastroenterology; Dr. Stephen R. Hazelrigg, professor and division chief of cardiothoracic surgery; Dr. Jerry E. Kruse, executive associate dean, CEO of SIU HealthCare, and professor of family and community medicine; Dr. Wilfred Lam, associate professor of cardiology; Dr. J. Ricardo Loret de Mola, associate professor, department chair of obstetrics and gynecology, and medical director of SIU Fertility and IVF Center; Dr. Mark P. McAndrew, professor of orthopaedic surgery; Dr. Kevin T. McVary, professor and division chief of urology; Dr. John D. Mellinger, professor and division chief of general surgery; Dr. Michael W. Neumeister, professor and department chair of surgery and Elvin G. Zook, Endowed Chair in Surgery; Dr. Michael R. Pranzatelli, professor of neurology; Dr. Jan Rakinic, associate professor and division chief of colorectal surgery; Dr. K. Thomas Robbins, professor of otolaryngology head and neck surgery, director of Simmons Cancer Institute at SIU, and Simmons Endowed Chair of Excellence in Oncology; Dr. Leonard P. Rybak, professor of otolaryngology head and neck surgery and SIUC Distinguished Scholar; Dr. Khaled J. Saleh, professor and division chief of orthopaedics and rehabilitation; Dr. Bradley F. Schwartz, professor of urology; Dr. David E. Steward, professor and department chair of internal medicine;

Dr. Stephen P. Stone, professor of dermatology; Dr. Theodore R. Sunder, professor of pediatrics; Dr. Gayle Woodson, professor and division chief of otolaryngology head and neck surgery and Dr. Casey Younkin, associate professor of obstetrics and gynecology.

Passavant weight management program recognized

Passavant's Health Management Resources Program for Weight Management was awarded the 2012 HMR Gold Standard Certificate of Achievement.

HMR recognizes programs demonstrating excellence in performance and patient care. HMR reviews weight loss rates, participant attendance, and weight management data in making their award selections.

Passavant's HMR Program offers an approach to weight loss that includes lifestyle education and the option of medical supervision for those with weight-related medical conditions. For more information, call (217) 479-5836.

Whitetail Properties hits milestones

Whitetail Properties, a Midwest hunting and recreational land sales company has reached multiple milestones.

Specializing in selling hunting, ranching and tillable land since its start in 2007, Whitetail Properties has grown across the Midwest and has expanded into Texas.

During 2012, Whitetail Properties sold \$240 million in farm and ranch land. The sale of a 2,880-acre tillable farm by Jeff Propst represented one of the single largest production farm sales in Missouri during 2012.

Pat Malone, of Malone Real Estate represented a group of investors who purchased the property that was listed for \$21 million, the largest single-land transaction to date for Whitetail Properties.

Other sizeable sales to note in 2012 include the Quentel Ranch, which sold for \$7.6 million. This 15,391 contiguous-acre, multi-purpose ranch is located in Kearny County, Kan., and a 3,155-acre, Brown County, Neb., cattle ranch sold for \$3.5 million.

Singley earns LLCC Emeritus title

The Lincoln Land Community College board of trustees has conferred the honorary title of Emeritus upon retired LLCC faculty librarian Elijah Singley.

Singley was recognized for outstanding service to the college and its students and was recommended for the honor by the Faculty Emeritus Committee of the LLCC Faculty Senate. He served the college for 29 years, from 1971 until his retirement in 2000.

"Elijah Singley deserves recognition from LLCC for his many years of service, for his dedication to the library's growth over the decades and for establishing a foundation of service to the college that the faculty librarians continue to build upon," said nominator Ryan Roberts, LLCC faculty librarian.

To receive this honor, an individual must have served a minimum of 20 full-time years at LLCC, be retired from LLCC for at least one full academic year and not sought full-time academic employment elsewhere.

LLCC Model Illinois Government, Model U.N. recognized

The Lincoln Land Community College Model Illinois Government team won the Outstanding Small Delegation award at the 35th annual Model Illinois

Government simulation at the Illinois State Capitol. This was the fourth time in six years that LLCC won an outstanding delegation award.

In addition, team member Charles Ware was honored as the Outstanding Freshman Delegate, selected from more than 230 delegates. He was also elected as Majority Whip in the Senate.

Elected into various posts were Josh Scaife as Committee Spokesman for the House Republicans, Anthony Long as Senate Minority Committee Spokesman, Brendon Little as House Assistant Minority Leader and Travis Heller and Jacob Mitchell as Committee Spokesmen for the Senate Democrats.

Ben Shafer served as an Office of Management and Budget Analyst.

LLCC students representing Republicans were: Jace Vaninger, Little, Scaife and Long. Representing Democrats were Mitchell, Heller and Ware.

Annisa Kumerow, a member of the LLCC Model United Nations team, won the Shower Scholarship Essay Competition at the 54th Annual Midwest Model United Nations Conference in St. Louis.

Kumerow received a \$1,000 prize for her essay on the role of partnership initiatives in the U.N. system. The competition was judged by a faculty panel and was open to the more than 500 conference participants from approximately 50 colleges and universities throughout the Midwest.

In addition, Brendon Little was recognized for a position paper on the role of the Security Council.

The LLCC Model United Nations team represented Hungary at the conference. Team members also include Anthony Coffman, Clark Johnson, Frank Hopper, Zainab Jasim, Brian Harmony, Rachael Harmony and Devon O'Connell.

LLCC students inducted into Phi Theta Kappa honor society

The Lincoln Land Community College chapter of Phi Theta Kappa honor society inducted new members at a ceremony held March 6 on the LLCC Springfield campus.

Phi Theta Kappa is the nation's top academic honor society for students at two-year colleges. LLCC students with a 3.5 grade point average and above are eligible for membership.

New members are: Ashland – Tracy Mitchell; Athens – Angela Stuebs; Auburn – Brett Davis, Russell Michelich; Carlinville – Kristin Naples; Chatham – Brandon Bradley, Jennifer Estill, Cory Moore; Clinton – Parker Kirby; Coffeen – Kayla Ulrici; Divernon – Dalton Brown, Evan Powell; Farmersville – Clark Johnson; Hillsboro – Adam Fath, Malinda King; Jacksonville – Jessica Chaney, James Dewey, Darin Michael; Nokomis – Briar Fortkamp; Rochester – Abigail Olmsted, Tracey Stout; Springfield – Jena Blackburn, Ashley Boyle, Lindsey Carter, Kelsey Clark, Kerry Cusick, Michael Dirksen, Paige Garecht, Kiev Glasscock, Marissa Hollis, Bridget Horton, Madeline Jefferies, Shelby Kroeger, Angela Kruger, Ashley Leer, Nicholette Niggemeyer, Ranzzo Perez, Valerie Perrero, Janna Potts, Roy Schieferdecker, Zachary Skutt, Jenna Spurlock, Mary Stewart; Taylorville – Bryan Cagle, Kayla Cooper, Jordan Foor, Daniel Krajec; Virden – Derek Coppinger, Tanner Yancik; Williamsville – Benjamin Taft

Does your company have an announcement, new hire, employee promotion and/or award? Springfield Business Journal invites you to share it with our readers. Send your announcement to info@springfieldbusinessjournal.com

OPINION

Business 'Sexting'

So I was in a bar a couple of weeks ago, which in and of itself, is probably news.

In my old age it usually takes a group of people for a sporting event or the establishment needs to be attached to a golf course for me to be at a bar.



Brant Mackey

Since I don't get out much I was taking it all in.

There were three guys at the next table. Two were big dudes, that I'm not quite sure, but I think they could have been referred to as "players" while the third was kind of a scrawny kid.

Normally I don't eavesdrop but one of the "players" was hollering at the small guy. He was explaining, quite sincerely I might add, that the key to getting a woman was texting.

He had an elaborate hypothesis of how their previous generation had to be able to talk on the phone and the generation prior to that needed to talk face to face (that would be my generation). But in this day and age, the guys who get the girls are the ones who are able to write, which really means text.

What made this all the more comical was the genuine and forthright belief that the big guy had in his ridiculous theory.

I casually observed over the next hour, in between playing time and time-outs on the televisions, as the two guys helped the skinny one write and rewrite several versions of a single text to a girl. When finished, one of them said, "When she reads that she isn't even gonna care what you look like." They really believed it. Again, hysterical.

A couple of days later I was in my office at my desk when an email request for advertising information hit my inbox. I jumped on it immediately.

The sales cycle is a delicate situation. You need to be approachable but not too indifferent, charismatic without being over-bearing, charming not irritating, appealing, not offensive.

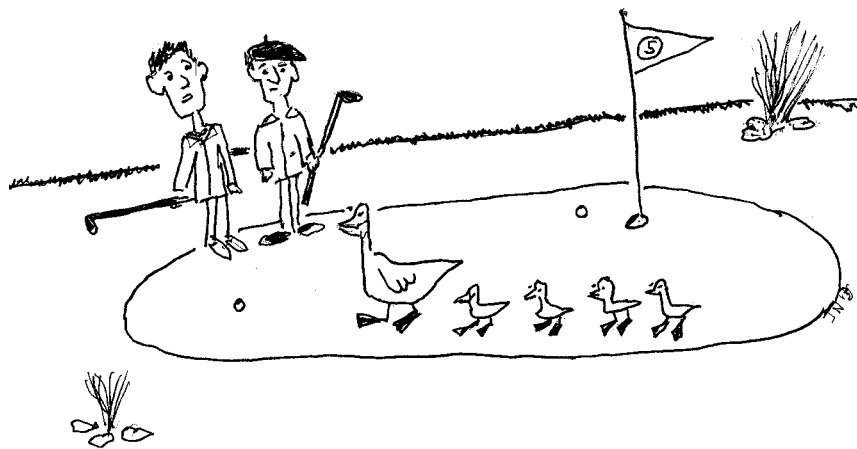
And this all needs to be written in an email.

So as I typed my response I worked to make it pleasant, professional, inviting and engaging while trying to be a little bit provocative and unique. An email of this caliber takes a couple of edits.

As I finished I gave the email one last look over to ensure I had put my best effort forward.

Of course all I can do at this point is laugh at myself because after all, the joke is really on me.

Brant Mackey is publisher and editor of Springfield Business Journal. He can be e-mailed at: brant@springfieldbusinessjournal.com



"Playing though."

EDITORIAL

Springfield public schools and the polls

A partnership between School District 186 and the Greater Springfield Chamber of Commerce's Quantum Growth Partnership (Q5) facilitated Springfield public school students to participate in the national Gallup Student Poll.

Students in grades 5 through 12 throughout the school district participated in the online poll last fall that measured their hope, engagement and well-being, which Gallup research has shown as being key factors that drive students' grades, achievement, retention and future employment.

Dr. Charlotte Warren, president of Lincoln Land Community College and chair of the Q5 Workforce Education Council, said the Q5 educational project will better position the community in the future.

She said "business leaders know that an educated community will bring a better prepared workforce and therefore enhance economic development."

The Springfield survey results show 72 percent of hopeful students are engaged (hope); 82 percent of students who strongly agree their school is committed to building strengths are engaged (engagement); and 66 percent of thriving students are engaged (well-being).

The results of the survey show that local students are in step with their state and national peers. The school district and the Chamber plan to drill down into the data to develop an action plan and reach out to the community to support educational initiatives.

"We want a culture that fosters strong schools, economic opportunity and a good quality of life," said Pete Sherman, director of communications for District 186. "When you invest in education it

has a domino effect. This poll gives us three places to act upon as a starting point."

There is another starting point involving another poll: the school board election on April 9. If the school district expects the community to support its educational initiatives, it needs a competent school board that will inspire confidence in the taxpayers that support its services.

Unfortunately, over the years the school board has devolved from suffering from analysis paralysis – like whether or not (and where) to build a new high school – to being dysfunctional with two school board members wrangling in public over who smeared whom at a recent school board meeting. The group dynamics of the board is something to be desired.

Springfield Business Journal makes it a habit not to endorse candidates, but it does encourage its readers and the people in the business community to participate in the electoral process.

The new school board has a number of critical issues to face, such as how to cope with reduced state support, the possibility of assuming the costs of teacher pensions, aging buildings, and, most immediate, selecting a new superintendent.

Voting for a school board member is an investment in education. It has a domino effect. The results of the election will impact the governance of the school district; the hope, engagement and well-being of its students; and it will bring a better workforce and economic enhancement to the community.

LETTERS TO THE EDITOR

Springfield Business Journal welcomes all letters to the editor. We look forward to providing an open forum for you to express your views. Please include your name, address and telephone number for verification. Please send them to: Editor, Springfield Business Journal, P.O. Box 9798, Springfield IL 62791 or e-mail them to info@springfieldbusinessjournal.com. Letters may be edited for clarity, space or libel.

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Capture the flag-stick

The battle lines have been drawn, somewhere around a bunker on your favorite golf course.



Joe Natale

If you haven't heard, the game is afoot to abolish golf courses. Sound wacky? U.S. Senator Ted Cruz of Texas has drunk the tea of this conspiracy theory.

In 1992, President George H.W. Bush joined the leaders of 177 other nations in endorsing a non-binding United Nations document known as Agenda 21.

The document broadly addresses the need to reduce poverty and build sustainable living environments, but Cruz believes that grazing pastures and paved roads, like golf courses, are being targeted for elimination because they are unsustainable.

That brings to mind the movie "Caddyshack," where Rodney Dangerfield's character – developer Al Czervik – exclaimed: "I tell ya, golf courses and cemeteries are the biggest wastes of prime real estate."

He was on to something. The Sydney Morning Herald has reported the largest cemetery in Australia proposed purchasing a neighboring golf course while giving the club a long-term lease.

The idea was proposed because membership of the golf club next to the cemetery is declining, while everybody is dying to get in the cemetery. Sorry, I couldn't help myself.

For the next 20 years, golfers would notice no difference; but, after that the new owners would begin using the land. A fairway could be taken out of play for a limited period, but would be restored for play after use.

There would be no tombstones and alternative fairways would be in play for limited periods. Players were assured their games would not suffer, but one player said the thought of playing over the dead would put off her game.

I'll tell you what's off-putting: black helicopters blasting Wagner's "Ride of the Valkyries" and landing on greens across the world with blue-helmeted U.N. troops spilling out, securing the perimeters and not stopping until they toast to their victory on the 19th hole.

As tight as duffers may cling to their nine irons and Cinderella dreams of winning the Masters, they will have to head home – all hang-dog – to their golf widows, who will give them a list of chores and projects that they have put off for years.

Joe Natale is a freelance writer from Springfield.

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Hand-wringing will not stop Obamacare

“This is what change looks like,” President Obama said upon signing the Affordable Care Act (ACA) on March 23, 2010. The President’s assessment of



Douglas L. Whitley

OPINION

ACA nearly three years ago is not one easily disputed, even for those who continue to dispute exactly how best to achieve that change. Until this year, however, that change has been a bit of a slow burn, tangled up in legal and political challenges. Since its passage, the law has been defined almost as much by its uncertain future as it has the significant changes it brings to the healthcare coverage and delivery system. The law has survived a mid-term election, a landmark Supreme Court ruling, and most recently, a major Presidential election, but in answering the questions over the law’s survivability, we have now arrived on the doorstep of the law’s most significant changes; changes beginning in earnest in 2014.

ACA is perhaps one of the most complex laws of modern legal history, not just because it impacts an already intricate system, but also because it impacts virtually every aspect of our economy, well beyond that of just our health system. While the implementation of the law has been stymied in part by the law’s legal and political battles, the pace at which rules, regulations, and guidance released in the wake of the November 2012 election has picked up at an almost overwhelming pace, indicative of the sheer magnitude of preparing for the new health insurance landscape in 2014 within the time frame now afforded.

The federal government has been laying a foundation for the upcoming

changes that are just now starting to provide greater clarity around issues that have been a particular source of “strum und drang” for the employer community.

While the new guidance and regulations impacting employers are still fluid, they do offer a clearer roadmap for how to prepare and manage expectations in the months ahead.

In other words, the time for collective hand-wringing is over and employers of all sizes must become educated on the key changes that impact them, and what those changes mean to their workforce, their benefits and their bottom line.

The preparation for ACA in 2014 is undoubtedly a daunting task complete with an unprecedented level of coordination required between all of the key stakeholders, the federal government, and the states. While it still remains to be seen how and if all the chips fall into place the way they were intended under

“The opportunity, therefore, exists for employers to articulate issues and challenges in a way that may help influence future regulations and policies to be more sensitive to the realities of the market.”

ACA (a proposition that already appears doubtful in light of varied state responses to the implementation of key provisions, including the health insurance exchanges and more recently, Medicaid expansion), the success of the health reform law ultimately rises

and falls on how consumers and employers respond to the new marketplace and all of the changes.

Employers should not forgo any opportunity to strengthen communication with all of their employees beyond just those written notices and basic communication requirements set forth by ACA. Even for those employers that choose not to offer group-sponsored coverage, they

can still serve as a source of information to help guide their employees through their own benefit decisions; decisions that are likely to be just as overwhelming and might otherwise prove a distraction from daily performance and productivity.

The next several years will inevitably involve a great deal of trouble-shooting, not only on the part of employers and other stakeholders, but also on the part of state and federal policymakers and regulators, requiring a heightened level of patience and agility on everyone’s behalf. The opportunity, therefore, exists for employers to articulate issues and challenges in a way that may help influence future regulations and policies to be more sensitive to the realities of the market.

One way to do this is through the Illinois Chamber’s Healthcare Council, a venue for member companies to stay informed on the most important developments in healthcare policy, law and regulation. Companies who participate in the Healthcare Council are kept informed, are actively involved in the development of the Illinois Chamber’s policy positions, are encouraged to contribute practical insight and guidance, and will benefit from sharing the informed experiences of knowledgeable business professionals.

If you are interested in learning more about the Healthcare Council, please contact Laura Minzer, Executive Director of the Council at 217-522-5512.

Douglas L. Whitley is president and CEO of the Illinois Chamber of Commerce

ROSES and THORNS

A Rose – To the snow plowing businesses who got the last snow moved at the end of March. It is nice that they finally got some return on investment on their equipment.

A Thorn – To individuals and businesses who do not make a concerted effort to purchase from locally owned and operated businesses or at the very least, make purchases in Springfield and Sangamon County.

A Rose – To employers who invest in their employees education with tuition reimbursement and employees who take advantage of those programs to better themselves.

A Rose – To the volunteers attempting to revive the local SCORE chapter in Springfield.

A Rose – To the 2013 Medical Innovators recognition program and its sponsors in raising awareness to the medical community and its growth in Springfield.

LOOKING BACK

5 years ago in the Business Journal (April 2008) ...

- Local golf courses were battling stormy weather for the early spring and losing up to 70 percent rounds played compared to the previous year.

- Electrical problems at the fairgrounds resulted in more than 700 cancellations for north end hotels like Ramada and Northfield Inn.

- Former Secretary for Illinois Department of Transportation sat down for a one-on-one interview to discuss several projects in Springfield and across the State.

- We featured several local businesses catering to pet owners such as: a dog masseur, pet cremation and pet photography.

- We hosted a special ‘Street Talk’ to get the reaction of local business owners to the Q5 recommendation for infrastructure improvements and suggestion of a tax to pay for them.

BOOK OF LISTS

In each issue of the Business Journal, we publish at least one or more lists of local businesses by major business categories. In the month prior to publication, we announce which lists will be published the following month. If your business is included in our monthly and annual lists, take a moment each month to check our upcoming list(s). If you have changes, additions, deletions, etc., e-mail us at: info@springfieldbusinessjournal.com. NEXT MONTH: Law Firms and Staffing Agencies.

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