

JUNE 2015

Springfield
business journal

217-726-6600 • info@springfieldbusinessjournal.com

www.springfieldbusinessjournal.com

www.springfieldbusinessjournal.com

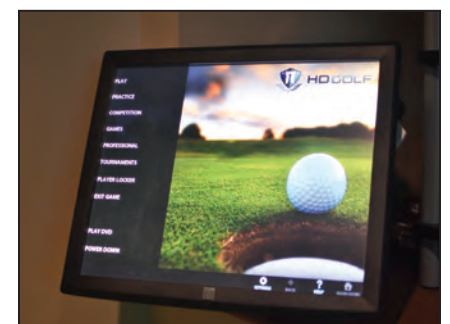
p. 4



p. 8



. 10



. 11



.26

page 18

PRSRT STD
U.S. POSTAGE
PAID
SPRINGFIELD, IL
PERMIT NO 209

SPRINGFIELD BUSINESS JOURNAL
P.O. Box 398
Springfield, IL 62705
CHANGE SERVICE REQUESTED



COMING IN JULY

SMALL BUSINESS

Family-owned & Minority-owned

40 UNDER FORTY
2015

Our Commercial Lending Team



Paul Antonacci



Chris Crum



John Boyd



Tom Ossowski

SECURITY BANK^{SB}



100% dedicated to the greater
Springfield Community

www.securitybk.com
217-789-3500

A photograph showing the interior of an ambulance, with medical equipment, a gurney, and emergency lights visible. The image is part of an advertisement for Memorial Medical Center.

Visit MemorialMedical.com

CHOOSE THE TRAUMA LEADER

During an emergency, the choices you make are critical. Memorial is the home to the Southern Illinois Trauma Center — the most experienced Trauma Team in our region. Our combined expertise matters most in the worst situations. Choose well. Choose Memorial.

Memorial
MEDICAL CENTER

The logo for Memorial Medical Center, featuring the word 'Memorial' in a large, bold, sans-serif font, with 'MEDICAL CENTER' in a smaller font below it. To the right is a stylized red graphic of a building or a cross.

CHOOSE MEMORIAL.



PHOTO BY TERRY FARMER

Meet Brian Oaks

General manager, Prairie Capital Convention Center

By Roberta Codemo

The walls of Brian Oaks's office at the Prairie Capital Convention Center are hung with signed guitars. "I've always loved live events," said Oaks. "Shortly after I got into it, I didn't want to do anything else. This is where I was meant to be."

A Springfield native, Oaks has deep roots in the community. His grandfather, Bill, was a pastor at Elliott Avenue Baptist Church for 30 years and his father, John, was a football coach at Springfield High School and was inducted into the Illinois Coaches Hall of Fame.

His family moved a lot before landing in Auburn right before he started high school. "It made me a social butterfly," said Oaks, adding it prepared him for his current position, which is all about meeting new people and building relationships.

Raised in a Christian home, he has a younger brother, Billy. His parents are both educators who taught him the value of hard work and instilled in him honesty and integrity. From a young age, Oaks has had an entrepreneurial spirit. "My mother [Jan] loves to tell a story about when I was five and I'd pick dandelions out of neighbors' yards and go up to their door and try to sell them," he said, laughing.

He always knew in the back of his mind

he wanted to own his own business; at times he also considered becoming a chef and singer-songwriter. "My mom thought I was a star in the making," said Oaks, who collected baseball cards growing up.

While a junior at the University of Illinois at Urbana-Champaign, where he majored in speech communication, he started traveling to trade shows every weekend and selling baseball cards and memorabilia. Following graduation, he moved back to Springfield and opened two baseball card stores. "It was a natural landing place," said Oaks.

In 2003, he felt he needed a regular job and answered an ad for box office manager at the PCCC, although he had no box office experience. "There's a lot of responsibility with running a small business," said Oaks. "I knew numbers and sales."

He turned his eye towards concert promotion in 2005 and told then-general manager Judy Meiron of his interest. He lined up an investor to buy the show Casting Crowns with no guarantees of repayment and teamed up with Business Men in Christ to bring the Christian group to town. "We made \$9,000 in profit," said Oaks. The group donated the money to local charities.

Oaks was promoted to general manager in 2007. As director of operations, he started

taking classes offered by the International Association of Venue Managers, where he learned every aspect of venue management. "This place has a lot of moving pieces," he said.

"I was never good with routine," continued Oaks, adding that every day poses a different challenge. "No two days are the same," he said. That's his favorite part about the job.

Running the facility takes hard work. "We work when everyone else plays," said Oaks. "Every day is different and poses different challenges," adding that it is all worth it when the curtain raises and the first chord is played and the hairs stand up on the back of his neck. It's great knowing he had a role to play in that.

The job puts a strain on his family life. He and his wife, Anjelique, have been married 11 years and have a five-year-old daughter, Avery. "My wife tolerates it," said Oaks. "She's supportive. It's an incredible job." He added that he's lucky to have a great team of people around him. Everyone works hard to pull off different events. "You're only as good as the team you put around yourself," he said. "The way we work together drives our success."

In 2015, the Center has 225 event days booked, which he attributes to recent

renovations. Conventions are the bread and butter and fill in the gaps between events. "These are everybody's Super Bowl," said Oaks, who said they can bring in upwards of 2,000 people. Conventions are the biggest events of their year and bring jobs and tax revenue to the city.

The Center has landed a couple of big pieces of business since the renovations. Nothing had been done to the building since it opened in 1979 and it was in need of major upgrades. The biggest piece of business is the upcoming Illini basketball games. The advance team noted the expansive lobby doors, and Oaks said if renovations had not included installing bathrooms on the main floor, the Center would not have been considered.

Oaks has had other opportunities and acknowledges there may come a time when the building says it needs someone different to take care of it. For right now, his roots are here.

"It's a great job," said Oaks. "If you do something you love, you never work a day in your life." □

Roberta Codemo is a full-time freelance writer. She can be reached at rcodemo@hotmail.com

Set up to succeed

Illinois' inmates make everything from grills to boxer shorts in a program designed to train offenders for post-release work

By Zach Baliva



Jen Aholt PHOTO BY MARANDA POTTERF

If you received glasses in Illinois through Medicaid, a prison inmate fabricated your eyewear at the Dixon Correctional Facility. And that's not all. More than 900 offenders, managed by 120 state employees in nearly 20 Illinois facilities work in a volunteer program to produce about 1,000 products available through Illinois Correctional Industries.

Jen Aholt, chief executive officer of ICI, runs the program, created by legislative

mandate of the Illinois General Assembly to produce products inside the state's correctional centers to help rehabilitate incarcerated individuals. She says the program has many benefits, from lowering recidivism rates to saving taxpayer dollars. According to ICI's 2014 annual report, an increase in Earned Good Conduct Credit days attributed to the program saved taxpayers \$320,980 that year. The self-funded program does not receive tax dollars and exists solely on the sale of the goods and services it provides to state agencies, political units, nonprofits, and public institutions.

"The program is on a voluntary basis," says Aholt. "There is not a mandate to participate." In fact, there is an application and interview process. It is also important to note that participating inmates are in fact paid. "Many people think we do not pay the inmates," she says. "In fiscal year 2014 our inmate payroll was \$1,844,198."

Until 1976, each prison operated independent programs, but legislation passed that year unified the program that

now trains inmates to produce furniture, train and groom dogs, make food and manufacture garments. Inmates at a Danville facility design graphics and wrap Department of Corrections and state vehicles. Participants must have a high school diploma or GED and meet certain behavioral standards to qualify. "We are not only teaching offenders a trade or a skill but also working with them on soft skills like communication and teamwork. Those are the things that are a big detriment to people who leave prison and exit into the work environment for the first time, so this program sets them up for success upon release," says Aholt.

ICI is now partnering with the Department of Labor to legitimize its training program through the issuance of credentials and certificates. "We're also working with companies that are similar so they can see how strong our training is, so they'll be ready to hire a pre-trained staff," Aholt explains. The program's optical lab in Dixon is one of Aholt's success stories. Field practitioners must obtain an industry certification by

passing an American Board of Opticianry exam. Thirty-five of ICI's 95 inmates in the Dixon lab will be ABO certified this year. According to Aholt, eyeglass companies and clinics in the surrounding area are already starting to hire inmates prior to their release.

Critics of this and similar programs contend that each prisoner involved accounts for one job lost on the outside, and correctional industries have an unfair competitive advantage since they don't pay standard wages. In response, Aholt says "Only .02 percent of our sales are to non-government and nonprofits. We are not out competing for any private industry's market share. We hire union staff to oversee training programs that teach our fellow U.S. citizens a trade, and these people are moving back into our communities better prepared and able to be taxpayers and providers to their families."

Although ICI's central office is in Springfield (and Aholt is working to hire post-release clerks for that office) the closest operation is in Lincoln, where the program operates a sign and chair shop. The same

do your normal banking
from the back nine
bank on your own time, with electronic banking services!

First Bankers Trust Company
2201 Wabash Ave | Springfield, IL

MEMBER FDIC (217) 546-6151 | firstbankers.com
providing innovative ways to manage your money



Inmate trainees in the ICI Helping Paws program at Logan Correctional Center.



ICI metal shop trainee at Shawnee Correctional Center welding a piece of institutional furniture.



An Executive Mission Style desk is being built by two inmate trainees in the ICI wood furniture shop located at Graham Correctional Center.

PHOTOS COURTESY OF JEN AHOLT

city's female facility runs dog training and recycling programs. Another facility offers dog grooming, and while it may seem like an unusual service, Aholt says managers picked the service because it provides a low-cost entrepreneurial opportunity for inmates upon their release.

While ICI gives participants skills, it gives them something else – hope. “We’re not competition, we’re a training program. We are training a segment of the Illinois workforce that has been undertrained,” says Aholt. “Inmates who have gone through this program know they can look forward to a job the day they get out of prison. They will have something for their resume, skills to back up that experience and the work ethic to keep the job.”

This readied and trained workforce is being acted upon by one of our Illinois businesses seeing significant growth, according to Aholt. “Midwest Fiber has traveled to each of ICI’s recycling centers to discuss career opportunities in ‘green collar

jobs’ as well as to perform mock interviews to better prepare the inmate trainees for such opportunities,” she says. On June 19, both Midwest Fiber and ICI will receive the Outstanding Public/Private Partnership award from the Illinois Recycling Association.

Although Aholt says recidivism rates aren’t available and the 2014 Annual Report concurs, citing database issues from 2005, a correctional industry program similar to ICI in Indiana boasts a rate of 24 percent compared to the Illinois Department of Corrections rate of 48 percent. Aholt says that she’s asked for an employment study to determine how many former ICI inmate participants actually obtained gainful employment upon their release. Results are pending, but she expects that when recidivism rates are again available they will show that ICI has a lower number than the statewide average. “I can tell you that with confidence,” she says. □

Zach Baliva is a media producer and writer living in Springfield.



Inmate trainees work together to re-upholster a chair for the Department of Human Services at the ICI shop located inside of Graham Correctional Center.

Hillier Records Management

For organized data management storage.



The Hillier Advantage Includes:

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

2728 S. 11th Street • Springfield, IL 62708
A Division of Hillier Storage & Moving Co.
ILL. C.C. 4285 MC/CR

217-525-8550



PHOTO BY MARANDA POTTER

Louis and Chicago – totaling more than 500, Koch said – through the high-speed rail was the cause for celebration.

“Many of (those students) use the train to commute from home, and any improved rail access to Springfield for students, both current and prospective, will be of great benefit to UIS,” Koch wrote. “A recent economic impact study showed that students who relocate to Springfield contributed \$5.9 million to the local economy each year. That number will only grow if access to the UIS campus is improved for students and their families.”

The potential economic impacts of the high-speed railway are manifold. First, in terms of the jobs the project itself will bring and secondly for its effects in the years to come. But as with any large project, there will be effects felt immediately that aren’t as pleasant. An urgent need to relocate a business is one such case.

“It was probably 2013 ... I went to one of the IDOT meetings downtown, and it was pretty interesting,” recalled Brad Gubin, owner and president of Benmar Sunrooms, previously located at 929 East Carpenter Street. “They had a layout of the corridor, and I asked them how soon it would be happening. He indicated not for years, so I thought I had nothing to worry about.

“About a year later, I got a call from Hanson Engineering needing to set up a meeting for property acquisition. They gave me not quite a year to get ready to move.”

After 36 years, Benmar Sunrooms

was being displaced by eminent domain. They were forced to leave the building and warehouse they had built specifically for their business, and Gubin leased a property at 4051 W. Jefferson St. on the west side of Springfield.

After all is said and done, though, Gubin was pleased with the process. He was fairly compensated and business has been good.

“I think timing will always be lousy talking about a move from one location after a number of years; it was amazing how much we’d accumulated,” Gubin said. “But overall, it was a pretty good experience. They kept on top of things; I can’t really say anything bad.”

Gill has also been keeping an eye on the railway development with Lanphier High School and Lincoln Magnet School both being on 11th Street. Ensuring that students, families and buses have easy and quick access to the schools is of paramount importance.

Although neither Gill nor any District 186 representative took part in IDOT’s listening tour stop in Springfield, they have been in contact with Hanson Engineering as needed.

“Along the way, we’ve been an active voice in the conversation,” Gill said. “We’ve been very up front about those concerns and any ideas we may have, but we see many pluses to bringing high speed rail to Springfield as well.” □

Gabe House is a freelance writer from Springfield.

“I’m sure this project will bring jobs here and help build our infrastructure so that we can be a better city for the future.”

– Jennifer Gill

Proud to be part of the community



H. D. Smith has a rich heritage as a family-owned company, with headquarters in Springfield. Starting as a wholesale pharmaceutical distributor in 1954, H. D. Smith has grown to a national organization that touches all aspects of the healthcare supply chain.

Learn how you can join our team and care for your community at hdsmith.com/careers.



Helping You Care For Your Community



Imagine your dream kitchen.

MICHAEL VON BEHREN BUILDER
Luxury within reach since 1982

217.698.8484 • mvbbuilder.com
3537 South Douglas, Springfield

**Connect with
SPRINGFIELD CLINIC**
... your circle of care



Our mission is to provide the highest quality health care to the people of central Illinois.

Our network of care includes:

- Nearly 400 board certified physicians and mid-level providers practicing in nearly 80 medical specialties
- Service to patients in more than 40 locations in Springfield & throughout central Illinois

safe • timely • efficient • equitable • effective • patient centered

www.SpringfieldClinic.com



COMMUNITY GARDENS

Grow Springfield

Urban agriculture comes to town

By David A. Kelm

Photo by Maranda Potterf

Community gardens are popping up across Springfield, throughout Illinois, and have become a national movement. Urban farmers are repurposing empty lots in densely populated neighborhoods by replacing brush and rubble with beds of vegetables, fruits, herbs and flowers. In some areas of Detroit, for example, entire blocks have been tilled under and planted with vegetables, fruits and flowers. In Springfield, school yards, small specks of land and some roof tops have become the landscape of an urban Old MacDonald (though mostly without the E I E I O). Here in Springfield, a number of individuals and organizations that are committed to the principles of community gardening – access to fresh, healthy foods, self-sufficiency and job opportunities – have recently come together to form Grow Springfield.

Grow Springfield began through a dialogue conducted in 2014 with the Illinois Stewardship Alliance, University of Illinois Extension, genHKids, Lincoln Land Community College, Springfield Urban League, Springfield Community Federation and Springfield Community Garden & Family FitCenter. “Grow Springfield was established as part of a larger planning process that looked at ways to increase the consumption of fresh, healthy foods,” said Lindsay Record, Program Director at the Illinois Stewardship Alliance. The new organization was established in order to support Springfield’s gardens and for gardeners to learn from each other and share best practices. “Most of the gardens are run by volunteers and there was a need for networking about managing gardens and people,” Record added.



Lindsay Record

According to Record, the planning conducted last year identified three guiding principles that form the foundation of Grow Springfield. Springfield’s community gardens will increase access to fresh, healthy food. The gardens are also intended to educate neighbors and community members in proper gardening techniques so individuals and families can become more self-sufficient. Finally, sponsoring organizations seek to provide training and education for employment and economic development opportunities in urban agriculture.

Grow Springfield is administered through a partnership between the Illinois Stewardship Alliance and the Springfield Urban League. The organization recently added two full-time staff members who are AmeriCorps workers. Joe Eby is the Coordinator for Grow Springfield and Alana Reynolds has joined the organization as Garden Coordinator.

In April, organizers, gardeners and supporters of community gardens gathered at Maldaner’s for a kick-off fundraiser. Reynolds said that the event was a success, with significant funds raised to move Grow

Springfield in a positive direction. “We are looking to use the funds for several start-up projects including a garden directory and web-site build-out,” Reynolds said. Grow Springfield plans on hosting similar events in the future with the next set for sometime this fall. Additionally, grant funds are being pursued so that Grow Springfield can increase its presence and support of gardens in 2016.

“There are 24 gardens in Springfield mostly growing vegetables and flowers but also some herbs and fruits,” said Eby. Many of the gardens are housed on the grounds of Springfield’s schools. “Many of the school-based gardens are associated with genHKids teaching school kids about growing healthy foods,” Eby said. Currently, flowers grown are used to beautify community gardens. In the future, Grow Springfield will seek to teach gardeners how to propagate flowers for commercial sales at farmers markets and other outlets.

Part of the urban agriculture movement and part of the mission of Grow Springfield is to train individuals to become successful gardening entrepreneurs. Some families are looking to make a little extra income by selling extra produce to friends, family and road-side stands while others are looking towards commercial viability. A number of programs provide training and educational opportunities to develop gardens into marketable size that can provide a sole-source of income. “There is one for-profit garden in Springfield,” said Record. “The idea is for others to learn and then seek an opportunity to develop a commercial urban garden.” Such gardens typically sell produce at farmers markets and to restaurants seeking fresh, local produce for their menu.

Grow Springfield is part of a rapidly developing movement that is taking root in Illinois and nation-wide. Representatives of Grow Springfield have met with, or are at least aware of, other groups in Illinois such as Windy City Harvest, which is an urban agriculture effort of the Chicago Botanic Garden, the DeKalb County Community Gardens and the Columbia Center for Urban Agriculture in Missouri. Additionally, in Chicago, the NeighborSpace was formed a number of years ago to purchase vacant land for use as both green space and gardens. NeighborSpace is one of the largest nonprofit land trusts in the country and owns dozens of gardens throughout the Chicago area.

Community gardens are certainly changing Springfield’s landscape. Formerly vacant lots are again busy with gardeners – young and old – learning together about fresh, healthy food, respect for the land, self-sufficiency and myriad economic opportunities. Grow Springfield, and its partners, are at the forefront of a nationwide movement to bring together organizations and individuals to enhance and support community gardens and urban agriculture in Springfield. □

David A. Kelm is a Springfield-area attorney. He can be reached at DavidAKelm@gmail.com

The physical side of psychology

By Eric Woods



Nicole Pacheco

E-mail: nicole@professionaledge.co
Education: Psy.D from Adler School of Professional Psychology
Family: Husband – Paul;
Child – Paul

Favorites –

Book: *Shadow of the Wind* by Carlos Ruiz Zafón
Restaurant: American Harvest
Sports team: Peoria Rivermen Hockey

Tidbits –

Plays the piano and cello
Always enjoyed music classes in school
Wants to someday go scuba diving

Nicole Pacheco grew up in Peoria and moved to Springfield in 2011. She has enjoyed learning about the city and its history as well as getting to know the people. “We have found that the people here are wonderful. This is the easiest and most convenient town to live in,” she said. Pacheco would like to see more economic growth, especially in the downtown area. “We need to balance moving to the future but maintaining the history.”

As an avid music fan, Pacheco grew up wanting to be a piano teacher. Her high school piano teacher was her biggest influence. “She was an amazing woman, very motivating. She never made it feel like practice,” said Pacheco. “It is what I think about in work. Help those who feel stuck.” In high school, Pacheco took on her first job as a busperson for a family restaurant. She has had no bad jobs and has learned from each one over the years. Pacheco learned early in life the importance of having fun and being content with what she had.

Pacheco has had her clinical practice since 2009 and her company, Professional Edge, has been around since 2013. With Professional Edge, Pacheco serves as a coach and consultant to athletes, business

and medical professionals, and other organizations. “I work with people who are in high-stress positions who want to improve and know there is a gap between where they are and where they want to be,” she said. “I bring the mental side over so we can understand how the body responds to stress in order to gain more control over that in order to function at our best.” Currently Pacheco is working with a number of golfers, as the sport is very popular this time of year.

The clinical practice is one where Pacheco helps people with general anxiety and depression. She uses neurofeedback and looks at brain waves to help with treatment. “This method is as effective as medicines for ADHD,” she said, adding that “looking at brain waves is fun.” Pacheco currently belongs to the American Counseling Association, the Association of Applied Sports Psychology, the International Society for Neurofeedback and Research, and the Rotary Sunrise Club.

Psychology is a huge industry, according to Pacheco. For those looking to enter the field, getting experience is crucial. “Figure out what you like and what fits your personal values. Be willing to learn, grow

and adapt,” she said. Pacheco also stresses the importance of finding a good work-life balance. She was advised that work should be a form of play that comes naturally. “If you are good at what you do, there will always be a need.”

There have been many proud moments over the years for Pacheco. In college she picked up the cello and even played in the Millikin Symphony Orchestra. “It was neat to play with a group like that,” she said. Pacheco loves being a mom and having a family. In addition to her son, she has another child on the way. Her career has also been a blessing, as she loves being able to help others. “I can do both work and family. I did not have to pick one or the other.”

Pacheco is set in her career and plans to continue for several years. “I hope work continues to be fun. I see it as a slow process,” she said. “I am blessed with what I have received and want to give back to the community.” When she gets to a point in life where retirement may be an option, Pacheco hopes to travel and see more of the world. □

Eric Woods can be reached at ericw93@aol.com.



The road to loyalty.

Experienced bankers inspire trust and loyalty.
And your loyalty helps us serve you better.


MEMBER FDIC


HICKORY
POINT BANK

Invested.

HICKORYPOINTBANK.COM

CHAMPAIGN DECATUR PEORIA SPRINGFIELD



Security Bank's
WOMEN
of influence

2015 Awards Presentation

On May 12, more than 200 people attended a reception held at the Inn at 835 to recognize the 2015 Women of Influence. Elly Mackus, president and CEO of Security Bank, introduced the recipients. She described the extensive community involvement of each one, and emphasized the bank's commitment to female leadership. The recipients each spoke about the influences in their lives, ranging from strong female role models at home to women who mentored them along the way.

The 2015 Women of Influence were Lisa Funderburg, Kathryn Harris, Sonya Jones, Kim Pate and Susan Zappa. To learn more about this program or make a nomination for next year, visit www.springfieldbusinessjournal.com. □



Gail Simpson, left, and Georgetta Slaughter, front, joined Woman of Influence Kathryn Harris at the May 12 event. Georgetta is Kathryn's sister.

PHOTOS BY GINNY LEE



Kim Pate (left) was one of five Women of Influence receiving awards. Elly Mackus presented the awards.



Sherman Elementary School students helped their teacher, Sonya Jones, celebrate her award.



District 186 Superintendent Jennifer Gill (left) joined Woman of Influence Lisa Funderburg at the event.



Leo Zappa and SBJ Associate Publisher Michelle Higginbotham with honoree Susan Zappa (right).



Virtual golf at Illini Country Club.

PHOTO BY MARANDA POTTER

Totally unreal!

Virtual golf at Illini Country Club

By Colin Patrick Brady

Since February, members of Illini Country Club have been able to tee off at Pebble Beach or perfect their short game at Augusta, all in the same afternoon, thanks to the club's newly installed virtual golf system. John Gilchrist, golf pro at Illini, extolled the virtues of simulated golfing as a means to get one's tee-time in on a rainy day or to practice during the off-season. "All golf stops during bad weather," Gilchrist says. "However, now it can come indoors when it's raining." The Virtual Golf system allows one golfer in its play space at a time. A high-definition overhead projector displays images on a white, back-padded screen simulating 23 different options of complete real-world golf courses.

Players must provide their own clubs, and there is a benefit in this, says Gilchrist. "We have here a computer that can determine the speed, trajectory, height, and spin that you put on your ball from a drive." This is thanks to four high-definition cameras present on site that utilize infrared lights to provide a world of data to both the serious and weekend golfer. The first camera looks down at the face angle of the club. "This one can tell you if your club face is squared and lined up by a matter of degrees" says Gilchrist. The second camera measures the spin put on your ball, including revolutions per minute. The remaining two cameras are located at high right and high left and are used to calculate speed.

A player takes an actual, physical swing with their choice of wood or iron, at an actual golf ball, aiming at a screen several feet in front of them – what comes next is a bit of computer wizardry.

"The computer takes information from your swing then flies a virtual reality in-camera image of a ball projected on the screen before you. Every kind of club and even sand wedges can be used," according to Gilchrist. "An entire round of golf can be played on the simulator."

In poor weather, Gilchrist says, "Illini members can come in, stretch and get loosened up" then choose from any number of driving ranges to practice their long game. A virtual rendering of a resort in

Banff, Calgary, is popular for its imagery of mountain ranges in the distance and overall bucolic tranquility. Depending on the course they choose, golfers may select a range that extends 100, 150 or 200 yards. Data and feedback regarding driving range swings are available through computer rendering.

Up to six players at a time can enter and play an entire 18-hole game in the simulator, which usually takes around two hours. "The system keeps track of player order and individual scores, just like a score card," he says. One player may stay in the tee-off area at any given time, while other members are sheltered behind a glass window. Heavy, black-padded curtains line each side of the play area, while rolls of netting line the ceiling and the wall above the simulator – all methods of slowing and containing a ball while in play.

The floor of the simulated play area is Astroturf on a one-inch padding, which gives a spongy feeling when walking on it. Putting on the simulator is a slightly different game than driving. When putting, Gilchrist says, a virtual grid pops up on the projection screen. "It is supposed to inform you about your short game." Once again, you hit an actual ball, which morphs into a virtual ball on screen. "You can change the digital green speed to run faster or slower depending on your needs," Gilchrist continues. "This system is as close to real life as you can get."

Since debuting in February, Gilchrist says, the golf simulator has gotten a lot of use, with the data and feedback a popular feature to help members improve their game. A Toronto-based company provides the rendering of digitized geodata on any number of actual courses that exist in the real world, bringing even the most subtle features of sites from around the country alive on a screen in Springfield. Those wishing to learn more about the company providing the virtual golf experience may do so by visiting their website at: www.hdgolf.com

Colin Patrick Brady is a freelance writer living in Decatur. He can be reached at colinpatrickbrady@hotmail.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)

IWIL will hold its annual meeting on Thursday, June 18 at Island Bay Yacht Club. Meet and mingle beginning at 5:15 p.m. and a full buffet dinner will be served at 6:15 p.m. The cost is \$25 early registration or \$30 at the door. Non-members are welcome to attend. Reservation forms are available at www.iwil.biz.

Women Entrepreneurs of Central Illinois

WE-CI will hold its monthly meeting on Wednesday, June, 10th, from 5:30-7:30 p.m. at Bocardi's Restaurant. This is the summer social and membership event, invite other entrepreneurs to learn about our organization. The cost for the meeting is \$20 for members, free for guests, and \$25 for walk-ins. Make your reservations at reservations@we-ci.org.

Association of Women in Communications (AWC)

AWC presented its annual scholarship, Chapter Star and Professional Communicator awards during a May luncheon at the Sangamo Club. Kristin Fyans and June Stricker, who have served as the chapter's co-vice presidents of communications for this past year, were the recipients of the Chapter Star Award. Fyans is a senior marketing specialist at Springfield Clinic and Stricker is an editor at Hanson Professional Services Inc. Kelly Thompson, executive director of the Ronald McDonald House Charities of Central Illinois, received the Professional Communicator Award. AWC will hold a summer social in June, visit www.awcpringfield.org for more information.



Proudly sponsored by:

**SECURITY
BANK**


To have your event added to the Women's Calendar of Events, please fax your information to (217) 753-2281 or e-mail to info@springfieldbusinessjournal.com



SPRINGFIELD PARK DISTRICT GOLF

With four beautiful golf courses to choose from, come see what the Springfield Park District has to offer!

Two 18 Hole Courses

Two 9 Hole Courses

PGA Professionals

Challenging Holes & Waterways

Lush Green Vistas

Rental Pro Shops

Practice Greens

Rental Carts


www.springfieldparkdistrictgolf.org

Book Your Tee Times Online!

PUBLIC GOLF COURSES

Sources: The Individual Golf Courses. * - Same rate weekday / weekend
(Listed Alphabetically)

	COURSE NAME STREET ADDRESS CITY/ST/ ZIP	PHONE (-) FAX (=)	WEBSITE (www.) E-MAIL	NUMBER OF HOLES	PAR MEN/ WOMEN	YARDAGE MEN/WOMEN	SLOPE	COST TO PLAY WITHOUT CART (WKY / WKD)	MANAGER	RESERVATION REQUIRED	YEAR OPENED
1	Bergen Golf Course 2900 Clear Lake Ave. Springfield, IL 62702	217-753-6211	bergenpro@gmail.com	9	35	2,657; 2,467	50.5/red, 48.5/white	\$10.25 wky/ \$12.25 wkd - res, \$12.25 wky/ \$13.25 wkd - non-res, \$9.25 wky / \$11.25 wkd - jr (-18) / sr (62+) res, \$11.25 wky / \$13.25 wkd - jr (-18) / sr (62+) non-res	Archer Logan	not required	1935
2	Brookhills Golf Club 5350 Old Jacksonville Road Springfield, IL 62711	217-787-8576 217-726=5528	brkhills@aol.com	9	31	2,082; 1,606	45/men, 41.5/women	\$9 (M - F), \$10 (Sat - Sun), \$8 Jr., Sr. (M - Fri)	Angie Timm	preferred	1991
3	Bunn Park Golf Course 2500 S. 11th St. Springfield, IL 62703	217-522-2633 217-544=9506		18	72	6,297/blue; 6,094/white; 5,232/red	118/blue, 118/white, 119/red	\$18.25 res./\$22.25 non-res - wky, \$20.25 res./\$24.25 non-res - wkd, \$20.25 / \$24.25 - jr (-18) / sr (62+), 9 holes - \$10.25 res./\$12.25 non- res wky; \$11.25/\$13.25 wkd	Paul Loutzenhiser	not required	1905
4	Country Hills Golf Course 21723 Smoot St. Greenville, IL 62642	217-632-7242 217-632=2099	countryhillsgc.com info@countryhillsgc.com	18	72	6,414/red; 6,144/white; 5,064/ yellow	119/red, 116/white, 113/red	\$15 / \$18 - 18 holes, *\$10 - 9 holes	Glenn Simmering	Up to 7 days in advance	1993 (9), 2002 (18)
5	Edgewood Golf Club 16497 Kennedy Road Auburn, IL 62615	217-438-3221 217-438=3299	golfedgewood.com golf@golfedgewood.com	18	71	6,667/m blue; 6,258/m white; 5,589/m gold; 5,589/w gold; 5,035/w red	128/m blue, 124/m white, 117/m gold, 122/w gold, 116/w red	*\$22 - 18 holes, *\$13 - 9 holes, \$15 - 18 holes Jr., Sr., \$10 - 9 holes Jr., Sr.	Douglas Kindlon	Up to 7 days in advance	1963
6	Lincoln Greens Golf Course 700 E. Lake Drive Springfield, IL 62712	217-786-4111 217-786=4122	springfieldparks.org lgproshop@springfield- parks.org	18	72	6,813/blue; 6,576/white; 5,591/grey; 5,166/red	120/blue, 118/white, 115/grey, 114/red	\$20.25 res./\$24.25 non-res - wky, \$22.25 res./\$26.25 non-res - wkd, \$18.25 / \$22.25 - sr (62+) / jr (under 18), 9 holes - \$12.50 res./\$14.50 non-res wky; \$13.50/\$15.50 wkd	Jim Sutzer	preferred	1957
7	Long Bridge Golf Course 1055 Camp Sangamo Road Springfield, IL 62702	217-744-8311 217-744=8950	longbridgegc.com michelle@longbridgegc. comcastbiz.net	9	36	3,034/blue; 2,752/white; 2,216/red	107m, 102w	\$13 - 9 holes wky / \$14 - 9 holes wkd, *\$20 - 18 holes, \$12 - 9 holes (Tu-Th before 3 PM) jr/sr, \$18 - 18 holes (Tu-Th before 3 PM) jr/sr	Michelle Buerkett	preferred	1998
8	Nichols Park Golf Course 319 Holkenbrink Drive Jacksonville, IL 62650	217-479-4663	linksofjacksonville.com	9	33/32	2,463; 1,941	NA	*\$7 unlimited	Keith Ward	not required	NA
9	Northridge Hills 1265 Sandusky Jacksonville, IL 62650	217-243-4241	northridgehills.com derek@northridgehills.com	9	32	2,199; 1,837	105/black, 103/yellow	9 holes walking- \$8, w/cart-\$16, 18 holes walking-\$12, w/cart-\$23. Tue. after 10AM and Sun. before noon- 9 holes w/ cart-\$12, 18 holes w/ cart \$18	Howard Pillsbury	preferred	1998
10	Pasfield Park Golf Course 1700 W. Lawrence Ave. Springfield, IL 62704	217-698-6049 217-726=6725	springfieldparks.org	9	34	2,299/white; 1,934/red	44.5/white, 45/red	\$10.25 wky/ \$12.25 wkd - res, \$11.25 wky/ \$13.25 wkd - non-res, \$9.25 / \$11.25 - jr (-18) / sr (62+) / res, \$11.25/\$13.25 non-res	Lance Flury	preferred	1898
11	Piper Glen Golf Club 7112 Piper Glen Drive Springfield, IL 62711	217-483-6537 217-483=6539	piperglen.com	18	72	7,005/gold; 6,612/blue; 6,124/white; 5,138/red	132/gold, 128/blue, 123/white, 116/red	\$18 - 9 holes, \$28 - wky / \$34 - wkd - 18 holes, \$22 - twilight (after 5 PM) - 18 holes	David Impastato	Up to 7 days in advance	1996
12	Shambolee Golf Course 442 South Shore Drive Petersburg, IL 62675	217-632-2140	golfshambolee.com jeff@golfshambolee.com	18	72	6,748/blue; 6,368/white; 5,155/red	119/blue, 116/white, 114/red	Weekday: 9 Hole Walk-\$10.00, 18 Hole Walk-\$16.00 Weekend: Carts Required until 2 PM, 9 Hole-\$20.00, 18 Hole-\$30.00 Twilight Everyday-2PM-close, 9 Hole Walk- \$9.00, 18 Hole Walk-\$16.00	Jeff Broughton	Up to 7 days in advance	1964 (9), 1994 (18)
13	The Links Nichols Park 319 Holkenbrink Drive Jacksonville, IL 62650	217-479-4663	linksofjacksonville.com	18	72	6,836/blue; 5,265/white	122/blue, 119/white	\$16 / \$20	Keith Ward	preferred	1979
14	The Oaks Golf Course Inc. 851 Dave Stockton Drive Springfield, IL 62707	217-528-6600	theoaksgolfcourse.com theoaks@pga.com	18	70	6,130/blue; 5,608/white; 4,985/ gold; 4,399/ orange	117/blue, 114/white, 112/gold, 112/orange	\$19 / \$22 - 18 holes, member rates available	Danny Pesch	preferred	1926
15	The Rail Golf Course 1400 S. Clubhouse Drive Springfield, IL 62707	217-525-0365 217-525=6510	railgolf.com	18	72	6,630/ champ; 6,012/reg m; 5,406/ reg w	127/champ, 121/regular	\$31 wky / \$39 wkd - 18 holes, *\$21 - 9 holes, \$21 after 4 PM (M - Th), \$25 after 4 PM (Fri - Sun)	Jim Johnson	10 days in advance	1968

June

- 4 – Sherman Area Chamber of Commerce Golf Outing, The Rail Golf Club, 1 p.m. Shotgun Start, Mary Johnson, (217) 525-0365.
- 5 – Rochester High School Football Team Golf Outing, Lincoln Greens Golf Course, 7:30 a.m. and 12:30 p.m. Double Shotgun Start, Jim Sutzer, (217) 786-4111.
- 6 – Don “Poochie” Byus Charity Outing Benefiting American Cancer Society, The Links Golf Course, 11 a.m. to 1 p.m., Keith Ward, (217) 479-4663.
- 7 – Pat Schaddel Memorial Golf Outing, Long Bridge Golf Course (9 hole), 10 a.m. and 1 p.m. Shotgun Start, (217) 744-8950.
- 12 – Camp COCO Children’s Cancer Fund at SIU School of Medicine Golf Outing, The Rail Golf Club, 12:30 p.m. Shotgun Start, Ruth Slottag (217) 545-2955
- 13 – Play for the Cure, Brookhills Golf Course, 9 a.m. and 1 p.m. Shotgun Starts, (217) 787-8576
- 13– Putts for Mutts Miniature Golf Outing to benefit APL, Family golf outing at Knight’s Action Park, 11 a.m. – 2 p.m., Deb Bonner (217) 544-7397.
- 13 & 14 – Mike Steele Memorial Golf Outing, The Rail Golf Club, 8 a.m. Shotgun Start, Mary Johnson, (217) 525-0365.
- 14 – 7th Annual Fr. Franzen Memorial Golf Outing, Edgewood Golf Club, 1 p.m. Shotgun Start, Kevin Collings (217) 259-6884.
- 14– 20th Annual Scottie Open Golf Outing sponsored by the Waverly Sports Boosters, Terry Park Golf Course, 11 a.m. Shotgun start, Nancy Heriford, (217) 971-8719.
- 14 – Lutheran High School Crusader Aiders, The Rail Golf Club, 1 p.m. shotgun start, four person scramble, Jenny Walker (217) 546-6363 x117.
- 16 – Lions Club Charity Outing, Piper Glen Golf Club, 1 p.m. Shotgun, David, (217) 483-6537.
- 17 – 29th Non-Annual CaddyShack Open, Piper Glen Golf Club, 12:30 p.m. Shotgun Start, Joanie Whaley, (217) 241-6202
- 18 – Rep. Raymond Poe Golf Outing, The Rail Golf Club, 12:30 p.m. Shotgun Start, Mary Johnson, (217) 525-0365
- 19 – Springfield High School Golf Outing, Lincoln Greens Golf Course, 12 p.m. Shotgun Start, Jim Sutzer, (217) 786-4111
- 20 –Henning Memorial Golf Outing, Country Hills Golf Course, 8 a.m. Shotgun Start, (217) 632-7242.
- 22 – Jacksonville Chamber of Commerce Golf Outing, Jacksonville Country Club, 12:30 p.m. Shotgun Start, (217) 245-2174, Scramble
- 23 – 21st Annual Ronald McDonald House Golf Classic, Piper Glen Golf Club, 11:30 a.m. Shotgun Start, Johanna Moll (217) 528-3314 ext 4.
- 25 – Springfield Home Builders Association



Golf Outing, Edgewood Golf Course, 12 p.m. Shotgun Start, Lee-Ann Burgener, (217) 698-4941.

July

- 3 – Esper Figueras Golf Outing, Lincoln Greens Golf Course, 12 p.m. Shotgun, Jim Sutzer (217) 786-4111.
- 4 –Annual Over 50/Under 50 Tournament, Country Hills Golf Course, (217) 632-7242.
- 4 –Firecracker Open, Brookhills Golf Course, Open tee times, (217) 787-8576.
- 9 – 20th Annual Greater Springfield Chamber of Commerce Corporate Cup Challenge Golf Outing, Piper Glen Golf Club, 7:30 a.m. and 12:45 p.m. Shotgun Starts, Ashley Earnest, (217)525-1173, four-person team, Scramble
- 10 – SPARC 22nd Annual Mike Ferrence Charity Golf Outing, Piper Glen Golf Club, 12 p.m. Shotgun, Scramble, Denise Schainker, 793-2206 X145.
- 10 – Little Flower Men’s Club, Lincoln Greens Golf Course, Jim Sutzer, (217) 786-4111
- 11 –Menard County Masonic Golf Outing, Country Hills Golf Course, 8 a.m. Shotgun Start, (217) 632-7242.
- 17 – Bridge Pin and Links Golf Outing, Lincoln Greens Golf Course, Jim Sutzer, (217) 786-4111
- 18 –Cubs/Cardinals Outing, Brookhills Golf Course, Open tee times, (217) 787-8576.
- 20 – Golf Fore Girls, LPGA Legacy for Leadership, The Rail Golf Club, 1 p.m. Shotgun start, Kate Peters (217) 523-8159 x1618.
- 30 – Sangamon County Republicans Golf Outing, The Rail Golf Club, 12:30 p.m. Shotgun Start, Mary Johnson, (217) 525-0365.
- 31 – 7th Annual Carter’s Drive Golf Outing, Lincoln Greens Golf Course, 12:30 p.m.

Shotgun Start, Scott Selinger, (217) 494-8040.

August

- 1 –Greenview Firemen Santa’s Helper Golf Outing, Country Hills Golf Course, 8 a.m. Shotgun Start, (217) 632-7242.
- 3 – Ansar Shriners Charity Golf Outing, Piper Glen Golf Club, 12:30 p.m. Shotgun Start, (217) 483-6537
- 6 – 9th Annual St. John’s Children’s Hospital Golf Challenge, Piper Glen Country Club, 12:30 p.m. Shotgun Start, (217) 544-5437.
- 14 – Jacksonville Chamber of Commerce Golf Outing, Northridge Hills Golf Course, (18 Holes), 2 p.m. Start, (217) 245-2174.
- 28 – Josh Langfelder Sangamon County Recorder Golf Outing, Piper Glen Golf Club, 12:30 p.m. Shotgun Start, Misty Buscher, (217) 726-0632.
- 29 – Drive Out Cancer Golf Outing Benefiting St. Jude’s Children Research Hospital, Edgewood Golf Course, 1 p.m. Shotgun, Jeff Dorr, (217) 652-3978.
- 30 – Brown Bomber Golf Outing, Long Bridge Golf Course (9 hole), 1 p.m. Shotgun Start, (217) 744-8950.
- 31 – Tee Off Against Cancer, The Rail Golf Club, 12:30 p.m. Shotgun Start, Mary Johnson, (217) 525-0365.

September

- 3 – Chatham Chamber of Commerce Golf Outing, Piper Glen Golf Club, 12 p.m. Shotgun Start, (217) 483-6537.
- 4 – 17th Annual Springfield YMCA Golf for Kids Charity Tournament, Lincoln Greens Golf Course, Noon Shotgun Start, Jane Frech, (217) 544-9846 X116
- 6 – NFL Kickoff Golf Outing, Long Bridge Golf Course (nine hole), Time TBD , Michelle Buerkett, (217) 744-8311.
- 8 – Bud Light Benefit Outing, The Links Golf Course, 12:30 p.m. Shotgun, Keith Ward,

(217) 479-4663

- 10 – Friend In Deed Golf Outing, Piper Glen Golf Club, 12:30 p.m. Shotgun Start, Butch Elzea, (217) 787-1633.
- 11 – The Calvary Academy MC Johnson Memorial Golf Classic, 1 p.m. Shotgun Start, Tina Casper, (217) 546-9700 X210
- 18 – Be a Hero For Babies Golf Outing supporting March of Dimes, Piper Glen Golf Club, 10 a.m. Shotgun Start, Kathy Starkey, (217) 793-0500.
- 19 – 24rd Annual Derek Dolenc Memorial Golf Outing supporting the Derek Dolenc Cancer Patient Assistance Fund at Memorial Medical Center’s Regional Cancer Center, Edgewood Golf Club, 10 a.m. Shotgun Start, Kent Dolenc, (217) 553-4449.
- 21 – 12th Annual Orthopedic Center of Illinois Foundation (OCIF) Chip in Fore Charity!, Illini Country Club, 12:30 p.m. Shotgun Start, Lori (217) 547-9100.
- 25 – Henson Robinson Zoo Golf Outing, Lincoln Greens Golf Course, 12 p.m., Shotgun Start, Jim Sutzer, (217) 786-4111.
- 25 – Lincoln Land Community College 23rd Annual Baseball Team Golf Outing, Piper Glen Golf Club, 12:30 Shotgun, Ron Riggie, (217) 786-2426
- 26 – 7th Annual Mark Timm Memorial Golf Outing, Brookhills Golf Club, 9 a.m. and 1 p.m. Shotgun Starts (217) 787-8576.

October

- 2 – Matt Helm Memorial Golf Outing, Lincoln Greens Golf Courses, 12:30 p.m. Shotgun Start, (217) 786-4111.
- 2 – Jim Langfelder Golf Outing, Piper Glen Golf Club, 12:30 p.m. Shotgun Start, (217) 483-6537.
- 2 – 8th Annual Central Counties Health Centers Outing, Edgewood Golf Course, 1 p.m. Shotgun Start, Melinda (217) 788-2310. □

RECYCLING FITS

GOOD FOR OUR PLANET
GOOD FOR YOUR BUSINESS

- Office Buildings
- Retail/Restaurants
- Apartments

- Manufacturer/Warehouse
- Healthcare
- Stadiums/Conventions

COMMERCIAL

COMMUNITY

INDUSTRIAL

CONSTRUCTION

- Schools
- Residential
- Churches
- Government
- Special Events

- Material Recovery Diversion
- LEED Certified Projects

REPUBLIC SERVICES

We put the pieces together.

Call us today to get started

217-306-5880
www.disposal.com

IS PLEASED TO ANNOUNCE THAT

Brent W. Leach, MST, CPA

HAS BEEN NAMED

Partner

The firm provides audit, tax, bookkeeping, management and computer consulting and investment management services to clients of all sizes.

www.espcpa.com

227 South Seventh Street | Springfield, IL 62701
217-525-1111

Springfield Business Journal | June 2015 | 13

MANUFACTURERS - SANGAMON COUNTY

Sources: "Large Employers and Manufacturers" produced by the Quantum Growth Partnership; the manufacturers DND - Did Not Disclose.
(Ranked by number of full-time employees)

	BUSINESS NAME STREET ADDRESS CITY/ST/ ZIP	PHONE (-) FAX (=)	WEBSITE (www.)	FULL-TIME EMPLOYEES	FACILITY SIZE (SQ. FT.)	PRINCIPAL(S)	PRODUCT/SERVICE	YEAR EST'D
1	Bunn-O-Matic Corporation 1400 Stevenson Dr. Springfield, IL 62703	217-529-6601 217-542=2827	bunn.com	500	DND	Arthur Bunn, President & CEO	Manufacturer of a complete line of commercial dispensed beverage equipment, paper filters and home coffee brewers	1957
2	Standard Aero 1200 N. Airport Dr., Springfield, IL 62707	800-731-7371 217-541=3365	standardaero.com	250	250,000+	Kevin Malutinok, vice pres. / general manager	Aircraft service, modification	1911
3	Simplex Inc. PO Box 7388, Springfield, IL 62791	217-483-1600 217-483=1616	simplexdirect.com	205	125,000	Thomas Debrey, president	Load banks, day tanks, fuel supply systems	1952
4	Nudo Products Inc. 1500 Taylor Ave. Springfield, IL 62703	217-528-5636 217-528=8722	nudo.com	200	400,000	Darryl Rosser, president	Laminated wood panels and related plastic extrusions manufacturing	1954
5	DICKEY-john Corporation 5200 Dickey john Road Auburn, IL 62615	217-438-3371 217-438=6012	dickey-john.com	180	225,000	Jeff Schertz, vice pres. of operations	Electronic design and manufacture of systems controls for agriculture and public works	1966
6	Brandt Consolidated Inc. 2935 S. Koke Mill Road Springfield, IL 62711	217-547-5800 217-547=5801	brandt.co	150	25,000	Rick Brandt, CEO	Fertilizers, crop protection, micro-nutrients, spray adjuvants, seed	1953
7	Springfield Coca-Cola Bottling Co. 3495 E. Sangamon Ave. Springfield, IL 62707	217-747-8200 217-747=8400	coca-cola.com	105	80,000	Brad Harden, distribution center manager	Coca-Cola Distribution	1986
8	Mel-O-Cream Donuts Intl. 5456 International Parkway Springfield, IL 62711	217-483-7272 217-483=7744	mel-o-cream.com	100	70,000	David Waltrip, director of operations; Dan Alewelt, plant manager	Frozen dough products and frozen pre-fried donuts	1932
9	Henry Technologies 701 S. Main St., Chatham, IL 62629	217-483-2406 217-483=2462	henrytech.com	88	DND	Sandy MacDonald, general manager / plant manager	Components for HVAC / Industrial & Commercial Refrigeration	1914
10	Solomon Colors Inc. 4050 Color Plant Road Springfield, IL 62702	217-522-3112 217-522=3145	solomoncolors.com	82	250,000	Richard Solomon, pres./CEO; Charles Kreutzer, vice pres./CFO	Manufacturing of iron oxide pigments, color for concrete, mortar and concrete products	1927
11	Springfield Plastics, Inc. 7300 W. State Route 104 Auburn, Illinois 62615	217-438-6167 217-438=6949	spipipe.com	70	DND	Steve Baker, president	Manufactured plastic drainage pipe	1978

MANUFACTURERS - MORGAN COUNTY

Sources: "Manufacts" produced by the Quantum Growth Initiative; Jacksonville Regional Economic Development Corporation; the manufacturers
(Ranked by number of full-time employees)

	BUSINESS NAME STREET ADDRESS CITY/ST/ ZIP	PHONE (-) FAX (=)	WEBSITE (www.)	FULL-TIME EMPLOYEES	FACILITY SIZE (SQ. FT.)	PRINCIPAL(S)	PRODUCT/SERVICE	YEAR EST'D
1	Reynolds Consumer Products 500 E. Superior Jacksonville, IL 62650	217-243-3311 217-479=1222	reynoldsconsumerproducts.com	750	360,000 (West Plant), 508,000 (East Plant)	Jeff Phillips, plant manager	Polyethylene bags and films	1962
2	Perma-Bound Hertzberg New Method Inc. 617 E. Vandalia Rd. Jacksonville, IL 62650	217-243-5451 217-243=7505	perma-bound.com	300	320,000	James Orr, CEO; Bill Hull, plant manager	Prebound books for schools and libraries	1953
4	Nestle USA 1111 Carnation Drive Jacksonville, IL 62650	217-245-9511 217-479=2280	nestleusa.com	181	30 acres	Brent Keener, general manager / plant manager	Non-dairy creamer	1970
5	Bound to Stay Bound Books 1880 W. Morton Ave. Jacksonville, IL 62650	217-245-5191 217-245=0424	btsb.com	147	110,000	Bob Sibert, president; Rob Crain, plant manager	Prebound children's library books	1920
6	ILMO Products Company 7 Eastgate Drive Jacksonville, IL 62650	217-245-2183 217-243=7634	ilmoproducts.com	100	40,000 (8 acres)	Linda Standley, CEO; Brad Floreth, president	Wholesale/retail distributor of industrial, medical, laboratory EPA protocol & specialty gases and welding equipment sales & service	1913
6	Westermeyer Industries, Inc. 1441 State Route 100 Bluffs, IL 62651	217-754-3277 217-754=3288	westermeyerind.com	100	72,000	Gary Westermeyer, CEO	Manufacturer or pressure vessels for refrigeration and air conditioning components	2001
7	Brahler's Truckers Supply 21 Harold Cox Drive Jacksonville, IL 62650	217-243-6471 217-245=0565	brahlers.com	92	80,000 (4 buildings)	Richard Brahler, CEO; Terry Ranson, plant manager	Retread truck tires and sales, truck and industrial tire sales and service, farm tires	1972
8	CCK Automations, Inc. 500 Capitol Way Jacksonville, IL 62650	217-243-6040 217-245=4105	cckautomations.com	72	100,000	JJ Richardson, CEO	Product/Service: Printed circuit board assemblies, industrial control panels, injection molded parts.	1999
9	Illinois Road Contractors P.O. Box 1060 Jacksonville, IL 62651	217-245-6181 217-243=0604	ircgrp.com	65	44,000	P. Devon Davidsmeyer, CEO	Liquid asphalt and aggregate application	1925
10	Eli Bridge Company 800 Case Ave. Jacksonville, IL 62650	217-245-7145	elibridge.com	23	66,000	Patty Sullivan	Amusement ride manufacturing and metal fabrication	1919

Preparing the CPAs of tomorrow

By Eric Woods

Tom Krehbiel has been a Springfield citizen since age 10. His family moved around a bit after he was born, staying in Iowa and Missouri, before finally settling in the Illinois capital. Krehbiel loves the closeness of the community. "Springfield is very relationship-based. It is a great place to raise a family," he said. The size of the community, the ease of getting around, and the local history are also positives for Krehbiel. He admittedly is not a big fan of the political side, but understands that part comes with a state capital.

Attracting new businesses to Springfield is something of which Krehbiel would like to see more. "We want people to come live here and work here so we continue to grow," he said. The public school facilities in Springfield could also be better, according to Krehbiel. "Funding is a major obstacle there."

In his youth, Krehbiel wanted to run in the Olympics, having done well running track in high school. He then figured that he would be wise to find a career that involves computers. His first job was walking beans in the field, which he recalls being a challenging experience. "It was hot, and you would get sunburned. You had to show up early but it created a discipline to get the job done," he said. Krehbiel took a placement test in high school which told him he was suited for a career in accounting or computers. "All

these years later I still cannot believe how accurate that was."

Krehbiel started as a staff accountant for a small firm in 1986 that merged with Sikich in 1989. He climbed the ranks over the years and made partner in 1998. In 2002, he was named to the firm's executive board. "That was in order to get training to take over running the office," said Krehbiel. In 2005, he was indeed named the partner-in-charge of the Springfield office. This past March he was named partner-in-charge for all CPA services company-wide. "I work with other partners-in-charge of CPA practices across the firm to ensure consistent practices and improve the quality of services." Sikich currently has 11 different offices across 10 locations, and they are actively looking to expand operations on a more national basis. They are in constant talks regarding mergers and acquisitions, and Sikich is in the position to be an acquirer.

Looking ahead, Krehbiel is curious how the industry will handle the retirement of the remaining baby boomers. "There is a brain drain going on in most industries. A lot of industry knowledge is retiring, and we need to find people to replace that knowledge base," he said. "It is hard to find talented people who want to stay in the same field long term." Krehbiel notes that

many in the younger generation strive to be entrepreneurs without getting their feet wet in the corporate world first.

Those who do want to get into the industry should really start out at a public accounting firm, according to Krehbiel. "You would get a lot of exposure to a number of different clients which means you can do different things. You will see 10-20 different clients with different businesses to learn from," he said. "Many kids come out of college with little knowledge of the real world. Here you can see the specialty area that is the best fit." Krehbiel highly encourages college students to take internships. Sikich employs a number of interns every year, and many have gone on to work for the firm after their internship was completed.

Krehbiel wants to retire within the next eight to ten years but wants to ensure that his knowledge is passed along before he goes. "We work as a team here and share knowledge. I want to pass this along to future leaders so they are in a position to succeed," he said. One after-retirement project for Krehbiel will be to get back involved with non-profits and possibly assist those who struggle with financial operations. "I will research and see where the best fit might be." □

Eric Woods can be reached at ericw93@aol.com.



Tom Krehbiel

Title: Partner in Charge of CPA Services, Sikich
E-mail: tkrehbiel@sikich.com

Education: B.S. in accounting from Illinois State University
Family: Wife - Julie; Children - Scott, Matthew, and Ellie

Favorites -
Hobby: Golfing
Movie: Caddyshack
Sports team: St. Louis Cardinals

Tidbits -
Keeps a koi pond and water garden in his backyard
Wants to travel to all 50 states
Has a collection of over 400 beer cans



Peoples Bank & Trust
We Put People First.™

I am your bank.

One person, one call ...
for all of your business and ag banking needs. From checking to a line of credit, I do it all. I am your bank.

David Stake | 866.234.0952
Chatham Branch



WWW.BANKPBT.COM 888-PBT-1954



Ed Mahoney, Broker Associate

RE/MAX COMMERCIAL PROPERTY

Mobile: 494-6468 • Office: 787-7215 • www.edmahoney.net • edmahoney@remax.net

724 W. EDWARDS
FOR SALE, \$190,000. 2880 SQ. FT. ZONED H-1. TOTALLY RESTORED BUILDING IN LINCOLN HOME AREA.



500 W. MONROE
FOR LEASE, \$13.50/SQ. FT. 3000 TO 7000 SQ. FT. OF FIRST FLOOR OFFICE WITH PARKING, 2 BLOCKS FROM CAPITOL.



1220 S. 7TH
SALE \$125,000. OWNER WANTS SOLD. 3961 SQ. FT. OF OFFICE SPACE WITH ONSITE PARKING.



407 E. ADAMS
FOR LEASE, \$3000/MO. PLUS UTILITIES OR \$225,000 FOR SALE. 3360 SQ. FT. CURRENTLY LAW OFFICE, BEAUTIFULLY RESTORED BUILDING.



Info deemed reliable but not guaranteed. This display was created 4/21/15. While the information was believed accurate at that time, all information is subject to verification.

CONTINUOUS IMPROVEMENT

TOP LINE

SUPPLY CHAIN

PROBE

GREEN MANUFACTURING

STRATEGY

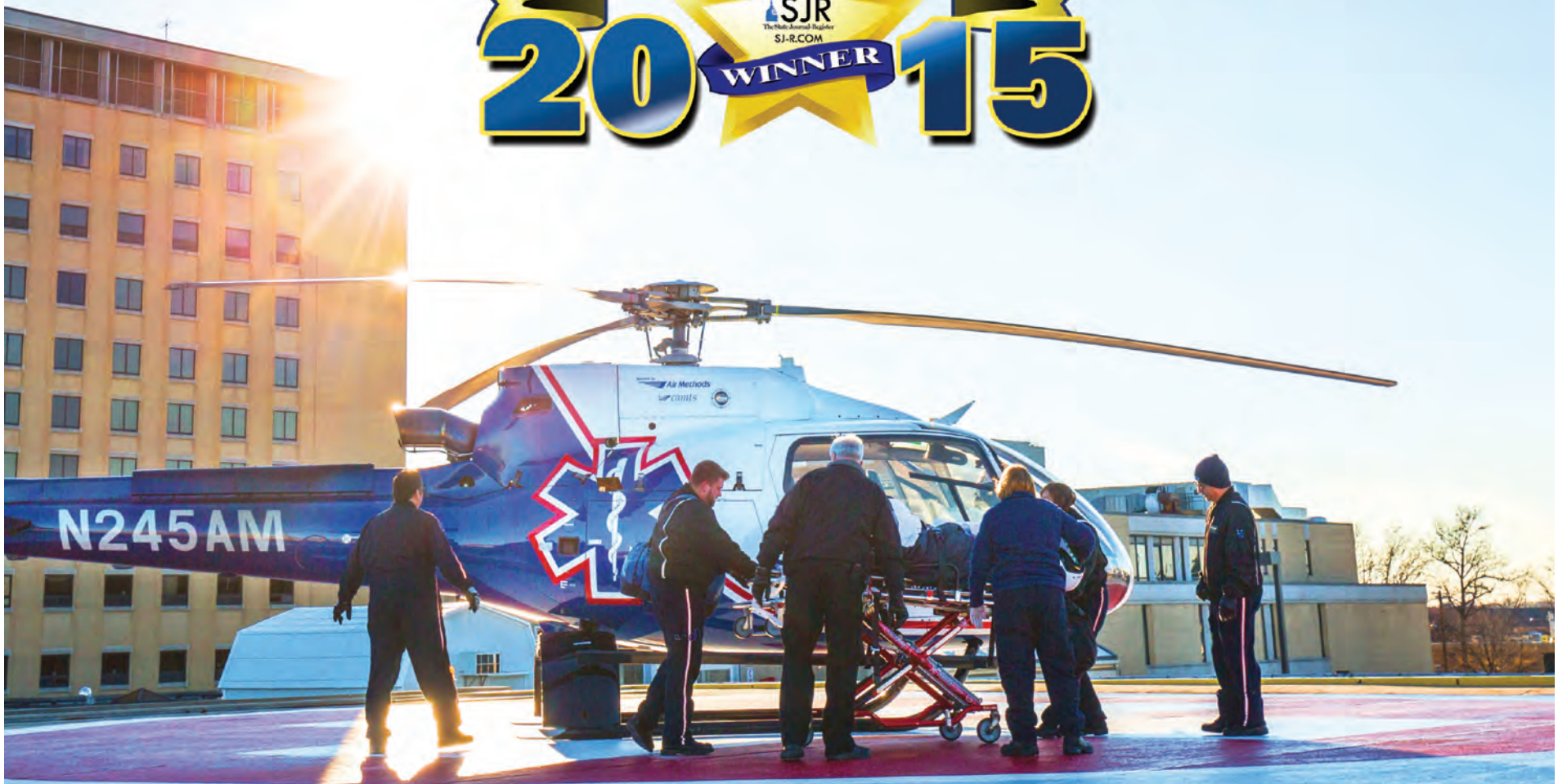
WORKFORCE DEVELOPMENT

IMEC ILPEX

TOGETHER WE CAN *Achieve Excellence*

WWW.IMEC.ORG | WWW.ILPEX.ORG

Always Ready.



HSHS St. John's Regional Trauma Center offers an experienced team on-site 24/7.

At HSHS St. John's, it's our mission to provide everyone in our community access to extraordinary care delivered with true compassion. That's why we created HSHS St. John's Regional Trauma Center. To offer our community experienced surgeons 24/7, an advanced surgery center with the latest technology and care backed by a nationally recognized patient safety rating. It's a level of care our community needs. And a level of care we are committed to delivering—and elevating every day.



HSHS
St. John's
Regional Trauma
Center

Aviation services provided by Air Methods Corporation.

MAJOR EMPLOYERS

Sources: The Greater Springfield Chamber of Commerce. * - State of Illinois number includes all state government agencies, including education institutions within Sangamon County.
(Ranked by number of employees)

	EMPLOYER NAME	NUMBER OF EMPLOYEES	PRINCIPAL	PRODUCT/SERVICE	YEAR EST'D	WEBSITE
1	State of Illinois	18,100	Bruce Rauner, Governor	Government	1818	illinois.gov
2	Memorial Health System	5,908	Edgar J. Curtis, President & CEO	Healthcare	1897	memorialmedical.com
3	HSHS St. John's Hospital	3,100	Charles Lucore, President & CEO	Healthcare	1875	st-johns.org
4	Springfield Public Schools #186	2,270	Jennifer Gill, Superintendent	Education	1854	sps186.org
5	Springfield Clinic	2,140	Michael A. Pick, Chairman; Randall A. Bryant, CEO	Healthcare	1939	springfieldclinic.com
6	University of Illinois-Springfield	1,558	Susan J. Koch, Ed.D., Vice President & Chancellor	Higher Education	1969	uis.edu
7	SIU School of Medicine	1,539	J. Kevin Dorsey, M.D., Ph.D, Dean & Provost	Higher Education / Healthcare	1970	siumed.edu
8	City of Springfield	1,450	James O. Langfelder, Mayor	Government	1832	springfield.il.us
9	Blue Cross/ Blue Shield	1,300	Jim McLean, Vice President of Operations	Insurance	1969	bcbsil.com
10	Horace Mann	1,007	Marita Zuraitis, President & CEO	Insurance	1945	horacemann.com

WITH ANPI VIP, EVERYTHING CAN BE A BUSINESS PHONE



More than just a phone system, ANPI VIP is an award-winning Hosted Unified Communications solution that gives businesses the ability to be accessible anytime, anywhere, and on any device. It instantly improves communication, increases productivity and reduces your monthly costs up to 50% over traditional premise-based systems. Plus, since our headquarters are in Springfield, you will get the best possible service. To learn more, call 217-408-2883 or visit us at anpi.com.



The Corporate Review 2015

Springfield's tourism glass is half-full



PHOTOS BY PATRICK YEAGLE

On Monday, May 11, the Springfield Business Journal invited a small group to a business luncheon for the purpose of discussing the state of the tourism industry in Springfield. It was held at the Inn at 835 from noon until 2 p.m.

The panelists included Justin Blandford, superintendent of state historic sites, Illinois Historic Preservation Agency; Karen Conn, president of Conn's Hospitality Group and president of Downtown Springfield, Inc.; Gina Gemberling, director of the Springfield Convention and Visitors Bureau; Cory Jobe, director of the Illinois Office of Tourism and Springfield Ward 6 Alderman; and Bob Van Bergen, general manager of the President Abraham Lincoln Hotel.

The *Springfield Business Journal's* editor and publisher, Fletcher Farrar, and associate editor, Scott Faingold, moderated the discussion. What follows is an edited transcript of the one-hour conversation.

The panelists were all vitally enthusiastic about Springfield tourism, each committed to its promotion and expansion and each bringing a unique perspective, ranging from the public to the private sector. The group was practical and occasionally circumspect, but always unfailingly optimistic and forward-looking.

Lincoln funeral reenactment

SBJ: We've come off the biggest local tourism event in recent memory with the Lincoln funeral reenactment. I'd like to get your perspective on how that went for everybody.

Cory Jobe: Any time we can talk about our history and honor one of our favorite sons here in the capital city it is good for both Springfield and Illinois. President Lincoln has many followers. Any chance we can get, here in the state of Illinois, to promote and talk about his impact – whether it be the reenactment or his living history at any of the historic sites in Springfield – we are well served. The museum is a major opportunity for us to talk about Lincoln.

Gina Gemberling: Of course I agree with Cory, any time we can get Springfield's name out in the United States or around the world, that's more people who will think of Springfield as top-of-mind. The local organization, the Funeral Coalition, did a wonderful job, as well as the city services, working together to make it all happen. Of course we [Springfield Convention and Visitors Bureau] subsidized some of the city services, but also we've been working for the last year on the marketing efforts for the event. We've been reaching out to media across the United States as well as travel media. We've encouraged travel writers to come to Springfield. They've done multiple stories, from the *Boston Globe* to the *Washington Post*, it's been about everywhere out there. All of the articles we've seen are positive, and that just helps put Springfield on the map.

Karen Conn: The partnership that the Convention and Visitors Bureau and the Funeral Coalition and the retail industry had was good. Any time we can bring all of that together and partner and get the word out, it's great. From a perspective of the retail and the hotel industry – I'm going to speak for ourselves [Conn's Hospitality] – I mean it was fantastic. We would love to see that every weekend. We broke records because there was so much activity.

Bob Van Bergen: We [President Abraham Lincoln Hotel] did very well, and not only economically. It was a great success. The people who were there were so interesting and they held Lincoln in such high reverence.

To see all the people in their costumes was just terrific. They were very engaging with the employees. It was just a feel-good time to be glad you're a part of Springfield.

SBJ: How did the funeral event impact Springfield's historic sites?

Justin Blandford: We have state historic sites in numerous neighborhoods in Springfield, so this was a nice event in that it tied many of those neighborhoods together. It also gave us an opportunity to complete a very important preservation project, which was the restoration of the receiving vault where Lincoln was initially buried, where his body lay in rest for almost nine months in 1865. The funeral reenactment gave us the opportunity to work with new partners, the different parts of the Funeral Coalition. With most of those groups, this was our first interaction with them, and so this was a good experience for us to meet new partners. Looking forward – to touch on what Karen said – we want to find ways to keep finding the best methodology in the event planning. We want to find what worked, and see what we can take from this so we can add value to future opportunities.

Jobe: This event illustrated how giving our community is, especially when you look at all the things that were accomplished at Oak Ridge Cemetery. A lot of that was done by the private sector. Mike Lelys [executive director] and his team at Oak Ridge Cemetery deserve big kudos and hats-off. The Convention and Visitors Bureau stepping up, the city council stepping up, added to the partnership. This public-private partnership is what we at the state want to encourage even more. This was an opportunity and Springfield hit it out of the park. Everybody worked together to make it happen.

SBJ: Are there parts of it that could have been done better?

Jobe: Working with the railroad should have been the first thing to be done. The train could not travel all along the railroad. I've worked locally on some projects with the railroad – Canadian National in my case – it takes time and it takes a lot of persistence and willingness to have patience. All the partners that shared the railroad should've been worked with early on.

Aequitas is pleased to announce the addition of the Honorable Leo Zappa to its roster of neutrals.

Judge Zappa, along with our other prominent neutrals, is now available to assist parties with mediations, arbitrations, and other alternative dispute resolution needs.

Judge Zappa served as a Circuit Judge for Sangamon County for 21 years. He is experienced in the areas of administrative law, professional liability, environmental law, business litigation, real property, personal injury, contracts, and employment law.

Headquartered in St. Louis, Aequitas has spacious conference rooms available at its Springfield, IL office along with several other locations across the Midwest.



aequitas.
alternative dispute resolution

314.754.7900
AEQUITASADR.COM



Justin Blandford: "It's important to remain positive and to communicate."

Blandford: When we're looking at events this size, a hallmark of any community that does it well is safety. That's something that we want to continue to look for ways to improve upon. Now this was a very safe event but nonetheless, the temperature did touch into the mid-80s and there was the need for emergency responders at Oak Ridge. Whatever we're planning, we want to ensure that the guests who are coming are going to have a safe experience.

SBJ: Any other "do-overs"?

Van Bergen: The biggest disappointment I heard was the train, that it was too crowded down at the train station and difficult to get around. That was probably

one of the most sought-after experiences, to see the train.

What's coming up?

SBJ: Looking forward, what projects are you working on now?

Gemberling: At the Convention and Visitors Bureau last fall we launched our "Always Legendary" brand. Part of that was bringing our tourism product, our leisure product and our convention products together so that we have one consistent message. We've expanded our media buys and our media outreach significantly this year. Instead of just summer media campaigns we are now doing summer, fall

and spring campaigns. We are getting ready to do some commercials right now in the Chicago area. That is the first time in my history at the bureau that we've done any TV advertising, so we're trying to improve on that. Our main feeder cities are Chicago and St. Louis. We want to be top-of-mind in those communities for a weekend or a three- or four-night getaway.

Jobe: We just launched our brand new "Find Something More" ad campaign. For the first time ever in the history of the Illinois Office of Tourism, we are doing national cable television buys. We typically advertise in the feeder markets within the Midwest. With our "Find Something More" campaign we're now changing a bit to talk about the emotional feel of travel. Our Springfield spot highlights a grandfather and his grandson taking a train ride on Amtrak down to Springfield to visit the historic sites.

Blandford: We're looking at ways the "History Comes Alive" brand can be sustained for the future. That's something that we've partnered with the Illinois Office of Tourism on for many years. We're now looking at the capacity that past investments have helped us build. We're excited about the chance to be able to sustain that program among our local sites and our partners and the private sector businesses that want to see those things continue in their community.

SBJ: Can you say more about what "History Comes Alive" is?

Blandford: Through our cooperation with the Springfield Convention and Visitors Bureau, "History Comes Alive" is our Springfield living history and arts brand. These tend to be focused in a 10-week period during the summer, but we've been successful at bringing them back during the holiday season. In the future we might

try to find ways to attract families during the spring break periods by putting out a concentration of living history performances or musical performances. Last year was the first year we had all of the sites working together on that. So we're excited about this summer, when we hone in and find out what we can make happen with the existing resources and continue to do a great job. The early planning meetings we had were extremely positive. It's important in a tourist city to reach capacity to sustain events. That shows a capacity that we did not have five years ago.

SBJ: You mentioned partnering with the private sector. We have two private sector people here. Are there any things you'd like to see happen to bring people into the market?

Conn: "History Comes Alive" is great, I can't speak enough about it. To use the Lincoln Funeral weekend as an example, the feel of having everybody dressed up in the Lincoln Home area on Sunday morning was solemn. You could hear a pin drop. If we could create that kind of experience, that's going to ripple throughout the country and people are going to know, Springfield, Illinois, it's home of Lincoln. It's an experience in itself, it's educational, it's take the family, let's get away, let's do a weekend getaway or let's do a living, learning experience for our kids. Let's just continue to enhance that experience.

Van Bergen: The coalitions that we experienced recently, they were great and showed what you can do when you work together. There's a number of these opportunities coming up. The University of Illinois is coming here this November for basketball, requiring a lot of people to work together to make that happen. There

Mechanical Contractors Association of Central Illinois

Commercial & residential contractors specializing in heating, plumbing, air conditioning and refrigeration
For information call 217-698-1384 or visit our website at www.mca-cil.com

MCAA
an affiliate

THIS MONTH'S FEATURED CONTRACTORS

BRENNAN
SHEET METAL & MECHANICAL CONTRACTORS
RESIDENTIAL COMMERCIAL INDUSTRIAL
Chris Cisne • 217-245-7181

E.L. Pruitt Co.
Mechanical Contractors
Courtney Cosby • 217-747-5640

OTHER MEMBERS INCLUDE:

F.J. Murphy & Son • Chad Fricke • 217-528-4081
Aire-Serv Heating & Air Conditioning • Chris Williams • 217-243-6531
Airmasters • Robert Mathews • 217-522-9793
Doyle Plumbing & Heating • Tom Doyle • 217-243-1013
King-Lar Company • Matt Niesman • 217-429-2323
Mike Williams Plumbing & Heating • Lewis Williams • 217-753-4545
Burdick Plumbing & Heating • Doug Burdick • 217-429-2385
Petersburg Plumbing & Excavating • Jody Alderman • 217-321-0036
Henson Robinson • Steve Etheridge • 217-544-8451

HEART

IT Networking
Communications
Security
Life Safety
Infrastructure

Sheila Feipel
Springfield Branch Manager
217.816.4184
www.heart.net



Gina Gemberling: "The millennial market wants those individual experiences."

PHOTOS BY PATRICK YEAGLE

are other major sporting events that we can work together to get. Working together, all things are possible.

Conn: We should not overlook continuing to nurture those relationships. Once the event's over let's not just forget about it, let's continue to nurture the relationship with those groups and coalitions.

State cutbacks mean volunteer opportunities

Jobe: Justin and I have talked about this quite a bit – how do we continue this "History Comes Alive" in terms of volunteer effort? Sometimes the funding may not be there at the levels it has been there in the past, and so we have to think more

strategically, more creatively. Look at the number of volunteers who gave their time and dedicated their weekend. What's the next step? We probably can look at some volunteer opportunities. How do we keep that momentum going? I don't know if the Funeral Coalition has ideas of the next step or what kind of legacy they want to leave behind, but what a great opportunity.

Blandford: One group that is a sort of a segment of the funeral planning group is called "Company's Coming Again." That is a restart of the effort from the opening of the museum 10 years ago – a completely volunteer-guided effort both to help clean up the downtown and to prepare volunteers to answer questions and

provide that hospitality that's going to set us apart from maybe another experience in a different town. When that was re-formed, the U of I games were specifically part of the discussion. It was very clear that there was another opportunity where there would be a heavy concentration downtown of people who would come out of that convention center and not know where to go. That's a group that's already gearing up for those visitors.

SBJ: Would you clarify the funding situation for "History Comes Alive"?

Blandford: The Looking for Lincoln Heritage Coalition is working with the tourism office and pulling together some funds. Springfield's iconic living history person is Abraham Lincoln. So that's what we're focusing on in step one. I've reached out to the Old Capitol Chorale, which is a group of about 20 volunteer musicians who sing. These folks practice about 30 weeks a year, every Tuesday night at the Old State Capitol. How can we engage them to provide a weeknight experience, after 5 p.m. in one of our historic sites? Another great example that we've already talked about is the 114th Volunteer Regiment volunteers. They've been doing a program out at Lincoln's tomb for a very long time and when "History Comes Alive" was created we were quick to say, 'You've already been doing this but it's now a part of the Living History brand,' so that Tuesday night event is going to continue to happen because of the strength of those volunteers. We have an ice cream business

that stepped forward and said, 'If you do an activity, we'll give you a better rate on ice cream so that a family of five can each have ice cream for a \$10 bill. Those are the kind of partnerships and relationships that we want to keep attracting. I'd be remiss if I didn't mention Memorial Medical Center – they stepped in five years ago and made a matching grant for the last five years so that the Civil War Medical Encampment could take place in our community, and what a wonderful contribution for them to make.

SBJ: The U of I basketball games at Prairie Capital Convention Center will be huge, and not specifically Lincoln-centered. This provides an interesting opportunity to get people in town, get them interested in Springfield and what we have to offer. The question was raised: What do they do once they walk out of the convention center?

Gemberling: We've been having those



Bob Van Bergen: "Working together, all things are possible."



Illini Bank® would like to welcome

Brent Hustedde

Assistant Vice President –
Ag Lender

Brent Hustedde has joined Illini Bank as Assistant Vice President – Ag Lender. Brent brings with him many years of agricultural experience in the Central Illinois market.

Visit Brent at our West Iles location or give him a call at (217) 891-4070.

Illini Bank®
www.illinibank.com

Member FDIC 

conversations with the convention center since the day they announced. We have a Friday and Sunday event, what can we do to get them here on Saturday? We started last fall, we ran some radio spots on the Big Ten network, again trying to get the season ticket holders and others in our feeder cities to think, 'When the games are in Springfield, we can stay those two nights and spend a whole day in Springfield.' We talked about working with DSI on creating some other opportunities and activities for that Saturday.

New governor and mayor

SBJ: Let's switch gears. We are at the front end of two new administrations, on the state and the local level. There is going to be restructuring going on as well as budget issues. What kind of effects are we looking at so far?

Jobe: From the state's perspective, we're looking more strategically in terms of our partnerships. We just announced new numbers last week. Last year was the fourth consecutive year for domestic visitor growth in the state, the third consecutive year of increases of hotel-motel tax revenues to the state, and just last year we moved from sixth to fifth in the country in terms of domestic spending, beating out Nevada. And we have no shoreline – think about that. It shows the diversity of the state, whether you're enjoying the big city of Chicago and the museum campus and everything that's happening in the Loop right now, to the great neighborhoods in the Chicago area, or historic sites in Springfield or Route 66 or the scenic beauty of Shawnee National Forest and the Great River Road – we have so many great things to see and do.

Those numbers are great, but we are

looking at difficult times in the state. Tourism continues to create jobs, over 300,000 direct and indirect jobs were created by tourism the past year. The governor understands this. He has said he will judge the economic development turnaround of the state by tourism. We're making difficult choices. We're looking at streamlining efforts, trying to work with our 42 convention and visitors bureaus around the state to see what needs they have, that have or have not been met over the years. I think fiscal year 2016 will be a good year for us. We'll think leaner and meaner. Our core responsibilities at the state are to promote and advertise the state of Illinois to domestic and international visitors. Over the years we've strayed away from that in some areas and that's hurt our partnerships.

SBJ: Any other thoughts about things under Gov. Rauner?

Jobe: When Gov. Rauner was in the private sector, for three years he chaired "Choose Chicago," which is their convention and visitors bureau. He was the one who transformed "Choose Chicago" into the engine it is today. Look at the successes over the past three years – just in this past 10 days the NFL draft was held in Chicago for the first time it's been outside of New York in 51 years; the James Beard Awards – which is the Oscars of the food and beverage industry – the first time ever outside of New York City and we have it for the next two years; and then the Microsoft conference. He [Rauner] helped guide that transition so he clearly understands the economic impact that tourism brings to our state.

SBJ: We're also looking at a new mayor. Any obvious changes on the horizon from Mayor Langfelder?

Jobe: Well, let me put my other hat on as



Cory Jobe: "We're talking about the emotional feel of travel."

an alderman [general laughter]. If you want to ask about finances, I'll put my comptroller hat on too! As an alderman, I think it's refreshing. Mayor Langfelder has already reached out to me more than a handful of times, and we were just sworn in on Thursday. He text-messages me all the time. I think you'll see that will be a refreshing approach, whether it's related to tourism efforts or greening and cleaning the downtown. We just announced the new streetscape project around the Lincoln Home area which I think will stimulate additional growth and activity. He has this can-do attitude. I'm kind of caught off-guard by it a bit, because my first term in office, that wasn't the attitude from the administration. But it's refreshing that he's reaching out. I think so far, so good, but we're not even past the first week. Ask me in a year [general laughter].

Conn: I'll second that. Jim does have

an open mind, a can-do attitude, he's approachable and he just re-appointed Gina [congratulatory applause from group].

Gemberling: My conversations thus far have shown he knows the importance of tourism. His first official act after the inauguration was to stop by our "Legends in Tourism" awards and did a quick welcome. We think that's a good sign.

Jobe: I think he understands. City hall operates heavily off sales tax, received revenue, so what better industry to support than tourism? The more conventions and meetings and sporting events that Gina can book and attract, that means more heads in beds, which generates our hotel-motel tax receipts, and butts in seats, that generate our sales tax receipts. Sales tax is critically important but so is our hotel-motel tax, to continue to fund operation of the visitors bureau and expand our marketing

You're invited to

CAMPUS VISIT DAY

FOR PROSPECTIVE STUDENTS AND FAMILIES



Lincoln Land Community College

SPRINGFIELD CAMPUS

Tuesday, June 16, 2015, 5-7:30 p.m.

Separate presentations for:

- High school students/recent high school graduates/parents
- Adults interested in starting or finishing a degree

Register at www.llcc.edu or call 786.2577.

Learn about transfer and career programs offered at LLCC, paying for college and getting started with the registration process. Apply for admission, research careers, tour campus, visit exhibits and enjoy refreshments prepared by LLCC culinary arts students. Assistance with the Free Application for Federal Student Aid (FAFSA) will also be offered.



We solve problems.

Financial guidance and solutions you need to enhance productivity, manage cash flow and achieve success



MARINE BANK

726.0660 • ibankmarine.com

MEMBER FDIC



Karen Conn: "Let's do a living, learning experience for our kids."

PHOTO BY PATRICK YEAGLE

opportunities. We need to keep pushing an emphasis on tourism and how we can expand our efforts. He gets all that.

SBJ: When it comes to attracting tourists, we have the historic elements all in place. Are there attempts to court younger people to come visit Springfield, or perhaps make Springfield more like Champaign, with its robust cultural climate?

Gemberling: The millennial market wants those individual experiences. Yes, they'd be happy to see the Lincoln sites, but what really sets you apart as a community? And it's also how you market to them. We're more into the digital world, of course, just like everyone else.

Jobe: At the Illinois Office of Tourism, we partner with organizations like Atlas Obscura – we're the first state to partner with them in terms of packages and unique trip ideas and tours. They focus on the uniqueness, of the mysterious things of travel in certain areas of the state. We're going to launch a couple of new opportunities that'll be focused on millennial travelers later this summer. We're going to put a stronger emphasis on "made-in" type products in the state, with the craft distilleries and the microbreweries and the great culinary scene. Millennials love that. Friday night when they come home from work they're hitting the road, and money's no object. They're quick planning, last minute, spur of the moment. That's why you've got to be so heavily reliant on digital.

SBJ: We did a little bit of crowdsourcing via Facebook to ask the online community what kinds of things they might look for in a visit to Springfield. There were suggestions of things like bike

rental stations, more nightlife options, interactive technology, larger music events. How can we best serve the desire on the part of millennials for these kinds of festivals and events?

Jobe: When I hear someone in Springfield say there's nothing to do here, I quickly tell them here's what's going on here! You could be busy every weekend, or every evening, practically. Special events, a vibrant downtown, are great, not only for our citizens but they send a great message for the visitors too. Tourism really does drive the quality of life things. Tourism should be involved in how our parks look, how our downtown looks and the various special events. They all have an economic impact and benefit tourism. We've had some unfortunate missteps over the years with music festivals or things like that, which might send a message that Springfield doesn't care about these sorts of things. To the contrary, we do care about those events. The music and downtown festivals are important.

Conn: I don't think that the city's against music festivals but you have to look at everybody's perspective. Business owners get a little upset, residents get a little upset when there is loud music, the street's closed and my customers can't get to me. You have to take into account everybody's perspective.

Importance of communication

Blandford: Another thing that's really important is to remain positive and to communicate. We've recently had a lot of good dialogue between tourism offices and state offices on fast-moving opportunities

that if we don't act upon we're going to miss. It just serves us all best in the long run when we can make sure that we're communicating and remaining as positive as possible throughout the discussion. That's going to put Springfield in the best light and that's going to help us reach our potential. We recently worked with several state leaders to host the first ever Cinco de Mayo at the Old State Capitol. Hundreds of people traveled to Springfield to be a part of that and had we not remained positive, had we not found the potential in that event and had we not worked with the Hispanic Caucus that would have been an opportunity lost. But we kept the dialogue going, we found a can-do attitude and we made sure that a very important event continued to happen in our community.

I think it sometimes can be easy to look at the half-empty glass a little too early. We've got to make sure that we're the ones who continue to keep pouring the water in and insisting that, no, it's indeed half-full.

Conn: Yes, for the whole tourism industry we need to continue to be positive and to nurture our partnerships and to communicate, because when we have a bad event or we have something that we've planned that's not successful, it's usually due to a lack of communication. I've advocated for years that we should have an advisory board made up of Historic Sites, Convention and Visitors Bureau, Illinois Tourism, industry partners, as well as the city – so we can just get together and talk.

Jobe: That's a great idea.

SBJ: I'd be interested in the hotel perspective. Are events a good driver for hotel rooms? Are some better than others?

Van Bergen: Some are better than others. I'm all for events. The little disruption that they cause in trying to reach us or get out of the parking garage, I usually never complain about that because the overwhelming benefit of the events supersedes my personal needs for that particular day.

SBJ: What's the best kind of driver for your business?

Van Bergen: The best kind of event is a multi-day event, like the State Fair. Conventions are great. The U of I basketball games will be very good for me.

Convention-al thinking

Jobe: Something the state's missing out on and something that Springfield would benefit from, is a greater emphasis on attracting meetings, conventions and sporting events that have left the state and bringing them back. It's something that the Rauner administration wants to put a bigger emphasis on. When we know those convention attendees, those moms and dads or grandmas and grandpas attending little Johnny's sporting event for a weekend, drive major return on investment. They spend for multiple hotel nights, multiple restaurants, shopping, dining. It's something

that a Springfield, Peoria, Rockford, can all benefit from.

Gemberling: We are fortunate in Springfield because we have both products, and when you look at most other cities, even second-tier cities, we still have more visitor leisure products than most of those cities that are much larger than us around the Midwest. We are very fortunate that we have both leisure and conventions. Now we need to look strategically at how we can use one to help the other. How can we reach out to our convention attendees to further market to them so they come back on the leisure side? Or it may be reaching leisure travelers to understand just what Springfield has so maybe they'll consider bringing a meeting or sporting event or something else to Springfield.

SBJ: What kind of statistics do you have about how this year's going for tourists visiting Springfield?

Gemberling: We receive the Hotel Occupancy, the Star [Smith Travel Research Global] report. As far as occupancy, we are pretty much holding our own, give or take maybe less than a point. Three years ago, in 2013, we all of a sudden saw a huge spike in our local occupancy, we spiked 4 percent. Over the past 30 years, Springfield has never spiked that 4 percent before. Unfortunately we've been unable to specifically pinpoint where that 4 percent came from three years ago. But we have been able to maintain that the last two years so we're happy with that. We usually don't see the large spikes and increases like some of the other communities. Right now, Chicago's seeing a huge increase. But we are maintaining.

Van Bergen: For the hotel, I measure myself against my prime competitors through the same report that she has for the whole city. For my prime competitors, of which I identify five, business is very stagnant. It's not growing for those five. It's growing for me, but at the expense of others. I think there's a lot of positives in the future, with what the Crowne Plaza and the Holiday Inn Express and the Hilton are doing with their renovations, and we [President Abraham Lincoln Hotel] are going to continue to keep up. So the whole community is rising to create a better experience for everybody that comes to Springfield and that's always good.

The other thing I want to say about tourism is I think you have to get your local community to embrace tourism. They can be your biggest ally, the 100,000 people who live here, to build more tourism because they all have relatives who want to come visit, they all have high school reunions, they all have organizations they belong to that can come to Springfield and they are the ones that the people interact with that come here. If they put forth a positive tone it's all going to be great for us. □

PANELISTS 2015

**Justin Blandford**

Illinois Historic
Preservation Agency
1 Old State Capitol Plaza
Springfield, IL 62701
217-782-4836

Justin.Blandford@illinois.gov

**Karen Conn**

Conn's Hospitality Group
835 S. 2nd Street
Springfield, IL 62704
217-523-4466

info@connshospitalitygroup.com

**Gina Gemberling**

Springfield Convention
and Visitors Bureau
109 N 7th St
Springfield, IL 62701
217-789-2362

Gina.Gemberling@springfield.il.us

**Cory Jobe**

Illinois Office of Tourism
500 E. Monroe
Springfield, IL 62701
217-785-6276

Cory.Job@illinois.gov

**Bob Van Bergen**

President Abraham
Lincoln Hotel
701 E Adams St
Springfield, IL 62701
217-544-8800

Robert.VanBergen@Hilton.com



At Skinner Copper & Ehmen we understand the importance of a strong medical community in Springfield. We are proud to sponsor healthcare news and information every month.

3000 Professional Dr., Suite 201 • Springfield • (217) 753-4020 • www.scewealth.com

Securities offered through Porsche Kaplan Sterling Investments. Member FINRA/SIPC * Headquartered at 18 Corporate Woods Blvd., Albany, NY 12211
Investments through PKS or RIA are NOT FDIC INSURED, NOT BANK GUARANTEED, MAY LOSE VALUE INCLUDING LOSS OF PRINCIPAL. NOT INSURED BY ANY STATE OR FEDERAL AGENCY

MCLI: New horizons in medical education

By Colin Patrick Brady

Memorial Medical Center for Learning and Innovation had its grand opening on May 17, 2015. According to Aimee Allbritton, vice president of Organizational Development and chief learning officer for Memorial Health System, “persons from SIU School of Medicine, Memorial Medical Center, and anyone in the community seeking additional educational opportunities will benefit from this new center.” The four-story facility will stand on 72,000 square feet of property and will serve as an “educational space for a healthcare workforce,” Allbritton stated ahead of the grand opening on May 17.

Each of the four levels of the MCLI offers a unique and varied educational experience. The first floor will feature a 400-person auditorium with a café on site. “The auditorium will host national conferences and speakers; it has already hosted a visiting professor from Mayo Clinic, as well as the Illinois Cancer Partnership.”

The second floor houses classrooms suited for up to 160 persons at a time. Also present are collaborative and gathering workspaces incorporating over \$5 million of technology. “What was once only available in Chicago is now accessible to

those who will have to travel no further than Springfield,” Allbritton states.

Floor 3 of the MCLI is home to all simulations available to physicians, nurses, students and others. Provided here is what Allbritton terms a “physically and psychologically safe place to practice medical skills on mannequins and simulated systems.” Such simulated environments are designed to be true to those a medical professional would encounter in the real world, including a full residence complete with animatronic dog (responders often encounter pets when servicing patients) as well as a stand-alone simulated patient bedroom. There is also an actual ambulance rigged on hydraulic lifts that simulates maneuvers around corners, over potholes and other perils to help the student develop IV skills across many different scenarios and challenges. In addition, floor three features a trauma room and a patient care room, as well as intensive care lab, operating room, and a labor simulator that gives simulated birth, with traditional and cesarean section settings.

Aside from medical simulations, Allbritton speaks of an office space that

can be used to host mock interviews for medical professionals or provide a space to dispense behavior-modification advice to an employee. Other environments include a nursing station, and emergency treatment room, a mock waiting room, and even a faux-restaurant in which to simulate a cardiac arrest event in a patient (it was not mentioned whether the faux-menu contains a preponderance of high-fat food items, adding to realism).

Lastly, the fourth floor finds standardized participant rooms, a medical library and continuing medical education office. Here, Allbritton says, students and caregivers have encounters with persons and scenarios equivalent to real world environments. On the top floor, one finds the wet and dry labs. Wet labs are home to cadavers, tissue samples, and physical models, while in the dry lab, virtual colonoscopies and bronchoscopies are typical offerings. Six Sigma workshops for management through change are found on the fourth floor as well.

The open house took place on May 17, 2015, with speakers including Allbritton, Springfield Mayor Jim Langfelder and



Aimee Allbritton

PHOTO BY MARANDA POTTER

Illinois Governor Bruce Rauner. The MCLI has a full docket of activities planned for the future: according to Allbritton there are over 1,700 events scheduled to take place there between now and September. □

Colin Patrick Brady can be reached at colinpatrickbrady@hotmail.com

YOU ARE WORTH IT

Prevent Heart Attack and Stroke with Optimal Treatment

- Have you or a sibling/parent had a heart attack or stroke?
- Are you are a Type 2 diabetic?
- Is your waist size over 40 inches for men/ 35 inches for women?
- Is your cholesterol high or on medication to lower it?
- Do you smoke or rarely exercise?
- Are you concerned about heart attack or stroke for you or a loved one?

If any of these apply to you, call 217-321-1987 to:

- Schedule your 10 minute ultrasound scan
- Attend my monthly seminar discussing optimal treatment strategies to prevent Heart Attack and Stroke
- Visit my website:
<http://craigbacksmid.com/saving-lives-from-vascular-disease/>

Membership in my Personal Medicine practice is not required for Heart Attack & Stroke Prevention care.

Most (if not all) services covered by Medicare or insurance.

Craig A. Backs, MD
Personal Medicine
217-321-1987

PERSONAL MEDICINE
Heart Attack Stroke Prevention

RESTORE YOUR PHOTOS!

BEFORE

AFTER

Color Correction · Appearance Improvement · Copies

BRING IN THIS AD AND RECEIVE 50% OFF YOUR FIRST RESTORATION

Offer Expires July 31, 2015

TERRY FARMER PHOTOGRAPHY
4133 Old Jacksonville Road, Springfield
698-6000 · terryfarmer.com

Bringing home the bacon for life

By Brittany Limper

Bacon is the only food that can be served for breakfast, lunch, dinner and dessert. On the surface, a bacon-themed restaurant seems to be a great idea. But would this great idea translate into a successful business?

Evelyn Ivy, author of *Lifestyle Entrepreneurship: A CPA's Perspective*, takes potential business owners' dreams – such as opening a bacon-themed restaurant – and provides them with a realistic and pragmatic strategy for not only starting and maintaining a business but also approaching the other details of business ownership, like finances.

Although this book is written by Ivy, a CPA and Springfield resident, she doesn't overwhelm readers with numbers and accounting terminology. To begin, she simply asks this question: "Do you think that living the life you really want is just a dream?" To me, the question Ivy asked seems impossible – and in the beginning she thought her dream of living a life she wanted was impossible, too.

Ivy answers her own question, along with all the people out there who have asked themselves, "Can I successfully operate my own business?"

According to Ivy, yes, anyone can operate a successful business, and she goes a step further by saying people can operate their own business while simultaneously enjoying their own freedom and luxuries. She calls this

type of business a "lifestyle business," which means the business allows you the luxury to enjoy the people and things you like best. Whatever the reason you decide to go into a lifestyle business, it's about making sure your business is different from the others; more importantly, "it's about becoming the person you have been created to be," Ivy said.

With the multitude of businesses out there, it can be hard to create your own lifestyle business focused on your "God-given talent," as Ivy calls it. A way to focus and build your lifestyle business is to just think. Things to consider are your personal beliefs and value system, your family and your likes and dislikes. She also said creating your own lifestyle business takes time, another important skill for lifestyle entrepreneurs.

"In today's microwave society, using time to grow is seen as a bad thing. On the contrary, I think it is a beautiful thing. If we are always in a hurry, we miss a lot of important life lessons along the way," Ivy said.

The value of time isn't only important

for the growth of your business, but it is also important for the longevity of your business. To build a business and maintain it for years to come, Ivy suggests having a strong financial system in place from the start.

A strong system means being better prepared for unexpected events which can drastically affect your business. If started and run correctly, a financial system can allow you to walk away from your business later in life while still earning enough to live your desired lifestyle. If you decide not to implement a financial system, Ivy says, eventually your business will crumble – maybe not overnight, but it will eventually run itself out of business due to bad choices.

To create a successful financial system, Ivy suggests following the steps listed below.

- A. Mapping System – Create your business purpose, a basic strategy.
- B. Budget – Define your revenue generation system and cost structure, along with cash management issues.
- C. Invest in an accounting information

system – Make regular financial reports (know basic accounting principles and financial systems) and compare financial statements to budgets.

- D. Optimization – Create and provide internal business processes and procedures (day-to-day systems of how your business is run) and develop clear metrics to oversee goals, which ultimately allow you to walk away from the business and still earn money.

The remaining chapters of the book are dedicated to a more detailed explanation of the "ABCDs," and while at times, the terminology and numbers can be tricky, Ivy clearly defines unfamiliar terms and numbers through definitions and examples.

What I liked most about this book is that it's an accounting-driven book without being an Accounting 101 book. Much of it is focused on building your business' financial system, but Ivy presents the information for anyone, whether he or she is a CPA or not.

For right now, this book doesn't apply to my life, but when the day comes for me to open my bacon-themed restaurant, I'll know which book to pick up. □



Brittany Limper is a freelance writer in Springfield.



Lifestyle Entrepreneurship: A CPA's Perspective


Evelyn Ivy, softcover, \$15.99

WUIS 91.9.org

MY SOURCE  

MORNING EDITION
ON POINT
THE TAKEAWAY
ILLINOIS EDITION
HERE & NOW
FRESH AIR
ALL THINGS CONSIDERED
MARKETPLACE
Q
TELL ME MORE
BBC

NEWS AROUND THE CLOCK



Springfield CWLP Named 2015 IMUA Member Municipality of the Year
The City of Springfield/City Water, Light & Power (CWLP) has been awarded the Illinois Municipal Utilities Association's (IMUA) 2015 Member Municipality of the Year Award. The award was presented to City of Springfield chief utility engineer Eric Hobbie on May 7 by IMUA President & CEO Kevin M. Gaden during the association's 2015 Annual Conference and Awards Banquet. The presentation took place at the Abraham Lincoln Hotel & Conference Center in Downtown Springfield.



IMUA President and CEO Kevin M. Gaden and Eric Hobbie.

Benedictine launches redesigned Master of Education in Reading and Literacy
Benedictine University's National Moser Center for Adult Learning has announced that it is launching an updated Master of Education in Reading and Literacy program for licensed teachers in central Illinois. "Teachers who complete this degree program will not only bring to the classroom a deep knowledge of literacy development and instructional strategies to support today's readers, but they will be well-equipped to lead and develop the skills of other teachers," said Cindy Sedam, Ph.D., director of education at Benedictine University at Springfield. The updated program combines classroom sessions with highly interactive online learning. Students can complete the degree in 15 instructional months and for \$10,000 – part of the National Moser Center's strategy to meet adult higher education needs with degree programs that are affordable and attainable.

Springfield attorney to serve second term on Board of Governors of Illinois State Bar Association
Incumbent Charles "Chuck" Y. Davis, a partner at Brown, Hay & Stephens, LLP in Springfield, won an uncontested election to serve a second term on the Board of Governors of the Illinois State Bar Association (ISBA). The 27-member board oversees the operations and activities of the statewide organization. First elected to the ISBA board in 2012, Davis has a diverse litigation and transactional practice, concentrating in commercial transactions and litigation, general civil litigation, energy law, corporate law, real estate law, and employment law. He serves on his firm's Management Committee. He is a member of the ISBA Energy, Utilities, Telecommunications, and Transportation Section Council, and a member of the Sangamon County Bar Association. Active in his community, he has served on the boards of directors for the Ronald McDonald House, the Lincoln Land Community College Foundation, and Leadership Springfield. Davis was recognized in 2010 as one of Springfield's

"Forty Under 40" by the *Springfield Business Journal*, and Student Laureate by the Lincoln Academy of Illinois during his undergraduate studies.

North Mansion block development opportunity
The City of Springfield is seeking a qualified partner or partners to design and develop the North Mansion Block (The Block), bounded by Capitol, Fourth, Fifth, and Jackson Streets. The redevelopment opportunity is in the southern part of Springfield's central business district, adjacent to the Executive Mansion and located four blocks west of Lincoln's home and three blocks east of the State Capitol building. Numerous office buildings are a short walk away. This is a unique

opportunity to redevelop an entire city block, totaling 2.35 acres (102,400 square feet). The city envisions market rate and workforce housing, retail and hospitality developments with related amenities, such as urban landscaping and public use spaces. The web page and request for letters of interest and proposals went live in May. Letters of interest are due to the Office of Planning and Economic Development by June 11. OPED will respond, on the web page, to all questions submitted by July 10. <http://nmb.springfield.il.us/>

Strategies to make Illinois global hub for food by 2025
A new plan shows that Illinois and Chicago have the potential be a regional, national, and global hub for food and

agriculture innovation and addressing global and local food insecurity by 2025. The Food and Agriculture RoadMap for Illinois (FARM Illinois) outlines strategic recommendations that will set the national and international standard for how the food and agriculture system can improve health, contribute to the economy, create jobs, employ new technologies, preserve the environment, adapt to a changing climate, and help underserved communities. Lead funding for the initiative was provided by the Searle Funds at The Chicago Community Trust, in collaboration with the Illinois Farm Bureau and with additional financial support from organizations and businesses around the state. □

**IF THESE WALLS
COULD TALK,
THEY WOULD
RECOMMEND US.**

Tough commercial jobs are perfect for Halverson because of how we meet deadlines and save you money. The amount of proprietary equipment at our fingertips and structural steel work done in-house allows us to be flexible and responsive.

We proudly partner with union labor for general contracting, design-build, and construction management for some of the biggest names in the market.

Proven Performance.
Dedicated to Service.

#HalversonConstruction

620 N. 19TH STREET • SPRINGFIELD, IL 62702 • 217.753.0027 • HALVERSONCONSTRUCTION.COM

The Art & Science of Beautiful Smiles

- Porcelain Artistry
- Implant Dentistry
- Crowns & Bridgework
- Shade Modification
- Complete Denture Service
- Same Day Cerec Crowns
- Tooth Colored Fillings
- One Hour Zoom Whitening
- Night Guards & Sleep Appliances
- Six Month Smiles
- Clear Correct
- Free Dental Image Make Over

PRAIRIE
dental group

Tanya DeSanto, D.D.S.
Julie Nathanson, D.D.S.
Elizabeth Knoedler, D.M.D.

Member
**AMERICAN ACADEMY
OF COSMETIC DENTISTRY®**

217.546.0412 • 2900 Greenbriar Drive
www.prairedentalgroup.com

RESTAURANT REVIEW



Del Rio Super Tacos is located at 219 South Fifth Street.

FULL DISCLOSURE
*Wednesday Mornings at 8:10
on 970 WMAY*

Hosted by Jim Leach & Andy Shaw

An honest look at the accountability
of Illinois government.

BGA
Shining a Light on Government

**NEWS TALK 970
WMAY**
DEPEND ON US

Better Government

Better Radio

Del Rio Super Tacos

By Thomas C. Pavlik, Jr.

I had noticed Del Rio Super Tacos, which opened a few months back, during my travels downtown over the last several months. But it wasn't until a client posed the question "Just what the heck is a Super Taco?" that I was intrigued enough to find out. I'm glad I did.

Del Rio is located on South Fifth Street just south of the square in the former Emilio's/Coney Island space.

My guests and I visited on a Friday around 11:15 a.m. We were the first diners and were pleasantly greeted. The staff patiently answered our questions and walked us through the menu and the different options. As the lunch hour progressed, an increasing

stream of customers came through Del Rio's doors, including several large groups.

Diners order at the counter located at the front of Del Rios. The beverage fountains and all the other necessities (more on that later) are located at the back. Seating is primarily at booths, with a few booth/table combos. The booths aren't all that large, so we could imagine competition for the booth-table combos could be severe. There seemed to be plenty of space for everyone.

Ambiance is a bit thin and there didn't seem to be much natural light. But that's not what you're paying for at Del Rio. You're there for the food.

And on that topic, Del Rio's menu is





PHOTOS BY MARANDA POTTERF

uncomplicated. There is a variety of nachos (\$6.00 for cheese to \$9.00 for Supreme with beef or chicken) as well as tacos, chimichangas, burritos and other delicacies. Prices range from \$6.00 to \$9.00. Guacamole can be had for \$5.00. In a strange twist, a basket of chips is \$1.50. Drinks are \$2.00.

In our collective opinion, Del Rio's offerings were rounded out by the highlight of the day – the salsa bar. Del Rio sets out a smorgasbord of south-of-the-border surprises. The best of the offerings was an obviously homemade pico de gallo. It was perfectly balanced with just the right proportions of onion, tomato and cilantro. I could have happily dined on a big bowl of this and some chips. There was also a mild salsa, a hot salsa, a green salsa, sour cream and jalapeños. All in all, it made paying for a basket of chips a little less annoying.

As our main entrées, we selected the Three Amigos (three soft tacos on corn tortillas with cheese, choice of steak, chicken or ground beef - \$8.00), the three hard tacos (ground beef or chicken, with cheese - \$6.00) and the Super Taco (one large soft taco on a flour tortilla, choice of steak, chicken, or ground beef, with cheese and the usual sides - \$8.00).

So the question at hand as we started in on our meals was: "Are these really super

tacos?" And, in the main, the answer was yes, with the salsa bar doing its part in elevating the food to "super" status. That being said, the tortillas were fresh (or at least as fresh as we can get in Springfield – there's nothing like a truly freshly made tortilla) and the ingredients were all high quality with plenty of flavor. In short, there was nothing not to like here.

Service was as uncomplicated as the menu – it was fast and efficient. Our food appeared at the table before we could even sit down and was piping hot. Two complaints: (1) Don't tell diners an option is for the less hungry when it could have easily fed two and (2) Get rid of the wax paper on top of the plates – it gets soggy and starts to blend in with the food. However, such First World Problems didn't keep Del Rio from revealing itself as a bright spot in Springfield's downtown dining scene for those who want good food in an uncomplicated setting.

Del Rio Super Taco may not be the place to take a prospective client, but for a fast business lunch with colleagues or acquaintances, it's a nice additional downtown option. I wish them luck and hope they do well. □

Thomas C. Pavlik, Jr. can be reached at tpavlik@delanolaw.com

Address: 219 South Fifth Street, Springfield, IL
Phone: 217-523-1173
Hours: Monday – Friday, 10:00 am to 7:00 pm,
Saturday, 10:00 am to 7:00 pm, Closed Sunday
Wheelchair Access: Yes
Credit Cards: Yes

Atmosphere: ★★★
Service: ★★★★★
Food: ★★★★★
Price: ★★★★★
Suitability for Business Lunch: ★★★1/2
OVERALL: 4

12 MONTHS
Springfield
business journal
ONLY \$35
Print Copy • Digital Edition
Book of Lists
SUBSCRIBE ONLINE AT:
springfieldbusinessjournal.com

MAYFLOWER.
217-546-1711 • 1-800-225-3597
Underfanger Moving & Storage
Tom & Karen Paisley,
Owner/Operators
Professionals you can
trust in moving
ICC No. MC-2934 ILL CC 2934-MC

With rates this **low**
how can you afford
not to **switch?**
TIME HASN'T RUN OUT
to start thinking about refinancing
with Athens State Bank.
ATHENS STATE BANK
www.athensstatebank.com
LOCATIONS:
ATHENS • 217-636-8214
SPRINGFIELD • 217-487-7766
PETERSBURG • 217-632-5500
NEW SALEM • 217-632-2100
LOAN PRODUCTION OFFICE:
RIVERTON • 217-629-7766
Member FDIC
NMLS Lender #602914

ANYTIME IS A GREAT TIME FOR
Bella Milano
www.BellaMilanos.com
LUNCHEONS
[10 LUNCH ITEMS FOR JUST \$10]
SPECIAL EVENTS [HOSTING A BRIDAL OR BABY SHOWER,
ANNIVERSARY OR GRADUATION PARTY?
CHOOSE THE TUSCAN ROOM AT BELLA]
THE FAMILY FEAST
[\$29.95 FEEDS A FAMILY OF FOUR]
VOTED FAVORITE ALL AROUND RESTAURANT!
BEST FINE DINING, BEST ITALIAN FOOD, BEST ROMANTIC DINING, BEST SALADS, BEST WEST SIDE DINING, FAVORITE MARTINIS
Bella Milano | 4525 W. Wabash, Yellowstone Center | 217.547.0011



Young people (including Brandon Carnes, with guitar) hanging out at Dumb Records in the Southtown neighborhood.

PHOTO BY GINNY LEE

Hello, young Springfield!

Hello? Young Springfield?

By Scott Faingold
Associate editor

In this issue's Corporate Review roundtable discussion on tourism (p.18), the subject of ways to attract younger people to visit Springfield was touched on briefly. It was suggested by our panelists that use of electronic media and framing area attractions through a more emotional, experience-oriented lens could be key ways to tap into this demographic.

While this is likely the case – after all, there's no content a good app can't improve – it seems that one key to attracting millennials would be if Springfield managed to be seen overall as a younger place. Unfortunately, the perception of our city remains one where many of our most promising young people can't seem to wait to move away to start their "real" lives. Even with UIS ostensibly positioning us as a college town, our local culture and nightlife – two things often important to the young, I understand – remain a far cry from that of, say, Champaign-Urbana, let alone our fellow state capitals / college towns of Austin, Texas, and Madison, Wisconsin, places where activities aimed at young adults tend to be the rule rather than the exception.

It's not as though the city doesn't try. While the pickings are still relatively slim compared to the above-mentioned

communities, national touring musicians, innovative art exhibitions and other evidence of a thriving culture are currently more plentiful than in years past. However, in spite of young faces in the audiences for jam-band concerts at Hometown Republic or art openings at DEMO project (the small, upstart gallery on the campus of the Springfield Art Association), such events are still viewed as anomalies for Springfield, not the status quo.

One exception is the fiercely independent community of small business owners, musicians and skateboarders who have gathered around the once-blighted corner of South Grand Ave. and 11th Street – the neighborhood known as Southtown – which over the past few years has evolved into the home of a record store (Dumb Records) a working recording studio (Southtown Studio) and a skate shop (Boof City), alongside a longer-standing skateboard ramp (Skank Skate) and all-ages concert venue (The Black Sheep Café).

This staunchly alternative-minded group of young people is a bright spot in a traditionally bleak local youth culture. These are young, talented, vital people who are choosing to live in Springfield long past the town's usual sell-by date as a home base. "If I hadn't started the studio, I wouldn't

still be in Springfield," said musician and Southtown Studio owner-operator Brandon Carnes (whose band, Looming, recently signed a contract with prestigious California punk rock record label No Sleep), and this attitude is echoed throughout the Southtown community. There is even a current crowdfunding campaign (online at <https://www.kickstarter.com/projects/projectsouthtown/project-southtown>) to raise money, in part to help make improvements to the run-down neighborhood.

A passionate, constructive, cultural community like the one that has developed in Southtown can only be a good sign for the city as a whole – especially as it is managing to make Springfield an attractive home for young adults who could easily set up elsewhere. However, it is only a start. This kind of "scene" is almost by definition insular, with self-selecting participants pursuing often highly specialized goals in rarefied, often purposefully ramshackle, environments.

So, *Business Journal* readers, you tell me: What can Springfield do to attract and keep young people who don't happen to be punk rockers or skateboard enthusiasts?

Send your ideas to scott@springfieldbusinessjournal.com. □

**Springfield
business journal**

Address:

P.O. Box 398, Springfield, IL 62705
1240 S. 6th, Springfield, IL 62703

Phone:

Telephone: 217-726-6600
Fax: 217-753-2281

Website:

www.springfieldbusinessjournal.com

Email:

info@springfieldbusinessjournal.com

Facebook:

www.facebook.com/sbjmonthly

Twitter:

www.twitter.com/sbjmonthly

Editor and Publisher

Fletcher Farrar
fletcher@springfieldbusinessjournal.com

Associate Publisher

Michelle Higginbotham
michelle@springfieldbusinessjournal.com

Associate Editor

Scott Faingold
scott@springfieldbusinessjournal.com

Contributors

Zach Baliva	David Kelm
Colin Patrick Brady	Brittany Limper
Roberta Codemo	Thomas C. Pavlik, Jr.
Gabe House	Maranda Potterf
Ginny Lee	Eric Woods

Production Designer

David Hine
ads@springfieldbusinessjournal.com

Editorial Designer

Diane Lyddon
ads@springfieldbusinessjournal.com

Business Manager

Brenda Matheis
brenda@springfieldbusinessjournal.com

Administrative Assistant

Irma Wallace
irma@springfieldbusinessjournal.com

Advertising

James Bengfort
james@springfieldbusinessjournal.com

Beth Parkes-Irwin
beth@springfieldbusinessjournal.com

Stacie Lewis
stacie@springfieldbusinessjournal.com

Teri Hill
teri@springfieldbusinessjournal.com

SPRINGFIELD BUSINESS JOURNAL is published monthly by Central Illinois Communications, P.O. Box 5256, Springfield IL 62705. The contents of SPRINGFIELD BUSINESS JOURNAL are copyrighted, and material contained herein may not be copied or reproduced in any manner without the permission of the publisher. Manuscripts, photographs, illustrations and letters to the editor are welcome, but SPRINGFIELD BUSINESS JOURNAL can take no responsibility for them while in transit or in the office of the publication. Letters may be edited. Information published in SPRINGFIELD BUSINESS JOURNAL is gathered from reliable sources, but the accuracy of this information cannot be guaranteed. Opinions expressed in SPRINGFIELD BUSINESS JOURNAL are those of their authors, and no information or opinions expressed in SPRINGFIELD BUSINESS JOURNAL represent an endorsement or solicitation for purchase or sale by SPRINGFIELD BUSINESS JOURNAL or its staff.

Right of access to public documents

By Thomas C. Pavlik, Jr.

I'd be willing to bet that most people have never considered the wealth of information, from the mundane to the scintillating, contained in court files throughout this country.

Want to know if your neighbor has been charged with driving under the influence? Want to know if your employer has been sued for sexual harassment or discrimination? Want to know how much the former Mrs. Jones is getting in her divorce? More often than not, the answers to these questions are contained in court files throughout Illinois. Depending on your circumstances, such information might empower or embarrass you. For just a hint at what information is available, you might want to spend a few minutes at www.thesmokinggun.com to check out the legal travails of the rich and famous.

The general rule in Illinois is that all court records required to be kept by law are open for inspection by the public. This rule is in harmony with the U.S. Supreme Court's admonition that the public interest is best served by increasing its knowledge about what happens in our judicial system. In other words, in keeping with our democratic principles and the First Amendment of the Constitution, the public has an interest in making sure that the judicial system is both effective and fair. Secrecy impedes that noble goal.

But this general rule is subject to an important exception: Courts may limit access to court files where disclosure might "become a vehicle for improper purposes." What does this mean?

Consider the case where one party is accused of breaching a confidentiality agreement by sharing trade secret

information with competitors. The accusing party has the burden of proof of showing that the information was actually disclosed. This would, obviously, be hard to do without describing the actual information at issue. Faced with the choice of further public disclosure of the treasured information or prosecuting a claim against the alleged blabbermouth, the aggrieved party would be smart to limit exposure by simply dropping the whole matter.

To accommodate these and other similar concerns, Illinois courts are permitted to restrict access to court files. This is called "sealing" the records, and it may be done only when it is "essential to preserve higher values and is narrowly tailored to serve that interest." Unfortunately, Illinois law provides little guidance on the specifics of applying those principles.

Should the man who wants to sue the manufacturer or installer of his toupee for providing a bad "rug" be allowed to proceed under a false name so as not to damage his reputation? Illinois case law would suggest not. Perhaps a harder case is where an individual is charged with sexually molesting a minor in a civil suit for damages. Should the alleged molester's identity be kept secret? Again, the answer appears to be no.

Some records involving minors are subject to specific exceptions to the general rule of full disclosure. In that context, adoption proceedings and actions where a minor has been sexually molested are obvious examples.

In short, there is no hard and fast rule as to what court records may be sealed. Much discretion is left to the court to decide each case on its own merits. Often, absent an objection from a third party, court records will be sealed when all parties agree that it is appropriate. However, when third parties raise objections to the sealing of records, such as news organizations, courts will examine the matter further to decide whether there is a compelling reason to override the public's right of access. The bottom line: With few exceptions, assume that anything introduced into the court's file will be available to your nosy neighbor.

The public's access to records also extends well beyond just court records to other state and federal documents. Perhaps you will recall that Hillary Clinton's emails from her tenure at the State Department were the subject of a FOIA (Freedom of Information Act) request?

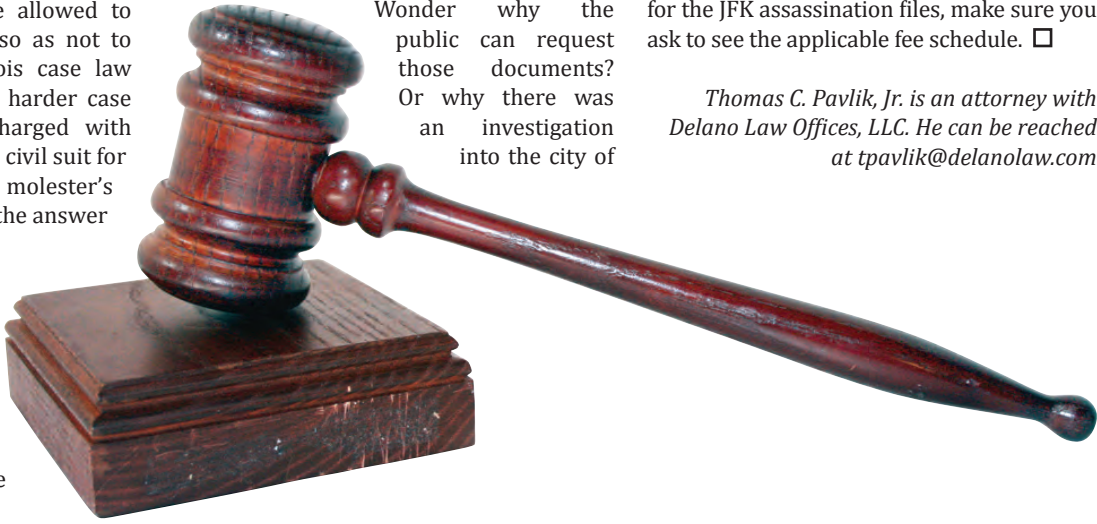
Wonder why the public can request those documents? Or why there was an investigation into the city of

Springfield's so-called "Shredgate"?

In Illinois, several statutes dictate that the workings of our state government be open to public inspection. Exceptions include certain personnel matters, matters related to pending litigation, discussions regarding certain business and finance issues, law enforcement matters, student/education and welfare recipient matters and records that may infringe on personal privacy.

The federal government has enacted similar laws that allow the public access to the documents our government creates. The exemptions are similar to those in Illinois. Fortunately, the law requires that the government indicate what information is being withheld and on what basis so that challenges may be lodged. And, don't forget that your natural curiosity won't come cheaply – there may be a charge to recover the direct costs of search, review and duplication, unless the costs are nominal. Before asking for the JFK assassination files, make sure you ask to see the applicable fee schedule. □

Thomas C. Pavlik, Jr. is an attorney with Delano Law Offices, LLC. He can be reached at tpavlik@delanolaw.com







DESIGNER LANDSCAPES
4110 MORRISONVILLE AVE • FARMERSVILLE
217.227.3256 • DESIGNER-LANDSCAPES.COM

residential & commercial cleaning

Steam Shine

The Expert Touch in Commercial Upholstery Cleaning



789-2589

Private room for corporate meetings. Beautiful ambiance, full bar included, excellent menu choices.



STEAK HOUSE • SUSHI BAR • THAI

Please call Tony at **726-8037** for details
Lunch from \$7.95

1665 Wabash Avenue (Two Restaurants, One Location)
www.osakaspringfield.com



“For 15 years, I have read the SBJ cover to cover as soon as it arrives. The SBJ provides me with valuable information regarding my clients and potential clients every month. It is a great tool for all of the business community, but especially business owners and their sales force. Thank you, Springfield Business Journal.”

Bob Barber
Authorized licensee of Sandler Training

Springfield **business journal**

Subscribe online at: www.springfieldbusinessjournal.com

12 Months of SBJ only \$35
Print Copy
Digital Edition
Book of Lists



TREMCO
ROOFING & BUILDING MAINTENANCE

Commercial Low Slope Roofing Products and services

Dan Janssen
217-306-5610 • djanssen@tremcoinc.com
www.tremcoroofing.com

Part of the RPM Building Solutions Group

Springfield's own
Mario's
Italian Restaurant & Pizzeria

Video Gaming!

- Daily Food & Drink Specials
- Lunch Buffet – Mon-Fri 11a-2p
- Large Group To-Go Menu • Carry-out
- Meeting Rooms Available for 30-50

TWO LOCATIONS:
South: 2841 Mansion Rd (Rt. 4) Piper Glen 483-6888
North: 3073 E. Clear Lake 523-2211
Open: M-F 11a-10p • Sat 4p-10p • Sun 4p-9p
www.eatatmarios.com



Park Farms
Traditional Farming Values

150 Years of Tradition
Bound by Values
Committed to Quality

Crop Sharing
Custom Farming
Cash Rent

Derek 217-971-4493
Darrell 217-801-3353
ParkFarm4@gmail.com



BENJAMIN F. EDWARDS & CO.
INVESTMENTS for GENERATIONS

David L. Brumme
Financial Consultant
Vice President - Investments

3400 Hedley Road
Springfield, IL 62711
Telephone 217-726-5862
Toll Free 877-303-9981

Member SIPC
david.brumme@benjaminfedwards.com

Prairie Wholesale Supply Co.

Quality Exterior Building Materials and Customer Service Since 1951!

INSIST YOUR CONTRACTOR BUY FROM A LOCALLY OWNED BUSINESS.

2605 South Grand Avenue East 217-528-9673

ROOFING • SIDING • DECKING • WINDOWS • DOORS



DIAMOND
RESIDENTIAL MORTGAGE CORPORATION

Tune in to the Illinois Mortgage Man Saturdays
8am on 970 AM WMAY

2040 W. Iles
Springfield, IL 62704
Phone: (217) 726-6864
Cell: (217) 341-6850
Fax: (866) 560-9667
Email: chris.schaller@thedrmc.com

Chris Schaller
Certified Mortgage Planner

NMLS # 233271 www.ilmortgageman.com

GONE FOR GOOD
DOCUMENT DESTRUCTION

UCP

AAA Certified • Bonded and Insured
Supporting our Local Community through Recycling and Employing People with Disabilities
217-753-0414 • GFG.ucpl.org

Great Service, Great Price, Great Feeling!

YOUR BUSINESS CARD HERE
\$59.95 /Month
(12 Mo. Commitment required for listed rate)

Book your AD today!
Call 217-726-6600

Springfield **business journal**



JIM WATTS ELECTRIC

Jim Watts
Cell: 217-652-9950
Office: 217-528-4959
Wattselectric1@yahoo.com

Licensed-Bonded-Insured



SHAFFER FINANCIAL GROUP

(217) 698-3101
1630 S. State St. Suite 101
Springfield, Illinois 62704
dshafer@moneyconcepts.com
www.moneyconcepts.com/dshafer



Dustin P. Shafer, RFC®
Sr. Financial Advisor

INDEPENDENT CONTRACTOR OF MONEY CONCEPTS INTERNATIONAL, INC.
All Securities through Money Concepts Capital Corp. Member FINRA/SIPC
11440 Jog Road, Palm Beach Gardens, Florida 33418 Tel: (561) 427-2000



SGS
SOLID GRANITE SOLUTIONS
COUNTERTOPS & MORE

CHRIS CASLIN

P: 217-523-4649 C: 217-306-0758
2813 North Dirksen Parkway Springfield, IL 62702
ccaslin@solidgranitesolutions.com

the DEPOT STORAGE

PERSONAL & COMMERCIAL
Serving Springfield since 1980!

Facility is Fenced, Lighted & Secured
Custom Build out for Office & Warehouse
Loading Docks
Sprinkler and Palletized Services

217-529-5600
1215 Bunn Ave • Springfield, IL
www.depotstoragespringfield.com



Mr. Klean
Full Service Commercial Cleaning



217-741-6592
mrklean2013@yahoo.com
www.MrKleanInc.com

Locally owned and insured
Amy & Mike Knowski

Peace of mind for adult children who are caregivers.



senior sidekicks

217-787-5866
seniorsidekicks@gmail.com
www.seniorsidekicks.com
P.O. Box 9128 • Springfield, IL 62791



Sara L. Lieber, L.S.W.
Director

f in w




Specializing in residential sales
assisting both buyers and sellers
with new and resale homes



Nancy Long
Broker, QSC, ABR, CRS, GRI

www.nancylong.com
nancy@nancylong.com
217-306-2365 Mobile
217-321-8161 Work

The Real Estate Group
3701 W. Wabash
Springfield, IL 62711



Leslie J. Fyans Jr., M.A., Ph.D.
Clinical Psychologist

3001 Spring Mill Drive
Springfield, IL 62704
793-8900



All in One

The Experts for Cleaning
Anything on Wheels!

ON-SITE WASH & DETAIL
Autos • RVs • Boats • Motorcycles
Trailers • Fleets • Planes

Call Today 217-415-8587
allinoneonsite@yahoo.com
ALLINONEONSITE.COM



Sangamon RECLAIMED

2710 S. 13th St., Springfield
Open Tues-Fri 9-5 • 217.891.3030

BARN SALVAGE SERVICES • RECLAIMED MATERIALS SALES
INSTALLATION • RECLAIMED WOOD FURNITURE

SangamonReclaimed.com
info@SangamonReclaimed.com

facebook

Business Portrait Sale

It's our 2 for 1 Business Portrait Special!

Save \$185 when two individual portraits are scheduled at the same session time.

Call
698-6000
to schedule

Perfect for your marketing materials for you and your staff.

Let our business promote your business. Offer Expires: August 31, 2015

- Portrait studio and backgrounds
- Online viewing of images
- Retouching of image
- Image burned to a DVD
- And, the time and talent of an experienced, trusted and professional photographer.



terryfarmer
PHOTOGRAPHY

4133 Old Jacksonville Road
Springfield, IL 62711

www.terryfarmer.com
studio@terryfarmer.com

We also offer an array of other services including family photography, aerial photography, restoration, and photography for brochures and graphic design. See our portfolio at www.terryfarmer.com.

CEFCU® Business MasterCard® — the Credit Card that Rewards You

A CEFCU Business MasterCard Credit Card provides superior service and value. In addition, you'll earn Rewards points on every dollar of net purchases, which you can redeem for travel, merchandise, or CEFCU MasterCard Gift Cards.

Plus, you'll enjoy numerous benefits, including:

- Extended Warranty Protection
- Purchase Assurance
- MasterRental Coverage
- Easy Savings Rebates
- MasterCard Global Service
- And more!

To get started, call a Business Services Representative at 217.546.2010 today!

CEFCU
Not a bank. Better. ®



cefcu.com

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



© 2015 MasterCard. MasterCard, Debit MasterCard, and the MasterCard brand marks are trademarks of MasterCard International Incorporated.

Federally Insured by NCUA





BROWN, HAY & STEPHENS, LLP



Chuck Davis

Erica Riplinger

Peter Naylor



UNITED
COMMUNITY
BANK

Banking that *GROWS* with you

As Illinois's oldest law firm, Brown, Hay & Stephens, LLP has experienced tremendous change in its 187-year history. **As our attorney ranks have increased to more than thirty, so has the number of practice areas in which we are regularly involved.** To maintain long-standing business relationships, **it is important for our firm to grow along with our clients as they require more varied legal expertise.** Similarly, United Community Bank has experienced tremendous growth and diversification over the past decades. **UCB's advanced operational technology provides its customers access to the latest of the industry's ever-evolving services along with locally-based management.** United Community Bank and Brown, Hay, & Stephens **share deep roots in our community**, and we look forward to working with UCB in continuing that tradition long into the future.

**Chuck Davis, Erica Riplinger,
& Peter Naylor**
— Partners

787-3000

UCBbank.com



The Leader of Community Banking

UCB: Auburn Bunker Hill Bushnell Carlinville Chatham Colchester Divernon Gillespie Greenfield Loami Macomb Palmyra, MO Pawnee Pittsfield
Quincy Roodhouse Springfield Winchester | Mercantile Bank: Quincy | UCB Marine: Augusta Carthage Hamilton | UCB BCSB: Golden Mt. Sterling