



This year's selections for Best Places to Work are Kerber, Eck & Braeckel, Sacred Heart-Griffin and St. John's Hospital.

P. 15-23



SAY 'CHEESE'

Creve Coeur Camera opens in Springfield to much acclaim and Hill Camera Repair benefits from their operation.

P. 5



THE KING LIVES ON

Now approaching its 17th year, the Midwest Tribute to the King will welcome 1,500 spectators in March.

P. 6



ARCHITECTURE ENGINEERING

Architects talk about serving the medical industry in Springfield while engineers discuss job opportunities.

P. 24-36

JANUARY 2013  
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# Springfield business journal

BUSINESS. NEWS. PAPER.

## Measuring economic health

Experts examine local, state economies

By Betsy Butler,  
Senior Correspondent

**Editor's note:** This article is part one of a two-part series. Part one includes insight from the public sector – economists, academia and local public administrators.

In part two, we will invite local business people to provide their opinions on gauging economic

barometers.

The economy has been facing headwinds since 2008, and taking a close look at a variety of economic barometers is a way to determine how the Springfield and the State of Illinois are faring.

### Best measure

"The best measure for the

economy is really a matter of opinion," Steward Sandstrom, president and chief executive officer of The Greater Springfield Chamber of Commerce, said. "We [the Chamber] focus on seven general measures—total employment, unemployment rate, gross metro product, poverty rate, annual net migration, population growth and per capita income."

"There is no easy single mea-

sure of the economy," Mark Perry, scholar at the American Enterprise Institute and professor of finance and business at the University of Michigan-Flint, echoed. "And there are so many economic indicators that it can really be overwhelming."

Geoffrey Hewings, director of the Regional Economics Ap-

**Continued on Page 11,  
Economic Barometers**

## More fallout from financial abuses

Regulations concern community bankers

By Teresa Paul,  
Correspondent

**Editor's note:** Last month Teresa Paul spoke with local credit unions about the impact of the Dodd-Frank Act.

This month we speak with community bankers about the Consumer Financial Protection Bureau (CFPB) established under the Dodd-Frank Act.

The Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 established the Consumer Financial Protection Bureau (CFPB) in response to the global financial crisis of 2007 and 2008.

The central mission of the CFPB is to make markets for consumer financial products and services work for Americans — whether they are applying for a mortgage, choosing among credit cards, or using any number of other consumer financial products.

The new rules and regulations of the CFPB concern small bankers in the Springfield area and its impact of doing business.

"The new rules and regulations are very confusing," said Dave Stake, community president of Peoples Bank and Trust, Springfield Branch. "To comply with those regulations we have to hire experts."

"As the CFPB is a new agen-

**Continued on Page 7,  
CFPB**

## Game on

Indoor sports facilities provide action year-round

Gabriel House,  
Correspondent

The year-end holidays have come and gone once again, leaving in their wake slim pocket-books and enlarged waistbands. Combine those unfortunate events with characteristic Illinois winter weather and exercise habits may begin to fall by the wayside.

Of course, there are a great many gyms and fitness centers in Springfield, but what of those people who hunger for more competitive, team-based activities? Soccer in January? No problem.

League-based basketball for children during the holiday break? Sure. And lacrosse? Yes, actually; even lacrosse is getting in on the action.

**Continued on Page 9,  
Indoor Recreation**



"The last operator said they didn't have an interest in re-leasing, and I needed to find a different purpose for the building. So I contacted an indoor sports consultant, they came and looked at it, did some market research and we believed we could convert it, make it something good for Springfield and have a successful business. It's definitely not a 'build it and they will come' situation..." Barry Taft, owner of Goals

### COMING NEXT MONTH...

#### COMMERCIAL CONSTRUCTION AND DEVELOPMENT

• The February issue will feature local news and information about the construction and commercial real estate industries. The lists:

- Commercial Builders
- CREN Members
- Labor Unions
- Mechanical Contractors
- Electrical Contractors



### QUOTE - P. 49



Charles Joseph Pell, AIA, co-chair  
SDAT Action Committee

"Research shows that a healthy and vibrant downtown boosts the economic health and quality of life in a community and an entire region."

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## • the rookery

### CEO program to begin

Business leaders and educators are collaborating to bring a hands-on, year-long class in entrepreneurship to high school seniors in Sangamon County. Called the Sangamon Creating Entrepreneurial Opportunities program, the first class will be offered in the fall of 2013.

The CEO steering committee, led by Bruce Sommer of the University of Illinois Springfield Center for Entrepreneurship, has secured a \$20,000 grant from the Midland Institute to cover start-up costs. The class will be paid for through private donations; no school or taxpayer money will be used.

The 20 to 25 students will meet for 90 minutes every day of the school year. During that time, they will visit 50 to 60 local businesses; write two or three individual business plans and present them to bankers; and start their own businesses as well as a class business. A mentor from the local business community will be assigned to each CEO student.

The class is linked to Illinois Learning Standards, provides high school credits, and is being evaluated by both UIS and Southern Illinois University for possible college credit. High schools from across Sangamon County, including Springfield School District 186, will participate in the inaugural class.

Fund raising for the first class is underway. The CEO steering committee is seeking 50 investors to commit to donating \$1,000 a year for a minimum of three years to cover the costs of the instructor, class materials, and transportation for class trips. Twenty investors signed on before the program launch. The Greater Springfield Chamber Foundation will serve as fiduciary for all investments so that they may be tax deductible.

The local program administrator will be the Regional Office of Career & Technical Education, under direction of Mary Jo Wood.

Individuals and organizations that are interested in getting involved should contact Bruce Sommer at the UIS Center for Entrepreneurship, (217) 899-3186 or bsomm2@uis.edu.

### Time for Three to perform at UIS

The group Time for Three will perform at 8 p.m. on Jan. 19 at the Studio Theatre at the University of Illinois Springfield as part of the Kitchen Sink Series.

The group is comprised of Zach De Pue, violin; Nick Kendall, violin; and Ranaan Meyer, double bass. This trio covers genre from classical to hip-hop to new age music. They have been featured on radio and television networking, including National Public Radio.

Tickets for this event are on sale now. The Ticket Office is open Monday-Friday, 10 a.m. - 5 p.m. and two hours prior to each Sangamon Auditorium event.

### Park district golf courses to remain open during winter

The Springfield Park District announced that all four Springfield Park District Golf Courses will remain open throughout the winter. The courses will welcome both walkers and riders daily, based on weather and course conditions.

To check daily course openings please contact the applicable Pro Shop: Lincoln Greens (217-786-4111), Bunn (217-522-2633), Pasfield (217-698-6049) or Bergen (217-753-6211).

### Hill & White, Sikich merge

Sikich LLP announced its recent merger with Hill & White LLC, a public account-

ing and consulting firm based in Decatur, Ill. The professionals from Hill & White, now operating under the Sikich name, are located in Sikich's Decatur office at 132 S. Water St., Suite 300 in the Millikin Court Building.

Owner and managing member David W. White, CPA will join Sikich as a partner. He has more than 20 years of experience in public accounting and holds a degree in accounting from Millikin University in Decatur. Other staff additions include Amy Allen, CPA as a manager; three full-time employees; and one contractual team member.

### First Illinois acquires ADM's interest in Hickory Point.

First Illinois Corporation, the locally owned bank holding company of Hickory Point Bank & Trust, fsb announced an agreement has been reached with Archer Daniels Midland Company to acquire ADM's common equity interest in the bank.

First Illinois has owned the controlling interest in Hickory Point Bank & Trust, fsb since 2011. As of September 30, 2012, Hickory Point Bank & Trust reported total assets of \$615.1 million, total loans of \$295.9 million and total deposits of \$509.6 million.

"In 2010, local business people came together to form First Illinois, and in 2011 we purchased controlling interest in Hickory Point Bank. This transaction is the logical next step, and maintains 100 percent local ownership of the common stock of the bank," said Anthony G. Nestler, First Illinois Corporation/Hickory Point Bank & Trust, fsb President and Chief Executive Officer. "ADM remains a key customer of the bank and maintains a non-voting investment in the bank."

### Local beer finalist for award

Abe's Ale, made by Rolling Meadows Brewery, is a finalist for the 2013 Good Food Awards. The winners will be announced at a black tie ceremony at the San Francisco Ferry Building on Jan. 18.

Rolling Meadows, based out of Cantrall, describes Abe's Ale as "a brown ale with maple syrup, molasses and brown sugar."

The Good Food Awards have a total of 182 finalists from 31 states, chosen from among 1,366 entries in nine industries. This year's Finalists represent the leaders of a growing movement of conscientious, talented food producers in every part of the country.

Rolling Meadows is one of four finalists from Illinois.

Finalists are those entrants that rise to the top in the blind tasting and are also able to articulate how they fit the Good Food Awards criteria of environmental and social responsibility. Finalists attested to responsible production by detailing their efforts to eliminate or reduce pesticides, herbicides and chemical fertilizers, source ingredients locally where possible, implement water and energy conservation, ensure traceability to the farm level, practice good animal husbandry and exercise fair and transparent treatment of workers and suppliers.

### Sport Clips opens near Parkway Pointe

Sport Clips, 2971 Lindbergh Blvd., is open for business. The stylists are trained to cut the latest men's hairstyles in a sports-themed environment.

Billed as "ESPN meets your modern day barbershop," Sport Clips is open seven days a week.



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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) Lone Star
- 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](mailto:info@springfieldbusinessjournal.com)

# after hours •

## A real football hero

### Steve Thomas

*Profession:*  
Motivational  
Speaker

*Passion:*  
Football

By Raegan Hennemann,  
Senior Correspondent

For the past 12 years, Steve Thomas' love for football and desire to instill leadership and character into boys has kept him at the helm of Springfield Youth Football.

"I really truly believe God just laid this thing in my lap. I love what I do. I love the league. I love what I do with the league," he said. "It's way more about other things than just football for me. It's about making a difference in a child's life."

Springfield Youth Football started in 1998 with two teams. At that time, Thomas was an assistant coach for his son's team of second graders. In 2001, he took over as president and hasn't looked back. Today, there are almost 700 boys and 24 teams that make up Springfield Youth Football.

"We're comfortable right now with the numbers. Every year I say 'There's no way we're going to grow anymore' and every year we've gained," Thomas said. "It's just weird, I can't explain it. I think kids get excited about football and they go tell their friends."

Leading the way is a natural fit for Thomas, who provides leadership and team development to all types of organizations. As president of Springfield Youth Football, Thomas has his hands in all aspects of the league, including scheduling, camps, recruiting and training coaches, promotion of the league, coaching clinics and equipment management. Ultimately though, he is in his role to serve the coaches, a group of people he credits for the success of the league.

"Our whole league rises and falls on our coaches. They are the strength of our league," he said. "There are a whole lot of people who make the league happen; I just help them do whatever they need to do. The coaches are the front line people, they make it happen."

Thomas has certain expectations of the coaches in the league because he believes they play a tremendous role in the lives of the players.

"We've made it very clear to our coaches that whatever you do make sure you bring positive impact. Here's the thing: any little league coach, no matter what they coach, is going to make an impact, they don't have a choice about that. The only choice they make is it going to be positive or is it going to be negative? That's the kind of message we speak every single year to our coaches," Thomas said.

For the kids on the field, Thomas believes football is more than learning pass routes or the proper way to tackle an opponent.

"They learn so much about life and they learn so much about team and people," he said. "They learn about respect, they learn about leadership, all those kinds of things. They learn about character, they learn how to control their emotions."

Even though Thomas is no longer on the sidelines, he passes along his enthusiasm for the game and what it can teach, such as teamwork and dedication, through the league's coaches.

"Every team in our league spends about 15 minutes a week in intentional leadership and character development. In other words, before practice is over, the last 10 minutes of practice once a week they'll bring all the teams together and do a leadership/character development session with them," he said. "They'll bring speakers in, they'll do it themselves and it's always something leadership related. It's about making boys better men. That's what we want to do. It's way more than just about football."

So why has Thomas dedicated so much time to football? Why not basketball, baseball or track?

"I just always have loved the game of football. I can't even tell you where it came from because I don't come from a football family at all," he said. "But I've always loved the game, been a student of the game. I love the strategy of the game. I love the emotion of the game. I love everything about it."

The league's tackle football season starts in mid-August and ends in October but being president is a year-round commitment for Thomas thanks to a spring camp, summer camp and seven-on-seven flag league.

As for his future with Springfield Youth Football, Thomas said "I don't really have any plans to stop."

That statement comes as no surprise to those who know Thomas and understand his passion for the league and those who participate.

"I grew up loving football but just because of life situations I didn't get the opportunity to play like I really wanted to play and I want to provide that opportunity for kids," he said.



Raegan Hennemann is a senior correspondent for Springfield Business Journal.  
She can be reached at [raegan@springfieldbusinessjournal.com](mailto:raegan@springfieldbusinessjournal.com)

## Professional Women's Calendar of Events

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

**Illinois Women in Leadership (IWIL)**

Illinois Women in Leadership will host a luncheon January 17th. 11:30 AM, at the Sangamo Club, 227 East Adams Street, Springfield, IL 62701.

"Working Better Together" with speaker Steward Sandstrom, Greater Springfield Chamber of Commerce.  
For more detailed information, please visit [info@iwil.biz](mailto:info@iwil.biz).

**Junior League of Springfield, Inc.**

Join Junior League of Springfield, Inc. for their General Membership Meeting, January 8th, from 7 PM to 9 PM. Provisionals/New Members will meet at 6:15pm with all members invited for the Dinner/Social at 6:30pm and the meeting at 7:00pm.

For more information on this, or any other future events, please contact 217.544.5557 | [jlinfo@jlsil.org](mailto:jlinfo@jlsil.org).

**Women for Women**

Designed to promote philanthropic giving from women in our community and to create a permanent resource for grant making to local issues which affect women, Women for Women is an exciting initiative of the Community Foundation for the Land of Lincoln. This is a unique opportunity to bring women together to truly make a difference in the local community, as well as to learn and have fun.

Women for Women's basic goals: To promote philanthropic giving from women in our community, to create a permanent resource for grant making to local issues that affect women & families, to create camaraderie among women and to learn and have fun. For more information, e-mail us at [reed@cfl.org](mailto:reed@cfl.org) or call us at 217-789-4431.

**Women Entrepreneurs – Central Illinois (WE-CI)**

Women Entrepreneurs of Central Illinois's monthly meeting will be held on Wednesday evening, January 9th, from 5:30 PM to 7:30 PM at Bella Milano 4525 West Wabash, Springfield, Ill.

Program: IN A FOG ABOUT "THE CLOUD"; making sense of rapid changes in technology for small business. Presenter Ms. L. Gay Davidson of Computer Help.

The cost for the meeting is \$17 for members, \$22 for guests and \$25 for walk-ins. Please RSVP by noon, January 4, 2013. Reservations are non-refundable. Additional information is available by contacting Cherrill Lewis at 698-6140, or at [reservations@we-ci.org](mailto:reservations@we-ci.org).

Monthly meetings include guest speakers, workshops, and social functions. Fundraising events support scholarships for local women attending college and advanced training. Guests may request a meeting notice by contacting Maureen Williams at [maureenwms32@yahoo.com](mailto:maureenwms32@yahoo.com).



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](mailto:info@springfieldbusinessjournal.com)







# COMMUNITY BUSINESS REPORT



www.springfieldbusinessjournal.com

January 2013

This month ... P. 15-23

## Say 'Cheese'

Creve Coeur Camera opens in Springfield

By Job Conger,  
Correspondent

Creve Coeur Camera is bringing smiles to the faces of photographers at its recently opened store at 2955 Lindbergh Blvd. in Springfield. Its approximately 3,000 sq. ft. displays a variety of traditional film camera equipment, including darkroom chemicals, 35mm slide pages, slide viewers plus digital cameras, lenses, tripods, bags, albums and even telescopes.

Manager Matt Nolte, who has been with the company for eight years, came to Springfield from the Crestwood, MO store.

"I knew there was a need for us here," Nolte said. "I also knew – from central Illinois customers who came to us regularly in Crestwood – that the market around Springfield was a 'gold mine'. Since opening, not a day has gone by when at least one customer has not come up and said 'Thanks for being here.'"

Creve Coeur Camera was founded in St. Louis in 1978 and Steve Weiss bought it in 1998. The president of the company today, Weiss is no stranger to Springfield. When he was a kid he worked in some downtown clothing stores his family owned.

There were seven camera stores in St. Louis at the time. After a period of reorganization and consolidation in the Gateway City, he opened a store in Edwardsville and began planning a store for Springfield.

"About two and a half years ago, my vice president and I began looking for a location within easy driving distance of Springfield, to make supplying the new stores easy," Weiss said. In 2011 they found a location they liked and began getting to know the marketplace.

"We went into Best Buy to see what they were selling," Weiss said. "They had an expanded department; hence we knew there was a market for a camera store. We looked at five locations before settling on Lindbergh. It took us a year to negotiate the lease."

"The response has been absolutely overwhelming," Weiss said. "We are doing 30 percent more than we thought we would do. That's because a lot of the customers know our name and reputation. They're buying high-end cameras, long lenses,

Camera sales are going nuts. Our photo finishing is a little bit less discovered. We are doing things like canvas prints. We've been selling telescopes as long as I can remember. Telescopes have always been associated with the imaging industry."

During the holiday season, the Springfield store employed manager Nolte, assistant manager Mike Steuart, three full-time sales people and some others brought in from St. Louis, according to manager Nolte.

Weiss noted the company does not employ part timers. "It's essential to employ full time people so we can train them," Weiss said, and anyone with a

“It has nothing to do with the cameras. The camera is secondary. It all has to do with taking care of the customer, finding out what they need instead of trying to sell them most expansive cameras.”

*former Springfield resident,  
Steve Weiss, president,  
Creve Coeur Camera*

camera purchased elsewhere is welcome to bring it in if they have questions about how to use it.

A beneficiary from the appearance of the new store is Erv Hill, owner of Hill Camera Repair, 705 N. Amos where he has repaired cameras and lenses since the 1970s. "I met Matt during the grand opening," Hill said. The trouble with the digitals is that the factories that made them also repair them. Nolte arranged to send film cameras to Hill for repair.

Cecil Withrow has been a professional photographer with Class Act Photography for 20



Mike Steuart, assistant manager Creve Coeur Camera

years and more recently, with Grussenmeyer's Photography. "The new store is very neat, very nice," Withrow said. "It's definitely a store Springfield needs."

Withrow has visited the Springfield Creve Coeur and said that local camera stores have never served professionals as he would like.

"As a professional, I deal with much more than cameras; I deal with computers, storage and media cards, professional-grade printers," Withrow said. "There are only 20 to 50 people in Springfield that are professional photographers, and that's probably not enough to support (significant pro inventory)."

When comparing the sale priced Canon 5D Mark III on sale for \$3,899 ("after \$400 savings") with Nikon's top-of-the-line D3X, priced on the Internet at \$7,999.95, Withrow's point is good. But Creve Coeur's website comes close with its Nikon D4 body only at \$5,999. "There is an extreme need for professional-quality printers," Withrow said.

Steve Ritchie was co-owner of Photo Resource Center on Highland Avenue. Today he's a nationally known arts photographer.

"I have done business with their St. Louis store, so I was curious to see what they were doing here," Ritchie said. "I wanted to see the new Nikon D800 that will accept my older Nikon lenses, but they didn't have one in stock. It's a high-end, camera. The fellow I talked with offered

to bring one up from St. Louis to show it to me.

"They had a wide variety of everyday digital cameras plus a lot of darkroom and studio equipment. It wasn't clear the direction they're going with their marketing. To me it looked like they were going after the advanced amateur," Ritchie said.

"Forget the words 'camera marketing,'" Weiss said. "It has nothing to do with the cameras. The camera is secondary. It all has to do with taking care of the customer, finding out what they need instead of trying to sell them most expensive cameras. In today's marketplace, the prices are pretty much level though some on-line stores may advertise occasional lower prices. We succeed because we take care of the customers."

Assistant manager Steuart agrees. "You can't go to Best Buy and get the kind of customer service you get here," he said. "They don't let you play with the cameras, take them outside. We are not offering photography courses now, but we are looking to make it happen in the spring. I think it's going to happen. There isn't much that people want that we can't get."

**Job Conger is a freelance writer from Springfield. He can be reached at**  
job@springfieldbusinessjournal.com

## • new businesses

- Benton Construction, 312 Willow Glen Way, Chatham, 62629, James Benton, (217) 971-2178.
- Corrigan Stjern Art, 3116 Victoria Drive, Springfield, 62704, Mary Stjern, (217) 652-9859.
- East Springfield Community Center Commission, Inc., 2512 Queensway Road, Springfield, 62703, Dameon Johnson, (217) 414-9784.
- Fresh 'N' Dry Carpet Cleaning, 1013 Monarch Drive, Chatham, 62629, William T. Lang, (217) 638-6299.
- Hakim Sign Insulation & Construction Co., 1124 S. 11th St., Springfield, 62703, Luqman Hakim, (217) 416-2359.
- Hopkins Home Repair, 106 W. Buchanan, Ashland, 62612, Betty L. Hopkins, Tracy W. Hopkins, (217) 761-7285.
- INB Wealth Strategies, 3161 W. White Oak Drive, Suite 104, Springfield, 62704, Illinois National Bank, (217) 747-5500.
- Instant Tax Service, 12265 Martin Luther King Drive, Springfield, 62703, Israel Feleke, (217) 528-0864.
- Jake's, 724 S. Eighth St., Springfield, 62703, Jacob Ray, (217) 299-4691.
- Lewis Excavation & Snow Removal, 1520 Winston Drive, Springfield, 62711, William Lewis, (217) 414-7569.
- Lucky Dog, 1310 Outer Park Drive, Apt. 12, Springfield, 62704, Chanarat Pochae, (217) 303-3854.
- Meister Inc., 2100 E. Mon-

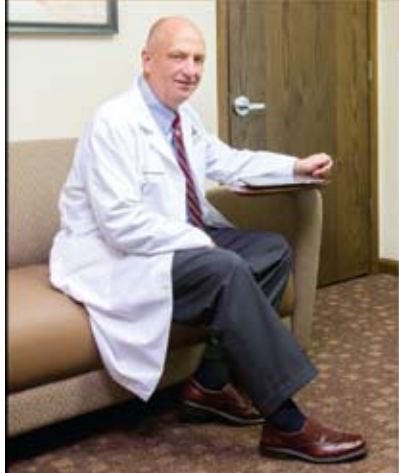
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# Elvis rules

## The King of Rock & Roll Lives On

By Ashley Caldwell,  
Correspondent

It may have been 35 years since Elvis Presley passed away, but his legacy remains. Each year, holding true to the old adage that “imitation is the sincerest form of flattery,” Elvis Impersonators and Tribute Artists don their favorite Elvis inspired gear and do their best to bring the King alive for audiences all over – including right here in Springfield.



Elvis Tribute Artist competing at a prior Midwest Tribute to the King

Rick Dunham, aka Elvis Himself, has been delighting Elvis fans in and around Springfield for nearly three decades. “Springfield has been very supportive,” Dunham stated in reference to his long career as the King.

Over the years, Dunham has crooned out Elvis’s classic tunes at local bars, private events and parties, fairs and festivals, and competitions around Illinois, and in other states as well.

One of these competitions, the Midwest Tribute to the King, makes its home right here in Springfield. Now approaching its 17th year, this two-day event welcomes Elvis Tribute Artists (ETAs) from all over the country to compete for cash and prizes. Under the new ownership of Elvis enthusiast and Tribute Artist, Jim Potter of Flaming Star Productions, this year’s Tribute will take place March 1-2, 2013 at the Springfield Hilton and is expected to welcome, as it has in years past, ap-

proximately 1,500 spectators during the event.

Potter has made a few changes for his first year as owner and executive producer, including increasing the amount of cash and prizes to be awarded and bringing in a live band for the competitors to perform with. This may bring in some fresh faces to the Tribute, but attracting competitors has never been an issue.

“We have a lot of ETAs that will come back year after year. They love Springfield and this is a Springfield Icon. They just enjoy it so much,” said the show’s director, Debbie Volkert.

The same can be said of the Tribute’s fans as well. Each year they come to Springfield, looking for the familiar sights and sounds of Elvis Presley—the side burns, the costumes, the swiveling hips and, of course, the music. “We do have a good following” stated Volkert. “We have new people coming in too.”

Over the years, during his life and since his death, Elvis Presley’s fan base has evolved, and so has the typical audience for impersonators like Dunham. “I find that as I have gotten older, my crowd has gotten older too,” he explained.

However, year after year, younger people are becoming fans too. Thanks to technology like video and YouTube, said Dunham, “people can still identify and relate with him.”

Luckily for Elvis fans, old and new alike, artists like Dunham and his fellow impersonators continue to bring life to the memories of the King of Rock and Roll. “The Elvis Tribute Artists are amazing,” said Volkert, “because they want to honor him and keep his music alive.”

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

## Abraham Lincoln Capital Airport – Springfield, Ill. Total Monthly Enplanements and Deplanements

	November			January - November		
	2012	2011	Change	2012	2011	Change
<b>Airline Passengers Enplaning</b>						
American Eagle	1,820	1,859	-2.10%	18,337	20,036	-8.48%
United Express	3,015	3,170	-4.89%	35,354	31,863	10.96%
Direct Air	0	1,986		5,294	14,179	-62.66%
Vision	0	0		2,496	0	
Allegiant Air	924	0		924	0	
Sun Country - Honor Flight	0	0		798	806	-0.99%
Sun Country - Riverside	0	0		231	0	
Charter - Other	0	0		244	343	-28.86%
McClelland Aviation	8	5	60.00%	34	47	-27.66%
Sub-Total	5,767	7,020	-17.85%	63,712	67,274	-5.29%
<b>Airline Passengers Deplaning</b>						
American Connection	1,767	1,914	-7.68%	18,880	20,199	-6.53%
United Express	2,987	3,199	-6.63%	34,959	31,757	10.08%
Direct Air	0	2,014		4,990	14,103	-64.62%
Vision	0	0		2,573	0	
Sun Country / Honor Flight	825	0		825	0	
Sun Country - Riverside	0	0		798	806	-0.99%
McClelland Aviation	0	0		231	0	
Charter	0	0		148	467	-68.31%
Sub-Total	8	5	60.00%	34	47	-27.66%
Sub-Total	5,587	7,132	-21.66%	63,438	67,379	-5.85%
*information provided by the Springfield Airport Authority						
TOTAL	11,354	14,152	-19.77%	127,150	134,653	-5.57%

## Springfield Mass Transit District Passenger Count - November 2012

	November			Fiscal Year-To-Date (July-June)		
	2012	2011	Change	2012	2011	Change
Fixed Line Ridership	156,820	160,711	-2.40%	778,964	795,299	-2.10%
Demand Response Ridership	4,392	4,808	-8.70%	24,058	24,945	-3.60%
Total	161,212	165,519	-11.10%	803,022	820,244	-5.70%



cy, it has been given a broad and all-encompassing authority without a lot of checks and balances in place so there is concern," said Catherine Gonzalez, CEO of Williamsville State Bank & Trust, 3441 Old Jacksonville Road in Springfield.

"The costs of additional software, additional training on the software, hiring consultants to make sure that we are complying can easily exceed \$100,000," Stake said.

Community bankers may pass this cost on to consumers as fees to the loans for which they are applying. Also, the bankers are concerned the regulations can change and bankers do not know what to expect in the new laws.

"Very little of the regulation has been finalized and initial drafts of regulation have had so much commentary that we don't expect it to be finalized in the same form," said Sarah Phalen, president and CEO of Illinois National Bank in Springfield.

"We are waiting to see what develops and will meet any new requirements they place upon us," Phalen said. "The CFPB seems to have a focus on allowing consumers' input into the regulatory process."

Stake said there are Dodd-Frank regulations and final rules that have not been released yet. "Not only do we have to deal with what we know, we are concerned with what we don't know," Stake said.

Gonzalez said the CFPB has the potential to limit the products community banks can offer either by just taking them out of the loop or by placing restrictions and additional burdens on banks.

"Even though we are small enough not to be audited by the CFPB we are subject to their authority," Gonzales said. "How

broadly they use their power is the concern. But placing limits on what is offered to the consumer goes against the mission of the CFPB."

### Community banks not to blame

"The people running the Consumer Financial Protection Bureau mean well, but the banking industry as a whole thinks the CFPB has been given too much unilateral authority to start making new rules," Stake said. "Admittedly they are well intentioned new rules but the CFPB does not understand the impact where the rubber meets the road."

The CFPB has the ability to "curb practices they to be deem unfair, deceptive or abusive" as well, Gonzalez said. But community banks are not the root of the financial crisis, she pointed out.

"The smaller banks have said loudly for the last five years 'why is it necessary for us to comply with the new regulations when we were not the ones who caused the problem in the first place?'" Stake agreed.

### Reform act necessary

"Unfortunately there were abuses to the system and how things failed," Gonzalez said. "A quick reaction tends to happen when there is a crisis. There seems to be an over-stepping of regulation, rather than to take a step back and a pause to see what truly caused the problem to deal with those issues to try to resolve that; curbing abuses where they occur and not at the community bank level."

Gonzalez said she doesn't believe that "another layer of government" is the answer.

Small community banks should have been exempted from further regulation, Stake said, since these institutions did not cause the recent financial crisis.

"While many consumers around the nation have suffered and are still suffering from the financial crisis, it seems most of the culprits were either unregulated mortgage companies or large investment



Catherine Gonzalez, CEO of Williamsville State Bank & Trust

firms," Phalen said. "Traditional national banks such as us are already highly regulated by the Comptroller of the Currency, The Federal Reserve System and FDIC. We are regularly examined and monitored for compliance by all three organizations. We comply with all regulations and have multiple oversight agencies."

"Therefore," she added, "it seems the CFPB may be redundant and not as applicable for a community bank such as us but we will work with all government oversight groups to allow for maximum clarity for our customers."

"In some way, the added regulation is smoke and mirror but doesn't address the true problems to prevent another financial crisis similar to this down the road," Gonzalez said.

Since banks will incur more costs to comply with added regulations, smaller banks may consider mergers or selling.

"Peoples Bank & Trust is fine due to our size," Stake said. "We are big enough and smart where we spend our money. We can operate efficiently and get through this."

A lot of the smaller banks in the \$150 million range will be greatly affected," he continued. "What we hear through our industry contacts are that a significant percentage of smaller banks will consider a merger or a sale because of the compliance to the new regulations. Family-owned type of banks of five or six years would never consider selling, but now they are. This will result in fewer small banks."

"I do not think this is good for the central Illinois economy and consumers will not have as many choices," Stake said. "This is not a positive outcome for our community as a whole."

Teresa Paul is a freelance writer from Taylorville. She can be reached at [teresa@springfieldbusinessjournal.com](mailto:teresa@springfieldbusinessjournal.com)

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## personality profile •

## Returning to a 'friendly' environment

By Eric Woods, Correspondent

**Springfield –**

**What is your favorite part about living in Springfield?** Langheim moved back to Springfield a few months ago after living on the East Coast for several years. Her main reason for returning was to spend time with family. "Working with my mom is really fun," she said. "She is really cool and fun to work with."

**What is the worst part about living in Springfield?**

"I have not been back long enough to have a least desirable aspect," said Langheim.

**The biggest issue Springfield currently faces is...**

Langheim is still learning her way around town and just tries not to get lost. "I make good use of my phone GPS," she said.

**Employment –**

**When I was 10, I wanted to be ...** a movie star.

**First job?** Langheim first worked at the original Friendly Chevrolet before she moved away. "I learned how to answer

phones," she said.

**Worst job?** While she does not think of it as a bad job, Langheim's hardest position was as a line producer for an independent film. "There was a lot of scheduling with hundreds of extras, and getting them fed and to the right place was challenging," she said. "There were differing personalities. It was a lesson of life where I learned how to juggle a lot."

**Current job and responsibilities?**

Friendly Chevrolet was started by Langheim's grandfather, John Schroeder, in 1985 and is currently being led by her mother Susan. She has been learning the business since returning to Springfield, spending time in a number of departments.

"My background has been in fashion, and now I am learning about cars," she said. "I am doing whatever to make it a better experience for the customer and a better working environment for our employees." Langheim admits that there have been no typical days yet as she is learning every aspect of what goes on at the dealership. One of her main responsibilities

has been helping to move the technological aspects of the company forward. She enjoys working with computers, so researching the latest technology has been fun for her.

**Philosophical –**

**What do you want to know about the future?** "If it is a good thing that is coming, then I would like to know it is," said Langheim. "If there are going to be a lot of challenges, then it is better to go in blind and take things as they come."

**How do you envision your life in 10 years?**

Langheim plans to be in Springfield at the dealership and also plans to become more involved in the community. Having her own family is also a possibility.

**Something you learned early in life and still use?** "A good friend told me to love yourself first so that you are able to love others," said Langheim. "I think we all want to do for others, but we first need to be happy with ourselves."

**Advice –**

**Advice for someone seeking a career in your field?** Langheim said that the best part of this industry is working with customers, so those wanting a career in the automotive world need to be able to focus on giving the customer a nice experience. "There is the stigma on the used car salesman and the idea that their focus is more



on getting a deal," she said. "Now there is a shift from deal makers to advisors. That is what we are focused on."

**Who was your biggest influence?** "My mom is a super woman," said Langheim. "She has seven children and runs marathons and triathlons all over the world. She takes on so much."

**Achievements –**

**As a kid?** Langheim was cast as Annie at the Springfield Theatre Centre which was a big dream for her.

**As an adult?** Langheim is very proud of her clothing line in New York. "I made rubber clothing that was wearable," she said. "To me it was fabric, and they were beautiful clothes." Langheim convinced the fashion industry that this clothing was legitimate high fashion.

Eric Woods is a freelance writer from Springfield. He can be reached at [eric@springfieldbusinessjournal.com](mailto:eric@springfieldbusinessjournal.com)

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**Indoor Recreation,  
Continued from Page One**

"We've tried to spur some interest in lacrosse," said Barry Taft, owner of Goals at 3604 North Peoria Road. "Right now we've got some people in the (Springfield) park district working hard to get that going. We're doing some clinics on Friday evenings for it."

Taft has been the owner of Goals for almost three years. Before that, the building was occupied by Skateland North, which Taft also owned for some time. It began as a real estate investment, Taft explained, and he leased it to skating operators.

"The last operator said they didn't have an interest in re-leasing, and I needed to find a different purpose for the building," Taft said.

"So I contacted an indoor sports consultant, they came and looked at it, did some market research and we believed we could convert it, make it something good for Springfield and have a successful business."

Although Goals is primarily an indoor soccer facility, Taft is willing and able to entertain almost any kind of sport for children of all ages. Dodgeball, flag football and kickball are just a few he mentioned.

Despite the variety of activities and sports Goals offers, Taft said the past few years have been a building process.

"It's definitely not a 'build it and they will come' situation, but I think we're starting to see the fruits of our labors now," Taft said. "People in the market are getting to know who we are, what we do and changing their habits. They now realize they have an alternative here in Goals."

Another option for local soccer enthusiasts is Soccer World, located at 2700 West Lawrence Avenue. The unassuming building has been hosting games for 30 years, and Peter Christofilakos has been the manager since 2005.

Soccer World, as its name implies, focuses almost entirely on soccer. Unlike

**“During the first session we're 85 percent full on capability and second session will see us operating at 105 percent. We'll have 11:30 p.m. games during (the second session). We're filled to the max and don't really have time for anything else.”**

*Peter Christofilakos,  
manager, Soccer World*

Goals, Christofilakos said, they simply don't have much time for anything else.

"During the first session we're 85 percent full on capability and second session will see us operating at 105 percent," Christofilakos said. "We'll have 11:30 p.m. games during (the second session). We're filled to the max and don't really have time for anything else."

The first two sessions – they are essentially shortened seasons – begin in November and January respectively at Soccer World. The third session begins late February, however, and Christofilakos said that is when people are typically beginning to get a little stir crazy.

"That session normally isn't as busy as the others," Christofilakos said. "But our business hasn't been affected too much."

The mild winter of 2011 – or weather in general, inclement or otherwise – had little to no effect on business for Taft or Christofilakos thanks to the pervasiveness of league play, camps and clinics.

"I think people understand if they want to be playing and exercising this time of year it can change very quickly from being warm to there being snow on the ground," Taft said.

Steve Klunick, owner and manager of The Gym at 1823 Camp Lincoln Road, said weather has a relatively minor effect on his business as well, but he has been forced to postpone games during particularly foul outbursts from Mother Nature. However, Klunick said, he makes every possible effort to reschedule those games.

"People pay to play so somewhere, somehow, some way they will get to play," Klunick said. "In effect, it just extends the season a bit."

The Gym, much like Soccer World, hones in on one particular sport: basketball. Klunick estimated 95 percent of his business comes from basketball. Klunick further extrapolated that statistic,

explaining that probably 90 percent of those playing are 11 or younger.

Unlike Goals or Soccer World, which both offer league-play to a wide range of age groups, adults included, Klunick felt The Gym was better served by catering to a younger crowd.

"I migrated to that age group because that's what the market demanded," said Klunick, who offers leagues at The Gym up to the high school level. "We want to be a place where kids and families feel safe."

Klunick, much like Christofilakos, said The Gym often operates at peak capacity. Klunick said he's had interest from people upwards of 40 miles away needing a space to play in. Christofilakos, meanwhile, said he welcomes Goals into the Springfield area, regardless of any marketplace competition that may arise as well.

"I don't blame the people (who go there); a lot of their teams are out of town like Williamsville or Athens, so I don't blame them one bit; I'd probably do the same thing," Christofilakos said. "It's great to have another place for kids to go and train and for teams to practice. Whatever gives kids more options to play, the better."

**Gabe House is a freelance writer from Auburn. He can be reached at [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com).**

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# personality profile •

## A little different kind of 'green'

By Eric Woods, Correspondent

### Springfield –

**What is your favorite part about living in Springfield?** Kessler enjoys the fact that Springfield is no more than 200 miles away from St. Louis, Chicago and Indianapolis.

**What is the worst part about living in Springfield?** "There are too many vacant buildings downtown," said Kessler. "There are fewer people working downtown than 10 years ago."

**The biggest issue Springfield currently faces is...** There is a lack of state workers in Springfield, and Kessler would like to see state government moved back to Springfield.

### Employment –

**"When I was 10, I wanted to be ...** running a business in downtown Springfield. "My grandfather opened Springfield Furniture in 1910, so I have always been around the area," said Kessler.

**First job?** Kessler served as a travelling auditor while in college. "I would travel all over and audit Title I and Title II programs," he said.

**Worst job?** Back when the fairgrounds had a zoo, Kessler had a job cleaning cages which he did not enjoy.

**Current job and responsibilities?** Recycled Records has been in the downtown Springfield area for 35 years. Kessler owns

the company along with his brother Gary. The company buys and sells a variety of items including CDs, vinyl albums, DVDs, neon beer signs, stereo equipment, comic books, used furniture, antiques, musical instruments, and jewelry. Buying and selling gold and silver has become a big part of the business as well. The lack of people working in the downtown area is a challenge, and Kessler would like to see the downtown area become accepted as a shopping destination in town. "I want people to see that it is worthwhile to shop downtown," he said.

### Philosophical –

**What do you want to know about the future?** Two things that Kessler would like to know about are whether downtown Springfield will be revitalized and

will the trains move to 10th street. "There are shops and dining options down here that cannot be found anywhere else," he said.

**How do you envision your life in 10 years?** Kessler figures to be retired in 10 years and either still living in Springfield, or living in Florida, or spending time in both locations.

**Something you learned early in life and still use?** "If you treat people fairly, they will respect you," said Kessler.

### Advice –

**Advice for someone seeking a career in your field?** "Be ready to work a lot of long, hard hours," said Kessler.

**Best advice you have ever been given?** "You make your money when you buy an item," said Kessler. "You cannot pay too much if you are going to resell."

### Achievements –

**As a kid?** Graduating college was Kessler's top accomplishment growing up.

**As an adult?** Running a successful business has been very good for Kessler, but he is also a very well known bridge player. "I used to make part of my living playing bridge," he said. "Bridge is a big part of my life."

### Future –

**Upcoming job news?** Kessler is happy



that Recycled Records has been able to survive the new technology world in which people are always downloading music. This forced them to sell a variety of different products which has kept the business running well. "We have diversified into multiple arenas," he said.

**Any vacation plans?** "Hopefully my wife and I will get to go to New York City next year," said Kessler. They would also like to head down south to Key West, Fla.

**I want to retire when I'm ... (age)?** Kessler hopes to be retired within the next 10 years.

Eric Woods is a freelance writer from Springfield. He can be reached at [eric@springfieldbusinessjournal.com](mailto:eric@springfieldbusinessjournal.com)

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**Economic Barometers,  
Continued from Page One**

plications Laboratory and professor of geography and regional science, economics, urban and regional planning and agricultural and consumer economics at the University of Illinois (U of I) Urbana-Champaign says focusing on employment numbers is the key to understanding economic health.

"There are hundreds of different economic indicators and it can be difficult to wrap your arms around the monthly data," Hewings said. "Focusing on employment will give you a sense of where the economy is heading."

"You have to really look at everything that is taking place but ultimately the unemployment rate is the best measure," Springfield Mayor Michael Houston said.

"Basically, you ask the question if people are doing better – do more people have jobs? Has per capita income grown – are people more prosperous?" said Ted Dabrowski, vice president of policy at the Illinois Policy Institute.

According to Patricia Byrnes, associate professor and research associate in the Center for State Policy at University of Illinois Springfield (UIS), basic indicators include unemployment, growth, gross domestic product, housing prices and real income.

Byrnes, Hewings and Perry point to an index, a combination of individual economic indicators, for an overall economic barometer. Locally, the Springfield Enterprise Index (SEI), a collaborative effort 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 at UIS.

"This local index is unique; not many economies are analyzed in this way," Byrnes said. In September, the greater SEI was reported at 99, almost normal economic activity.

Dabrowski suggests the health of small businesses as another measure of economic health. "If small businesses are thriving it points to positive economic growth. If the local economy supports entrepreneurs it has a positive impact,"

the perspective of consumers and business owners."

Construction and new home starts is yet another indicator of economic growth. "Home builds are very important to the economy," Houston said. "Not only does it employ a considerable amount of people but those people are generally working overtime which translates to more discretionary income. And the building materials are just a part of the equation."

"After the build is complete, money starts being directed toward appliances, flooring and electronics," the mayor said.

### Local market

The Springfield economy has fared well despite the recession. Less volatility in the Springfield marketplace is believed to be credited to it being a political 'hub.'

"Government jobs are more stable than in the private sector," Dabrowski said. "In economies where there is more governmental presence, you won't see booms or busts."

The same can be said for the economic stability in Washington, D.C. "It's more insulated or protected from the economic swings," Dabrowski said.

Hewings points to Springfield, Champaign and Bloomington as 'recession proof' industries. "Typically the insurance industry isn't impacted by economic swings and universities are also very stable," Hewings said. "In areas like Peoria and Rockford where there manufacturing is more prevalent, more change is exhibited."

"If you were to compare the housing markets, they would be drastically different," he said.

Houston doesn't believe Springfield to be recession proof, though. "We do better than other places but we are still impacted by economic downturns," he said.

The Chamber recently polled several business owners and found that most reported a bleak view of the local economy. However, most businesses reported they were doing quite well. "Business owners

### Future

While the future of the economy is not easy to predict, Springfield is show-

ing and the worst pension system in the nation; we are also the third most corrupt state," he said.

### SEI barometer

The Greater Springfield Enterprise Index (SEI) provides local businesses, workers and government a barometer in understanding the health of the local economy.

The SEI is a leading indicator measuring change in economic activity before a pattern or trend is reflected. An SEI value less than 100 indicates 'below average' activity while a value greater than 100 indicates 'above average' growth.

Calculations for the SEI are based on both national and local factors. The national component is from the national business cycle using the Chicago Federal Reserve Bank National Activity Index which is comprised of a number of economic indicators including output and income, employment and unemployment, consumption, housing starts and sales, manufacturing and trade sales, and inventories and orders.

The local business cycle component is comprised of non-farm employment in four sectors: manufacturing, construction, retail and other sectors, including government.

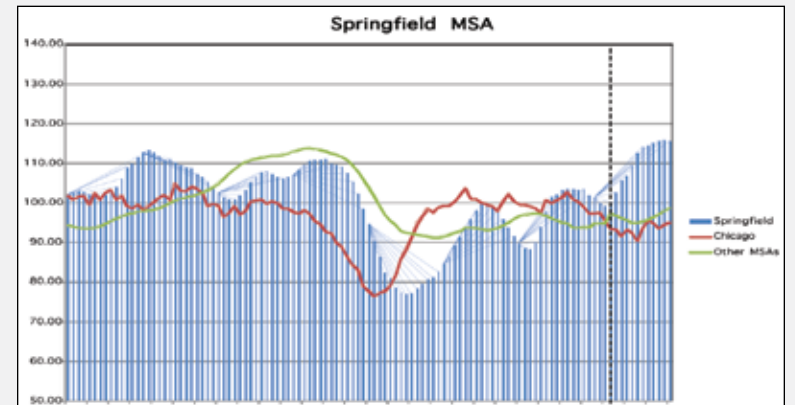
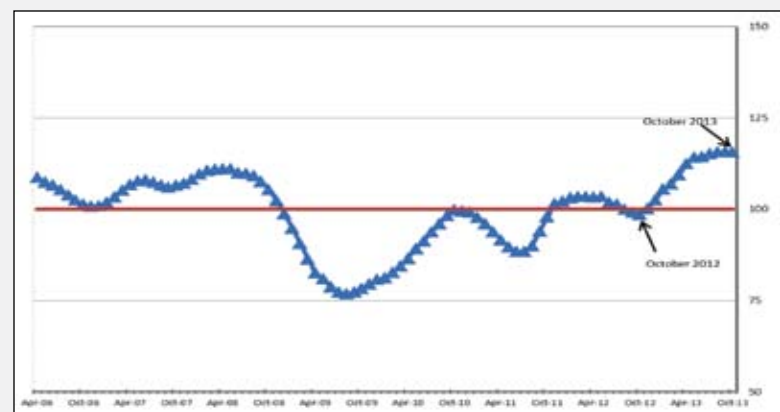
The index is a partnership between The Greater Springfield Chamber of Commerce, the Institute of Government and Public Affairs-University of Illinois and the Center for State Policy and Leadership- University of Illinois Springfield.

The October Springfield Enterprise Index shows almost normal level of economic activity and steadily increases through to October 2013.

The University of Illinois at Springfield announces that the greater Springfield Enterprise Index (SEI) for October is 99, which is almost the 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 the same as one month ago and only one point difference from one year ago. The SEI forecasts that the increased trend from this month continues through next year. The SEI rises from 99 to 116 in October 2013.

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 slight declines at first but increased activity through 2013 is consistent with all the other MSAs combined. The Chicago area index shows a varied pattern. The Springfield area index has higher levels of activity relative to its own economy than the other metropolitan areas in Illinois.



## Building and Zoning Department - City of Springfield Building Permit Report

	November		January - November	
	2012	2011	2012	2011
<b>New Single Family Residence</b>				
Permit	83	103	7	1
Valuation	24,463,800	25,820,266	2,105,000	200,000
Revenue	25,750.98	28,839.73	2,225.72	249.60
Dwelling Units	83	103	7	1
<b>New Two Family Residence</b>				
Permit	27	21	1	3
Valuation	7,667,000	5,866,800	450,000	843,800
Revenue	11,196.04	8,591.08	540.00	1,222.44
Dwelling Units	54	0	2	6
<b>New Multi-Family Residence</b>				
Permit	0	6	0	3
Valuation	0	5,759,000	0	1,830,000
Revenue	0	21,595.40	0	7,158.60
Dwelling Units	0	62	0	9
<b>New Commercial</b>				
Permit	21	25	0	4
Valuation	45,874,204	38,739,959	0	1,300,000
Revenue	154,649.02	134,340.42	0	5,245.40
<b>Total (New, Remodel, Addition &amp; Misc.)</b>				
Permit	3,372	2,631	266	234
Valuation	147,810,822	243,376,283	8,200,878	7,862,785
Revenue	470,732.35	744,888.25	26,840.12	26,290.60
Dwelling Units	137	207	9	7

Dabrowski said.

Consumer spending makes up approximately two-thirds of the nation's gross domestic product. "Our economy is driven by consumer spending and if people don't have jobs they don't have discretionary income," Houston said.

"Consumer confidence matters," Byrnes said. Qualitative measures such as consumer confidence index and the Federal Reserve Board's Beige book provide an interesting look at the economy from

are less likely to take a risk if there is no confidence in the local economy," Sandstrom said.

"Business people in Springfield face the same difficulties as those across the nation. While some businesses have done well, the vast majority have been challenged to maintain and control expenses while at the same time providing a quality product when consumers are spending less," Houston said.

ing signs of improvement.

"Locally there are signs of improvement," Houston said. "We've been fortunate in Springfield with the expansions of both hospitals and Springfield Clinic. They are positively impacting the construction industry while at the same time providing permanent jobs."

"We've seen steady growth in all quadrants in Springfield; with the advent of high speed rail on the 10th street corridor, I believe we will continue to see positive economic growth," Houston said.

Sandstrom believes employment in the Springfield area will continue to grow in the private sector. "For the first time in a very long time, healthcare employs more people than the state in Springfield; diversification from the public sector is a good thing," Sandstrom said.

As for the economic health of the state, it isn't quite so bright. On a net basis, Illinois is losing a person every 10 minutes to another state, according to Dabrowski. "It's very telling about the governance of this state. Illinois has the worst credit rat-

"Historically, Illinois lags behind the national economy," Brynes said. "We go into recession later and come out of it later. This is a completely different kind of recession and it's going to take some time to recover."

Hewings doesn't have much faith that legislators understand the magnitude of the economic problems in Illinois. "They [legislators] just keep kicking the can down the road hoping someone will solve the problem. No one is paying much attention to long term strategy. Without reform, current businesses will not expand nor will new business come to Illinois," he said.

"If we don't make some changes, Illinois is going to become the donut hole surrounded by competitive states," Dabrowski said.

**Betsy Butler is a senior correspondent  
for Springfield Business Journal.  
She can be reached at  
betsy@springfieldbusinessjournal.com**



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**A cheeseburger paradise**

**By Tom Collins**

Attention all carnivorous Parrot Heads: Springfield now offers a paradise within which to enjoy your cheeseburger. Tucked away in the County Market shopping center at 2765 South Sixth Street, The Burger Bar offers a bevy of burgers to tempt any palate.

Upon entering, my guests and I noticed a bandstand to the right of the door. Fortunately, no one in our party felt the need to give an impromptu performance, a decision for which our fellow diners should be eternally grateful.

but The Burger Bar managed to do so. The addition of a toasted bun was a great accompaniment to the juicy burger.

Kudos to the cook manning the grill. As for toppings, the list of possibilities is too long to describe, but rest assured there are enough options to satisfy even the most creative burger aficionado.

Curious about how The Burger Bar could do with something other than burgers, one of my guests opted for the Grilled Chicken Sandwich (\$4.49). The verdict? A good effort, but not a great one. The chicken was well cooked and the bun was toasted, but my guest reported something

# The Burger Bar

**Overall Rating: ★★★★★**

**Atomosphere: ★★ ★**

**Service: ★★★★★**

**Food: ★★★★★**

**Price: ★★★★★**

**Suitability for Business Lunch: ★★★**

**Address:** 2765 South Sixth Street,  
Springfield, Ill. 62703

**Phone:** (217) 528-9030

**Hours:** Mon. - Sun.,  
11 a.m. to midnight

**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

We found the restaurant to be about half full. Our fellow diners appeared to be primarily a casual crowd, with a few business types mixed in. We were greeted by a friendly staff member who showed us to our seats and tended to our drink orders.

The seating area consisted of low tables in the front section, as well as a number of high tops in the back near the wall-length bar. The gray walls were dotted with a mix of flatscreen televisions and an array of beer signs. Touches of Jimmy Buffet memorabilia enhanced the venue's relaxed atmosphere.

The menu leaves no doubt that this is a burger joint, while still managing to give a nod to its non-burger brethren of sandwiches, appetizers, soups and salads, and even dessert.

Among the more intriguing menu items were the fried green tomatoes (\$6.99), Big Boy Potachos (layers of The Bar's homemade chips or waffle fries covered with a chili-fries-meets-nachos menagerie of chili, mixed cheeses, lettuce, sour cream, tomatoes and jalapenos - \$7.49), the Brunch Burger (an eight ounce patty topped with bacon, a fried egg and American cheese on a jumbo English muffin - \$7.99) and the Italian Olive Salad (a mixture of iceberg and romaine topped with green olives, swiss, tomatoes, onion and your choice of dressing - \$4.99 or with grilled or breaded chicken for \$6.99).

Although tempted by the Fried Mac 'n Cheese appetizer, we elected to proceed straight to the entrees. For the main course, I opted for the Build Your Own Burger (single - \$3.99, double - \$4.99, triple - \$5.99), crossing my fingers as I requested it to be cooked "medium" – I have often found that my definition of "medium" is often quite different than that of the grillmaster wielding the spatula. Turns out that my apprehension was all for naught – my burger arrived cooked to my specifications.

Doing so is no easy task as it can be tricky to cook a quarter-pound burger so as to leave just a bit of pink in the center,

seemed to be missing. Perhaps more seasoning on the chicken would be helpful.

All entrees come with the Bar's homemade chips, but my guests and I opted to sample the "natural cut" and waffle fries, as well as the onion rings (each an additional \$1.49).

The clear winner in the fry category was the waffle fries, which were crispy on the outside and hot and fluffy on the inside. The onion rings, however, could have used a few minutes longer in the fryer. My only beef (pun intended) was that the portion size of the fries was on the small side.

One of my guests disagreed and was appreciative of the modest serving – enough to satisfy without overindulging. I begrudgingly admit that she may have a point, but I stand by my “more is better” philosophy.

While none of us had any extra belt loops to spare after our filling entrees, it was nice to see that the Burger Bar offers a couple of sweet treats for those looking to round out their dining experience.

Both the Brownie Bites (fried brownie bites with a scoop of vanilla ice cream and caramel topping - \$4.49) and the Caramel Sweet Potato Fries (sweet potato fries, vanilla ice cream and caramel - \$4.49) tempted our taste buds and prompted one guest to admonish that we should save room for dessert on our next trip.

Our service was attentive, friendly and efficient. Drinks were well monitored and all special requests were handled promptly and without issue. The background noise seemed to be a bit loud at times, which could make it difficult to maintain a serious business conversation. On the other hand, there was enough ambient noise to ensure that our conversations were not overheard.

While The Burger Bar may not be to everyone's taste, its relaxed atmosphere and delectable burgers make it a nice addition to the Springfield lunch scene.

**Tom Collins is a freelance writer from Springfield**



# 2013 Yukon Denali XL – A lot of vehicle

By Jane Driver

S & K Buick GMC has completed their remodeling and moved back inside from the parking lot. I'm sure it's a welcome change, especially after the brutal summer heat. I never saw the old showroom, but the new one seems spacious, but there was only one vehicle inside, which I thought was odd.

Still in an SUV mood, I was there to test drive the 2013 Yukon Denali. I ended up with an XL, which is 18 inches longer than the Yukon Denali. It is a lot of car, but was more car-like in its execution than I thought it would be.

The white diamond tricoat with cocoa/light cashmere leather interior was stylish, but retained a decided truck feel with the sheer size of the seats, storage console, step up, and cargo area.

The front seats are especially wide and somewhere between American squish

wide and straight back too, which I appreciated since most vehicles these days give you a slightly upward angle (hence the need for back up cameras). GMC has included blind spot monitoring on the side view mirrors which light up when needed. I liked this.

Lumbar support was adequate and the adjustable steering wheel and pedals make for an almost infinite number of seating positions for comfort. I did not like the steering wheel's combination of wood and leather. The ring of wood made my palms stick while my thumb and fingers were gliding over the leather.

The column shifter is definitely a truck component and it was difficult to get it all the way into drive as it was at a severe downward angle by that point. If it started up higher, it wouldn't have been as bad.

Driving up Dirksen parkway, the engine fairly howls on acceleration, and you can feel the torque, which is why this is an SUV appreciated by those who like to tow things. But for such a large vehicle, it was shockingly easy to turn into a parking space. Going over bumps was a non-event.

On first pressure, the brakes felt a little soft, but quickly took on their job stopping a 5800 pound vehicle quickly.

I had to slide out over the step on exit, and since the doors open extra wide, there wasn't much to grab onto on the way out. For short

people like me, getting in and out of the Yukon Denali is more like stepping into someone's house than a vehicle. It takes some extra effort.

## 2013 Yukon Denali XL

*Driven at:*

S & K Buick GMC  
1400 S. Dirksen Parkway  
Springfield, Ill. 62703  
(800) 570-0175  
skbuick.com



**Sticker price as driven: \$65,185**

**MPG: 13 city; 18 highway**

### **Notables:**

Wide view out front and back

Easy turning, No road noise

Loud engine on acceleration

Not an easy vehicle for short people



2013 Yukon Denali XL

and European stiff, not a bad place to be. Views out the front were wide and being so high up, you can see over most every other vehicle around. The rear view was

pedal configuration.

At \$65,185, you get a large SUV with a combination of truck features and car features. GMC has done a pretty good job of jazzing up the interior to help make the price tag and amenities feel worth it. However, with only 13 miles per gallon in the city and 18 on the highway, you need to be mindful of gas prices.

Jane Driver is a freelance writer from Springfield. She can be reached at [jane@springfieldbusinessjournal.com](mailto:jane@springfieldbusinessjournal.com)

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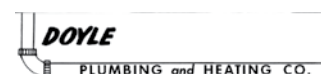
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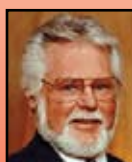
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**Kerber, Eck & Braeckel LLP**



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Springfield Business Journal is proud to join with United Community Bank in the "Best Places to Work" in central Illinois program for 2013.

This year's Best Places to Work acknowledges three companies in central Illinois who are dedicated to their employees' growth and a quality workplace.

The Best Places to Work program is open to all companies: public, private and not-for-profit located in central Illinois with 16 employees or more. Nomination forms were distributed in the October, November and December issues of Springfield Business Journal, at local United Community Bank branches and through the Springfield Business Journal and United Community Bank's websites. More than 300 nominations were considered for 60 plus different companies.

The selection process involved careful review of the nominations. Each of the selected companies distinguished themselves for being dedicated to their employees in one form or another. Congratulations to the 2013 selectees for being recognized as a Best Places to Work in central Illinois: Kerber, Eck & Braeckel LLP, Sacred Heart-Griffin, and St. John's Hospital. This is St. John's Hospital's second year of being selected.

A ceremony will be held to acknowledge these companies in January at the Montvale branch of United Community Bank. Dan Rutherford, Illinois State Treasurer, will be the keynote speaker.

Springfield Business Journal would like to express our appreciation to United Community Bank for sponsoring and underwriting the cost of the Best Places to Work in central Illinois program.

— Brant Mackey, editor and publisher,  
Springfield Business Journal







• **Address:** 1 W. Old State Capitol Plaza,  
Suite 1000, Springfield, IL 62701

• **Website:** www.kebcpa.com

• **Year founded:** 1931

• **Gross revenue:** \$20,000,000

• **Type of organization:** Privately Held

• **CEO:** Marc Carter, Partner-in-Charge of  
Springfield, 5 years

• **# of Employees / Demographics:**  
full-time – 129  
part-time – 25  
44% male / 55% female

• **Unionized?** No

• **Bonus or Merit Program offered?** No

• **Employee Stock Participation Plan?** No

• **Compensation & Benefits:**  
Dental Coverage  
Life Insurance  
Medical Coverage  
Mentoring Program  
Paid Maternity Leave  
Paid Volunteer Time  
Prescription Drug Plan  
Short-Term Disability

• **Hours a week to be eligible for benefits?** 25

• **Paid percentage of health care premium?** 80%

• **Paid time Off:** Yes

• **Maximum paid time off accumulation:** 4 weeks

• **Paid holidays:** 9-10

• **Length of orientation program:** 12 hours

• **Voluntary turnover rate in the last year:** DND

• **Any layoffs affecting more than 2% of  
employee population in the last two years?** No

• **Employee recognition/appreciation program?** Yes

• **Employee suggestion box?** Yes

## Kerber, Eck & Braeckel LLP



**W**hen one thinks of an accounting firm, creativity is most likely not the first thought that springs to mind.

Yet, Kerber, Eck & Braeckel has been extolling that virtue – among many others – in its staff since it began

in Springfield and St. Louis. It has since expanded to seven locations in three different states, with Milwaukee playing host to an office as well.

Kerber, Eck & Braeckel operates under 21 partners and principal owners and utilizes more than 130

### Mission Statement:

**To provide professional, personalized services with an in-depth understanding of our clients.**

in 1931. KEB also believes in leadership, relationships and team building. The team in place at the Springfield location of Kerber, Eck & Braeckel has apparently created quite a relationship, because KEB has been nominated as a Best Place to Work for 2013.

Darin Jenkins has been with KEB for 20 years. His first seven years were spent in the auditing department, and his last 13 years of employment have been spent as the director of operations. He suggested one prominent reason for Kerber, Eck & Braeckel's selection for 2013.

"Our culture here really gives a lot of opportunity for professional growth and I think that's probably one of the biggest reasons people feel rewarded when they come to work at KEB," Jenkins said. "We've got a lot of variety that people can dig into. They love providing client service, and they feel a satisfaction from the type of clients we work with and just being able to work with those clients."

Jenkins referred to a culture that has been evolving over the course of 80-plus years. KEB began with offices

professionals. Although KEB focuses primarily on public accounting and management consultant services, it offers a wide range of other products to its clients including, but not limited to, information technology, retirement planning and even investment planning services.

Between the variety of client services they offer and the number of KEB locations in existence to provide them, there is ample opportunity for advancement within the organization. Internal advancement, Jenkins said, is something Kerber, Eck & Braeckel is constantly promoting. It is also the reason why KEB encourages qualities such as leadership.

"It's such an important aspect from us," Jenkins said. "You have such an opportunity to learn so much in such a short time, and if you don't have that leadership quality you won't necessarily make it as a public accountant long-term."

"It's leadership through being responsible to your clients and your coworkers."

And that often-overlooked creativity mentioned



earlier goes hand-in-hand with leadership for employees of Kerber, Eck & Braeckel. Jenkins chuckled somewhat and agreed that most people wouldn't automatically think of accountants as a super creative bunch. But, he stressed, that is exactly what they need to be in order to thrive.

"We're looking for how to be creative with clients and think outside the box, how to provide a service that adds value over just something that was done in the past," Jenkins said. "We think of creativity in those regards, and not settling for the position you're in, working to make it better on a daily basis."

Finally, there is the pursuit of relationships and team-building at Kerber, Eck & Braeckel. With offices spanning from Cape Girardeau, Mo. to Milwaukee and a large staff spread among those locations, it may seem like a difficult task. Despite the scope and breadth of its organization, however, Jenkins stressed the family-like atmosphere KEB still manages to provide.

"That tone is really set by our partners," Jenkins said. "They go around and just make sure there is an open door policy, and people have the ability to talk to them."

"They are very involved, even with a person that just walks in the door. They can relate to them, work with them, and it's a very close-knit group although we are a large organization."

The familial atmosphere is strengthened by frequent activities and celebrations, Jenkins said. If a long-time colleague is leaving the firm, everyone comes together to say goodbye. When accountants pass the Certified Public Accountant (CPA) exam, there is a "happy hour" and financial incentives extended as well. KEB also offers reimbursement for the costs of these exams and also for continuing education courses.

"We've really tried to focus on helping individuals progress to that next level," Jenkins said.

Additionally, KEB also hosts a dinner followed by a next-day golf outing to denote the end of their busy season. On top of that, there is also at least one event each year that is held not only for the staff, but also their families. Nominations mentioned these outings as very positive examples of how Kerber, Eck & Braeckel is more than just a place to go to work.

For those who are athletically inclined, Kerber, Eck & Braeckel has had a number of sports teams to participate in local leagues for softball, soccer and others.

"We want (our employees) to do things together

and celebrate things together," Jenkins said. "It's not just about how we can provide professional growth, but also helping them grow personally as well. Part of

## NOTABLE NOMINATION

"KEB is a great company to work for. They provide a family type environment, and competitive wages/benefits. I enjoy working for KEB as they provide several outings during the year for staff to have fun together which breaks up the monotony of everyday work. They also have a family event yearly where spouses and children are included. "

that are employees enjoying one another both inside and outside of KEB."

Jenkins also pointed to a strong tradition of community involvement from colleagues and coworkers at Kerber, Eck & Braeckel. Even a cursory glance at partner biographies on KEB's website proves this to be true with a wide range of involvement in



(clockwise) *Darin Jenkins - Director of Operations, Cheryl Martin - Partner, David Burnett - Partner, Phil Capps - Partner, Dale Becker - Partner, Debbie Ringer - Partner*

various committees, boards and other civic areas.

"That tone is set all the way through, all the way down to all of our professionals, and we want them involved in civic opportunities whether they are charitable organizations or member organizations, any type of activity within the community," Jenkins said. "One of the things that make KEB great is we really stress that employees have a chance to work for the community as well."

**Gabe House is a freelance writer from Auburn.**



### From the Partner-In-Charge Marc Carter

Kerber, Eck & Braeckel (KEB) is honored and humbled to be selected a 2013 Best Place to Work. The nomination coming from our staff makes the honor even more special.

KEB was established in 1931 as an accounting firm with offices in Springfield and St. Louis, Mo. As our client base grew, additional services were added and additional office locations were established. KEB now has seven offices located throughout the Midwest. As we have continued to grow over the past 81 years, we remain focused on providing personalized but professional services to

all of our clients – whether large or small.

Our goal at KEB has always been to provide great service and to do the right thing for our clients. Several years back we set forth initiatives to treat our team members and staff like our best clients. We wanted the environment at KEB to be stimulating and rewarding, but we also wanted a relaxed culture. Our staff has also embraced an entrepreneurial atmosphere that we try our best to promote. We are so fortunate to have the best and brightest employees and they are indeed passionate and committed to serving our clients.

Thank you to United Community Bank and Springfield Business Journal for sponsoring this honor.



### Debby Clemence Accounting Services Manager

"When I am asked where I work, I am always very proud to say "KEB." It is wonderful to be a part of an organization that has such a great reputation in the community."



### Kate Ward Audit Senior Manager

"One of the biggest reasons I joined KEB was the flexibility and family-oriented environment the firm offered. Twelve years later, those are still the qualities I value most as an employee of the firm. Everyone works together very well, respects each other, and supports each other, making KEB a great place to work."



### Josh Clark Audit Manager

"KEB has an excellent culture that promotes flexibility and camaraderie."



### Michelle Steckel Audit Manager

"KEB is an exciting place to work. The level of commitment, passion and attention that partners and staff give their clients is truly inspirational. I am always proud to say that I work at KEB."



### Michelle Bennett Audit Manager

"KEB is a terrific place to work. We have fantastic employees that provide top notch service to our clients. It is an excellent office atmosphere where the employees are regarded as essential contributors to the firm's success."





- **Address:** 1200 W. Washington St.  
Springfield, IL 62702
- **Website:** www.shg.org
- **Year founded:** Sacred Heart-Griffin: 1988  
Legacy Schools...  
Sacred Heart Academy: 1895  
Cathedral Boys School: 1930  
Griffin High School: 1959
- **Gross revenue:** \$10,359,706
- **Type of organization:** Not-For-Profit
- **CEO:** Sr. Katherine O'Connor, O.P., 7 years
- **# of Employees / Demographics:**  
full-time – 100  
part-time – 52 “part-time” coaches,  
who coach on a seasonal basis  
40% male / 60% female
- **Unionized?** No
- **Bonus or Merit Program offered?** No
- **Employee Stock Participation Plan?** No
- **Compensation & Benefits:**  
Dental Coverage  
Fitness / Wellness Program  
Life Insurance  
Medical Coverage  
Mentoring Program  
Paid Maternity Leave  
Prescription Drug Plan  
Short-Term Disability  
Tuition Reimbursement
- **Hours a week to be eligible for benefits?** 20
- **Paid percentage of health care premium?**  
70% of an individual
- **Paid time Off:** Yes
- **Maximum paid time off accumulation:** N/A
- **Paid holidays:** 9
- **Length of orientation program:** 6 hours
- **Voluntary turnover rate in the last year:** 3%
- **Any layoffs affecting more than 2% of employee population in the last two years?** No
- **Employee recognition/appreciation program?**  
Yes
- **Employee suggestion box?** Yes

## Sacred Heart-Griffin



Sacred Heart-Griffin has only been in existence as a co-ed school for a relatively short 24 years, but in that time it appears to have cultivated a staunch loyalty. This loyalty is not embodied by only the school’s alumni and current students, but also by

why we’re here. We want to educate the students, but we also want to make them Christian leaders in the future.”  
And Bettis was also proud to point out that 98 percent of SHG’s 191 graduating seniors in the 2012

### Mission Statement:

**Sacred Heart-Griffin High School is a Catholic, Dominican high school that welcomes a diverse student population to pursue academic excellence in a community of faith.**

the staff who overwhelmingly chose SHG as one of Springfield’s Best Places to Work.  
Nominations from SHG employees repeatedly mentioned ideals like joy, loyalty, family and faith. Such values aren’t necessarily surprising to read, considering the Catholic high school’s mission statement is academic excellence in a community of faith.  
Sacred Heart-Griffin’s inception came from the merger of Sacred Heart Academy and Griffin High in 1988. In that time, much has changed. The school has expanded with classroom additions, facility renovations and even a new multipurpose athletics stadium. But the core principle, the marrying of academic pursuit with a literal religious adherence, has not changed.  
“The teachers are encouraged to work with the students no matter what level (the students) are at,” said Jennifer Bettis, the director of advancement for SHG. “Teachers work with every student to help them reach their highest potential and I think that’s really rewarding.  
“Every day we begin with a prayer, most of the classes begin with prayers and we never want to forget

class will be pursuing a higher education, with nearly 65 percent of them attending a four-year university. Thirty of those same students are National Honor Society members, 28 are Illinois State Scholars and the class as a whole logged more than 31,500 hours of community service. The college matriculation spanning from 2005 – 2012 reads like a veritable laundry list. Students have attended colleges from the University of Illinois to the far-flung University of Hong Kong and a host of schools in between.  
“We are definitely a college preparatory high school,” Bettis said. “Also, I believe over half of our staff have higher degrees than a bachelor’s. We’re definitely into continuing education for our faculty and staff as well.”  
Such numbers and achievements are impressive, to be sure. But happy and industrious students need an environment that is also conducive to continually aspire to such levels. Sacred Heart-Griffin, with its family-like atmosphere, is just such a place, according to Bettis.  
“This is the kind of place that when you get sick, or your own kids need you, without too much red tape



somebody is there to step in to help you, to cover your classes and to do what needs to be done," Bettis explained. "Faculty and staff are supportive of one another."

Several nominations spoke of sharing important life events such as marriages and births with their "extended family" at Sacred Heart-Griffin. On the other end of the spectrum, troubling times such as the death of a loved one caused a rallying of support for the staff member who was stricken with grief.

Aside from helping one another out, the staff of SHG is also buoyed by a supportive employer. Sacred Heart is so supportive, in fact, that Bettis herself was somewhat surprised at all of the activities and outreach not only for the students, but also the staff, when she first began working there nearly nine years ago. There is an annual Christmas luncheon supplied by the Dominican Sisters - whose motherhouse actually resides on the Sacred Heart campus - as well as a faculty and staff appreciation day in January that is organized by parents.

"You're just thinking, 'Oh, my gosh, do they do all of this every year?'" Bettis said. "A healthy faculty and staff - and a happy one - does well by the children."

Bettis also spoke of retreats that teachers and staff are encouraged to attend. She said she has attended at least one each year since she started at SHG. These give the students and teachers a chance to interact outside of school, which can often be eye-opening experiences for the students.

"I've seen the students really thrive and enjoy those (retreats)," Bettis said. "They get to see teachers

and staff in their professional roles, but then see they're real people on those retreats as well. These kids, I think, embrace the fact that teachers are people too."

The end result is a group of people that genuinely seem to enjoy their jobs if the nominations are any indication. And they show it too.

Bettis said nearly all of the SHG employees contributed to the Generations campaign for the school. This ambitious project sought funding through donations to renovate portions of both the east and west campuses of the school. The east campus received new auditorium seating and flooring and a new multipurpose band room in what was practically a complete overhaul of the fine arts areas.

The west campus, meanwhile, saw a host of improvements to athletic facilities including new locker rooms, a new multipurpose gymnasium and a new weight room. And then, of course, there was the new stadium for both football and soccer. It features

a synthetic turf, an electronic scoreboard with video capabilities and bleacher seating for 4,000 fans.

"We've done a lot in the last couple years to build

## NOTABLE NOMINATION

"The main reason I love working here is because of the faculty and staff. It in no way feels like a workplace to me. Everyone here is friendly, kind, and very helpful in whatever needs you have. It feels like one big family here, and I am so appreciative to be in such a great working environment where I know I have an endless amount of support! The students are amazing, as well. They make my job very worthwhile! All of the relationships I have made, with faculty/staff and with the students, add to my happiness. I truly can say that I love my job and I never feel like I'm "working" because I'm doing something that I love in an environment that makes me enjoy life. Rock on Cyclones!!!"



on (to the school)," Bettis said. "And I think we'll continue to make sure we're top-of-the-line as far as technology, athletics and curriculum are concerned to produce solid, well-rounded students."

That the staff themselves would give back to the school in order to promote that growth says a lot. This was their own money, Bettis said, that they were giving for the Generations campaign to succeed, and it speaks volumes of their commitment level to Sacred Heart.

"It's like being a part of the family here," Bettis reiterated. "I feel the Dominican Sisters are warm and caring people and they're very committed to keeping this tradition of academic excellence in a community of faith alive and well here at SHG."

**Gabe House is a freelance writer from Auburn.**



### From the President Sister Katherine O'Connor, O.P.

Sacred Heart-Griffin High School employees - faculty and staff - stand on the shoulders of many who ministered at Sacred Heart-Griffin and its legacy schools through the years to assure

that our students are provided faith development along with academic excellence.

In 1988, the strong traditions of Sacred Heart Academy and Griffin High School joined together to become a premier Catholic coeducational high school in Springfield. Catholic education is founded on the principle that parents are the primary educators of their children. Since its beginning, we have partnered with parents to educate their students in a faith-filled environment of academic rigor that challenges students

to become critical thinkers. Our goal is to prepare our students to participate in a positive way within the church and society upon completion of their education. As we approach our 25th anniversary, we are grateful for the tremendous support of our faculty, staff, alumni, past and present parents and students who have been part of the success of Sacred Heart-Griffin.

The faculty and staff are the heart of Sacred Heart-Griffin! The excellence they expect from their students within an atmosphere of caring for their individual needs creates "the Academic Excellence in a Community of Faith" for which Sacred Heart-Griffin is known.

Repeatedly, our students name our teachers as the reason that Sacred Heart-Griffin is such an outstanding school. We are grateful to our dedicated and professional staff for making Sacred Heart-Griffin the "Best Place for our students to learn." It is with much pride and gratitude for each member of our staff that we thank them for naming Sacred Heart-Griffin the "Best Place to Work." We are grateful to the Springfield Business Journal and United Community Bank for selecting SHG for this distinctive honor.



### Erica Cusumano Director of Student Marketing and Alumni

"I have worked at Sacred Heart-Griffin High School for a year and a half now; however I am also a 2001 alum. Both as a student and employee, I have always felt the

extreme sense of community and family. While we are all here with a job to do, we are all also a close-knit family, one I am very proud to be a part of. The pride and tradition that exists in the halls of SHG is matched by no other."



### Mary Jo Edison Theology Teacher

"I have been employed by Sacred Heart-Griffin High School for the past 12 years. I have been an educator for 31 years. SHG is a place where the

mission statement 'academic excellence in a community of faith' is a reality."



### Lisa Burg Assistant Athletic Director

"When I think of Sacred Heart-Griffin, I think of family. We are one big family working together to achieve academic excellence

in a community of faith. I truly enjoy being part of the SHG Community not only as an employee but as a parent also."



### Simon Cory Theology Teacher

"Sacred Heart Griffin is a family. The graduates, families, students, and faculty all work to a common goal, truth. As a member of the faculty, since before the merger of the Academy and Griffin, I feel so blessed to go to work each day in an environment of care and compassion we all share.

What a blessing to observe the growth of our future as we watch the maturity of our students grow from their freshman year, through high school, college, and into responsible adults. This process comes as they learn the truth that serving others is the source of real happiness, and they learn that not in the classroom but in the models established by the SHG family. My plan is to continue working at SHG until I retire, since I can not imagine a better place to be. God Bless."



### Phil Seck Campus Minister

"I have worked at SHG since its origin in the fall of 1988. For 24 years, I taught freshmen English, and I have become campus minister during the last two school years. In all of my years here and in several types of jobs, I cannot imagine a better place to work. We

are TRULY a big family of co-workers who support each other professionally, spiritually, and emotionally. Truest evidence of this was for me and my family in the fall of 2001. That fall, my wife and I took on four additional foster children in addition to our own three daughters, and the SHG staff completely carried us prayerfully and financially through those difficult months. Also, just before Christmas, my mother passed away unexpectedly, and once again, the SHG students, staff, and parents rallied around me and my family. As a Griffin alum, I am SO proud to be a part of this organization."





- **Address:** 800 E. Carpenter St.  
Springfield, IL 62769
- **Website:** www.st-johns.org
- **Year founded:** 1875
- **Gross revenue:** \$1,194,659,502
- **Type of organization:** Not-For-Profit
- **Subsidiary/Division of another company:** Yes
- **CEO:** Robert Ritz, 4 years
- **# of Employees / Demographics:**  
full-time – 1539  
part-time – 1485  
21% male / 79% female
- **Unionized?** No
- **Bonus or Merit Program offered?** Yes
- **Employee Stock Participation Plan?** No
- **Compensation & Benefits:**  
Dental Coverage  
Fitness / Wellness Program  
Life Insurance  
Medical Coverage  
Paid Maternity Leave  
Prescription Drug Plan  
Short-Term Disability  
Tuition Reimbursement
- **Hours a week to be eligible for benefits?** 16
- **Paid percentage of health care premium?**  
Varies according to plan selected
- **Paid time Off:** Yes
- **Maximum paid time off accumulation:** 528 hours
- **Paid holidays:** 6. Employees use PTO time.
- **Length of orientation program:** 2-8 weeks
- **Voluntary turnover rate in the last year:** DND
- **Any layoffs affecting more than 2% of employee population in the last two years?** No
- **Employee recognition/appreciation program?** Yes
- **Employee suggestion box?** Yes

## St. John's Hospital



St. John's Hospital is no stranger to accolades and honors. In December of last year, they earned a Blue Cross Blue Shield Blue Distinction for spine surgery as well as knee and hip replacement. Two months

than 3,000 people. The medical staff numbers nearly 700 doctors, podiatrists and dentists. It is the flagship hospital of Hospital Sisters Health System, a health care ministry with 13 hospitals and medical groups in Illinois and Wisconsin.

### Mission Statement:

**St. John's Hospital provides a ministry of exceptional health care services to the people of central Illinois in the Catholic tradition of compassion, justice, and reverence for life.**

before that, St. John's was named as one of the top 100 cardiac hospitals in the nation from Healthgrades, a provider of information to help consumers make an informed decision about a physician or hospital, for the second consecutive year.

But that's not the only honor St. John's has now taken home for two consecutive years; they are also a selection as a 2013 Best Place to Work. It's the first time there's been a repeat winner in the program, much less in two straight years.

"They were pumped and wanted to do it again," said Pat Schulz, the chief people officer for St. John's Hospital. "We've got a really engaged group of colleagues, and there's just so much momentum for us right now."

One of the more impressive facets of the consecutive selections is the sheer size of St. John's. It often seems that as an organization becomes larger, the people behind it become more faceless and interchangeable.

And St. John's is, indeed, very large. According to its website, St. John's employs more

Yet, in spite of those rather large numbers, St. John's employees – the term colleagues is preferred there, actually – still felt strongly enough connected to their workplace to nominate it once again.

"One of the things that come to mind is the longevity of our colleagues," Schulz offered as a reason for the continuing support from within St. John's. "We recently had our annual recognition dinner, and we had 10 people who had reached 40 years (of service). We have wonderfully long-tenured people, and we're always getting fresh transfusions of folks, so I think that helps too."

Erica Smith works in public relations for St. John's, and she felt the business itself is another binding factor as to why colleagues there feel so close to each other and their place of work.

"I think that the nature of healthcare is that it's a very emotionally charged job," Smith said. "It's very important within and across departments that people feel supported by each other. I think the strength from our staff comes from the support they have from each other."



That inter-department support is evident with one trip to the hospital. A doctor may wander through a waiting room area for a cup of coffee and call the attendant by name. They'll chat for a few minutes about their day or their families. It can be a comforting

## NOTABLE NOMINATION

"I believe that St. John's should once again be nominated for a best place to work. I have been employed at the hospital for 20 years and haven't regretted a moment of it. St. John's has provided me a wonderful place to work, opportunities for furthering my education, and numerous lifelong friends. I am thankful for St. John's for offering me the chance of a lifetime."

thing to see, and they extend the same congeniality to patients as well.

"That's one of the behaviors we want to see here, greeting, being friendly, recognizing coworkers and also, of course, (extending that to) patients," Schulz said.

A great deal of that behavior likely stems from the tenets driving St. John's Hospital. Being a part of the Hospital Sisters Health System - which is guided by traditional Franciscan traditions - St. John's seeks to provide quality, caring and compassionate health care to all.

Respect, care, competence and joy are listed as the paramount values on the hospital website. Smith said she believes those values help bring together colleagues at St. John's both at work and outside of it.

"I think we do a good job, because we're mission-based, of providing morale-boosting activities outside and inside the hospital," Smith said. "It's how we're connected to the community, but it also creates a good feeling that your work cares about you, the patients and also where you live."

Both Smith and Schulz were particularly proud of the Hospital Sisters Mission Outreach, a program that takes usable medical equipment and supplies that would otherwise be discarded and works to distribute it to various health outlets around the world.

Supplies ranging from a simple bandage all the way up to hospital beds are batched together and sent to clinics that have put together specific lists of what they truly need and can utilize.

"Before (Mission Outreach) there was a lot of junk being sent to these clinics that they didn't need," Smith said. "But this program bridges the gap between asking what they need and then getting them what they can use."

And St. John's is concerned with helping inside the hospital as well. Coat and hat drives are organized with the intent of donation to the patients. Drives for school supplies are common as well.

Outside of charity and civic work, St. John's also desires to help its colleagues with its willingness to promote internal advancement. At least 30 percent of

positions are filled internally, Schulz said. Also, there are several different programs aimed at increasing retention at the hospital. A new one that has met with success, according to Schulz, involves the nurses.

"We have our new registered nurse (RN) grads in a cohort together for about 16 weeks, and they get to see all the different parts of the hospital," Schulz said. "While they may start in a particular department they may want to go into something else after having experienced it, and that helps a lot from a retention standpoint."

That desire to retain employees is important for St. John's as it only continues to grow. A new surgical services center is scheduled to open with the next two years, and additional patient floors are in the planning as well.

Exciting advances are being made elsewhere with MAKOpasty being one such example. The process involves a surgeon-guided robotic arm that aids in a procedure for treating osteoarthritis of the knee and hip. Molly Wilson, chief communications officer for St. John's and St. Mary's in Decatur, was particularly excited about MAKOpasty.

"This is something you had to travel to Chicago



for in the past," Wilson explained. "But now, it's right here in central Illinois."

From technological advancements such as robotic arms that lend a hand during surgery in the hospital to community involvement outside of it, colleagues at St. John's repeatedly mentioned the rewarding nature of working there in many of the nominations submitted to the Springfield Business Journal.

It is abundantly clear they - and their employer - care about each other.

"You try to recognize one another within the hospital and you think you're doing a great job," Schulz said. "But to be recognized publicly ... I think the nomination and award last year really meant a lot."

**Gabe House is a freelance writer from Auburn.**



### From the CEO Robert Ritz

St. John's Hospital is honored to be one of the UCB Best Places to Work. This award demonstrates our commitment to excellence through our 3,000 committed

colleagues who deliver Inspired Care to everyone, every day. The fact we are now receiving this award for the second time reflects the respect and pride our colleagues have in our mission.

Since 1875, St. John's has offered excellent medical care in a warm and caring environment. We are a dedicated staff of health care professionals with the latest technology. At the same time, we are a Catholic hospital, dedicated to serving the

physical and spiritual needs of our patients and visitors.

We offer our staff diverse opportunities to develop and grow professionally. Our commitment to the mind, body, and spirit gives our colleagues the opportunity to connect with patients, and each other, in a deeper and more meaningful way.

We are proud of St. John's Hospital and all those who serve here. Many of our colleagues have spent their entire careers at St. John's which offers a welcoming environment for new members of our team. Our dedication to our profession and our mission supports our ability to provide Inspired Care. We share it with each person who passes through our doors.

It is both a privilege and honor to receive this outstanding recognition of St. John's Hospital as a Best Place to Work by UCB.



**Diana Weyhenmeyer**  
*RN, Cancer Services*

"I have been employed for 36 years at St. John's Hospital. The care and compassion employees show to our patients and each other is very important. People

volunteer in all kinds of ways and help feed the homeless in our community. That is "where it's at" in helping each other and we do a great job at St. John's of doing exactly that."



**Doug Duff**  
*RN, Intensive Care Unit*

"Management goes above and beyond to assist staff with ANY problems. Not just work issues but with their personal problems also

... as a former active duty Marine the best word to use here is outstanding."



**Kathy Boward**  
*Prairie Diagnostic Center*

"I have always worked in the medical field but mainly in an office or dealing with patients mostly on the phone. I really enjoy the direct interaction with patients

and their families and like making sure that they are comfortable. I can honestly say that in all my years of working, this is the job that I truly like and look forward to coming in each day. It helps when you work with a great group of people."



**Melinda Garner**  
*Information Technology*

"A sense of joy and care for Springfield and surrounding communities can be felt on a daily basis by the colleagues, physicians, patients, and

families at St. John's."



**Ileen Gleghorn**  
*Radiology*

"I enjoy being a part of a caring team where each member brings their own special talents, gifts and expertise to work each day with one goal in mind - to deliver

"inspired care." My role and my special mission is to share my compassion and hospitality to our customers, other team members throughout the HSHS system, and the community we serve."





Previous Selectees 2008-2012

# United Community Bank's Best Places to Work in central Illinois

## 2008 AIG American General

AIG offers an assortment of unique benefits such as a mentoring program, paid volunteer time, a subsidized on-site cafeteria, tuition reimbursement and more. AIG also encourages the overall health and wellness of its employees with a comprehensive fitness program.



## 2008 Crawford, Murphy & Tilly, Inc.

CMT is focused on the Continuous Improvement Initiative, a company-wide quality improvement program, that encourages employees in all units to work together for a more efficient work process. As Continuous Improvement Initiative projects are completed, teams are recognized and rewarded by management.



## 2008 H. D. Smith Wholesale Drug Company

H.D. Smith continues to grow as one of the nation's largest full-line, full-service wholesale drug companies serving retail, hospital, and institutional pharmacies. The company's philosophy remains centered around staying close to the employees and retaining a small, family-oriented company culture.



## 2009 Hanson Professional Services, Inc.

Hanson is committed to a culture that helps their employees develop personally and professionally. Training, mentoring, coaching and sharing are all hallmarks of Hanson's employee-owned philosophy. Their focus on people means they offer flexible work arrangements, encourage open communication, and foster a team-oriented environment.



## 2009 Horace Mann

In return for the dedication employees show to the community, clients, and coworkers, Horace Mann offers numerous benefits, including tuition reimbursement, a flexible work week, and a company wellness program. Horace Mann has also implemented a variety of employee recognition programs.



## 2009 Sikich LLP

Sikich offices are "open door" facilities where top level management strives to always be inviting and encouraging. Their diverse and friendly environment fosters learning, creativity, and the passion to grow as a professional. Decisions are frequently made in a team setting where the views and ideas of both management and staff are given consideration.



## 2009 Springfield Electric Supply Company

Springfield Electric offers employees the chance to work in a team environment with great people who are dedicated to satisfying customers' needs. Springfield Electric encourages community involvement; employees volunteer with a number of charitable organizations, mentor school children, and provide Christmas gifts for needy families.



## 2010 Brandt Consolidated

The Brandt culture supports real people core values and rewards forward thinking in an environment that feels more like an extended family than a corporation. Brandt is committed to promoting communication, self expression, and encouraging employees to reach their fullest potential.





# Previous Selectees

## 2008 - 2012



Previous Selectees 2008-2012

### 2010 Lincoln Land Community College

Lincoln Land Community College (LLCC) considers its employees as its greatest asset. LLCC offers a tuition reimbursement program that extends to immediate family and a unique "sick bank" for employees requiring additional time off. While LLCC offers competitive employee benefits, staff members feel most rewarded by the educational opportunities provided for students.



### 2010 Orthopedic Center of Illinois

OCI is dedicated to making all employees feel like part of the family by fostering a team based work environment in a state of the art facility. They offer flexible scheduling and employee recognition programs. OCI strives to offer employees a rewarding place to work by allowing them opportunities to give back to the community through many charitable organizations.



### 2011 BJ Salons Inc.

At BJ Salons, they feel education is the secret to their success. Owners, John and Gail Lorenzini, make company paid education and training a top priority to ensure all employees stay current in the latest trends and techniques. BJ Salon is also dedicated to helping their employees achieve a work-life balance by offering flexible work arrangements.



### 2011 M.J. Kellner Foodservice

Bill and Julie Kellner, owners of M.J. Kellner Foodservice, embrace the philosophy of treating employees like family. They make sure that every decision is made with the big picture in mind so that employees are looked after while keeping the business strong. The company recognizes and rewards employees by acknowledging birthdays, holding holiday parties and monthly company luncheons.



### 2011 Springfield Clinic

Springfield Clinic is in the business of caring for people, patients and employees alike. Their Commitment to Quality (CTQ) encourages employees to go above and beyond to enhance the patient experience. Springfield Clinic places a high priority on employee recognition. Employees are recognized with monthly "Employee Excellence Awards" and an "Employee of the Year Award".



### 2012 Express Employment Professionals

Express Employment Professionals values community involvement by establishing a philanthropic committee which designates funds to a variety of causes through the corporate giving program. This enables employees to help communities, organizations and individuals succeed on both an international and local level.



### 2012 St. John's Hospital

St. John's Hospital believes that the power of people makes the difference in patient care. They strive to create a warm, family-oriented work atmosphere in order to provide the best possible care for patients. St. John's Hospital also provides the staff with the latest tools to deliver excellent care in professional and nurturing work environment.



St. John's  
Health Center

AN AFFILIATE OF HOSPITAL SISTERS HEALTH SYSTEM

### 2012 Systemax Corporation

Systemax prides itself on its reputation for quality, dependability, and knowledgeable service. The staff is encouraged to work with management daily to create a better customer experience. Systemax promotes a professional and fun work environment to encourage employee commitment to excellent customer service one solution at a time.



EQUAL HOUSING LENDER | MEMBER FDIC



## PROFILES:

Martha Daniels – P. 28

Robert Mathews – P. 34

## LISTS:

Architectural Firms– P. 26

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## Memorial embarking on major expansion

St. Louis based BSA is architect in charge; local firms tout health care experience

By Roberta Codemo,  
Correspondent

Memorial Medical Center will begin work on an ambitious expansion project in the spring of 2013. BSA Lifestructures, Inc. in St. Louis is the architect in charge of the \$145 million construction job.

"This is a historic decision," Ed Curtis, president and chief executive officer, said. "This is the most significant, large-scale project Memorial has undertaken."

Founded in 1975, BSA Lifestructures, Inc. is an architectural and engineering

rooms. This will provide improved patient care from registration through post-procedure discharge or transfer to an inpatient room. The family waiting room will double in size.

Plans also call for the development of a new main entrance plaza and renovating the main lobby and upgrading the hospital utilities infrastructure.

In addition, the hospital is building the Memorial Center for Learning and Innovation on the southeast corner of Rutledge and Miller streets. The three-story, 50,000 sq. ft. facility will include a conference center and a state-of-the-art clinical simulation lab and a surgical-skills laboratory with facilities to provide hands-on training and patient care education in



Kevin Token, BSA systems engineer

firm that focuses on designing health care, higher education and science and research facilities. "Sixty percent of our work is in health care," said Kevin Token, BSA systems engineer.

Health care architecture presents its own problems. "The client must keep the doors open for business," Token said. "It's important to minimize the noise and vibration from construction."

Token is the principal in charge. He has worked in health care design for more than 20 years. A graduate of Rose-Hulman Institute of Technology and Marshall University, he is the senior director of BSA's St. Louis office.

"My job is to make sure Memorial gets all the resources it needs at the right time so that the project goes smoothly," Token said.

Memorial Medical Center and BSA Lifestructures, Inc. have worked together since the 1980s. The firm was selected based on their past experience and interviews and assurances that their top talent would be assigned to the project.

Plans include construction of a three-story patient care tower with 114 private patient rooms near the entrance. The building will serve cardiology, orthopedic and intermediate care patients. The large rooms will include patient safety design features, improved access to patient medications and supplies and provide dedicated space for family and visitors.

A 20,000 sq. ft. expansion will add six operating rooms, 23 post-anesthesia care unit (PACU) and 30 pre-op/discharge

simulated clinical settings.

Target completion dates are December 2014 for the first phase of the surgery expansion and main lobby renovation, May 2015 for the second phase of the surgery renovation and January 2016 for the new private patient rooms and main entrance renovation.

Memorial Medical Center also uses local architects. "They support the local community," Token said.

FWAI Architects, Inc., 101 ½ N. Fifth St., is one of the oldest architectural firms in Springfield. Health care design is a key component of their work. "It has played a big role in keeping our doors open," FWAI's Paul Wheeler said.

The firm has completed several projects for Memorial Medical Center. "We've done most of their clinics," Wheeler said. "We also help with minor projects on the main campus."

Wheeler said a health care hospital firm like BSA has the expertise to handle a large-scale hospital project. "They have the people on staff," he said.

FWAI started doing health care design work in 1996. "The first project we worked on was the Chatham Clinic," Wheeler said. "We were thrilled."

Wheeler said Memorial Medical Center is starting to let his firm do more complex work. The goal is to continue to grow and do more sophisticated health care projects.

Continued on Page 29,  
Health Care Design





Illinois High-Speed Rail



Lincoln Land Workforce Careers Center



MacArthur Boulevard Extension



183rd Fighter Wing, Abraham Lincoln Capital Airport



Springfield Clinic



Dallman Power Plant, CWLP



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# Major Architectural Firms

(Ranked by Number of Local Registered Architects)

	Company Name Address City, State, ZIP Code	Telephone (-) Fax (=) Web Site (www.) E-Mail	Number of Local Registered Architects	Number of Local Full-Time Employees	Principals	Notable Projects	Year Established
1	<b>FWAI Architects Inc.</b> 1 NW Old Capitol Plaza Springfield IL 62701	217-528-3661 217-528=4717 fwai.com admin@fwai.com	5	13	Carl Fischer Paul Wheeler Kay Fischer	Springfield, Ill.: Blessed Sacrement School Expansion, LLCC Connecting Link - Sangamon & Meard Halls, H.D. Smith Wholesale Drug Corporate Campus, Crowne Plaza Hotel, INB Branches, St. Joseph's Home Dementia Center, Memorial Medical Center Clinics, Springfield Clinic Dermatology Clinic; Jacksonville, Ill.: Springfield Clinic Express Care; Petersburg/Chatham, Ill.: Memorial Medical Center Clinics; Urbana / Champaign, Ill.: UIUC English Building - Courtyard Roof Replacement, UIUC Assembly Hall - Remodel & Addition; Waukegan, Ill.: Regional Corporate Data Center; Texas: Corporate Data Center.	1976
	<b>Graham &amp; Hyde Architects, Inc.</b> 1010 Clocktower Drive Springfield IL 62704	217-787-9380 217-793=6465 grahamandhyde.com info@grahamandhyde.com	5	10	Thomas J. Hyde Jamie Cosgriff Kevin Handy Mike Zellers	Springfield, Ill.: Vachel Lindsay Elementary School, St. Agnes Church, Hoogland Center for the Arts, First United Methodist Church, Blessed Sacrement Church, Carrollton Bank, St. John's Lutheran Church expansion, Christ the King Parish Center, Cathedral of Immaculate Conception renovation, Ridgely Elementary School, Ball Charter Elementary School, St. Patrick's Church of Merna, Cherry Hills Baptist Church.	1968
3	<b>Allied Design Consultants, Inc.</b> 405 1/2 S. Sixth St. Springfield IL 62701	217-522-3355 217-522=5570 alliedarch.com alliedsn@fgi.net	4	7	William D. VanDusen Bruce M. Bollero	Illinois: Girard School additions; Eureka Schools additions; Security Bank facilities, renovations to Illinois State University buildings and Emerson Building, renovations to Southern Illinois University; Springfield, Ill.: Illinois State Fairgrounds, Security Bank renovations & new construction, renovations to UIS / LLCC / SIU School of Medicine; New Berlin, Ill.: New Berlin Elementary School; Casey, Ill.: Casey-Westfield High School addition and renovation.	1984
	<b>Melotte Morse Leonatti Parker, Ltd.</b> 213 1/2 S. Sixth St. Springfield IL 62701	217-789-9515 217-789=9518 mmlpltd.com architect@mmlpltd.com	4	12	Ralls C. Melotte Richard R. Morse David J. Leonatti T. David Parker	Illinois: Shelby County Court House Restoration and Environmental Consulting, Shelbyville; New Matheny/Withrow Elementary School, Springfield, Fifth Street Renaissance Veterans' Shelter; Covidien Industrial Plant, St. Louis; Goodwill Industries Retail Stores; Illinois School for the Deaf Remodeling, Jacksonville; Urban Park Place Mold Remediation, Champaign.	1978
	<b>Steckel-Parker Architects, Inc.</b> 2941 Happy Landing Drive Springfield IL 62711	217-793-6444 217-793=5434 steckelparker.com dave@steckelparker.com	4	5	David E. Steckel	Springfield, Ill.: Brandt Consolidated offices, IL Primary Health Care Association, Central IL Kidney & Dialysis Association offices, United Community Bank - multiple facilities, Town & Country Bank - Wabash & Dirksen facilities, Group Home at The Hope Institute, Pepsi Distribution Center, West Central Bank remodeling - Beardstown, Military facilities - Sparta & Marseilles.	1964
6	<b>Evan Lloyd Associates Inc.</b> 1630 S. Sixth St. Springfield IL 62703	217-789-7011 217-789=7101 evanlloydarchitects.com tsmith@evanlloyd.com	3	13	Timothy B. Smith, Gregory T. Frazier	Springfield, Ill.: PCCC renovation, new Sangamon County Health Department, Connor Co. new distribution facility, new Illinois State Police Federal Credit Union, House & Senate Chambers renovation, State Capitol, Waterways Building renovation, 4th Dist. Appellate Court, McGladrey & Pullen building, Fit Club South addition; Jacksonville, Ill.: New Pathway Services facility; Sherman, Ill.: New Illini Bank and Community Center; Maryville, Ill.: First Baptist Church - new Family Life Center and Student Center; Lincoln, Ill.: New Lincon Center, Lincoln College.	1969
	<b>Ferry &amp; Associates Architects</b> 217 S. Seventh St. Springfield IL 62701	217-522-4100 217-522=4122 ferryarchitects.com bferry@ferryarchitects.com	3	9	Donald E. Ferry Bruce S. Ferry Lindsay Hahn	Springfield, Ill.: State House Inn - new conference center, Buck Building - facade renovation (downtown-historic), Lewis Memorial Christian Homes - Wellness Center / 10 unit shared housing / skilled addition; Forsyth, Ill.: Hickory Point Christian Village - 47 bed skilled bed addition.	1961
8	<b>Goldasich-Audo Architects &amp; Planners</b> P.O. Box 5018 Springfield IL 62705	217-546-6737 217-245=4989  lonzerottis@lonzerottis.com	2	2	Mike Goldasich Tony Audo	Jacksonville, Ill.: The Railyard Complex, Jacksonville Savings Bank/South Main, Wells Center, Four Rivers Special Education Facility; Beecher Hall renovation, Illinois College; Governor Duncan Home renovation; St. Simon & Jude renovation, Gillespie.	1978
	<b>Huff Architectural Group Inc. *</b> 3201 S. Meadowbrook Road, Suite A Springfield IL 62711	217-698-8250 217-698=8271 huffagi.com bhuff@huffagi.com	2	7	Bob Huff, AIA	Henry, Ill.: Henry-Senachwine Grade School, La Harpe, Ill.: La Harpe Elementary School, Perry, Ill.: Griggsville-Perry Middle School.	1972
	<b>J.H. Petty and Associates, Ltd. Architects</b> 2920 Chatham Road, Suite B Springfield IL 62704	217-787-2844 217-787=2855  jhp@jhpa.biz	2	5	Joseph H. Petty, AIA	Springfield, Ill.: Illinois Principals Association, Illinois Health Care Association, Lincoln Land Community College Child Development Center, Springfield Service Corporation, St. John's Rehab South, Fit Club South, Mid-America Advertising Headquarters, Sangamon County Farm Bureau office building; Jacksonville, Ill.: Corn Belt Bank; Lincoln, Ill.: West Lincoln Broadwell School; County Market, Pittsfield, Ill.; County Market, Monmouth, Ill.; AC Central School, Ashland, Ill.; Illinois: Virginia School District, Illinois Municipal League - remodel, Illinois Cable Association - remodel.	1994
	<b>John Shafer &amp; Associates</b> 1230 S. Sixth St. Springfield IL 62703	217-744-9036 217-744=9039 shafer-arch.com john@shafer-arch.com	2	5	John Shafer	Illinois: LLCC Taylorville Classroom building, 1230 S. Sixth St., private residence - Lake Springfield, Springfield Clinic - various projects, Midwest Technical Institute, Terry Farmer Photography, Salvation Army, Village of Grandview offices.	1992
	<b>Prather Tucker Associates Inc.</b> 1111 S. Eighth St. Springfield IL 62703	217-789-4800 217-789=4844 prathertucker.com mtucker@prathertucker.com	2	4	William L. Prather, AIA, Mark K. Tucker, AIA	Springfield, Ill.: New IBEW Union Hall, Illini Country Club - New Bath House / Fitness Center and Food Service Facility, Springfield District 186 Elementary School renovations, Southwest Plaza facade renovations; Taylorville, Ill.: Midland Bank addition; Millford, Ill.: New Junior / Senior High School; Morrisonville, Ill.: Junior / Senior High School addition.	2003
	<b>Walton &amp; Associates Architects, P.C.</b> 1227 S. Sixth St. Springfield IL 62703	217-544-5888 217-544=1851 waltonarchitects.com don@waltonarchitects.com	2	5	Don R. Walton David McDow	Springfield, Ill.: Erin's Pavilion, Southwind Park, Springfield Park District; Jacksonville, Ill.: Illinois College - misc. projects; Georgetown, Ill.: First United Methodist Church, master planning; Danville, Ill.: Danville Area Community College - Mary Miller addition and remodeling, Hoopeston Classroom Facility, Campus Architect; Lakeview College of Nursing addition and remodeling, Lakeview College of Nursing, Charleston and Danville.	1990

Sources: The architectural firms.

\* - Did Not Respond. Reprinted from the January 2012 Business Journal.

List reprinted from the 2012-2013 Book of Lists.

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# personality profile •

## We aren't in Barranquilla any more

By Eric Woods, Correspondent

### Springfield –

**What is your favorite part about living in Springfield?** Daniels has been in Springfield for 12 years and loves everything from the downtown area, Washington Park to the lake. “I love the people here the most,” she said. “I love that it is the Land of Lincoln. I was intrigued when I first came here.”

**What is the worst part about living in Springfield?** “Some of the buildings need updating,” said Daniels.

**The biggest issue Springfield currently faces is...?** Daniels wants to see the revitalization of downtown and feels moving rail from Third Street to 10th Street will help.

**Employment – “When I was 10, I wanted to be ... an architect.”** “My dad wanted me to be a doctor, but he eventually gave me his blessing,” said Daniels.

**First job?** Daniels has had four jobs throughout her life, the first one being in her native Colombia working for an ar-

chitect for three years.

**Worst job?** Daniels has loved all of her previous jobs. During one of her previous jobs, though, she did have to commute for an hour each way for about a year. “I loved the job, though,” she said.

### Current job and responsibilities?

Steckel-Parker Architects has been in business since 1964. Daniels has been with the company for nine years and works on construction documents, shop drawings, color selections, and renderings. She is also responsible for the company's web page, which she created, and from time to time handles new company advertisements.

### Philosophical –

**What do you want to know about the future?** “I am concerned about global warming,” said Daniels. “I wonder what people who live at sea level will do if this continues. Will we ever control the situation?”

**How do you envision your life in 10 years?** “I like to live in today,” said Daniels. “I

know I will still be living in Springfield and working here.”

**Something you learned early in life and still use?** As a teenager, her brother-in-law – Enrique – gave her the essay “A Message to Garcia” by Elbert Hubbard which she found to have some very good advice.

### Advice –

**Advice for someone seeking a career in your field?** Daniels feels that the most important aspect to being an architect is loving the profession. “It is great to always improve your skills, and you can always do that,” she said. “You need to love this industry, because there is a lot of time and dedication involved.”

**Who was your biggest influence?** Daniels credits her parents first, and also feels that her brother Victor did quite a bit for her. “I was inspired to study architecture because of him,” she said. “He always told me to study.” Her boss and mentor, Dave Steckel, has also taught her quite a bit over the years.

### Achievements –

**As a kid?** While in 5th grade, Daniels was elected Leader Girl for her class where she put together an idea for a fundraising event that became so big that the entire school had to help. The school raised a large amount of money from the fund-



raiser.

**As an adult?** “I have a wonderful husband and a job that I love,” said Daniels. “I am a very content person.”

### Future –

**Upcoming job news?** The firm is currently working on two downtown projects, the Ferguson and Booth buildings. They are also working on an addition for Brandt Consolidated. “We are very proud of that one,” said Daniels.

**Any vacation plans?** Next May, Daniels and her husband are planning to visit Turks and Caicos in the Caribbean.

**I want to retire when I'm ... (age)?** Daniels and her husband have talked about moving down south when they retire, although she has no set date right now. “The more we talk about retiring down south, we think about why we would not want to stay in Springfield,” she said.

Eric Woods is a freelance writer from Springfield. He can be reached at [eric@springfieldbusinessjournal.com](mailto:eric@springfieldbusinessjournal.com)

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# • architecture and engineering 2012

## Cutting edge dental buildings

Unique designs stand out from neighboring surroundings

By **Roberta Codemo**,  
Correspondent

Two Springfield area dental groups have completed construction of new buildings that stand out from the neighboring surroundings.

Renken Dentistry, 2801 Mansion Road, opened in 2003 across the street from its current location. "We needed room to ex-



**Dental Group of Springfield, 2701 S. Koke Mill Road**

pand," said Dr. Joshua Renken.

He purchased land across the street in 2007. The original plan was to put down rock and use the space for parking.

Renken decided to create a space that was aligned with how he wanted to treat patients. "We couldn't do that where we were," he said.

He selected Answers, Inc. of St. Louis as the architect. His daughter was spending a lot of time in St. Louis in the hospital. He drew up a list of businesses that appealed to him aesthetically and Panera Bread Company and Children's Hospital in St. Louis made the list. Both were designed by Answers, Inc.

His philosophy guided the four-month long design process. "It was important to move away from the traditional design of a dental office and towards a more patient-centered design," Renken said. "It was very organic."

Renken wanted a modern building with structural elements that tied it to the neighborhood. The building features a pitched roof, exterior brick and hardie board siding. Cedar towers flank the entrance and the interior features natural wood, stone and steel. "I wanted to bring

the outside materials in and vice versa," Renken said.

His father-in-law was the construction manager. Involving the contractor during the design process was key. "It helped ensure the buildability of the design," Renken said. "We've received compliments from our neighbors."

Originally White Oaks Dental Center, Dental Group of Springfield moved from its former location to 2701 S. Koke Mill Road in 2012. The practice opened in 1991 and the name was changed in 2004.

Heartland Dental Group in Effingham manages the practice. The group leases the building from Professional Resource Development, Inc. in Effingham, who worked with Grunloh Construction, Inc. in Effingham to design and build the building.

Jonathan Brumleve, controller for Professional Resource Development, Inc., said Heartland liked the look of another Heartland building in Oklahoma.

"They wanted to copy it," he said.

The planning process began in 2011. Professional Resource Development, Inc. showed Heartland's specs to Grunloh Construction, Inc., who drew up the de-



**Renken Dentistry, 2801 Mansion Road**

sign plans.

Heartland wanted the building to stand out. "It's visibly appealing," Brumleve said.

**Roberta Codemo is a freelance writer from Springfield. She can be reached at [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)**

### Health Care Design, Continued from Page 24

Thirty to 40 percent of the work Graham and Hyde Architects, Inc., 1010 Clocktower Drive, does is health care design. "We would like to diversify and do more health care," Michael Zellers of Graham and Hyde said.

The firm has worked on projects for Memorial Medical Center and St. John's Hospital, SIU School of Medicine, Springfield Clinic and several small medical clinics.

"We do a lot of small renovation work," Zellers said. "We're the ones to call if you need maintenance type projects or cosmetic changes or upgrades."

"Memorial takes advantage of local

talent," Zellers said. "It's hard for a large firm to do small projects."

About 10 percent of the work J. H. Petty & Associates, 2920 Chatham Rd., does is health care design. "I like doing medical work," Joseph Petty said. "It's a challenge. We haven't done any work for Memorial for the past 10 to 15 years."

Token has seen a continual rise in health care projects. "There's a greater need."

**Roberta Codemo is a freelance writer from Springfield. She can be reached at [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com)**

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# Major Engineering Firms

(Ranked by Number of Full-time Employees in Springfield-Jacksonville Engineering Division)

	Company Name Address City, State, ZIP Code	Telephone (-) Fax (=) Web Site (www.) E-Mail	Employees - Engineering Division <sup>1</sup>	Partners/Principals	Notable Projects	Year Established
1	<b>Hanson Professional Services Inc.</b> 1525 S. Sixth St. Springfield IL 62703	217-788-2450 217-788=2503 hanson-inc.com marketing@hanson-inc.com	166	Sergio Pecori, P.E., CEO John Coombe, P.E., S.E., COO Robert Cusick, P.E., S.E., CTO	Chicago to St. Louis high-speed rail Tier 1 Environmental Impact Statement, Springfield's Capital Avenue streetscape enhancement, Illinois Tollway Jane Addams Memorial Tollway (I-96) widening, Kennedy Expressway reconstruction, Indianapolis International Airport runway & taxiway rehabilitation, U.S. Army Corps of Engineers' worldwide railroad and roadway contract, Tactical Video Capture System for U.S. Marine Corps bases worldwide, commissioning for Duke University's Keohane Quad, Alaska Railroad Corp.'s Northern Rail Extension.	1954
2	<b>Crawford, Murphy &amp; Tilly Inc.</b> 2750 W. Washington St. Springfield IL 62702	217-787-8050 217-787=4183 cmtengr.com raustin@cmtengr.com	130	Brian Whiston, P.E., CEO Dan Meckes, P.E., pres Warren Knoles, P.E., COO	St. Louis Arch River Park Over the Highway; CWLP WW Improvements; New Mississippi River Bridge: Spfld. Metro Sanitary Sewer Plant Expansion; Branson Downtown Streetscape; Memorial Medical Center/Springfield Clinic First North Facility; Morgan Street Tied Arch Bridge; Airfield Improvements at St. Louis Lambert Intl., Dulles Intl. and Travis Air Force Base, CA.	1946
3	<b>Hutchison Engineering Inc.</b> 1801 W. Lafayette Ave. Jacksonville IL 62650	217-245-7164 217-243=0468 hutchisoneng.com ghutchison@hutchisoneng.com	57	Gary L. Hutchison, pres. Michael V. Meier, exec. v. pres.	Illinois: Macomb Bypgss - Phase II McDonough County; Roodhouse Water Treatment Plant and Transmission Line - Phase III, I-80 Reconstruction - Phase I & II, Henry and Rocky Island Counties; I-80 / Brisban Road Interchange - Phase III, Grundy County; I-57 / IL 50 Interchange - Phase III, Kankakee County; U.S. 50 Expressway - Phase I, Lawrence and Richland Counties.	1945
4	<b>Hurst-Rosche Engineers, Inc.</b> 601 N. Bruns Lane, Suite B Springfield IL 62702	217-787-1199 217-793=1199 hurst-rosche.com	53	Thomas G. Baker, P.E., pres. David Pool, AIA, RLA, vice pres. James Roth, P.E., P.L.S., vice pres. David Kimmle, P.E.	Illinois: Central Counties Clinic, New Waterloo High School, Waterloo; New Creal Springs K-8 School, Marion; John Deere Road reconstruction, Moline; Co. Hwy. 20 over I-74 Bridge, Champaign; Springfield Housing Authority - Sankey Hi-Rise; Morgan County HA; Bloomington HA; Illinois Community College building expansion; Camp Lincoln - various projects.	1937
5	<b>HDR Engineering, Inc.</b> 5201 S. Sixth St. Road Springfield IL 62703-5143	217-585-8300 217-585=1890 hdrinc.com springfieldinfo@hdrinc.com	47	Matt Cochran Lincoln D. Cochran, P.E., LEED AP, C.E.M. Thomas L. Johnson	Illinois: Various school projects in Springfield; new Elementary School, New Berlin; new Intermediate School and new Field House, Rochester; Camp Lincoln Access Facility; environmental assessments for alternative energy projects and coal mine projects; fisheries facilities nationwide including Auburn University LEED designed laboratory.	1984
6	<b>Benton &amp; Associates, Inc.</b> 1970 West Lafayette Ave. Jacksonville IL 62650	217-245-4146 217-245=4149 bentonassociates.com info@bentonassociates.com	40	Reginald H. Benton, P.E., S.E. S. John Calise, P.E. William J. Sleeman, P.E. Jamie L. Headen, P.E.	Illinois: Taylorville Water System improvements, US 67 Jerseyville Bypass, Macomb WTP improvements, SNAWS rural water, Round Prairie rural water, Beardstown Sanitary District WWTP improvements, Jacksonville WWTP CSO, various IDoT projects, Jacksonville WTP Study, I-64 bridges rehabilitation.	1970
7	<b>Andrews Engineering Inc.</b> 3300 Ginger Creek Drive Springfield IL 62711	217-787-2334 217-787=9495 andrews-eng.com marketing@andrews-eng.com	38	Andrew A. Rathsack, pres. Kenneth W. Liss, vice pres. of operations	IDOT Statewide Hazardous Contractor; Sangamon Valley Landfill (Sangamon County); Livingston Landfill (Livingston County); Equistar; Alton Quarry; US Dept. of Veteran Affairs, Danville., US D.O.E. Nevada.	1974
8	<b>Fuhrmann Engineering, Inc.</b> 2852 S. 11th St. Springfield IL 62703	217-529-5577 217-529=5575 feinc.biz OR fuhrmann-eng.com gfuhrmann@fuhrmann-eng.com	31	Gina Marie Fuhrmann, PE. Mike Curtis, P.L.S. Jarod Bradfield, P.E.	MacArthur St. Extension Construction Layout, Branson, Mo.; Airport Inspection, IL 8 over Kickapoo Creek, Springfield Vision Core, Prairie Vista Subdivision, Rock Falls Armory, Sparta Armory, I-55/ I-39 Construction Inspection, IDOT Various Structures, Family Video Statewide.	2002
9	<b>WHKS &amp; Co.</b> 7018 Kingsmill Court Springfield IL 62711	217-483-9457 217-483=9458 whks.com springfield@whks.com	30	Fouad K. Daoud, P.E., S.E., pres., CEO; Penny L. Schmitz, exec vice pres., COO, CFO; Rick G. Engstrom, C.E.T., vice pres.; Michael A. Zelinskas, P.E., vice pres.; William K. Angerman, P.E., vice pres.; Scott D. Sanford, P.E., S.E., vice pres.	Illinois: US 20 over the Mississippi River Approaches and Local Road Improvements, IBEW Union Hall in Springfield - civil & structural, IL Route 10 over Prairie Creek bridge replacement in Logan Co., Farmington Road re-alignment in West Peoria, Pawnee Road bridge rehab, IL 84 over the Apple River bridge replacement - phase I and II, Seismic analysis for the I-70 Tri-level interchange analysis near St. Louis, Cedar Street gusset plate strengthening in Peoria, Historic truss relocation in Bureau Co.	1948
10	<b>Quigg Engineering Inc.</b> 2000 S. Main St., Suite A Jacksonville IL 62650	217-245-5375 217-245=5398 quiggengineering.com lquigg@quiggengineering.com	24	Lori L. Quigg, P.E., pres. Rebecca L. Stocker, vice pres.	IL 116 near Media – Ph III, I-90 from South Beloit Toll Plaza to Rockton Road – Ph III, I-55 and I-74 around Bloomington – Ph III, US 34 from Sandwich to Plano – Survey and Traffic Studies, I-55 & I-72 near Springfield – Ph II, I-255 & Horseshoe Lake Road – Ph II MOT, Various Survey projects with the Tollway, Survey for City of Champaign, Signal Design for City of Mokena and along Harlem Ave in Palos, various Traffic Studies for District 1, Supportive Services for Technical Assistance to DBE Contractors, NPDES for IDOT and City of Belleville, Environmental Assessments for Southern Illinois Fiberoptics, Environmental assessments for high-speed rail from Chicago to STL.	2006
11	<b>Coombe - Bloxdorf, P.C.</b> 755 South Grand Ave. W. Springfield IL 62704	217-544-8477 217-544=8483 coombebloxdorf.com mcbdorf@coombebloxdorf.com	22	Mary Coombe Bloxdorf, P.E., S.E. William Coombe, P.L.S. Fred Coombe, P.E.,S.E.	Illinois: Civil Design – Lincoln Challenge Academy, Rantoul; Gailey Eye Care Clinic; Toronto Road Ranger; Springfield YMCA; Meadowbrook Road Extension Greenbriar to Iles. Structural Design – Statehouse Inn; SMSD Admin and Operations Buildings; Main Street Overpass Structure, Galesburg; UIUC baseball facilities addition; structures at IL Rte 94 over US Rte 34 and US Rte 34 over Henderson Creek; Windsor Road over I-57, Champaign.	1992
12	<b>Greene &amp; Bradford Inc.</b> 3501 Constitution Drive Springfield IL 62711	217-793-8844 217-793=6227 greeneandbradford.com mail@greeneandbradford.com	18	Joe Greene, pres.	Illinois: City of Taylorville, storm sewer project 12" to 84" sewers; IDOT, district 3, hydraulic study; South Sangamon Water Commission, water main transmission design; Village of Pawnee, water main replacement program; Buffalo Dawson Mechanicsburg sewer commission, 3 sanitary sewer pump stations.	1972
13	<b>Professional Service Industries, Inc. (PSI)</b> 480 North St. Springfield IL 62704	217-544-6663 217-544=6148 psiusa.com bill.pongracz@psiusa.com	17	William Pongracz, P.E., vice pres.	CWLP Dallman Unit 4 Coal Power Plant, Springfield Metro Sanitary District Spring Creek Wastewater Treatment Plant, Memorial Medical Center Physician's Parking Ramp, Glenwood Elementary School, Abraham Lincoln Memorial hospital, Abraham Lincoln Presidential Library & Museum, Scheels All Sports.	1961
14	<b>Finley Engineering</b> 3015 Stanton Ave. Springfield IL 62703	217-529-9362 217-529=9184 fecinc.com cei@fecinc.com	16	Michael Boehne, CEO Jeffrey Swan, operations manager	Various fiber to the home, Ethernet transport and video distribution projects, engineering services in accordance with FCC and RUS guidelines.	1953
15	<b>Environmental Management, Inc.</b> 1154 N. Bradfordton Road Springfield IL 62711	217-726-9468 217-726=9472 environmentalmanagementinc.net mkeebler@environmentalmanagementinc.net	15	Michael R. Keebler, PE. Jeremy VanScyoc, PE.	Illinois: Love's Truck Plaza, Lincoln Salem Crossing subdivision, Curry Ice and Coal, Prairie Crossing Retail, Site investigation/ remediation at leaking underground storage tank sites; Phase I and II ESAs in IL and MO for largest independent gasoline retailer and Brownfields.	1997
	<b>Hampton, Lenzini &amp; Renwick Inc.</b> 3085 Stevenson Drive, Suite 201 Springfield IL 62703	217-546-3400 217-546=8116 hlrengineering.com hlrspfld@hlreng.com	15	Michael G. Berry, P.E., S.E. Steven W. Megginson, P.E., S.E. Michael D. Cima, P.E., S.E.	Illinois: Kane County bridge inspection and bridge management system, IDoT - D9 & D3 bridge replacements, IDoT - Cedar St. bridge evalution, U.S. 61 bridge evaluation at Cairo, Kendall County - Eldamain Road over Fox River Phase I, Sangamon Valley trail designs.	1993
	<b>Rapps Engineering &amp; Applied Science, Inc.</b> 821 S. Durkin Drive Springfield IL 62704	217-787-2118 217-787=6641 rapps.net tlendy@rapps.net	15	Michael W. Rapps, P.E., pres. Terry A. Lendy, vice pres. Operations Michael T. Johnson, PE. Marc J. Anderson, P.L.S.	Illinois: Newton Ameren power station - Jasper County, statewide landfill permits, Brownfields, LUST remediation, surveys, mining permits, hydrogeologic modeling investigations and research, real estate assessments, wetlands, water supply investigations, mold and asbestos investigations, construction inspection, NPDES permitting.	1978
18	<b>Patrick Engineering Inc.</b> 300 W. Edwards St., Suite 200 Springfield IL 62704	217-391-3500 217-391=3501 patrickco.com cburger@patrickco.com	13	Dan Dietzler, P.E., pres. Jeff Schuh, P.E., senior vice pres. Chris Burger, P.E., vice pres. Paul Lopez, P.E., vice pres.	Amtrak site modifications; Veterans Admin metering project; Smart Energy Design Assistance Center energy efficiency studies throughout Illinois; Solar Energy assessments; Livingston County wind farm evaluations; FutureGen Alliance carbon dioxide sequester project siting and environmental assistance; Edison Mission Energy Wind Farm construction assistance; Powerton powerplant rail and infrastructure upgrades; Tazewell County landfill evaluation and design; ICG coal mine infrastructure design and subsidence monitoring.	1979
19	<b>IE Consultants Inc.</b> 6420 S. Sixth St. Springfield IL 62712	217-529-8027 217-529=4543 ie-consultants.com boohier@ie-consultants.com	12	Roger Shipley, owner David Booher, P.E., S.E., pres. Clayton Shipley, PE. Don Hayden, PE.	Illinois: IL Rte. 97 Expressway from Veterans Parkway to IL 125, Springfield; Lily Cache Lane, widening and reconstruction, Bolingbrook; New Salem Church Road over Archer Creek, bridge replacement, Sangamon County; Various highway and bridge projects for IDoT Municipal Engineer, village of Sherman.	1999
	<b>TRC Worldwide Engineering, Inc.</b> 3171 Greenhead Drive Springfield IL 62711	217-793-2299 217-793=3311 trcww.com whuff@trcww.com	12	Bedi Mesbah, P.E., pres. Ed Capshaw, PE. Winston Huff, CPD, LEED AP BD+C	University of Illinois Champaign/Urbana - various projects including Housing Life Safety Improvements, Burrill Hall Laboratory Renovations, Veterinary Medicine Building Renovations, Advanced Experimental Research Building, Eastern Illinois University various projects including a new building for Center for Clean Energy Research and Education, University of Illinois in Springfield various projects including Student Housing renovations, Cooling tower replacement, Sangamon Auditorium lighting controls, Illinois State University Capen Auditorium, OLOL Replacement Hospital, Lafayette, LA, New TESCO Stores in Turkey, UK and Poland, Parking structures for Martin Army Community Hospital Fort Benning, GA and VA Hospital, Dallas, TX.	1985
21	<b>Allen Henderson &amp; Associates, Inc.</b> 907 S. Fourth St. Springfield IL 62703	217-544-8033 217-544-3965 ahaengineers.com markh@ahaengineers.com	10	Mark Henderson, P.E., S.E. Christopher Kohlrus, P.E.	Springfield: Connor Company Distribution Facility, IL Municipal Electric Agency HQ, Drainage improvements at Wabash Ave. & I-72 - IDoT, Sangamon Co.: New City blacktop over future Lake Springfield II; Menard Co.: 2.5 mi. reconstruction of C.H. 11 (Quarry Rd.).	1976
	<b>Martin Engineering Company</b> 3223 S. Meadowbrook Road Springfield IL 62711	217-698-8900 217-698=8922 mecmail@martinengineeringco.com	10	Philip G. Martin, P.E., pres. Steven R. Walker, P.L.S., vice pres.	Illinois: Springfield: Centennial Park Place Subdivision, Savannah Pointe Subdivision, Legacy Pointe Town Center, Crows Mill Lane Sanitary Sewer, Timber Creek South, SHG Athletic Complex, Hy-Vee Grocery Store - Outer Park / MacArthur Blvd., The Outlets at Springfield; Auburn: Kennedy Drive improvements; Rochester CUSD#3A: overlay parking lots at Elementary and High Schools; Pleasant Plains School District: Cafetorium project; Gillespie School District, new K-5 school; Macon Meridian School District: New High School addition and athletic fields; Sherman: Old Tipton Estates Subdivision; Warrensburg-Latham School District: New athletic fields and Phase 2 classroom addition; South Jacksonville: First Christian Church; Mt. Pulaski: Zion Lutheran School addition.	1982
23	<b>Cummins Engineering Corporation</b> 615 S. Fifth St. Springfield IL 62703	217-726-8570 217-523=2312 cumminsengineering.com mike@cumminsengineering.com	9	Michael D. Cummins PE., S.E., pres. Philip L. Koerberlein PE. Nicholas A. Ketchum	Restoration of the Vachel Lindsay Bridge, Sangamon Valley Trail from Centennial Park to Stuart Park in Springfield, Veterans Parkway Resurfacing, Veterans Parkway Intersection improvements (dual turn lanes) at Old Jacksonville Road and Southwest Plaza Drive, Interstate 55 Bridge Improvements near Lincoln, Sangamon County bridges on Old Jacksonville Road, Farmingdale Road, Waverly Road, Black Diamond Road, Roadway Improvements to Pleasant Plains Road and Waverly Road	1998

Sources: The engineering firms. <sup>1</sup> - Number of full-time employees in engineering division may vary from total employee count.



## Engineering jobs few and far between

Small Springfield engineering firms talk about hiring recent engineering grads

By Roberta Codemo,  
Correspondent

The employment picture for engineers in the Springfield area is weak. Mary Bloxdorf with Coombe-Bloxdorf PC said there doesn't seem to be a lot of growth or reduction in employment opportunities. "The job market seems to be pretty stable," she said. Her firm is not hiring.

"There are a lot of kids coming out with engineering degrees who can't get jobs," Christopher Kohlrus with Allen Henderson and Associates, Inc., 907 S. Fourth St., said. "It's hard to find jobs in Springfield," Kohlrus said. "You have to go to Chicago or St. Louis."

Kohlrus said his firm receives a lot of resumes. "There are more graduates than there are jobs," he said. We're not hiring right now."

Philip Martin with Martin Engineering Company, 3223 S. Meadowbrook Road, said his company had to let go of some key employees. "We had 25 employees," he said.

Martin said three weeks ago they were possibly looking at hiring but decided not to. "We don't know what is going to happen next summer," he said. "We may add one or two employees over the next six months to a year. Job opportunities are nowhere near where they were five years ago."

New engineers entering the workforce need to gain experience through whatever

means possible. "Firms are reluctant to hire new full-time inexperienced staff," Bloxdorf said.

"There are a lot of young engineers coming through," Martin said.

Firms that specialize in certain engineering sectors have reduced their workforce. However, Bloxdorf sees movement between employers. "Experienced engineers seem to find employment elsewhere," she said.

Kohlrus said the local area needs structural engineers. "If you're good, you'll get hired," he said. "You have to have the wherewithal and the drive."

Young engineers improve their position in the job market if they have software proficiencies the firm's current staff doesn't have. Kohlrus recommends graduates have a working knowledge of Microstation and Autocad. "If you have these two, you're good to go," he said.

Bloxdorf added civil engineers should be proficient in Microstation/Geopac and Autocad as well as 3D Building Information modeling for large projects. Structural engineers should be proficient in 3D modeling software like Autocad/Revit and structural and bridge design software.

Bloxdorf said there is graying in the private engineering workforce. "The public sector workforce has been reduced due to retirement and reduction of positions," she said.

"Engineering is never going to go away," Martin said.

**Roberta Codemo is a freelance writer from Springfield. She can be reached at [info@springfieldbusinessjournal.com](mailto:info@springfieldbusinessjournal.com).**

### Kuhn and Trello opening new engineering firm

A new civil engineering firm is coming to downtown Springfield. Kevin Kuhn and Mike Trello plan to open Kuhn and Trello Consulting Engineers, 630 E. Washington St., in January.

"We've talked about this for several years," Trello said. He met Kuhn at Greene & Bradford, Inc. Mark Sutheard and Bob Perkins are joining them.

Kuhn graduated from the University of Illinois Champaign-Urbana in 1996 and specializes in commercial, hydraulic, municipal and private work, while Trello graduated from Southern Illinois University in Carbondale in 1999 and specializes in structural and transportation work.

"Everyone talks about starting their own firm," Kuhn said. "It's exciting and scary at the same time."

Kuhn works with local municipalities and private commercial clients, and Trello works with private clients and the Illinois Department of Transportation. "There's enough potential work," Trello said.

The partners want to create an open environment where everybody knows what's going on. "We have ideas about how we want to do things," Trello said.

"Employees need to feel empowered," Kuhn added. "When employees are vested in a company, it's a win-win situation for everybody."

Sutheard will be the senior designer. He worked with Kuhn and Trello at Greene & Bradford, Inc. before joining Quigg Engineering. "I told them (Kuhn and Trello) years ago if they started their own firm I really wanted to work for them."

He was asked to join the firm this fall. "The time is right. I'm excited about getting this started," Sutheard said. "They're great guys to work with."

Perkins met Kuhn and Trello at Greene & Bradford, Inc. "I was impressed with their engineering work and abilities," Perkins said.

Kuhn and Trello talked to Perkins two months ago. "There was no guarantee I'd be invited to join the new firm," Perkins said, who will be the project engineer.

"Engineers make good problem solvers but not good listeners," Kuhn said. "The first rule is to listen to what the client is telling you before offering a solution."

What sets their firm apart from larger firms is customer service. "When clients walk in they can talk to the owner," Kuhn said. "We do customer service as well, if not better, than anybody else."

"When you work directly with a client, you get a better end product," Trello added. "The client gets what they want. Our motto is: We listen, We design, We deliver."



l to r; Kevin Kuhn and Mike Trello



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## architecture and engineering 2012 •

## Threat of fiscal cliff affects construction

Data released by the Associated General Contractors of America shows that construction spending is up while prices and employment are down. While there are different variables, the “fiscal cliff” is a key factor.

All major segments of construction spending increased in October, bringing total spending to a 37-month high at an annualized rate of \$872 billion. Association officials warned, however, that the fiscal cliff imperils future improvement in both public and private spending.

“Widespread gains in spending in October, along with hefty upward revisions to estimates for the previous two months, show that construction has finally come out of its long slump,” said Ken Simonson, the association’s chief economist. “Although all major spending categories are below pre-recession highs, they are above their recent low points.”

Simonson noted that total construction spending rose for the seventh consecutive month in October, up 1.4 percent from September’s upwardly revised total and 9.6 percent from the October 2011 mark, bringing the total to the highest level since September 2009. Private residential spending reached the highest level since November 2008, increasing by three percent compared with September and 21 percent during the past 12 months. Private nonresidential construction edged up 0.3 percent for the month and 11 percent compared with October 2011. Public construction rose 0.8 percent in October, but slipped 1.0 percent year-over-year.

Within the private sector, all three residential categories set multi-year peaks.

New single-family construction rose to the highest mark since November 2008, climbing 3.6 percent for the month and 29 percent over 12 months. New multi-family construction hit a three-year high, soaring 6.2 percent for the month and 53 percent since October 2011. Improvements to existing residential structures – a category likely to grow once reconstruction from Hurricane Sandy is included – climbed 1.8 percent in October and 8.9 percent over the year to a five-year high.

Among private nonresidential categories, the largest – power construction, which includes oil, gas and other energy projects – rose 1.6 percent for the month and 19 percent over 12 months. Manufacturing construction decreased 2.5 percent in October, but was up by 3.6 percent year-over-year. Commercial construction, comprising retail, warehouse and farm structures, rose 1.2 percent in October and 9.5 percent over 12 months.

Public construction achieved the highest spending level of the year. Highway and street construction spending, the largest public segment, dropped 2.4 percent in October and 5.0 percent year-over-year, while educational construction spending gained 0.9 percent for the month but fell 2.8 percent from year-ago levels.

Stephen Sandherr, chief executive officer for the construction trade association, urged Congress and the White House to reach a lasting agreement on federal spending, taxes and the debt ceiling. “Without greater certainty on tax rates and federal spending levels, both private and public construction will quickly re-

verse recent gains, throwing newly-hired workers back into unemployment,” he said. “In addition, it is vital to provide funding to enable struggling communities, businesses and individuals to rebuild after Hurricane Sandy.”

## Prices fall, demand dampens

Construction materials costs dropped in November, aided by a plunge in diesel prices along with smaller decreases in a variety of other inputs. Association officials noted that some of the price declines may be related to the fact that the threat of the fiscal cliff is already having an impact on demand for construction and related materials.

“The recent price decreases are very welcome after years of price spikes that contractors could not pass on in a weak construction market,” Simonson said. “These price declines may be yet another sign that the threat of the fiscal cliff has already taken a toll on demand.”

For the 12 months ending in November, the producer price index for all construction inputs rose one percent, closely matching the increase in prices contractors charge for new buildings. Between October and November, however, construction materials prices fell by 1.1 percent, while the amount contractors charge to build industrial buildings, new offices and new warehouses was unchanged and down 0.3 percent for new school construction.

Simonson said prices fell for the month and the year for diesel fuel (-7.4 percent for the month and -4.0 percent for the year), steel (-1.3 percent for the

month and -9.3 percent for the year), copper (-3.3 percent for the month and -0.9 percent for the year) and aluminum (-0.8 for the month and -3.5 for the year). The decrease was offset by increases in prices for gypsum products such as wallboard (0.4 percent for the month and 14.9 percent for the year), lumber and plywood (1.7 percent for the month and 9.3 percent for the year) and architectural coatings (unchanged for the month, but up 10.5 percent for the year).

“Demand for gypsum and architectural coatings products has risen sharply as apartment and home construction have soared in recent months,” Simonson commented. “The gypsum and lumber price increases might also reflect the surge in demand from areas hit by Hurricane Sandy.”

A survey of nearly 600 construction firms released by the association indicated that many firms have already changed business practices because of the twin threat of spending cuts and tax increases included in the fiscal cliff. Firms noted they were cutting back on investments in construction equipment and supplies, contributing to the decline in materials prices, association officials cautioned.

“Washington’s inability to resolve the fiscal cliff is having an impact on construction activity and employment levels,” Sandherr said.

## Construction employment down

Employment dropped by 20,000 jobs in November while the industry’s un-

*Continued on Next Page*

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*Continued from Previous Page*

employment rate hit 12.2 percent. The construction employment figures likely reflect the fact many contractors have already cut staff and delayed hiring new employees because of the threat of the fiscal cliff.

"It is discouraging that construction employment is still struggling after more three years of expansion in the overall economy," said Simonson. "Things will only get worse if Congress and the White House allow huge tax increases and spending cuts to occur."

Construction firms employed 5.514 million people in November, down from 5.534 in October. The sector's overall employment in November is 6,000, or 0.1 percent, lower than one year earlier when firms employed 5.52 million workers. Both residential and nonresidential construction lost jobs in November, with nonresidential construction suffering significantly more job losses than residential construction for the month.

Residential contractors lost 3,600 jobs in November, as residential building contractors lost 6,800 employees while residential specialty contractors added 3,200 new workers. Nonresidential building contractors lost 15,900 jobs in November. Nonresidential specialty trade contractors lost 7,800 jobs for the months while nonresidential building contractors lost 4,300 jobs. Heavy and civil engineering construction firms lost 3,800 jobs during the month.

The threat of the fiscal cliff's tax increases and federal spending cuts are already having an impact on construction employment, according to a survey of 551 construction firms the association conducted between November 28 and December 6. Fifty-four percent of firms report the threat of tax hikes has forced them to adjust their business plans. Among those firms, 67 percent report postponing hiring, 65 percent report delaying or canceling capital expenditures and 32 percent report having already made layoffs.

If tax rates increase, 63 percent that haven't already acted report they will change their business plans next year. Among the changes those firms would make, 62 percent say they will postpone or cancel capital expenditures, 59 percent say they will delay hiring and 31 percent say they will reduce the size of their workforce.

Association officials noted that allowing personal income tax rates to increase would have a significant impact on many construction employers. That is because nearly 70 percent of firms participating in the survey report they pay under the individual tax rate. Most of these firms are small – over half report employment 50 or fewer people – with little capacity to absorb additional costs, association officials added.

Even the \$6 billion worth of cuts to federal construction programs that are part of the "sequestration" cuts planned for next year have impacted hiring and spending behavior among construction firms. Thirty-nine percent of firms report those spending cuts have already forced them to lay off staff and to delay hiring and major expenditures.

Meanwhile, 62 percent of firms that have yet to change their operations report that will make similar changes next year if the spending cuts actually occur.

creased in 127 and was stagnant in 54. However, construction jobs in many parts of the country are at risk if Congress and the president allow the "fiscal cliff" to occur.

"These figures show how spotty the construction recovery has been – even within a single state," Simonson said. "If taxes jump and federal construction spending is slashed, even more metros will have construction job losses."

The largest job losses were in Nassau-Suffolk, N.Y. (5,600 jobs); followed by Philadelphia, Penn. (5,400 jobs); Newark-Union, New Jersey-Penn. (4,000 jobs) and Las Vegas-Paradise, Nev. (4,000 jobs). Springfield, Mass.-Conn. lost the highest percentage of jobs (27 percent).

Meanwhile, other areas added a large

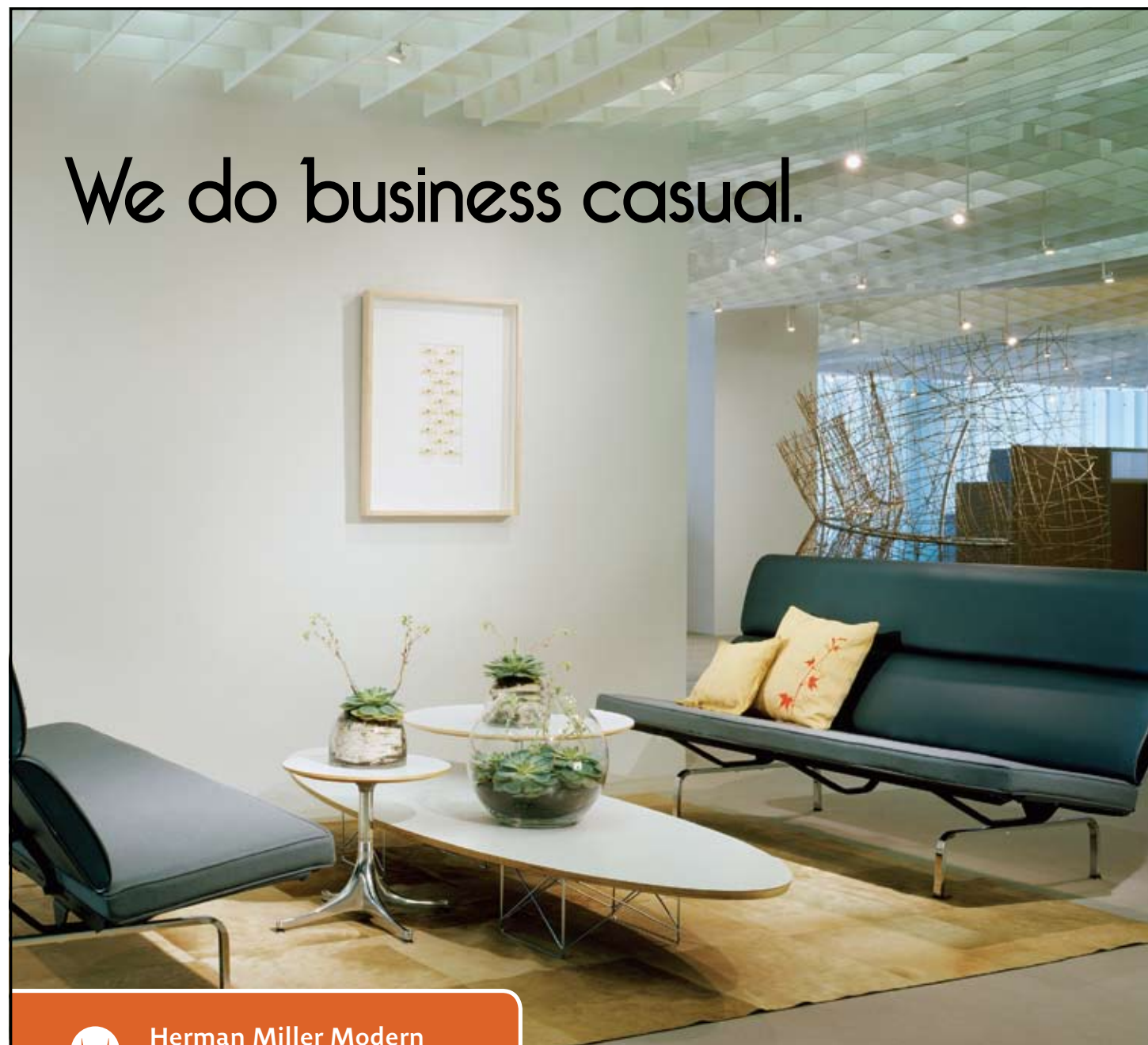
number of jobs, including Houston-Sugar Land-Baytown, Texas (17,400 jobs); Seattle-Bellevue-Everett, Wash. (6,500 jobs); Boston-Cambridge-Quincy, Mass. (6,300 jobs); Dallas-Plano-Irving, Texas (5,100 jobs) and Fort Worth-Arlington, Texas (5,100 jobs). Pascagoula, Miss. added the highest percentage of new construction jobs (29 percent).

Association officials cautioned that even more metro areas could experience construction job losses if Congress and the administration allow the spending cuts and tax hikes that make up the fiscal cliff. They noted that a new report released by the Associated General Contractors of America details how the mandatory spending cuts included in the cliff cut over \$6 billion worth of federal con-

struction projects next year alone.

Contractors that work on military construction projects are particularly vulnerable, association officials noted, given the \$2 billion hit to Defense Department construction projects included in the sequestration. In addition, funding for local highway and transit projects is likely to be cut because the sequestration cuts nearly a half billion dollars out of the Federal Highway Trust Fund. They warned that most economists predict the fiscal cliff would undermine economic growth. The tax increases from the cliff alone would increase unemployment and cause the economy to contract, according to the Congressional Budget Office.

*Continued on Page 36,  
Fiscal Cliff*



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## Employment declines in many metro areas

Between October 2011 and October 2012, construction employment declined in 156 out of 337 metropolitan areas, in-



# personality profile •

## Celebrating 20 years in business

By Eric Woods, Correspondent

### Springfield –

**What is your favorite part about Springfield?** The geographical location of Springfield along with the size of the town are Mathews' favorite aspects of the city.

**What is the worst part about Springfield?** "There are too many Cardinal fans," said Mathews jokingly. "I am constantly ridiculed for being a Cub fan."

**The biggest issue Springfield currently faces is...?** Economic uncertainties are at the top of the list of concerns for Mathews. "We seem to be facing it nationally," he said.

**Employment –**  
"When I was 10, I wanted to be ... working with handicapped children."

**First job?** When he was 15 years old, Mathews worked at Kenny's Fried Chicken in Decatur.

**Worst job?** Kenny's Fried Chicken was also the worst place Mathews ever worked, as it was not a great atmosphere.

**Current job and responsibilities?** Mathews started Airmasters in 1993 and

even drew the original logo on a napkin one day while eating at Bauer's Restaurant. He started with co-worker Melvin Spears with whom he has worked since 1983. They are a commercial mechanical service company specializing in servicing HVAC-R equipment.

"The first few years were tough," said Mathews, who credits Dale Becker and Kerber, Eck, & Braeckel for helping him to get focused in the early years, managing the debt early on, and creating a path for growth. "Dale is still a soundboard for thoughts and provides a third party scrutiny." Mathews feels the key to the company's success is remaining simple-minded, taking their time, and presenting at a professional level. The biggest challenge, according to Mathews, is that the pool of trained technicians has diminished, making it difficult to find experienced people.

**Philosophical –**  
**How do you envision your life in 10 years?** Mathews would like to see Air-

masters with enough internal depth to maintain its operation and not be dependent on any one employee. "I want us to reach a point where we are staffed to the level where the loss of someone would not cripple the company," he said.

**Something you learned early in life and still use?** "Be professional and respectful," said Mathews.

**Advice –**  
**Advice for someone seeking a career in your field?** "Do not rely on an employee or contractor to make you a professional," said Mathews. With the number of resources available at trade schools and online, there are ways to get educated. "Contractors cannot afford to train as much as they used to. It is hard to afford putting an apprentice in the truck."

**Best advice you have ever been given?** Mathews learned to deal with things head-on. "My mom told me that dealing with it is easier than living with it," he said.

**Achievements –**  
**As a kid?** "I stayed out of trouble growing up," said Mathews.

**As an adult?** "I am proud to be able to maintain and provide for my family," said Mathews.



### Future –

**Upcoming job news?** In January, Airmasters will be celebrating its 20th anniversary and will be expanding to a true HVAC-R commercial mechanical contractor. "We are now starting the construction work and will not just be service," said Mathews. There will be an open house in February for customers and contractors to showcase a new sheet metal fabrication facility. The company will soon have a ribbon cutting by the Greater Springfield Chamber of Commerce, and they are also changing to a new logo.

**Any vacation plans?** Mathews will be heading to San Antonio in March for the annual convention of the Metal Construction Association.

**I want to retire when I'm ... (age)?** "I am not sure about retirement right now," said Mathews. "It will all be contingent on my health and financial situation."

Eric Woods is a freelance writer from Springfield. He can be reached at [eric@springfieldbusinessjournal.com](mailto:eric@springfieldbusinessjournal.com)

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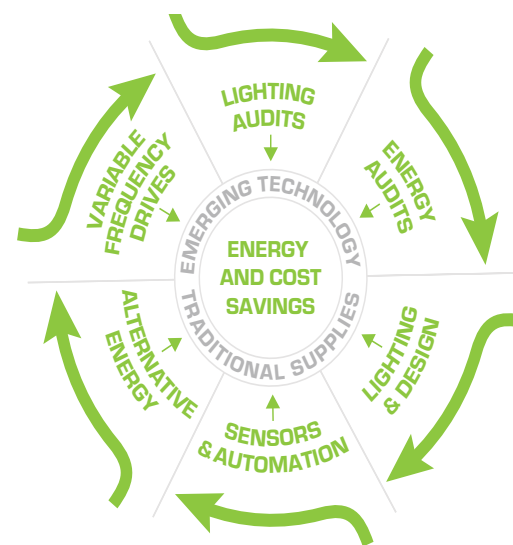
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## Masco packages clean green

**M**y eyes have been on the lookout for Springfield businesses with a green twist for a number of years now. For the past few months nothing new had come up. Then on North 9th Street one morning I noticed a truck replete with environmental claims on all sides and Springfield contact information.



The truck belonged to Masco Packaging & Industrial Supply, a local business that has been around since the 1990s and is located at 306 North Street. Masco is a distributor that offers four types of products to its clients: packaging, chemicals, paper, and equipment. Masco's General Manager, Kevin Pippin, who has been with Masco since 2011, acknowledged that Masco is currently working to increase its marketing presence. "Marketing is becoming a focus," Pippin said. "We are starting a Facebook page and beginning an advertising campaign."

This despite what Pippin described as a very good past 18 months of business. Historically the majority of Masco's business has been the distribution of packaging supplies to local manufacturers. Masco distributes everything that a business may need to ship its product, said Pippin. However, the industrial supply side of Masco's business has nearly caught up to the packaging business.

Masco focuses on serving businesses within a 75 mile radius of Springfield. Since Masco was routinely at its clients' door with packaging supplies on a routine basis, it made sense for Masco to offer another necessary element of any business: cleaning supplies and paper products. Masco has a green focus on both sectors of the business.

Pippin explained that Masco looks at sustainability in a product's life cycle before making the product a part of its inventory, "beginning with a product's research and development phase, through shipping, product use, and finally the recyclable or biodegradable nature of a product after its use." With this approach, Masco is able to differentiate between products that use green washing—the use of green labeling to catch the consumer's eye without any sustainable quality—from those that are truly the result of consideration for the environment.

Sustainability is omnipresent in the industry, according to Pippin; however in central Illinois Masco finds itself in

## Going Green

Chad Kruse

the position of educating the potential client about the benefits of a green product more frequently than the client finds Masco because of Masco's green offerings. This may be different than in Chicago, or on the east coast and especially the west coast, said Pippin, where the market is far greater for sustainable products.

Pippin said that the sales staff at Masco knows the product well enough that information about the ingredients of a cleaning agent can be provided up front. In addition, Masco readily provides the MSDS (material safety data sheets) to customers so that the absence of harmful chemicals is apparent. This may be Masco's way of obviating green washing.

With one look at the Masco website, there can be no mistake that it is a company concerned about the environment. The mission statement "creating a healthier, safer and more effective way to clean our homes, offices and schools..." is followed simply with a direct link to product information from the product manufacturer sans any creative wordsmithing that touts green attributes.

Two products that Pippin hopes are on the horizon are 100% biodegradable packing peanuts and a replacement to Styrofoam. Until the kinks are worked out on those, Masco's twelve employees at its one and only North Street location will be working to get existing green products to as many industrial and institutional clients as possible.

For additional information, see [www.mascoleangreen.com](http://www.mascoleangreen.com).

## Lamboo Takes Green Global

The Lamboo website reflects new developments for the Springfield-based company that specializes in structural and aesthetic application of laminated bamboo.

Debby Richardson was brought on to the Lamboo group in February of 2012 as director of marketing. Richardson indicated that Lamboo is growing its presence at international trade shows including the Farnborough Air Show in Hampshire England and the 2012 Greenbuild Conference and Expo in San Francisco. At the former in July, Lamboo had its own space featuring its aviation and nautical products. At the latter, Lamboo product collaborations were on display by reputable window and door manufacturers, such as Solar Innovations, Inc. and C.T. Windows,

Inc. The Greenbuild appearance was consistent with what Jeron Hammann says is one of Lamboo's main objectives: "paralleling with reputable companies that are established within niche markets."

A bit closer to home, Hammann, who is Vice President of Operations for Lamboo, helped me understand Lamboo's contribution to the new KONE Center in Moline, Illinois. Hammann indicated that Lamboo was able to help the KONE Center strive for LEED Gold certification with the Lamboo Tiger Strand panel.


Hammann said, "the Tiger Strand panel maintained shape and stability over a wide span," unlike any other sustainable product found by the contractor. KONE's CFO, remarked that the Lamboo panels provided "an aesthetic that you cannot

find anywhere in Quad Cities."

Richardson and Hammann both see future projects as a possible result of the KONE Center project – a first time collaboration with the KONE Center architect (HOK Architects of St. Louis) and general contractor. Meanwhile, Pier 1 Imports, a name recognizable to nearly everyone, has chosen Lamboo's laminated veneer bamboo product for incorporation into retrofitted and newly constructed Pier 1 awning and door systems.

Here in Springfield, Lamboo has grown to house seven full-time employees at its downtown Springfield location.

**Chad Kruse is a freelance writer from Springfield. He can be reached at [chad@springfieldbusinessjournal.com](mailto:chad@springfieldbusinessjournal.com).**



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# architecture and engineering 2012 •

## Halverson earns awards

Halverson Construction Co., Inc. has received the Illinois Department of Transportation's Award of Excellence in the Bridge Rehabilitation Category. This award was received for the rehabilitation of the structures that carry I-74 over the Union Pacific Railroad, just west of Peoria.

Halverson was also nominated for this award for the rehabilitation of the structure that carries U.S. Route 51 over Cerro Gordo Street, Wabash Avenue and the Norfolk Southern Railroad in Decatur.

In addition, the construction company's work on the Wabash River Bridge was recently named #3 on the Roads and Bridges Magazine 2012 Top 10 Bridges list. The previous bridge over the Wabash

River in Mount Carmel, Ill. was too narrow to accommodate for modern traffic concerns. However, determining an alternative solution was difficult due to thermal effects, uneven bedrock, seismic activity and flooding and scour.

In order to address the issues facing this project, piles were built beneath the bridge footings to support them. The piles were driven at an angle to accommodate for seismic activity and thermal effects. The uneven bedrock issue was accounted for by arranging pile groups differently for each foundation. The bridge also included extra wide shoulders for bicyclists.

The Wabash River Bridge project was a joint venture between Midwest Foundation Corporation and Halverson Con-

struction Co., Inc. The bridge was started in March 2008 and completed in December 2010.

## Graybar announces organizational changes

Graybar, a distributor of electrical, communications and data networking products and provider of related supply chain management and logistics services, announced that Randall R. Harwood has been elected Senior Vice President and Chief Financial Officer, effective Jan. 1, 2013.

Harwood has worked for Graybar since 1978 and has served on Graybar's Board of Directors since 2009. He is currently District Vice President in the company's Dallas district.

His appointment follows the announcement that D. Beatty D'Alessandro will resign from Graybar as Senior Vice President and Chief Financial Officer and as a member of Graybar's Board of Directors at the end of this year.

"We appreciate the many ways Beatty has contributed to Graybar's success over the years," said Graybar's President and CEO Kathleen M. Mazzarella. "We also congratulate Randy on his new assignment. Throughout his career, Randy has demonstrated strong leadership, solid judgment and excellent financial management skills. I look forward to working with him as he takes on this role."

*Fiscal Cliff,  
Continued from Page 33*

## Construction employment down in November

About one-third of states added construction jobs on either a monthly or annual basis in November, as the prospect of a more severe reduction in 2013 keeps hiring down, according to data from the Associated General Contractors of America Labor Department. Association officials noted that the threat of the looming fiscal cliff's spending cuts and tax increases is offsetting slight growth in construction spending and keeping employment levels down.

"While construction spending has been rising for over a year, contractors have held down employment levels out of fear that failure in Washington to avoid the fiscal cliff will trigger a recession and cause many projects to be canceled," said Ken Simonson, the association's chief economist. "If the nation can get past this unnecessary, self-induced crisis, there should be a strong upswing in construction hiring in 2013."


Simonson noted that 20 states and the District of Columbia added construction jobs between November 2011 and November 2012, while employment shrank in 30 states. Hawaii jumped to the top ranking for percentage of new construction jobs (8.4 percent), followed by Nebraska (7.3 percent) and Texas (6.7 percent). Texas also added the most new construction jobs over the past 12 months with 37,400, followed by California (26,400), Arizona (7,000).

Among states losing construction jobs during the past year, Delaware lost the highest percentage (8.9 percent), followed by Nevada (8.2 percent) and Arkansas (7.3 percent). New York lost the most jobs (16,100 jobs), followed by Illinois (11,200 jobs) and Pennsylvania (10,700 jobs).

Among the 19 states that added construction jobs between October and November, Vermont had the largest percentage increase (4.4 percent), followed by Louisiana (4.0 percent) and Nevada (3.1 percent). Michigan had no change in construction employment over the month, while 30 states and D.C. lost jobs, with D.C. having the steepest percentage drop (7.4 percent). Texas lost the largest number of jobs for the month (8,300 jobs).

Association officials said the threat of the fiscal cliff was already having an impact on construction employment in most states. They noted that a survey of several hundred construction firms the association released earlier this month found that many firms have already delayed hiring or reduced staff because of the threat of federal spending cuts and tax increases included in the fiscal cliff.


"Cutting key investments and raising taxes on employers will undermine any chances for a construction industry recovery next year," said Stephen E. Sandherr, the association's chief executive officer.



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# Significant public policy issues facing Illinois in 2013

Just like the federal government, the biggest issues confronting the returning and newly elected members of Illinois' General Assembly are fiscal matters. Previous General Assemblies have, for years, defied the Illinois Constitutional mandate that requires the legislature to adopt a balanced budget. So, the top priority remains that of restoring fiscal integrity to state finances.



The legislature must develop budgets where spending matches or is less than the amount of revenue state government collects each year. It must eliminate the backlog of payments to vendors, local governments and agencies. State government balance sheets must achieve equilibrium where fiscal obligations are paid in a timely manner.

Most importantly, legislators must acknowledge that the current public employee pension programs are not sustainable and must be restructured to curb the excessive long-term costs to taxpayers. They must stop stalling and remove the

“The capital funding program that was adopted in 2009 will be exhausted during the next legislative term. Legislators must act to reauthorize and fund a capital program if infrastructure investments are to be maintained in a state of good repair.”

uncertainty that influences business and personal decisions. The fiscal health of the pension funds must be fixed so retirees will receive retirement benefits, even if they are less generous.

Gov. Patrick Quinn is right to keep reminding members of the General Assembly and the public that rapidly rising pension costs are effectively squeezing out funds that would otherwise go towards financing education, public safety, health care for indigent and other public services.

Legislators must be reminded that our state's failure to successfully resolve the public pension debt obligations has made Illinois a national disgrace. Illinois' unfunded public employee pension debt is the largest in the nation and our bond ratings are keeping company with the most financially distress nations in the world. Until our elected officials accept the tough decisions and cast responsible votes to put these funds on a path towards solvency business owners, investors and bond holders can have no trust or confidence in Illinois government. The continued failure to act has placed the economy, livelihood and quality of life for future generations at risk.

The newly elected General Assembly confronts other daunting public policy issues that require their attention. The capital funding program that was adopted in 2009 will be exhausted during the next legislative term. Legislators must act to reauthorize and fund a capital program if infrastructure investments are to be maintained in a state of good repair.

Safe and reliable transportation networks are critical to Illinois' economy. Legislators should establish an annual capital spending program that provides

## State Business

Doug Whitley

predictable, consistent and stable funding for infrastructure investments.

Other important business climate issues pending before the General Assembly include the elimination or extension of the temporary corporate and individual income tax rate increases that were imposed in January of 2011. The 2011 law incorporated a sunset provision triggered for January 2015. The General Assembly members taking office in January must determine the fate of the tax rate increas-

es that generate approximately \$7 billion to the treasury.

The workers' compensation law adopted in 2011 must be revisited in order to improve the state's cost of doing business competitiveness relative to other states.

The pending General Assembly action most threatening the viability of many small businesses is the threat of another mandate to increase the state's minimum wage.

During the next two years, the critical assessment of Gov. Quinn and the Democratic-controlled legislature will best be measured by the agenda they fulfill. Will they demonstrate fiscal discipline, pro-

mote expansive investment from existing businesses, generate population growth from job seekers migrating to Illinois because of a vibrant economy, promote new business opportunities, and substantially reduce unemployment? If there is limited or no progress on these fundamentals, it is likely they will become the election themes for 2014.

Doug Whitley, President and CEO,  
Illinois Chamber of Commerce

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# Leadership happens when you least expect it

I suspect many of us lead very similar professional lives. We live in the information age of too much information too fast. If you are a leader it's even worse because not only are you expected to get work done but you need to lead at the same time. I doubt many of us have the luxury of spending 100 percent of our time just being a leader. So for most of us, leadership just happens. In my opinion, leadership is dynamic. What I mean by that is you are either gaining ground or losing ground – one or the other mutually exclusive. Leadership doesn't stand still.

The book "Touch Points: Creating Powerful Leadership Connections in the Smallest of Moments" by Douglas R. Conant and Mette Norgaard focuses on the daily opportunities we all have to either gain or lose ground in the eyes of people we lead. It defines leadership moments in the most unlikely place that we all experience every single day – interruptions.

Let's define an interruption. It's easy enough, right? Someone else needs something from you and momentarily stops you from doing what you want to do. Interruption defined. How do you react in that moment? As a leader, what message are you sending to that person? It's in this precise moment the authors suggest the most fundamental and important leadership opportunities exist.

It doesn't matter if you are a seasoned leader or an aspiring one; we all get inter-



## Book Review

Tom Fitch

rupted multiple times a day. If we want to increase our leadership worth to those around us, we need only look as far as the next interruption. Try this exercise for a few days. Go to work and keep track of how many interruptions, informal discussions and deviations from your daily schedule occur. This will give you an idea of how many leadership opportunities are available to you on a daily basis.

Let's do the math – if you are interrupted say, 10 times a day (probably much too low an estimate for most of us) multiplied by five days a week for 50 weeks (assuming you take a vacation), that's 2,500 leadership opportunities per year. Don't ever complain that you don't have time to be a leader. The opportunities are abundant.

In that moment of interruption lives the "touch point." According to the authors, a touch point occurs at the intersection of three fundamental elements: (1) You as the leader; (2) People who are led by you and; (3) The issue at hand. Think of a Venn diagram and the intersection of these three elements define the "touch point." Not coincidentally, this looks like the definition of an interruption as well – two people and an issue.

So what happens in the touch point that impacts the way others view you as a leader? Two people interact with one another to address an issue. You, as the leader, define whether or not the touch point has a positive or negative outcome

from the other person's point of view. Therein lies the essence of leadership in the moment – it's the outcome from their point of view that matters. Maybe even at the temporary expense of the issue. True leaders believe in helping others in their organization grow and prosper to their

**“We all know people who have that special touch. They always say the right thing at the right time and in such a way as to inspire others to do better.”**

fullest potential. That is their leadership mission. As others grow and prosper, the organization becomes better and greater results are achieved.

The book digs into the anatomy of a touch point with the purpose of exposing interpersonal dynamics and their impact, whether intentional or not, on people being led. The authors suggest a strategy that you can apply to every touch point that begins with the end in mind – a positive outcome for those being led by you.

If you buy into the concept that leadership means developing people then you will relate to the concepts presented in the book. If you believe leadership is more about you and not others – then this book may not be for you.

The book talks about some of the fundamental skills needed to master leadership in touch points. I particularly enjoyed the discussion about the allusive "touch" that great leaders seem to pos-

sess. We all know people who have that special touch. They always say the right thing at the right time and in such a way as to inspire others to do better. Leaders with "touch" have a knack for knowing how to deal with any situation.

For a leader to be successful in a touch point they need to use their head, heart and hands – each and every time. If one of those three is missing – your leadership value diminishes. The authors define "head" as a trait that allows you to quickly, logically and consistently analyze a situation. "Heart" refers to the passion for your organization's mission. And "hands" can be thought of in terms of competence. What happens in a touch point when you are missing your "head"? You're seen as illogical. Missing "heart"? You appear inauthentic. Missing "hands"? You look incompetent.

Think about your interaction with other leaders and how often have you come away feeling as if they were illogical, inauthentic or incompetent. As a leader yourself, this book provides you with the tools and strategies to avoid these pitfalls.

The value in the book "Touch Points" comes from the idea that those daily interruptions shouldn't be viewed as negative distractions but instead a steady supply of opportunities. Leaders intuitively aspire to make themselves and others better, and this book provides strategies that you can put to work immediately.

**Tom Fitch is an avid book reader and business professional from Springfield**



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## philanthropy •

## Grants, food, vehicle and more make the holidays

Julie Hubbard, executive director of Area Agency on Aging for Lincolnland, announced that the Area Agency on Aging has awarded federal Older Americans Act and state general revenue funds to support area organizations to provide services to older adults. "The services provided through these grants will help area older adults remain independent, support family caregivers, and protect the rights of vulnerable older persons," stated Hubbard.

Area Agency on Aging announced that Senior Services of Central Illinois received over \$617,000 in grants to support programs in the community.

The Area Agency on Aging for Lincolnland is a nonprofit planning and service agency designated by the Illinois Department on Aging to develop programs and supportive services for persons 60 years of age and older, for family caregivers and for grandparents raising grandchildren.

**Northstar Lottery Group**, the private manager of the Illinois Lottery, presented the Springfield Urban League, Inc. with a check for \$10,000 to support the Urban League in their mission to serve central Illinois youth through educational programs. Northstar issued this sponsorship to benefit the Youth Build program, which focuses on keeping youth safe and positively engaged during the crucial after school hours.

The Springfield Urban League, Inc. is a nonprofit, nonpartisan, civil rights and community-based movement that serves nearly 9,000 people annually. It provides direct services, research, and policy ad-

## Giving Back

Jean Jones

vocacy to assist individuals and communities in reaching their fullest potential. "Year after year, Northstar Lottery Group reaffirms its tradition in service as a leading socially responsive corporation. The philosophy of servant leadership is a constant theme that permeates throughout the culture of Northstar," said Nina Harris, President and CEO of Springfield Urban League. "The result is a local business that understands and supports the community at-large, especially those who struggle but are committed to staying on the path toward self-sufficiency."

"Northstar recognizes the role that the Springfield Urban League has played in providing learning opportunities for our youth for so many years. I am pleased to be a part of its effort to enhance technology as a part of that education," said Karen Hasara, Northstar Lottery Group Board Member and former Mayor of Springfield.

The Young Philanthropists initiative at the Community Foundation for the Land of Lincoln (CFL) has announced the recipient of its seventh annual grant award. Sangamon County nonprofit organizations were invited to submit grant proposals in the fall of this year for the competitive grant to support programs for children and youth.

The 2012 grant award for \$6,000 was presented to Family Service Center for its "Camp Compass" summer program that

provides 100 homeless and low-income Springfield Public Schools elementary students with math and reading instruction by certified teachers for 3.5 hours a day, five days a week for four weeks leading up to the beginning of the school year.

"There were many strong grant applications this year, and after reading through them, it became evident that there is much need in our community for children and youth programming," said Young Philanthropists Grant Committee Chair Sarah Beuning. "Family Service Center's proposal rose to the top because the committee was drawn to the scope and intensity of the program and its focus on getting students ready to learn on the first day of school."

**IHOP** invites guests to enjoy free pancakes during National Pancake Day on February 5, 2013, while celebrating Children's Miracle Network Hospitals' 30th Anniversary. On this day, the restaurant chain hopes to raise \$3 million to kick off the 2013 fundraising year for Children's Miracle Network Hospitals.

During National Pancake Day, more than 1,500 IHOP restaurants across the country will invite guests to enjoy a complimentary stack of IHOP's buttermilk pancakes from 7 a.m. to 10 p.m. Guests will be encouraged to make a voluntary contribution to the local Children's Miracle Network Hospital or other local charities. One hundred percent of the donations will help local charities provide equipment, life-saving procedures and critical care for sick and injured children.

Julia Stewart, interim president, IHOP

and CEO of the parent company, DineEquity, Inc. said, "For the past eight years, it has been a pleasure and a privilege for all of us at IHOP to participate in this worthy event, and each year our guests have proved to be incredibly generous, helping us not only reach but surpass our goal. We look forward to continuing that trend this year as we plan to once again flip and serve about four million free pancakes for charity."

**Jersey Mike's Subs** opened its doors in Springfield on Dec. 12, 2012. Franchise owners Tony Rubba and G Abusaba held a grand opening and free sub fundraiser to support Sacred Heart-Griffin High School and The Salvation Army. The new restaurant, located at 2318 W. Wabash Avenue, circulated 10,000 coupons throughout the community offering a free regular sub for a minimum \$1 contribution to Sacred Heart-Griffin High School and The Salvation Army. Of the 10,000 coupons, 2,500 were designated for donations to Sacred Heart-Griffin High School and 2,500 were designated for donations to The Salvation Army. The remaining 5,000 coupons were for a donation to both organizations.

"As business owners, we feel an obligation to give back to the communities that help us thrive," said Rubba. "We are committed to making an impact here in Springfield, which is why we chose to partner with both The Salvation Army and Sacred Heart-Griffin High School for our grand opening fundraiser."

**Cafe Moxo** challenged their customers to purchase potpies and for every potpie



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sold, Moxo gave one potpie to Contact Ministries, in an effort to help out the hungry in the community this holiday season. Café Moxo sold nearly 70 potpies during the daylong event and then delivered 70 pot pies to Contact Ministries.

A Contact Ministries member who hoped and prayed for a reliable vehicle to get to and from work received the ultimate Christmas gift courtesy of **Zara's Collision Center's** Benevolence Program. Julie Gentry was presented with a completely refurbished, fully loaded 2012 Ford Focus during a luncheon ceremony at Zara's facility.

It is the 14th year that Zara's has purchased at least one vehicle, restored it to pristine condition, and then donated the vehicle to an individual or organization in need. Over the course of those years, Zara's has given away more than 26 refurbished vehicles. A comprehensive maintenance check is done to verify the vehicle's safety and reliability.

"Although the vehicle is a 2012 model, it was deemed a total loss by an insurance company because of water and hail damage," said co-owner Julie Zara. "Zara's purchased the vehicle and fixed it up. The support of vendors, friends, family, insurance agents, and employees was very strong. We had approximately 40 donors who contributed to the vehicle repair, paint material, mechanical work, gift cards, and monetary gifts."

The **Express Employment Professionals** office in Springfield hosted a Christmas Pay It Forward hiring drive Dec. 10-16, 2012. The goal was to put as many unemployed people to work that week as possible and provide the opportunity for

them to earn a week's worth of pay and help provide for their families during the holidays.

Express would like to thank the businesses that participated and gave the gift of employment to individuals who would otherwise not be working during that week: **Contact Ministries, Evan Lloyd Associates Inc, Holzmacher Chiropractic, Just Beds, Kulavic's Auto Body, Levi Ray & Shoup Inc., Lincoln Tower Center, Midwest Office Supply, Quad City Salvage, Richardson Manufacturing Company, Teejet Tech and Zara's Collision Center.**

Express discounted their consulting fee by 25 percent for all new assignments of an Express associate during the Pay It Forward hiring drive. In addition, Express donated \$25 to the United Way of Central Illinois for each new associate assigned that week with a total donation of \$300.

The **Orthopedic Center of Illinois (OCI)**, in conjunction with the Orthopedic Center of Illinois Foundation (OCIF), has wrapped up "Project 40: 40 Years & 40 Ways of Giving Back" in commemoration of 40 years of service.

The campaign consisted of 40 different events that made a difference in the community including: blood drives, scholarships, educational seminars, preparing a meal at Ronald McDonald House, helping build a home for Habitat for Humanity, sending two local veterans on the Land of Lincoln Honor Flight and so much more. More than \$69,000 was raised in addition to the numerous supplies, food, and other donations.

"What an amazing year this has been," said Ron Romanelli, M.D., president of OCI. "I'm so proud of our staff and their efforts in making Project 40 such a huge

success. I can't think of a better way to celebrate 40 years than by giving back to our community and truly making a difference in the lives of so many people."

Girl Scouts of Central Illinois is launching a new effort to recruit Girl Scout members and enlist the help of additional volunteers. Many people think that the only time to sign up for Girl Scouts is at the beginning of the school year, but the organization wants everyone to know that it's not too late to join.

Girl Scouts has changed the focus from the stereotypical 'cookies and crafts' to programming that concentrates on building courage, confidence and character to help shape tomorrow's leaders. Girls have the opportunity to work on STEM (Science, Technology, Engineering, Math) projects, enjoy the outdoors through camping programs, experience new cultures through travel opportunities and learn leadership skills. By signing up now for Girl Scouts, girls can have all these experiences and also participate in the largest financial literacy program in the world – the annual Girl Scout cookie program that kicks off later this winter. The cookie program provides girls and opportunities to set goals, make decisions, learn about money management, improve their interpersonal skills and build business ethics.

Habitat ReStore is offering a free Christmas lights recycling at the ReStore, 1514 West Jefferson. Residents can drop off broken or unwanted Christmas lights at the ReStore to ensure they are recycled properly and remain out of the landfills.

"Habitat ReStore is proud to offer this free service to our community to keep

broken Christmas lights out of the landfills," said Sarah Mackey, executive director. Christmas lights can be dropped off for recycling at Habitat ReStore, 1514 West Jefferson in Springfield, Mondays – Fridays from 10:00 a.m. – 6:00 p.m., and Saturdays from 9:00 a.m. – 5:00 p.m.

Local resident and volunteer Salvation Army bell ringer, Darrell Tureskis, competed with seven other Salvation Army volunteer bell-ringers in an attempt to set a new world record for the longest continuous hand bell-ringing by an individual, beginning on Tuesday, December 11, 2012.

Tureskis, owner of Nyilas Cleaning and Restoration, won the competition in 2012 by ringing for 60 hours and 10 minutes.

"This is a great opportunity to shine a light on an easy way for the American public to help people in need," said Tureskis. "Last year was an amazing and rewarding experience. Everyone who takes part in the contest is a true supporter of The Salvation Army and the Red Kettle Campaign."

After 80 hours of bell ringing, it was agreed by the three remaining bell ringers to end the competition out of respect of the families who lost loved ones in Connecticut.

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](mailto:info@springfieldbusinessjournal.com)

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# 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

- 11/20/12 - Mid-West Truckers Risk Management, Plaintiff, Vs. JAM Trucking, Inc., Contract.
- 11/28/12 - People of the State of Illinois, Plaintiff, Vs. Image Architects Inc., Defendants, Contract.
- 12/10/12 - Heartland Bank and Trust Company, Plaintiff, Vs. Thomas W. Hollinshead, Defendant, Suit on Note.

## Chancery

- 11/15/12 - Town & Country Banc Mortgage, Plaintiff, Vs. Joseph C. Collins, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 11/15/12 - United Community Bank, Plaintiff, Vs. Global Printing & Graphics Inc., James M. Burke, United States of America, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 11/16/12 - PNC Bank National Association, Plaintiff, Vs. Jeffrey Shifflett, Lorie S. Shifflett, Midland Funding LLC, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 11/19/12 - Bank of America, Plaintiff, Vs. Thomas Chalmers, Amy E. Chambers, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 11/19/12 - PNC Bank, Plaintiff, Vs. Timothy F. Reynolds, Precision Recovery Analytics Inc., Defendants, Foreclosure.
- 11/20/12 - Andre Thapedi, Plaintiff, Vs. Stephen Morrison, Defendant, Accounting.
- 11/20/12 - Bank & Trust Company, Plaintiff, Vs. Sherri Schnetz, Melody Lyons, Mildred Ippolitto, Defendants, Foreclosure.
- 11/20/12 - Wells Fargo Bank, Plaintiff, Vs. Regan Weaver, Federal Home Loan Bank, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 11/20/12 - Wells Fargo Bank, Plaintiff, Vs. Todd K. Hamerlinck, Tiffani R. Hamerlinck, Oldr. Bradfordton Place Association, HSBC Finance Corporation, Beneficial Illinois Inc., United States of America, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 11/20/12 - Wemple State Bank,

Plaintiff, Vs. Mark Polk Property And Management, Mark V. Polk, Springfield Absolut Investment, Wemple State Bank, Jason R. Carmean, First Financial Bank NA, United Community Bank, T. R. Electric Inc., BD Hunter, United States of America, Unknown Tenants, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 11/21/12 - Residential Credit Solutions, Plaintiff, Vs. Harold B. Hughes-Osby, Glen Aire Association, Inc., Unknown Owners and Non Record Claimants, Foreclosure.
- 11/21/12 - US Bank, Plaintiff, Vs. Shannon Jasmon, The Prairie at Brookside Glen, Unknown Owners and Non Record Claimants, Foreclosure.
- 11/26/12 - Residential Credit Solutions, Plaintiff, Vs. Cindy A. Taylor, Travis M. Taylor, CEFU Financial Services Inc., Defendants, Foreclosure.
- 11/26/12 - United Community Bank, Plaintiff, Vs. David Grady, Holly J. Grady, United Community Bank, Defendants, Foreclosure.
- 11/27/12 - Bank of Springfield, Plaintiff, Vs. Robert D. Van Meter, Defendant, Foreclosure.
- 11/27/12 - First Bank, Plaintiff, Vs. Shane C. Thompson, Erica L. Thompson, CitiMortgage Inc., Barclays Bank Delaware, Capital One Bank, Dean Park Association, Inc., Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 11/27/12 - Horizon Technologies Inc., Plaintiff, Vs. Perfect Image, Defendant, Injunction.
- 11/27/12 - United Community Bank, Plaintiff, Vs. Jeremy M. Pellman, Mellisa M. Pellman, Defendants, Foreclosure.
- 11/27/12 - US Bank, Plaintiff, Vs. Nancy S. Davis, Scott & Scott PC, US Bank, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 11/27/12 - US Bank, Plaintiff, Vs. George E. Farrell, Caryl J. Farrell, Pioneer Park Homeowners Association, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 11/27/12 - US Bank National Association, Plaintiff, Vs. Carl W. Tega, Wendy Tega, PNC Bank, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 11/28/12 - Mortgage Investors Corporation, Plaintiff, Vs. Bradley S. Kriener, Defendant, Foreclosure.
- 11/29/12 - Household Finance Corp III, Plaintiff, Vs. R.T. O'Brien, The City of Springfield, Illinois, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 11/29/12 - US Bank, Plaintiff, Vs. Patricia Boston, Beneficial Illinois Inc., DBA

Beneficial Mortgage Company of Illinois, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

- 11/30/12 - Illinois Housing Development Authority, Plaintiff, Vs. Robert J. Howard, Defendant, Foreclosure.
- 11/30/12 - Wells Fargo Bank, Plaintiff, Vs. Thomas McCombs, Defendant, Foreclosure.
- 11/30/12 - Nationstar Mortgage LLC, Plaintiff, Vs. Larry D. Ridgon, Linda L. Ridgon, Unknown Records and Non Record Claimants, Foreclosure.
- 12/03/12 - US Bank National Association, Plaintiff, Vs. Leeah D. Watkins, Andrew P. Watkins, The Farmers State Bank and Trust, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 12/04/12 - Bank of America, Plaintiff, Vs. Mark A. Jones, Unknown and Non Record Claimants, Defendants, Foreclosure.
- 12/04/12 - Michael D. Royce, Plaintiff, Vs. People of the State of Illinois, Illinois Department of Corrections, Defendants, Injunction.
- 12/04/12 - J.P. Morgan Chase Bank, Plaintiff, Vs. Leslie E. Hobbs, Crystal D. Hobbs, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 12/04/12 - Security Bank, Plaintiff, Vs. The Estate of Regina Marie Strumpher, Gregory Harrison, Charlotte Strumpher, Charime Strumpher, Samantha Strumpher, Unknown Heirs, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 12/05/12 - Bank of America, Plaintiff, Vs. Jennifer Jurgens, Owen O. McDonald, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 12/05/12 - Regions Bank, Plaintiff, Vs. Quiana Boateng, Clifford Boateng, Northpointe Commons Condominium, Unknown Record and Non Record Claimants, Defendants, Foreclosure.
- 12/06/12 - Heartland Bank, Defendant, Vs. Hollinshead Properties Inc., TRT Properties Inc., United States Small Business Administration, Unknown Owners and Non Record Claimants, Foreclosure.
- 12/06/12 - Heartland Bank and Trust

Company, Plaintiff, Vs. Thomas W. Hollinshead, United States Small Business Administration, Marine Bank, State Bank of Lincoln, Defendants, Foreclosure.

- 12/06/12 - PNC Bank National, Plaintiff, Vs. Brock M. Dace, Defendant, Foreclosure.
- 12/10/12 - Bank of America NA, Plaintiff, Vs. Curtis Plotner, Dean M. Plotner, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 12/10/12 - United Community Bank, Plaintiff, Vs. Diane K. Brewer, Defendants, Foreclosure.
- 12/11/12 - J. P. Morgan Chase Bank, Plaintiff, Vs. Joshua R. Milleville, Tracy L. Milleville, Unknown Owners and Non Record Claimants, Unknown Occupants, Foreclosure.
- 12/11/12 - The People of the State of Illinois, Plaintiff, Vs. The Mandatory Poster Agency, Corporate Record Service, Thomas Fata, Defendant, Injunction.
- 12/12/12 - Heartland Credit Union, Plaintiff, Vs. Marvin D. Denton, All Non Record Claimants, Unknown Owners, Defendants, Foreclosure.
- 12/13/12 - Bank of America, Plaintiff, Vs. Kimberly Jackson, Donna Jackson, Rebecca Bayless, Mik Williams, Inc., Unknown Owners and Non Record Claimants, Unknown Occupants, Defendants, Foreclosure.
- 12/13/12 - CitiMortgage Inc., Plaintiff, Vs. James J. Matulis, Keri L. Matulis, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 12/13/12 - Flagstar Bank, Plaintiff, Vs. Loru A. Schwartz, Mark Schwartz, Unknown Heirs and Legatees, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.
- 12/13/12 - PNC Bank, Plaintiff, Vs. Jason Cole, Jill Cole, PNC Bank, CitiBank, Equable Ascent Financial LLC, Foreclosure.
- 12/13/12 - Williamsville State Bank & Trust, Plaintiff, Vs. Jay R. Watts, Pamela S. Watts, Williamsville State Bank & Trust, Defendants, Foreclosure.

# new businesses •

## New Businesses, Continued from Page 5

- roe, Springfield, 62703, James Meister, (217) 685-3170.
- Moonlight Rider Livery Service, P.O. Box 431, Petersburg, 62675, Kaylee R. Hall, (217) 331-2443.
- Never Too Old Resale Shop, 1052 North Grand Ave. West, Springfield, 62702, Fannie J. Ewing, (217) 528-4392.
- Oaklane Auction Barn, 486 S. Oaklane Road, Springfield, 62712, Paul LeJeune, (217) 753-1776.
- OCD Professionals, 23 Oakbend, Springfield, 62704, David L. Shaw, Jr., (217) 415-4143.
- Precision Barbers, 230 E. South Grand Ave., Springfield, 62704, Trevor J. Miller, (217) 416-0857.
- Qdoba Mexican Grill, 2320 Wabash Ave., Springfield, 62704, KTAAP Springfield, Inc., (217) 698-7111.
- Quick & Clean Mobile Detailing, 2018 E. Laurel, Springfield, 62703, Eugene Jackson, Michael Qualls, (217) 553-3935.
- S & S Motors, 1900 S. Dirksen Parkway, Springfield, 62703, Steven Rice, (217) 670-1199.
- Salon Troco, 215 N. Bruns Lane, Springfield, 62702, Keven R. Holland, Jr., (217) 698-5670.

- Schmittworks, 600 Wind Meadow Drive, Chatham, 62629, Karl Schmitt, (217) 622-0915.
- Spinzone, 3740 Wabash Ave., Springfield, 62711, Shelly Devos, (217) 652-7658.
- Springfield Pet & Home Nanny, 4030 Brookfield, Springfield, 62703, Betty Dodson, (217) 953-0526.
- The Green Clean Team, 8045 Little Eagle Drive, Springfield, 62712, Emily McVay, (217) 816-3387.
- The Wedding Booth, 1000 S. Durkin Drive, Springfield, 62704, Capital City Photo Booth, LLC, (217) 779-8907.
- TS Electrical & Maintenance, 3008 S. 12th Street, Springfield, 62703, Tom Sir-tout, (217) 220-1100.
- Ungr8ful Bastards, 2408 Ladley Court, Apt. 3, Springfield, 62703, Ormon Brunch, Quentin Richards, (217) 331-8081.
- Verizon Wireless, 3424 Freedom Drive, Springfield, 62704, Cellco Partnership, (908) 559-2000.
- Veterans Towing, 2100 E. Monroe, Springfield, 62703, James Meister, (217) 685-3170.
- Wallace Accounting & Tax, 11 Stone Valley Drive, Springfield, 62702, Debra Wallace, (217) 789-0239.

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## Tips when buying a business

If you want to work for yourself, you may well be thinking about purchasing an existing small business. It could be a printer, restaurant, distributor, etc. The current business owner may be looking to retire or is simply tired of the stress of owning and managing a business.

Chances are the business doesn't own any real estate, but rather leases its location. Many times, negotiations occur directly between buyer and seller and then lawyers and other professionals are consulted.

All too often, however, the parties themselves fail to discuss any number of issues that may thereafter crater a potential deal, resulting in everyone losing time and money. So, if you are thinking about buying a business, here are some issues you will want to address up front.

What are you buying? Once you agree on a purchase price, you will want to decide if you are buying assets or stock. Most buyers prefer to purchase assets for the depreciation benefits. Sellers, on the other hand, prefer to sell stock or other ownership rights to their entity. From the buyer's perspective, purchasing stock increases the likelihood that you will also be obtaining "legacy" problems such as claims that may have occurred under the old owner's watch but which aren't advanced until after the closing. Consult with your legal and accounting professionals and decide what makes sense for you. Finally, if buying assets, make sure that you are buying the name of the company, telephone number(s), website domain, client lists and anything else that might be essential for continuing success.

**Allocation of Purchase Price:** Assuming you are buying assets, you will want to discuss how that purchase price will be allocated. Again, it's best to get input immediately from your accountant. Generally, the purchase price will be allocated between goodwill, hard assets (e.g. equipment) and leasehold improvements. As a buyer, you may well want to allocate the purchase price to items that can be quickly depreciated, which generally speaking will result in tax advantages. Of course, due concern has to be given the fair market values of the assets being purchased. Differences will most often occur when the seller wants to allocate more of the purchase price to goodwill. Address the issue up front before spending time having your lawyer draft a document only to find out that there's no agreement to be reached on this issue.

**Landlord Consent:** Many businesses have value because of their location. If you are purchasing a business operating out of a leased location, you will want to make sure that the landlord will consent to an assignment of the lease. Expect that landlord to ask for financial information about you as well as your experience. It's usually quite common for purchase contracts to be conditioned on such landlord approval.

You will also want to get a copy of the existing lease immediately. Pay attention to how many years are left on the lease and whether there is a right of renewal. If the lease is coming due in the near future, it's probably in your best interest to see if a new lease can be negotiated now. Pay particular attention to the terms of the lease with regard to additional rent provisions – such as CAM, insurance, maintenance

### Law

Thomas C. Pavlik, Jr.

obligations, etc. Be sure to factor in those extra costs, which can be substantial, in deciding whether the lease is affordable based upon the type of business you will be operating at that location.

**Employees:** It's important to determine if there are any key employees that will be essential to running the business and whether they will continue with the business after the purchase. Also, determine whether the current owner is going to expect you to hire other employees you might not otherwise want. If you do, you may well become liable as a successor employer for various obligations. Most purchase agreements require the previous owner to terminate all employees prior to your acquisition, and this is usually the safest course.

**Warranties:** The well-advised purchaser requires adequate warranties that all of the financial information regarding the business is true and will be true as of the date of closing. Likewise, you should request warranties that all taxes have been paid, that there is no litigation pending or threatened, etc. The larger the transaction the more detailed the warranties and representations should be. In addition, you should make sure that the seller will provide you an indemnity should any of the warranties or representations turn out to be false.

**Contingencies:** If you are planning on financing your purchase, you should make sure the seller knows that the purchase is conditioned on your ability to get financing. Further, if you plan to change the business model and as a result will need certain licenses or zoning changes, you should make sure that those are conditions as well. Without those conditions, you might find yourself in breach of the sales agreement.

**Bulk Sales:** Although Illinois no longer has a bulk sales law, make sure that the seller will agree to go through the bulk sales process with the Illinois Department of Revenue and Employment Security. If not, and if the Seller didn't pay its trust fund taxes, it's possible that the State can take the assets you just purchased in satisfaction of those unpaid taxes. Sellers generally don't want to go through the process as it requires a certain amount of money (as determined by the Departments of Revenue and Employment Security) to be held back in escrow pending clearance by the State. Make sure this is acceptable now, as the savvy buyer shouldn't proceed without it.

**Non-Competition Clauses:** Get an agreement immediately with the Seller that it won't compete with you after the closing with a similar business. For example, if you are buying a hair salon, you don't want the seller opening up a similar business across the street. There are limits (both in terms of time and geography) to what is acceptable in the eyes of the law. Your lawyer can flesh out the actual terms of the agreement, but make sure the seller is amenable to the concept.

Thomas C. Pavlik, Jr. is an attorney from Springfield



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# fast tracks •

## Midden recognized

H. Edward "Ed" Midden, III, President of Mansfield Electric Company in Springfield, was recently recognized by the Illinois Chapter of the National Electrical Contractors Association for 50 years of NECA Membership at the winter meeting held in Chicago.

Midden serves as Vice President on the Board of Directors for the Illinois Chapter of NECA. The local chapter is responsible for labor relations with eight local unions of the International Brotherhood of Electrical Workers covering an area extending from Streator/Pontiac in the north to the Ohio River in the south.

Mansfield Electric is an electrical contracting and maintenance company specializing in new construction, violation correction, energy management, remodels, data wiring and alarm system wiring. They have operated in Springfield and the surrounding area for more than 60 years.

## Professional Counseling Offices moves, adds two

Professional Counseling Offices has relocated their office to 215 S. Grand Avenue West in Springfield. Professional Counseling Offices has been in operation under the leadership of John Miller, Ph.D. for the past three decades. Eleven counselors provide a variety of counseling services, psychological testing, and stress management. An attorney and counselor provide family and divorce mediation.

Two therapists are joining the office as sole practitioners. Kelly Dial, LCSW



Dial

provides individual and family counseling for children, adolescents and adults. Areas of concentration include anxiety, depression, anger management and behavior modification. Her background includes experience in the school setting and as a therapist in private practice. Dial received her Master's degree in social work from the University of Illinois in Champaign.

Jill Jackson, LCPC specializes in counseling adolescents and adults. She most recently worked as a high school counselor. Areas of concentration include life transitions and adjustments, abuse and neglect issues, and school-related problems. Jill received her Master's degree in counseling from Bradley University and is trained in reality therapy.



Jackson

## McGladrey hires Doukas

McGladrey LLP added Nick Doukas, assurance associate, to its Springfield office.



Doukas

Accountants.

Doukas graduated with a master's degree in accounting from the University of Iowa. He is a certified public accountant and a member of the American Institute of Certified Public

## LLCC online faculty recognized

Eight faculty members who are preparing to teach online courses at Lincoln Land Community College were recognized for completing the New Online Faculty Program sponsored by the college's Instructional Technology and Distance Education department.

The faculty members who completed the program were Marcos Agote-Robertson, Deana Schenk and Eric Prochaska of Springfield; Eric Miller of Jacksonville; Wendy Sheppard of Auburn; Deborah Durham of Edinburg; Jason Waddell of Decatur and Dirk Yarker of Macomb.

The 14-week program includes workshops covering online teaching and learning methods, course design and planning, learning management systems, content presentation and development, communication and student engagement, and course evaluation and assessment.

In addition, six LLCC faculty members were recognized for completing the Project Redesign program for instructors who have taught online for more than three years. The program covers current online teaching and learning methods, course design processes, and recent changes to instructional technologies. Faculty completing Project Redesign were William McCall, Marty Morris, Eric Stachera and Beth Hoffmann of Springfield; Tara Walk of Hillsboro and Mark Roehrs of Forsyth.

LLCC offers 28 degrees and 22 certificates of completion online. The college has offered online courses for 15 years.

"The support of the dedicated LLCC online faculty has played a significant role in the growth and success of the college's online program," said Becky Parton, associate dean of instructional technology and distance education.



Buscher

market. She is an officer of the Springfield Area Home Builders Association and serves as the Director of the Home Expo. In 2012, the Independent Community Bankers of America association honored Ms. Buscher as one of five "Exceptional Community Lenders" in the nation.

"We're thrilled to welcome Misty to our mortgage lending team," said Chris Zettek, CEO of Marine Bank. "Her focus on building customer relationships will serve our customers well."

## Passavant adds Basnet, names Employees of the Month

Ekta Basnet, M.D., a pediatrician, has joined the Passavant Active Medical Staff.



Basnet

Dr. Basnet is affiliated with Jacksonville Pediatric Associates.

Dr. Basnet comes to Passavant from St. Mary's Hospital's Kare4Kids in Decatur. She received her medical doctor degree from Nepal Medical College in Kathmandu, Nepal. Dr. Basnet completed her residency and internship at Columbia University's Harlem Hospital Center in New York City, NY. She is board certified eligible.

Passavant Area Hospital announced their Employee of the Month for November and December. Andrea Fones received the award for November. She is an occupational therapy assistant in the Rehabilitation Services Department and has been a Passavant employee for five years.

Her responsibilities include assisting patients improve their ability to take care of themselves by increasing their strength and mobility.

Passavant's December Employee of the Month is Amy Welch. Welch is a registered nurse in the Intensive/Coronary Care Unit. She has been a Passavant employee for 32 years.

Her responsibilities include being a patient advocate. As primary caregiver, Welch assesses and treats the patient in a critical care situation.

The Employee of the Month at Passavant receives a cash award, an Employee of the Month lapel pin, wall plaque, engraved writing instrument, coffee mug, meal certificates for use in the hospital cafeteria, and a day off with pay.

## Ayers retires from Chamber

Doug Whitley, President and CEO of the Illinois Chamber of Commerce, has announced the retirement of Executive Vice President and Chief Operating Officer Michael Ayers, PhD.

Ayers will remain active with the Chamber's Military Affairs Committee.

Todd Maisch will assume the role of Executive Vice President. In addition to his current responsibilities, Maisch will oversee the Business Services Division and the Membership and Marketing Department, along with other roles related to the senior leadership of the Chamber.

Candace Gerritsen will assume the title and responsibilities of Chief Operating Officer. Gerritsen will be responsible for the finance and operations of the Chamber. This includes personnel, facilities, contracts, information technology, financial reporting, legal issues, website management and assistance for the Board of Directors, among other roles.

## SHG hires coaches

Sacred Heart-Griffin High School hired Sandy Scholtens Hamilton as its head girls volleyball coach.

Hamilton is a local realtor and has coached volleyball in central Illinois for almost 20 years at multiple organizations, including Prime Time Club Volleyball in Champaign, Ill., Capitals Club Volleyball in Springfield, and Parkland Jr. College in Champaign. Most recently, Hamilton coached the 7th & 8th grade girls volleyball team at Christ the King, leading them to win the school's first 8th grade State Championship.

Hamilton received a full athletic scholarship and was a letter winner for Division 1 volleyball at the University of Illinois Champaign-Urbana where she won three Big Ten Championships and was a Final Four participant (1988 & 1989), placing 3rd in the country. In honor of Hamilton, there is a U of I coaches award named the Sandy Scholtens Award, which is given to the athlete who embodies work ethic, attitude and team work.

The high school also announced the retirement of cross-country coach Ed Gaffigan. Gaffigan will remain as SHG Track coach.

Josh Bluhm replaces Gaffigan. Bluhm is an English teacher at SHG and is currently the assistant cross-country coach. "We believe his passion for the program will help it continue to grow. We also believe having Josh in the building as a teacher will also be beneficial," said Bob Brenneisen, Assistant Principal of SHG.

## Marine Bank hires Buscher

Misty Buscher has joined Marine Bank as Vice President, Mortgage Loan Officer.

Ms. Buscher has more than 20 years of experience in mortgage, home equity and consumer lending in the Springfield

# LLCC Day!

**Monday, Feb. 18 (Presidents Day)**  
**LLCC-Springfield Campus**

**LLCC Day is a special campus visitation day for prospective students, parents and adult learners to introduce them to LLCC.**

**Choose a morning (9-noon) or evening (5-8 p.m.) session**

9-9:30 a.m. & 5-5:30 p.m.	Check in at Trutter Center
9:30-10 a.m. & 5:30 p.m.	Presentation: Why LLCC?, Getting Started, Success@LLCC and Financial Aid
10-noon & 6-8 p.m.	Exhibits, campus tours, refreshments



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## • education

### Benedictine receives award

Benedictine University at Springfield received Outstanding Post-Secondary Program from the Illinois Statewide Transition Conference 2012. This award was given to a college or vocational program that has done an outstanding job of providing education and services for students with disabilities.

"Several students have shared with me the positive success they had there after struggling and/or failing at other colleges," said Susy Woods, chair of the Illinois State Advisory Council for the Education of Students with Disabilities.

Woods presented a plaque to staff members of the Resource Center at Benedictine University at Springfield that included Sonja Bowers, Ray Jun Sun and Amy Sayre-Roberts.

### UIS College of Business and Management maintains AACSB Accreditation

The College of Business and Management at the University of Illinois Springfield has been reaccredited by The Association to Advance Collegiate Schools of Business.

Continued accreditation places the UIS College of Business and Management among less than five percent of business programs worldwide.

"Being among AACSB accredited business schools is testimony that the UIS College of Business and Management is a leader in preparing our students to work in all types of business and business related organizations," said Ron McNeil, dean of the UIS College of Business and Management.

The accreditation assures student and employers that the UIS College of Business and Management delivers relevant and quality classes and programs and employs first rate teachers and faculty who are engaged in their discipline and relevant research.

"It takes commitment and determination to earn and maintain AACSB Accreditation," said Robert D. Reid, executive vice president and chief accreditation officer of AACSB International. "Business schools must not only meet standards, but their deans, faculty and professional staff must make a commitment to ongoing continuous improvement to ensure that the institution will continue to deliver quality of education to students."

### LLCC offers workshops, culinary classes

The Illinois Small Business Development Center at Lincoln Land Community College is offering "Starting Your Business in Illinois" workshops for prospective business owners and topics include preparing a business plan, financing your business, legal forms (proprietorship, partnership, corporation), registering a business name and taxes.

Workshops will be held on Thursday, Jan. 3 from 6-8 p.m. and Wednesday, Jan. 16 from 1:30-3:30 p.m. at the LLCC-Capital City Training Center, 130 W. Mason St. There will also be a workshop in Jacksonville on Monday, Jan. 28 from 9-11 a.m. at the Jacksonville Chamber of Commerce, 155 W. Morton.

Registration for these workshops is required by calling 544-7232.

The Culinary Institute at LLCC has announced its schedule of food and wine classes, in addition to special dinners for spring 2013. Classes in cooking, eating for health, starting or expanding your food business are offered, among others. There is also a Young Chefs course for children in grades 4-8.

Instruction is provided by culinary, nutrition and business experts in Springfield and surrounding areas. The non-credit classes are offered evenings and weekends in conjunction with the Community Learning department and will be held in the Workforce Careers Center at the Springfield campus, 5250 Shepherd Road.

Registration is currently underway. For details about class times and dates, contact LLCC's Community Education at 786-2432 or go online [www.llcc.edu/commed](http://www.llcc.edu/commed).

### LLCC board approves tax levy, other measures

The Lincoln Land Community College Board of Trustees approved a tax levy that is expected to result in an LLCC district tax rate at or below the current rate of approximately 46 cents per \$100 of equalized assessed property value.

The board approved a performance contract with CTS Group of St. Louis for energy efficiency upgrades to campus facilities. With expenditures for energy savings projects and financing, and total expected savings and rebates, the college expects to save nearly \$430,000 over a 10-year period.

The board also approved a policy to comply with a new state law that stipulates students must be allowed to make up class time and exams missed due to a religious observance.

The board approved a memorandum of understanding to allow nursing graduates to transfer seamlessly to Indiana Wesleyan University to continue their studies toward a bachelor's degree.

Athletic Director Ron Riggle introduced the members of the women's volleyball team, the college's first volleyball team to play in the NJCAA Div. II National Tournament. The team placed 11th nationally and had two players named All-Americans: Emily Orrick to the first team and Haley Maxwell to the second team.

Following an executive session, the board approved a three-year collective bargaining agreement with the LLCC Faculty Association. Across the board enhancement to the faculty salary scale is 1.75 percent. In keeping with past board practice, other LLCC employees will receive a comparable salary increase.

### LLCC livestock judging team competing well

The Lincoln Land Community College livestock judging team has completed a successful fall season.

The team attended the National Barrow Show in Austin, Minn. The National Barrow Show, a single species swine contest, which attracts top teams from across the country. The Loggers finished sixth. The team then went on to compete at the Stockman in Dekalb, Ind., placing fourth.

At the American Royal contest held in Kansas City, Mo., the team placed seventh in sheep and reasons, fifth in swine and cattle judging, and earned fifth in the overall contest.

The team ended the fall season competing at the North American International Livestock Exposition in Louisville, Ky. At the NAILE, the team placed first in sheep judging, the first time a Loggers team has won top place in a specific species at the national level. The team captured fourth place honors in beef cattle judging. For the first time at the NAILE, the team combined for a second top five finish of the season by placing fourth.

The LLCC Livestock Judging Team will compete in the spring at Denver, Colo. and Houston, Texas.

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# community business •

## OB/GYN opens in Taylorville

Women living in the Taylorville area will have the option of receiving gynecological and prenatal care. The Department of Obstetrics/Gynecology at Southern Illinois University School of Medicine will begin a weekly clinic in Taylorville on Jan. 7. The clinic will be located at 115 East Pleasant St.

OB/GYN Associate Professor Dr. Erica Nelson, Assistant Professor Dr. Yahia Zeino, and Instructor Dr. Arturo Garza-Cavazos will hold general gynecology clinics on Monday mornings, providing general gynecologic care for women. Assistant Professor Dr. Chad Huston will provide prenatal and obstetrical care services on Monday afternoons.

Appointments may be made through the SIU HealthCare OB/GYN department at 217-545-8000.

## Passavant January calendar

Passavant Area Hospital in Jacksonville has released its program calendar for January. For more information, visit [passavanthospital.com](http://passavanthospital.com) or call the Community Relations Department at (217) 245-9541, extension 3129.

Jan. 2, 6:00 p.m., Autism Support Group; Jan. 3, 10, 17, 24, 31, 5:30 p.m., HMR Program for Weight Management Program Orientation, call 479-5836 to reserve your spot; Jan. 7, 21, 6:00 p.m., Always in Our Hearts Bereavement Support Group; Jan. 7, 14, 21, 28, 7:00 p.m., Yoga Class; Jan. 8, 14, 15, 11:00 a.m. – 6:00 p.m., Central Illinois Community Blood Center; Jan. 15, 7:00 p.m., Bereaved Parents Support Group; Jan. 21, 7:00 p.m., Alzheimer's Support Group; Jan. 22, 5:30 p.m., CPR: BLS Healthcare Provider Class, call 217-245-9541, extension 3296; Jan. 26, 9:00 a.m. – 5:00 p.m., Basic Prepared Childbirth Class, fee charged and pre-registration is required by calling 245-9541, extension 3296.

Land of Lincoln Health receives funding

## Land of Lincoln Health receives funding

The Metropolitan Chicago Healthcare Council is pleased to announce that Land of Lincoln Health, Inc., a consumer oriented and operated plan, has received approval and \$160 million in federal funding from the U.S. Department of Health and Human Services, and will apply for state licensure to offer health insurance to individuals and small businesses in Illinois.

"By innovating the design of insurance products available to consumers, Land of Lincoln Health will pave the way for collaborations to enhance quality of care, reduce cost and embrace health care connectivity for the benefit of the people of Illinois," said Dan Yunker, MCHC senior vice president and CFO.

Land of Lincoln Health is the first and only federally approved consumer oriented and operated plan in Illinois and will be applying to the Illinois Department of Insurance to become a mutual insurer in the state. As a member-run organization, Land of Lincoln Health will offer Illinoisans an insurance option designed to meet their health needs and family budgets, in the communities in which they seek care.

Individuals and businesses can purchase coverage through Land of Lincoln Health via the Illinois Health Benefits Exchange, which is expected to be operational by 2014.

The Patient Protection and Affordable Care Act pledged \$3.8 billion in funding loans to assist in establishing consumer

oriented and operated plans (nonprofit, member-run health insurance organizations) in every state. The federal funding awarded to Land of Lincoln Health, which is required to be repaid to the federal government, will assist with start-up costs and provide the reserves necessary to obtain licensure by the State of Illinois as a mutual insurance company.

## Simmons Cancer Institute offers treatment for brain tumors

A treatment for a type of aggressive brain tumors is called glioblastoma and available at the Simmons Cancer Institute at Southern Illinois University School of Medicine in Springfield.

The treatment, called Novo TTF, is used as a fourth therapy option in patients who have failed to respond to chemotherapy, radiation and surgery. Dr. Ayman Omar, assistant professor of neurology and director of neuro-oncology, is providing this therapy. "We are the only provider of this therapy between Chicago and St. Louis," Omar said. He estimates between 500 to 1,000 patients could be treated with this therapy in the central and southern Illinois region.

Patients 22 years and older are eligible for the FDA-approved treatment for glioblastoma. An estimated 10,000 patients are diagnosed with GBM each year in the United States. Five-year survival rates are less than 10 percent.

The non-invasive treatment administers a painless, low-intensity electrical current using electrodes called transducer arrays, which are placed on a patient's scalp. The therapy prevents tumor growth by stopping the tumor cells from dividing and replicating, resulting in cell death.

"We can create a treatment plan designed for the patient's tumor, using frequencies and intensities that deliver the therapy to stop the cancer cells from dividing," Omar said.

Patients carry a portable device with them, allowing for outpatient treatment and continuous therapy with minimal interference in daily activities.

Omar received certification to provide this therapy from Novocure™, a private oncology company.

## LRS Web Solutions attains DotNetNuke partnership

LRS Web Solutions has attained the designation of Gold Certified Partner with content management system (CMS) software provider DotNetNuke Corporation. As one of 12 web development companies worldwide with a ranking of gold partner, LRS Web Solutions is certified to provide the greatest level of expertise in delivering award-winning graphic design, interactive websites, and web applications while utilizing DotNetNuke. DNN is the most widely adopted web content management platform for building websites and web applications on Microsoft.NET.

DNN gold partners are required to pass certification tests to prove skill sets necessary for implementation of the DNN framework. To achieve gold partner ranking, LRS Web Solutions established proficiency in the categories of website development, module development, skin design and hosting. Additional program requirements included the evaluation of customer sites developed with the DNN platform and standings among all DNN partners for the employment of Professional and Enterprise Editions of DNN.

## Airport earns highest ranking

Springfield's Abraham Lincoln Capital Airport (SPI) ranks first in generating economic impact among commercial service airports in downstate Illinois, according to a study released by the Illinois Department of Transportation, Division of Aeronautics.

Springfield's airport generates \$563.6 million into the Illinois economy, ahead of the Moline (\$384.9 million), Peoria (\$294.9 million), Bloomington (\$164.8 million) and Champaign (\$102.8 million) airports. This economic impact is a combination of direct economics from on-airport business revenues, payrolls, capital expenditures, and off-airport visitor spending at locations such as hotels, tourist attractions and restaurants combined with an economic multiplier, or the re-sending of those monies into the state economy. In a statewide ranking of commercial service airport economic outputs, Springfield ranks fourth, behind Chicago O'Hare, Chicago Midway and Rockford airports.

According to the study covering airport operations from 2010, the Springfield Airport's economic impact contributors included 4,797 jobs, \$212.5 million in total payroll, and \$563.6 million in overall total impact.

The study process, completed statewide among all 116 airports, followed FAA guidelines, and has been applied to State airport systems throughout the country. Funding for the study was provided by the FAA and IDOT, Division of Aeronautics.

Allegiant extends flights

## Allegiant extends flights

Allegiant is extending their non-stop schedule of flights from Springfield's Abraham Lincoln Capital Airport (SPI) to the Fort Myers, Florida area (PGD) through June 3, 2013. The schedule, which began service in Springfield on Nov. 6 provided flights until April 15. Airport officials cite strong loads and future bookings as the primary reasons for Allegiant's extension of the flight schedule.

Mark Hanna, Springfield Airport Authority executive director said, "The people in central Illinois have responded well to Allegiant's flights to Florida's Gulf Coast from Springfield. We are grateful for this new service offered by Allegiant and we appreciate the continued confidence they have in our market."

Allegiant flies a weekly schedule of non-stop flights to the Fort Myers, Florida area via the Punta Gorda Airport (PGD). Specific flight dates and fares can be found at [www.allegiant.com](http://www.allegiant.com) or by contacting the Springfield airport's Passenger Service Center at 217-788-9200.

## Capitol City Speakers Bureau celebrates 20 years

In 2013, Capitol City Speakers Bureau will celebrate its 20th anniversary. The bureau, started by Mike Klemm, books business speakers, sports personalities and healthcare experts for organizations across the United States.

"We have been fortunate to receive the support of many associations, businesses and medical facilities in Springfield and Central Illinois," said Klemm.

The bureau has booked speakers for many Fortune 500 companies and national associations. Along the way, Capitol City Speakers Bureau has booked personalities such as Mike Ditka, Tony LaRussa, Ozzie Smith, Erin Brockovich, Tom Brokaw and Dennis Miller.

## SAHBA installs officers, awards members

The Springfield Area Home Builders Association held their annual installation banquet on Dec. 13. The SAHBA gave

*Continued on Next Page*



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*Continued from Previous Page*

out awards and installed their new board members for the upcoming year.

Presidential citation was presented to John Klemm (Klemm Development), Charlie Adams (Charles Adams Developer) and Steve Sturm (Truss/Slater). Associate of the year was presented to Misty Buscher (Marine Bank) while Becky Luzinski (Illinois National Bank) received member of the year. Remodeler of the year was presented to David Wysong (Wysong Construction) and Sarah Mackey (Habitat for Humanity of Sangamon County) received builder of the year.

Along with the awards, the association installed the new 2013 board members. Dale Matthews (Matthews Custom Construction) is the new president. Jan Creasey (Creasey Construction) is the new first vice president and new second vice president is Mary Wilson (Michel Concrete). Steve Sturm (Truss/Slater) was installed as secretary and Jim Lauwerens (United Community Bank) was installed as treasurer. The immediate past president is Dean Graven (Knob Hill Landscape Co.).

Among other titles, Terry Day (Day & Co.), Curt Trampe (Dream Maker Bath & Kitchen), Brooke Peterson (The Closet Guy), Rick Patton (Wells Fargo) and Sarah Mackey (Habitat for Humanity of Sangamon County) were all installed as directors. New associate vice presidents are Royle Campbell (Glenn Brothers Garage Doors), Fiore Belmonte (Prairie Insulation) and Becky Luzinski (Illinois National Bank).

Other officers were given new responsibilities. Misty Buscher (Marine Bank) was installed as home expo director. Jon Reynolds (Homeway Homes) was installed as state association vice president while Allan Anderson (A. Anderson Building Systems) was installed as national director.

## November home sales increase

Unit home sales for single-family homes increased while prices decreased in the Capital Area during November 2012, according to the Capital Area Association of REALTORS.

For the month of November, the median home sale price for single-family homes and condominiums was \$106,000, a decrease of \$300 from November 2011. The year-to-date median sale price through November 2012 was \$114,000, an increase of 3.6 percent over the \$110,000 price during the same period in 2011.

According to CAAR, 278 homes were sold in November 2012 as compared to 238 homes sold in November 2011, a 16.8 percent increase. Year-to-date home sales through November of 2012 totaled 3,261, a 10.4 percent increase over the 2,953 sales year-to-date through November of 2011.

Homes closed in November of this year sold faster than those closed during November of 2011. The typical home sold in November of 2012 was on the market 91 days before being sold as compared to 97 days the same time last year. The average time on market year-to-date through November of 2012 was 106 days, up from 104 days during the same time period last year.

"Foreclosure sales in November continued to have a downward effect on the median sale price. The median price of a foreclosure sale was \$39,700 in November of 2012, based on 44 sales, up substantially from the \$26,900 price in November 2011," said REALTOR Don Cave, president of the Capital Area Association of REALTORS.

The number of new residential listings taken in the Capital Area for the month of November 2012 was 331, reflecting an increase of 7.8 percent over the 307 new listings at this time last year. There were

1,449 listings at the end of November 2012, down 2.2 percent from the 1,481 listings at the end of November 2011. As of Dec. 17 there were 1,550 listings on the market reflecting a 5.3 month supply of inventory based on the average monthly sales rate over the past twelve months.

Statewide, home sales are up 30.6 percent and median prices increased 7.7 percent. There were 10,135 homes sold in Illinois in November, up from 7,758 in November 2011. Fifty-five of the 102 counties reporting to the Illinois Association of REALTORS showed year-over-year home sale increases.

## ILMO introduces new welding gas mixtures

ILMO Products Company has released a line of ISO-certified welding gas mixtures called ISO Weld Blends throughout Illinois and Missouri, produced with ILMO Specialty Gases' ISO 17025 accredited gas laboratory. ILMO is the first distributor to ISO-certify all of their welding blends and theirs is the first full-scale production of its kind in the United States.

ILMO Specialty Gases' Program Manager, Kris Luther, says the ISO Weld Blends will provide precise, reliable gas blends for ILMO's welding customers and benefit large volume welding operations and ISO 9000/9001 registered facilities.

"We've been perfecting our testing and analysis procedures to guarantee the accuracy of blend tolerances for our welding customers. We can assure them they are getting the exact blend needed for consistent weld quality," said ILMO Products Company President, Brad Floreth. "We feel it is time gas producers put a quality control program on the production end."

ISO 9000/9001 indicates compliance with best practices in general manufacturing operations while ISO 17025 accreditation is awarded specifically to laboratories performing testing and calibrations.

## KEB launches BAM ALLIANCE

KEB Asset Management, LLC announces the launch of the BAM ALLIANCE, an active community of like-minded, wealth management firms. This national alliance elevates KEB Asset Management, LLC's profile and ability to deliver the ideas, insights and intelligence that help clients with their financial lives. The BAM ALLIANCE also provides KEB Asset Management, LLC's clients with instant access to some of the leaders in the investing world, such as Larry Swedroe and Carl Richards.

"The BAM ALLIANCE expands our reach. It enhances our ability to bring experts and resources to our clients," said Marc Carter, Managing Member of KEB Asset Management, LLC.

The BAM ALLIANCE is the formalization of a network that has existed since 1997, when BAM Advisor Services began providing comprehensive back-office solutions to registered investment advisor firms across the country. There are more than 130 member firms of the BAM ALLIANCE, serving more than 15,000 clients.

"As a founding member of the BAM ALLIANCE, KEB Asset Management, LLC is better positioned to help clients achieve their most important near- and long-term goals," said Al Sears, managing director of BAM Advisor Services.

## McGladrey recognized by Accounting Today

McGladrey Wealth Management LLC, an SEC-registered investment advisor owned by McGladrey LLP, was recently ranked by Accounting Today as No. 3 on

# community business

its annual list of Top Billion Dollar Club Firms by Assets Under Management.

Accounting Today received submissions for the 2012 AUM rankings from 192 CPA firms with financial planning practices or subsidiaries. The Billion Dollar Club includes 16 members.

McGladrey LLP was named by Accounting Today as a Technology Pacesetter, a designation which, according to Accounting Today, "focuses on what it means to be a leader in the field of business technology implementation and consulting."

The publication narrowed its list this year, limiting the field of representatives. So while the list is not definitive, the firms included on the list are indicative of the types of firms that show where the profession is going, in terms of both technology and service.

## Watercolor workshop held in January

The Sangamon Watercolor Society is offering a workshop for beginners on January 26-27 from 9 a.m. to 4 p.m. each day at the Hoogland Center for the Arts. The cost is \$50 and includes a set of paints, brushes and paper. One lunch will be provided.

For more information on how to register please contact Ellie Unterbrink at 546-0648 or ellieu@comcast.net.

## Butler Funeral Home adds therapy dog, Harley hearse

Butler Funeral Homes has added two unique services – Pearl, a certified grief therapy dog, and a Harley-Davidson coach/hearse for the avid motorcyclist's final ride.

"Pearl, our grief therapy dog, offers sympathy and comfort to families who are grieving," says Chris Butler, president of Butler Funeral Homes and a Licensed Funeral Director. "Therapy dogs like Pearl are trained and certified for the role. They tend to sense those who need them the most."

Pearl is a three-year-old lab/shepherd mix who came to Butler after being rescued in Atlanta, Ga. through the Ginny Millner Rescue Agency and receiving training and certification at Comprehensive Pet Therapy, Inc.

"We are sensitive to people with animal allergies and phobias, so Pearl does not roam freely," said Butler. "Typically, she will be on hand for a family's private time of goodbye."

Butler said that there is no additional cost to a family for Pearl's presence, and that she may be requested by a family as the funeral is planned.

Butler Funeral Home has also added a Harley-Davidson coach for the biker's farewell ride.

"The addition of the Harley coach is a more personalized, meaningful amenity for the motorcycle rider. Families are saying it's exactly what the loved one would have wanted," Butler said.

The black and aluminum glass-sided coach is fitted for normal and oversized caskets and pulled by a Harley-Davidson Road King conversion. It is also equipped to transport urns for cremation ceremonies. In addition, families can personalize caskets and urns to reflect a love of motorcycles.

**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](mailto:info@springfieldbusinessjournal.com)**

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# OPINION

## How is business?

Early on, when I was first learning how to sell advertising in the Business Journal, I discovered that this was the universal question: How is business?



Brant Mackey

No matter who I was calling on, whether I was meeting a new contact or visiting an old friend, if there was ever a lull in the conversation I could jumpstart it by asking them: How is business?

It is only natural that people enjoy talking about their business.

I have generally found that if a person's business is doing well they tend to downplay their success. Conversely I have also noticed, especially with the recent recession, people actually enjoy talking about their business when it is tough.

Ironically, some of the most successful people I know like to tell me how they are always losing money 'hand-over-fist.' I want to call them out on it but there is no way that I can.

For the first decade and a half, I was always honored when someone would ask me how the Business Journal was doing. I would take the time to go into great detail when talking about the news, readership and, of course, advertising.

In recent years, with the economy and trends in the newspaper industry, I have been fielding this question more often. People seem genuinely concerned about the future of their community business publication. However, my experience and knowledge has led to a different response...

I playfully remind them that Springfield Business Journal is an "open book."

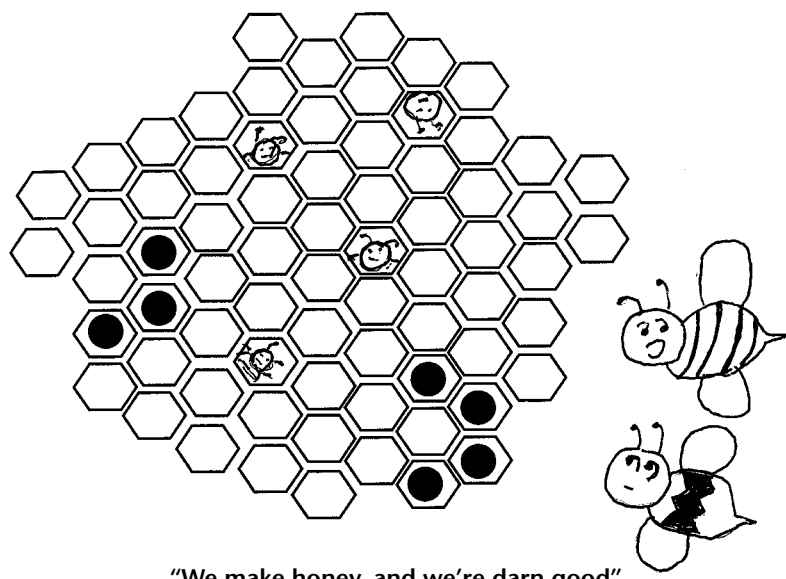
What I mean by this is that on any given month you can flip through the pages and determine exactly how well or poorly our business is doing. The quantity and quality of news and advertising are right there for everyone to see and read.

I think that sometimes people forget to draw the correlation but I can report that over the last five years the Business Journal has been printing about 48 to 60 pages a month with an approximate average of about 65 to 75 advertisers a month.

What is more interesting is if you were to look back 15 years when we traditionally printed around 36 pages a month with approximately 40 to 50 advertisers.

How is business? Business is good and we are grateful to the Springfield business community for that.

Brant Mackey is publisher and editor of Springfield Business Journal. He can be e-mailed at: [brant@springfieldbusinessjournal.com](mailto:brant@springfieldbusinessjournal.com)



"We make honey, and we're darn good"

## EDITORIAL

### Letter to the Editor: Dear Mr. Mackey,

I am responding to your November issue's article entitled "Credit Unions Thrive Despite Regulations." There were several misleading remarks made in the article, but I will touch on just a few of them.

There is no question that government regulations are suffocating Illinois financial institutions, which ultimately will increase the cost of doing business for all customers. However, community banks and savings institutions are being hit the hardest. Unlike credit unions, these institutions not only incur huge expenses to ensure compliance with hundreds of rules and regulations, they also pay millions of dollars in state and federal income taxes every year, while credit unions don't pay a single penny in income taxes.

Yes, Congress created credit unions in 1934 to serve "people of modest means" and tightly knit groups, and in return for their limited purpose, they were granted an income tax exemption and received special regulatory treatment not shared by banks. We respect those credit unions that have stayed within their original mandate – their special treatment from the government is deserved. However, some credit unions, like CEFCU, have grown so large that it is hard to remember what their original tightly knit group was.

In fact, CEFCU's "tightly knit" group now spans across 14 Illinois counties, three counties in California, and even employees and retirees from unrelated "partner companies." CEFCU is a \$4.5 billion institution, larger than 90% of all banks and savings institutions in this state, and they made more than \$32 million in net profit last year—and not a single penny in taxes was paid on that profit. The president of Heartland Credit Union was correct when he said, "credit unions might have an advantage over other financial institutions...because of the structure of credit unions,"... but he failed to tell you that it is because of their major tax exemption.

The reality is that each of us pays more in income tax than all the credit unions in Il-

linois combined. A recent study by the State of Illinois Commission on Government Forecasting and Accountability (COGFA) estimates that all federally insured credit unions in Illinois will make a combined net income of \$273 million in 2012, which would generate an average of \$25 million a year in state tax revenue alone. That's \$25 million that could go to support police and fire protection, schools, hospitals and roads in our local communities. On the other hand, Illinois banks paid just under \$600 million in federal, state, local and foreign income taxes in 2011.

Your article also implies that banks need "encouragement" to help our local communities. That couldn't be further from the truth! Banks not only pay income taxes, they invest untold dollars and countless hours in communities by providing numerous community services, while donating millions of dollars and their employees' time to many charitable causes every single year. There is nothing more important to us than our customers and our communities.

While banks are committed to serving their communities, you should know that a Government Accountability Report actually raises questions about whether credit unions have lost interest in their historic goal of serving individuals from all segments of society, while showing that commercial banks were more likely than credit unions to lend to individuals from low and moderate income areas.

We just want to set the record straight. The disparity between banks and credit unions is no different than having one small business owner who is forced to compete for the same business with another small business owner across the street, except that one has to pay taxes and the other doesn't. That's the difference between thriving and not thriving! It is time for a change.

Linda Koch  
President and CEO  
Illinois Bankers Association

## 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](mailto:info@springfieldbusinessjournal.com). Letters may be edited for clarity, space or libel.

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## Say what you mean, mean what you say

Sometimes, an idea for this humor column comes in a flash. Other times, not so much, which tries the patience of the publisher and copy editor as the deadline closes in.



Joe Natale

The more I thought about this column, an idea that bubbled to the surface was how people comment on stories published on the Internet about news, sports, business, technology and entertainment.

The comments are interesting; but, beware, the comment section is not for the faint of heart. Since people can hide behind a perceived veil of anonymity, they think they can say whatever they want, and some of the comments are mean spirited.

I've noticed in the comment sections, people like to use acronyms. This habit undoubtedly rises from the use of acronyms in texting – and probably Twitter with its limit of 140 characters. For example, using OMG instead of "Oh, my God," which, coincidentally, is the same number of syllables.

A popular acronym is IMO, which means "In my opinion," and its derivative, IMHO, meaning "In my humble opinion." I don't understand why people would unnecessarily over-exert themselves with three or four extra keystrokes. After all, it is a comment section, so why do you have to qualify your opinion? Say what you mean and mean what you say. At least, that's what the nuns taught me.

Another acronym people will use is EOM, meaning "End of Message." Honestly, a simple period will do the trick.

While ruminating on this column, my phone beeped. It was an incoming text message from our son who works at an Olive Garden in Portland, Oregon. I read the message: "60 shots fired in the mall across the street from my work."

Oh, my God. He was okay, but the news was not good for others, and a few days later, it would get even worse.

So, when posting a comment about easy access to tools of mass destruction – if it is your desire – don't say: "IMO or IMHO, ban semi-automatic weapons and ammunition based on military designs and extended magazines."

Simply say: "Ban semi-automatic weapons and ammunition based on military designs and extended magazines."

Period.

Joe Natale is a freelance writer from Springfield.

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## Why we should invest in downtown

On Nov. 8, 2012, Mayor Houston announced the appointment of an 18-member SDAT Action Committee to begin to evaluate the recommendations made by seven professionals who came to our city in May to aid us in illuminating our flaws and highlighting our strengths.



Charles Joseph Pell

### OPINION

The SDAT or Sustainable Design Assessment Team is sponsored by the American Institute of Architects (AIA) and is a community assistance program that focuses on the principles of sustainability. SDAT brings teams of volunteer professionals (such as architects, urban designers, landscape architects, planners, hydrologists, economists, attorneys, and others) to work pro-bono with community decision-makers and stakeholders to help them develop a vision and framework for a sustainable future.

In the fall of 2011, I was asked by Paul O'Shea, FAIA, Springfield's Planning and Design Coordinator, to chair a group that would write a competitive application to the AIA in hopes of garnering a SDAT. My interest was great, but I knew this was a duty I could not take on alone. I enlisted Lisa Clemmons Stott, formerly a deputy director with DCEO now in the private sector leading Edgewise Consulting, as my fellow co-chair.

Our application was complete in October 2011 and subsequently accepted by AIA; they sent staff and the SDAT leader selected for us, Jane Jenkins, the President/CEO of Downtown Oklahoma City, for a preliminary visit in January. From the preliminary visit and our application, AIA along with Ms. Jenkins selected her team.

The team visit took place May 7-9, 2012 and at the end of their time in Springfield a visual presentation outlining their findings was presented; AIA structures SDATs such that a final report is compiled a few months after a team

examines a city. Springfield's final report was made available online at the end of October.

Our application titled "A Livable Residential Center: Defining a Sustainable Way to Repopulate Springfield, Illinois' Core" drove the team and their work. At the heart of the discussion is the desire to return downtown to an urban neighborhood where its residents can live, work, and play, both sustainably and in a sustainable environment.

So the bottom line – why should we invest in downtown? Research shows that a healthy and vibrant downtown boosts the economic health and quality of life in a community and an entire region. Specifically, it creates jobs, incubates small businesses, reduces sprawl, protects property values, and increases the community's options for goods and services. A healthy downtown is a symbol of community pride and history (solutionsforamerica.org).

A first step to a healthier downtown will be more residents living in diverse building stock in units of varying sizes accommodating different wage earners. The SDAT Action Committee realizing the importance of housing has decided to tackle this issue first and with emphasis.

One of the most important and critical issues for our downtown was made clearer on Dec. 18, 2012 by the Federal Railroad Administration with their Record of Decision favoring the 10th Street rail corridor consolidation.

This may have eliminated one of the last major obstacles to the undecided or skeptical developer. As the myriad of funding evolves for this effort from the

Federal to local level, incorporated into the relocation will be the construction of a new multi-modal transportation center; if you are curious about the potential of such a facility you need to look no further than Normal to see the impact.

A multi-modal transportation center will spawn "transit-oriented development" including housing. The 3rd Street corridor would in all likelihood become a path that could have the ability to connect downtown to many other parts of Springfield and increase the desirability to develop along its edges with both residential and commercial development.

Investment in downtown where infrastructure already exists simply makes good sense. In-filling vacant office space with residential units which in turn creates a demand for more businesses is one solution that will help our "missing persons problem" downtown.

The SDAT Action Committee will meet the first Friday of each month at 1:30 p.m. in Foundation Hall of the Old State Capitol; our first meeting was on Dec. 7, 2012. Our committee looks forward to sharing updates with you and hearing from you regarding your thoughts. Find more information at sdatspringfield.com.

**Charles Joseph Pell, AIA, is an architect from Springfield and co-chair of the SDAT Action Committee**

## ROSES and THORNS

A Rose – To Capitol City Speakers Bureau, Airmasters and other local businesses who will be celebrating their 20th anniversaries in 2013.

A Rose – To this year's selectees for UCB's Best Places to Work - Kerber, Eck & Braeckel LLP, Sacred Heart-Griffin, and St. John's Hospital.

A Thorn – To fiscal cliff affecting the construction and other local industries.

A Thorn – To the dissatisfaction expressed by long-time residents and newcomers alike regarding our downtown.

A Rose – To Creve Coeur Camera for bringing a new, true camera shop to Springfield.

A Rose – To businesses and individuals who gave back with donations and philanthropic efforts during the holiday season.

## LOOKING BACK

5 years ago in the Business Journal (January 2008) ...

- Local sports teams representatives from the Jr. Blues and Capitals talked about surviving in the Springfield market.

- John Jamison, founder of imagiLEARNING, discussed using Second Life as a business tool.

- Noll Medial Pavilion opened in the former Doctors Hospital building on the Sixth Street frontage road.

- Membership at the Greater Springfield Chamber of Commerce reached an all-time high of 1,500 members.

- Architects discussed how environmentally friendly (green) designs were entering the mainstream in Springfield.

- Quantum Growth Partnership (Q5) presented findings from a study of infrastructure and transportation to the City council.

## 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: Commercial Builders, CREN Members, Labor Unions, Mechanical Contractors, Electrical Contractors



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