

Springfield business journal

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Benedictine rolls out new business program

Businesses participate in cooperative education

By Roberta Codemo, Correspondent

A new program at Benedictine University at Springfield can give students a competitive advantage in the business world.

Eleven juniors will participate in Benedictine's latest program offering – cooperative edu-

cation.

"Cooperative education is an educational model that seeks to combine theory and practice," said Michael Bromberg, Benedictine president.

Students take what they learn in the classroom and apply it in the working world. The University of Cincinnati offered the first cooperative education program in 1906.

Last year, 48.8 percent of cooperative education students

were offered full-time positions and 72.9 percent were retained by the employer five years later, according to the National Association of Colleges and Employers 2013 Internship and Co-op Survey Report.

"This program meets a need no other educational institution is meeting," said Nicole Selinger, a consultant for Benedictine University. "Students will have a firm grasp of the work world when they leave."

Thirteen months ago Benedictine put together a feasibility group. Michael Aiello, president and CEO of R. W. Troxell & Company, and Tom Fitch, vice president of Harold O'Shea Builders, were part of the feasibility group.

Benedictine sent a team to the University of Cincinnati, where they met with employ-

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INSIDE NEWS THIS MONTH

AFTER HOURS

Local barbecue enthusiasts, Neely and Brian Petty talk about their passion for competition.

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COMMUNITY BUILDING

Real Life Church breaks ground on a new sanctuary as they and Abundant Life Christian Center make use of land to accommodate their wide draw of parishioners.

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PET FRIENDLY

Vinegar Hill Neighborhood Association welcomes Chris and Rachel Laier in opening their new pet store downtown on Monroe Street.

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REAL-WORLD LEARNING

The 2014 Sangamon CEO class starts the school year as high school student begin attending classes at local businesses.

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ON THE MOVE

Local Not-For-Profits agencies and organizations have been relocating in the last couple of years.

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DINING WITH SUCCESS

Columnist Courtney Westlake launches a new feature for the Business Journal by sitting down to lunch each month with a different business person and asking them questions.

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Springfield's chapter of IWIL have their annual conference set for this month while the local AWC makes plans to host the national conference in Springfield.

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Local auto salvage yard owners talk about how their business has changed and the fallout from 'Cash for Clunkers'.

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FRACK-IL-LICIOUS

Illinois has finally put regulations in place for fracking. Find out what this means from local Going Green columnist Dave Kelm

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Art groups paint out niches

Clearing up the picture with various organizations

By Amanda Reavy Simhauser, Correspondent

Springfield has a rich and diverse artistic community, but sorting out the roles of various art organizations can sometime be as difficult as interpreting a piece of modern art.

From the grant opportunities of the Springfield Area Arts Council and after-school and summer art camps at the Springfield YMCA to the annual Springfield Old Capitol Art Fair, the visual arts are represented, supported and promoted by several, separate non-profit organizations.

Leaders of these groups indicated that though their missions and focuses may overlap, each has a distinct niche in fostering an accessible and rich artistic community for Springfield.

The Springfield Art Association is celebrating its 100th year of offering educational opportunities and preserving and promoting the visual arts in the Capital City.

But distinguishing itself from other organizations focused on the visual arts in the community's view remains a challenge at times for the not-for-profit



Prairie Art Alliance and Springfield Area Arts Council are located in the Hoogland Center for the Arts building, 420 S. Sixth St.

Continued on Page 24, Art Groups

COMING UP...



October will feature the 11th annual 15 Under Fifteen Small Business Awards. Don't wait. Nominate a deserving business at springfield-businessjournal.com or with a nomination form in this issue.

QUOTE OF THE MONTH – P. 41



"However, Illinois business continues to do well despite the perpetual failings of our governments."

Douglas L. Whitley, president and CEO of Illinois Chamber

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• the rookery

Dick Van Dyke grand opening

Dick Van Dyke Appliance World will hold a grand opening for its new store on Wednesday, Sept. 4 at 11 a.m.

The new store is located at the corner of Wabash Avenue and Mercantile Drive. The current store at White Oaks West Plaza will be closing. Present at the grand opening will be government officials, management staff and representatives of the Greater Springfield Chamber of Commerce, appliance manufacturers, Steckel-Parker Architects and Evans Construction Company. The public is invited.

LLCC seeks comments

Lincoln Land Community College is seeking comments from the public in preparation for a periodic evaluation by its accrediting agency. LLCC will host a visit November 6-8, with a team representing the Higher Learning Commission of the North Central Association. LLCC has been accredited by the Commission since 1973. The team will review the institution's ongoing ability to meet the Commission's Criteria for Accreditation.

Comments addressing substantive matters related to the quality of the institution or its academic programs may be submitted in writing to the following address:

Third-Party Comment on Lincoln Land Community College, The Higher Learning Commission, 230 South LaSalle Street, Suite 7-500, Chicago, IL 60604-1411.

Comments may also be submitted on the Commission's website at www.ncahlc.org. All comments must be received by Oct. 7.

Allegiant Airlines announces service to Orlando

Abraham Lincoln Capital Airport and Allegiant Airlines announced new non-stop service to Orlando, Fla., beginning on Nov. 22.

The flights will operate twice weekly between Springfield's Abraham Lincoln Capital Airport (SPI) and Orlando-Sanford International Airport (SFB) year-round beginning Nov. 22. Reservations can be made on Allegiant's website at allegiant.com or by calling (702) 505-8888.

"We believe the community will respond well to this new service as people are discovering how easy Springfield's airport is to use," said Frank J. Vala, Chairman of the Springfield Airport Authority Board of Commissioners.

Allegiant partners with more than 60 hotel properties in the Orlando area, provides car rental service through its partnership with Alamo Rent a Car and offers deals on theme park tickets, dinner shows and day tours. Springfield travelers can book by visiting allegiant.com.

Boy Scouts to honor Lynn

The Abraham Lincoln Council, Boy Scouts of America announced that Dr. Naomi Lynn, Chancellor Emeritus of the University of Illinois Springfield will be the 2013 Trailblazer Award Recipient.

The award was established locally in 2010, when Dr. James Dove became the first recipient. The intent is to recognize one person annually who has not only been a leader in their field, but has lived their life according to the Scout Oath and Law as well.

"The key elements of the Scout Oath and Law are duty to God and country, helping others at all times, and having a

strong code of ethics," said dinner chair Paul Palazzolo. "Naomi is a great role model and honoree."

Lynn arrived in Springfield in 1991 as the first Hispanic woman to serve as president of an American public university. Under her leadership, University of Illinois Springfield transitioned from a two-year senior college to a four-year institution as well as adding a doctoral program. While she retired in 2001, she continues to serve the community through Rotary International, her church and a number of other civic organizations.

The 2013 Trailblazer Dinner and Auction will be held on Friday, Sept. 13 at Erin's Pavilion in Southwind Park. Tickets may be purchased by visiting the Boy Scout Council online at www.alincolnbsa.org or calling (217) 529-2727. Proceeds from the dinner support the Abraham Lincoln Council.

Sladek slated for ISAE luncheon

Sarah Sladek will present at the Illinois Society of Association Executives September membership Lunch and Learn on Monday, Sept. 23 from 11:30 a.m. - 1:30 p.m. and 2:00 p.m. - 4:00 p.m. at the Hilton Springfield.

Sladek, founder of XYZ University and the RockStars@Work Conference is also the author of three books and an international speaker. Renowned for her expertise on the generational topic, Sladek has been delivering presentations to audiences worldwide since 2002.

Her presentations provide insight on how to engage the next generation of members, leaders, volunteers, executives and employees.

Early bird registration for the Lunch and Learn event ends on Sept. 19. Early bird prices are \$30 for ISAE members (\$45 for non-members) for the luncheon, \$130 for members (\$160 for non-members) for the luncheon and fall seminar and \$100 for members (\$115 for non-members) for just the fall seminar.

Engrained holds grand opening

Engrained Brewing Company held its grand opening on Aug. 21. Construction for the restaurant and microbrewery, located in Legacy Pointe, began in January.

Owner Brent Schwoerer hired Chef Brad Crites as executive chef. Crites has created a menu offering farm fresh steaks, pork chops and beer braised chicken, as well as a variety of appetizers, soups, salads, sandwiches and beer bread pizzas. Desserts will also be made fresh onsite. The menu will change seasonally.

Schwoerer has worked with local farmers to purchase whole steers, chickens and pigs to serve farm-fresh and high-quality cuts of meat. Local produce, cheeses, eggs and other items will be utilized as well.

"Engrained is as family-owned as it gets, from my family to yours is what we are all about," says Schwoerer.

Engrained will offer eight of its own craft beers made onsite. The lineup includes Oatmeal Stout, Kölsch, Blackberry Lager, American Wheat, IPA, Nut Brown Ale, Irish Red Ale and American Pale Ale. Engrained will also carry guest craft beers, wine and a full bar.

Engrained will offer brewery tours, beer and food pairing dinners and private event planning in addition to lunch and dinner seven days a week. Hours of operation will be 11:00 a.m. to 10:00 p.m. Sunday through Wednesday, with later hours on Thursday, Friday and Saturday

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regular meetings •

Monday

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

Tuesday

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

Wednesday

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

Thursday

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

Friday

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

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

Professional Women's Calendar of Events

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

Association for Women in Communications (AWC)

AWC's 2013 National Conference, "Worth Every Penny", will be held on October 18-19 in Springfield. The 2013 International Matrix Award Will Be Awarded To Bonnie St. John, "One of the most inspiring women in America"; Author and Media Personality Sarah Petty is Opening Keynote Speaker; 2013 AWC Headliner is Margery Krevsky, Owner and CEO of The Talent Shop.

Illinois Women in Leadership (IWIL)

• Illinois Women in Leadership will hold its End of Summer Social from 5:30 to 7:00 pm on Thursday, September 12th at the Island Bay Yacht Club, 76 Yacht Club Drive, Springfield, IL.

Guests and potential new members are welcome to attend. The cost for members is \$22. Non-members and walk-ins are \$27. Reservation forms are available at www.iwil.biz. Reservations with payment must be received by 5 pm Friday, September 6, 2013 via the website or by mailing the registration form and payment to: IWIL, P.O. Box 5612 Springfield, IL 62705-5612.

• Illinois Women in Leadership presents: EMPOWERMENT - A Professional and Personal Development Conference for Women - 2nd Annual Women's Symposium, September 24th, from 7:30 am - 5:30 pm at the Northfield Inn, Suites and Conference Center, 3280 Northfield Drive, Springfield, IL 62702. The key note speaker is Margaret Shallow, a marketing, high-performing teamwork and personal leadership consultant with over 30 years of business experience in both the public and private sectors.

Sponsorships, exhibitor space and program ads available. For fees and event information please contact: Stephanie Emerson-McDannald at emersonpress@comcast.net or see <http://www.iwil.biz>.

Women Entrepreneurs of Central Illinois (WE-CI)

WE-CI; Women Entrepreneurs of Central Illinois's monthly meeting will be held on Wednesday, September 11th, from 5:30 pm to 7:00 pm, at the Inn@ 835, located at 835 North Second St. in Springfield.

Program: Business Enhancement: Tips on Successful Hiring & Growing your Business. The guest panel will include Evelyn Brandt Thomas of Brandt Consolidated and Jean Campbell of Alice Campbell Staffing. Growing a business requires us to grow our staff. Learn how you can profit by adding staff effectively.

The cost for the meeting is \$22 for members, \$25 for guests, and \$30 for walk-ins. Reservations are non-refundable. Additional information is available by contacting Cherrill Lewis @ 217-622-0189. Please make your reservations at: reservations@we-ci.org. Guests may request a meeting notice by contacting Maureen Williams at maureenwms32@yahoo.com.



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



after hours •

Zesty competition

Neely and Brian Petty

Profession:

Neely; Data Analyst,
Blue Cross Blue Shield of Illinois
Brian; Graphic Designer,
Self-Employed

Passion:

Competition Barbecue

By Raegan Hennemann, Senior Correspondent

A bottle of barbecue rub is not your typical wedding favor, but for Brian and Neely Petty it is the perfect choice for their reception this month.

"We affectionately call it the wedding rub...It's mostly a mix of sweet and salty and spicy," Brian Petty said about the combination used specifically on chicken and pork.

The Pettys, a competitive barbecue team known as the Chilly Water Smokers, are putting together more than 200 bottles of the rub for their wedding reception guests. They are also suggesting in lieu of gifts that guests consider a financial donation to their GoFundMe website to support their future barbecue competitions.

"We've been together for a long time and we don't really need a lot of the things that most newlyweds would need so we've asked people to give toward our barbecue team," said Brian Petty, a freelance graphic designer.

Neely Petty, a data analyst for Blue Cross Blue Shield, couldn't agree more.

"Contributions have an entire year of an adventure," she explained.

Since becoming interested in barbecue in 2005, the Pettys have had a few years of barbecuing adventures. It all started when a friend gave Brian Petty a grill for free.

"I had really never cooked on my own or anything like that so I just started messing around, playing with different recipes and I really got into it," he said.

Ribs became their specialty and friends encouraged them to enter the Old Capitol Blues & BBQ competition in downtown Springfield in 2006. They continued competing in that event for four more years. Then, in 2011, they decided to make their hobby a bit more serious by competing in multiple events sanctioned by the Kansas City Barbeque Society.

"It really is an addiction, it's an obsession," Brian Petty said. "Because if you do really well, then you want to go back out that next weekend and do just a little bit better. If you go out there and you don't do very well, then you want to redeem yourself that next weekend too. There's very few times after a contest where you're like 'OK, I'm satisfied. I don't need to do this ever again.'"

Since 2011, they have competed in a dozen events throughout Illinois and Missouri in hopes of being named a grand champion and becoming eligible for the American Royal Invitational contest in Kansas City.

"We're still looking for our first grand championship, but we'll get there eventually," Brian Petty said.

Until that happens, the Pettys look forward to competing at events like Up in Smoke on the Square during the Lincoln Art & Balloon Festival and the Morton BBQ Throwdown. And they continue to keep their experiences simple and inexpensive.

"We are a little bit different than other people," Brian Petty admitted. "A lot of people have really expensive smokers, anywhere from \$2,000 to \$10,000. We do it a lot more smaller scale. We have your basic backyard Weber grill; we've always done it that way. We probably have \$300 or \$400 invested in our smokers as opposed to the thousands (of dollars) some people have."

The Pettys use a Weber for smoking chicken thighs, a Kamado grill for pork butt and what is known as an ugly drum smoker for pork ribs and brisket. The Pettys like certain benefits of the ugly drum smoker, which they built out of a 55-gallon barrel.

"You can get a lot more sleep," Brian Petty said. "You don't have to tend the fire as much. When you have the Weber grills you kind of have to keep an eye on it all the time. We decided that sleep was pretty important on those Friday nights. It will hold temperatures for up to about 18 hours."

Most competitions the Pettys participate in are two days and include judging of four categories: chicken, ribs, pork and brisket. They arrive on Friday, have their meat inspected as it cannot be seasoned or marinated prior to inspection and then start preparing. For each competition, the Pettys prepare one brisket, two pork butts, three racks of ribs and up to 18 chicken thighs. Their product typically comes from Sam's or Restaurant Depot, a wholesale foodservice supplier in St. Louis.

"There's just a lot of selection. At any given time they might have 30 or 40 briskets that you can choose from," Brian Petty said.

Some of their prep work includes injecting the brisket and pork butts and adding the rub, which they make ahead of time.

"We used to use commercial rubs and most teams actually do use commercial rubs



Continued on Page 6



COMMUNITY BUSINESS REPORT

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Community building

Churches' expanding
enhance neighborhood

By Mary Beth Stevens
Correspondent

Springfield is home to approximately 134 churches spread out over the entire geographic area; and two of those churches – Abundant Faith Christian Center and Real Life Church – hold prime positions on Taylor Avenue, across the street from each other.

Neither Rev. Jerry Doss, pastor at Abundant Faith nor Clint Cook, senior pastor at Real Life, consider their church as an “east side” institution, but rather as a gathering point for those who are “unchurched” and looking for spiritual growth and community.

But their physical locations have helped them grow within and without. Abundant Faith Christian Center currently owns 32 acres, several of which they purchased from a woman named Mary Howarth.

Howarth wanted her land to go to someone or something that would “do good in the com-



Real Life Church broke ground Aug. 25 on a new sanctuary on Taylor Avenue

plained.

Across Taylor Avenue, Real Life Church broke ground Aug. 25 on a new sanctuary so the current church building can

“We have a partnership with the Postal Union workers so our congregation members can bank. We built the senior living buildings when we saw a need for those facilities nearby.”

Rev. Jerry Doss, pastor at Abundant Faith Christian Center

munity,” Doss said.

“She found out about us when we were located at Cook Street and Livingston” Doss said. “We bought her land and eventually ended up with the 32 (acres) we have now.”

Doss recalled that once someone commented that not all the land was usable, Doss countered: “Even the pond is usable. We teach kids and adults how to fish there and at the back of the property where there are trees, we have a bike path.”

Abundant Faith owns Timberlake Estates Independent Senior Living, an independent living community. It also owns Timberlake Supportive Living, a supportive living complex that the church leases to the Springfield Housing Authority.

Both facilities are income based and grew out of a desire to help the community. “We want to be a church that ministers to the community after the doors close on Sunday,” Doss ex-

plained. “We believe that helping a person meet their spiritual needs and getting the gospel to them will help them change their core and grow,” Cook said. “They then grow to meet the needs of others, whether it’s a widow in our congregation who needs home repairs or the family from down the street who could use help with their finances.”

Real Life Church, a general Baptist church, has taken a slightly different tactic in helping the community.

Each church’s outreach is intended to help those in the area and those who may drive from Jacksonville or St. Louis to come to services. Real Life conducts “Growth Groups” which are 12 to 13 week classes on anything from bible study to young moms.

“Each group meets once a week and after the term ends, the group dissolves,” Cook said.

“When a new term starts up, there is a new facilitator and people are encouraged to sign up for the same group or a different one.”

Cook explained that approach prevents cliques from forming and demonstrates that everyone is welcome everywhere in Real Life Church.

Abundant Faith has grown by perceived need. The church ended up with its large footprint by growing to meet needs Doss saw in the community.

“We have a partnership with the Postal Union workers so our congregation members can

“We don’t advertise generally,” Cook said. “Word spreads by our members talking about their experiences helping Sam Winger in his Serving Jesus Willingly ministry or helping with an Easter Egg hunt in Dreamland Park,” Cook said; but, they do plan to advertise the summer 2014 opening of their new sanctuary.

Doss’s wife, Gita, who preaches with her husband, said, “we want to attract the people who want to meet the needs of their community by going out on missions from their doors.”

Real Life and Abundant Faith have memberships in the thousands who travel from all over to attend one of several services on Sundays. While their memberships may be from all over, their locales allow them to outreach into the neighborhoods on the east side of Springfield in ways few others can.

Both churches want to attract the unchurched in Springfield to grow their churches.

• new businesses

• Absolute Demolition LLC, 102 Douglas Ave., Riverton, 62561, Larry Good, (217) 299-1561.

• Awkward Thespian Productions, 1133 Woodland Ave., Springfield, 62704, Kevin L. Cline, (217) 314-0714.

• Bailey’s Mastercraft Construction and Repairs, 419 S. Fifth St., Auburn, 62615, Ted Bailey, Patricia Bailey, (217) 306-3936.

• Beauty for Ashes, Counseling, 1204 S. Fifth St., Springfield, 62703, Alyssa West, (217) 331-2433.

• Bubbles of Fun Pet Grooming, 450 North St., Springfield, 62702, Tiffany S. Rodgerson, (217) 528-4504.

• Capital City Music, 3730 Wabash, Springfield, 62711, Matt Waldhoff, (217) 787-7788.

• CB3Tech, 280 Blue Spring, Sherman, 62684, Charles W. Rogers, Jr., (217) 201-2339.

• Central Illinois Graphics, 6333 Pams Court, Springfield, 62704, George L. Richard, Jr., (217) 416-2589.

• DRN Marketing Solutions, 2145 Catalina Lane, Springfield, 62702, Daniel R. Nika, (217) 971-3383.

• Duck’s Tree Service, 2855 Winch Road, Springfield, 62707, Steven E. Heaton, (217) 415-2616.

• Duncan’s Tree & Landscape, 11028 Scotch Pine Court, Dawson, 62520, Shane L. Duncan, (217) 801-7034.

• Greg Trello Photography, 180 Roanoke Drive, Rochester, 62563, Gregory S. Trello, (217) 299-7009.

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M.D. - I visit the main bank in Athens most often...it's on my way home, and I have banked there forever! Always friendly faces :)

M.R. - The Petersburg branch is handy for me when I go to the grocery store; people are always so friendly & helpful.

J.S. - The branch I visit the most is on Route 29 across from Apollomart. It's on my way to work, and the people are very friendly

S.W.M. - We enjoy all the locations! Friendly people at all of them. :)

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Continued from Page 4

and commercial sauces but we've been developing our own," Brian Petty said. "And since we've switched over to our own stuff we've started doing really pretty good. There's a sense of pride in having your own product, putting it out there."

They created their rubs – the wedding rub and the beef rub – by deconstructing commercial products and then trying to put it back together.

"It might be similar to commercial products, but because we mix it ourselves, it's not exactly the same," Neely Petty said. "So just something a little different from a commercial product kind of sets it apart."

And for the competitions they participate in, that's a good thing.

"Competition barbecue is interesting because you try to offend the least amount of people," Brian Petty said. "You really want to be as middle of the road as you can be but still have it taste phenomenal. You don't want it too sweet because you're going to turn off a certain segment of people. You don't want it too spicy because you'll turn off a certain segment of people. You really want to be the best balanced bite or two of barbecue that you can create."

On the second day of competition, one category is turned in every half hour starting at noon. So, is it like on those cooking shows when it comes down to the end – high stress, people screaming and cursing, pans flying?

"The barbecue community is honestly some of the nicest people you'll ever meet.

If you show up and you don't have something, there will be 10 people offering to give it to you," Brian Petty said. "There's very, very little smack talk. It's not nearly as high drama as you see on some of these shows."

Submissions are judged on appearance, taste and texture. This season, the Pettys have scored well in ribs and pulled pork, while last year chicken was their best category.



Neely and Brian Petty (photo provided by Neelys)

"Inevitably the thing that you think turned out the worst is the thing that you're going to do the best in that day and you don't ever understand why," Brian Petty said. "There are times when you bite into a rib and you're like, 'Those are really good.' But you just never know. Judging is subjective."

The trophies and ribbons have increased over the years as well as their knowledge of producing a good product. So what tips to the Pettys have for others?

"Leave the smoker door shut as much as possible," Brian Petty said. "There's a saying in barbecue, 'If you're looking, you ain't cooking.' So leave it on the grill, leave the lid shut.

"Keep it simple. Salt and pepper is your friend. You don't have to have a lot of crazy ingredients."

But for Neely Petty, it all comes down to, "There is no secret ingredient. The secret ingredient is cooking it well."

Despite the financial investment in participating in barbecue competitions, the Pettys have high expectations and look forward to the future.

"You walk a fine line between the most stressful thing you can do and the most fun you can have at the same time," Brian Petty said. "There's definitely a rush and there's definitely a lot of down time where you're just relaxing, hanging out with people, talking to other competitors."

"There's about two hours of stress and nervousness," Neely Petty said. "Yeah and about 36 hours of just having a blast," Brian Petty said.

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

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

	July			Year-To-Date		
	2013	2012	Change	2013	2012	Change
Airline Passengers Enplaning						
American Connection	1,780	1,641	8.47%	11,575	11,563	0.10%
United Express	3,451	3,133	10.15%	20,219	22,371	-9.62%
Direct Air	0	0	0	0	5,294	0
Vision	0	619	0	0	2,016	0
Allegiant Air	1,366	0	0	8,622	0	0
Sun Country / Honor Flight	0	0	0	635	478	32.85%
Sun Country / Riverside	0	0	0	454	0	0
McClelland Aviation	14	5	180.00%	26	17	52.94%
Charter - Other	0	0	0	0	194	0
Sub-Total	6,611	5,398	22.47%	41,531	41,933	-0.96%
Airline Passengers Deplaning						
American Connection	1,815	1,548	17.25%	11,206	11,907	-5.89%
United Express	3,401	3,225	5.46%	20,197	21,843	-7.54%
Direct Air	0	0	0	0	4,990	0
Vision	0	523	0	0	1,993	0
Allegiant Air	1,404	0	0	8,868	0	0
Sun Country / Honor Flight	0	0	0	635	478	32.85%
Sun Country / Riverside	0	0	0	454	0	0
McClelland Aviation	14	5	180.00%	26	17	52.94%
Charter / Other	0	0	0	0	98	0
Sub-Total	6,634	5,301	25.15%	41,386	41,326	0.15%
TOTAL	13,245	10,699	23.80%	82,917	83,259	-0.41%

*Information provided by the Springfield Airport Authority

Pet friendly

Centrally located pet store opening

By Roberta Codemo, Correspondent

Local pet owners will soon have a new place to shop for all their pet needs.

Chris and Rachel Laier are opening Nature's Select at 540 West Monroe St. The Laiers have offered free home delivery of Nature's Select all natural, premium pet food for the past six years.

"We are the only distributor in central Illinois," said Chris Laier. Nature's Select is made in the United States and contains no corn, wheat or soy. The product uses only whole meat sources and contains no meat byproducts or chemical preservatives.

The couple has wanted to open a business for the past six or seven years. "We wanted to start by offering a home delivery service," said Chris Laier. "We have a loyal customer base. The business continues to grow every month largely by word of mouth."

The time was right to open an independent, locally-owned pet store. They will carry everything for your dog, cat or fish and will make customized pet identification tags. In addition to the pet food delivery service, the Laiers will provide aquarium set up and delivery.

They carry freshwater fish. "We'll help you select the right fish," said Rachel Laier. All fish will have safeguards to keep them healthy.

The Laiers purchased the former Paris Cleaners building from Bette Franke. They liked the central location and the traffic. "When we described it, everyone knew where it was," said Rachel Laier.

The grand opening is scheduled for Sept. 28. The Sangamon County Animal Control will have animals available for adoption. The Laiers will have on-site pet adoptions every weekend. The soft opening is planned for Sept. 1.

"We provide service and delivery that can't be matched by the big box stores," said Rachel Laier. "Our delivery service is something unique that no one else has."

Judy Ingham, president of the Vinegar Hill Neighborhood Association, said the new business will help keep local dollars

"I want to welcome them to the neighborhood. Whenever a new business moves into the area bounded by the Association, it's nice to let them know we're here."

Judy Ingham, president of the Vinegar Hill Neighborhood Association

close to home. "Any time you can shop local, it's so much better," Ingham said.

Ingham wants to encourage local businesses to move into the neighborhood. "It raises the property values," Ingham said.

There are a lot of empty storefronts. "There are at least three or four small businesses that have left the area," she said.

Ingham supports local businesses. "I buy local whenever I can," she said. A pet owner, she plans on stopping by to see what the Laiers carry.

Ingham appreciates that the business offers home delivery. "This will be an asset to older neighbors," said Ingham. "If I run out of dog food, I don't have to go to Petsmart."

"I want to welcome them to the neighborhood," continued Ingham. "Whenever a new business moves into the area bounded by the Association, it's nice to



Nature's Select at 540 West Monroe St.

let them know we're here." She plans on stopping by to get acquainted and inviting the Laiers to join the Association.

"Everyone is very enthusiastic about this," said Ingham.

The Laiers still have work to do before the opening. "The neighborhood response has been very positive," said Chris Laier.

"We're very excited," said Rachel Laier. "We've been looking forward to this for many years. This is a dream job for both of us."

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

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personality profile •

Moving up the corporate tower

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield? Harlan enjoys being downtown and the number of activities available. “I love the festivals, Farmers Market, and the locally owned businesses that pop up,” she said. Harlan has lived in Springfield her entire life.

What is the worst part about living in Springfield? “If you have lived here your whole life, you cannot go anywhere without knowing someone who knows someone,” said Harlan.

The biggest issue Springfield currently faces is...? Harlan sees the looming pension reforms as an all-around problem.

Employment –

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

First job? When she was 15-years-old, Harlan worked at Bridge Jewelry in downtown Springfield.

Worst job? While in college, Harlan worked for a half day as telecommunicator for the State of Illinois. “I had a head-

set and did not move at all,” she said. “I am an active person, and I could not stand that.”

Current job and responsibilities? Lincoln Tower Apartments was built in 1968 with the first residents moving in a year later. There are 190 units in the complex, and according to Harlan, they stay pretty full all year round. Harlan has been with the company for seven years, and was recently promoted to community manager in July. “I take care of paying bills, monthly reports, budgets, showing apartments, overseeing hiring, and employee relations,” she said. Harlan is also payroll ambassador for the company. “When we hire a new manager, I will train them.”

Philosophical –

What do you want to know about the future? “I am not sure I want to know anything,” said Harlan. “If you know too much, it might dictate what you do today. I want to let things play out and not know where they will go.”

How do you envision your life in 10 years? Harlan likes the industry. “If I am

not here, maybe I will be at the corporate level,” she said. “Possibly a regional or district position.” Harlan also sees herself possibly married with a family.

Something you learned early in life and still use? “If you work hard and treat people with respect, things will work out for you,” said Harlan. “It’s that karma thing.”

Advice –

Advice for someone seeking a career in your field? “This is really not a huge industry in Springfield,” said Harlan. She believes that possibly getting a real estate license or at least taking some real estate classes or fair housing training could be beneficial.

Who was your biggest influence? “My mother would lead by example,” said Harlan. “I was an only child, and she had to work hard to put me through school.”

Achievements –

As a kid? Harlan was proud to have constantly been recognized academically by making honor role on a number of occasions.

As an adult? Getting her recent promotion to manage the building has been a great accomplishment for Harlan. “I am proud that the corporate office trusts me to do this job,” she said.



Future –

Upcoming job news? The building is roughly 45 years old, so constant updates are needed. “We continue to rehabilitate the apartments as we are going,” said Harlan. “Updates need to be done. We do lighting, granite counter tops, and cabinets.”

Any vacation plans? Harlan has nothing in the works right now but hopes to get back to Key West, Fla. in the near future.

I want to retire when I’m ... (age)? Harlan is shooting for age 61 as her retirement year. “I do not want to wait until I am 65,” she said. “Realistically, it will be after 60.”

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



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Cooperative Education, Continued from Page One

ers to learn more from the employer's perspective and what to avoid. "We are standing on others' shoulders," said Bromberg.

Initial discussions with the Greater Springfield Chamber of Commerce showed this program fits with the Chamber's Q5 initiative.

"This program is about workforce development," said Bromberg. "It helps build and retain talent."

LLCC, UIS offer unique curriculum

Students studying business at Lincoln Land Community College (LLCC) and the University of Illinois-Springfield (UIS) have the opportunity to participate in experiential learning-based programs.

"Students use this program to gain experience," said Mary Beth Ray, director of Career Development Services at LLCC.

One of the goals of the college is economic responsiveness. LLCC focuses on creating partnerships with local businesses. "We seek out small businesses," said Ray. "This is a good way for employers to screen employees."

The school receives Illinois Board of High Education monies through a Cooperative Work Study grant and reimburses employers 50 percent of student salaries. "We are the only one who reimburses employers," said Ray.

The program is an elective and students can enroll for up to three semesters. Students receive three credit hours and work 15 to 20 hours a week and must already have completed 12 credit hours and have a 2.0 grade point average. There are currently 11 students enrolled in the program.

"We normally have 50 to 60 students each year," said Ray. "The program is a huge success."

Sarah Stover, assistant director of the Applied Studies Program (AST) at UIS said the program is a cooperative education program.

"It depends on the definition of cooperative education," she said. "Students earn credits while participating in experiential learning."

AST is an academic-based internship. Students in the business, political science, legal studies and criminal justice degree programs are required to do an AST as part of the curriculum. "More programs are requiring an AST," said Stover.

The program is open to juniors and seniors who have started taking courses towards their major. Students must take a core AST class that allows them to focus and reflect on their experience in the program.

"The response has been overwhelmingly positive," said Stover. "UIS is fortunate to be ahead of the game. Experiential learning programs are popping up more and more."

"This is another way to build relationships," added Stover. — *by Roberta Codemo*

The biggest challenge a community faces is retaining its young people. Cooperative education has a successful track record. Graduates who continue to work in the community after graduation stay in the community.

Students who complete the program not only will have the technical skills but the attributes that businesses are looking for. Bromberg said employers look for critical thinking, writing and communication skills.

Benedictine originally planned to launch the program in 2016. "As we were developing it, we saw a need to start earlier rather than waiting," said Bromberg. The first class starts in the fall of 2013 and will begin their work experience in January 2014.

"We wanted to start small," said Bromberg. The school identified a group of students last spring who met the program's criteria. Students work in entry level positions and earn professional pay.

It is open to juniors with a 3.0 grade point average. Students work 20 hours a week while attending classes full-time and must take four required courses.

Students must submit a resume and will interview and compete with other students for positions. "We won't send a student who isn't ready for the experience," said Bromberg.

"The response has been enthusiastic," said Brad Warren, executive director of cooperative education.

Businesses who have signed on to the program include: Harold O'Shea Builders; R. W. Troxell & Company; Memorial Health Systems; Crawford, Murphy & Tilly; Hanson Professional Services; The Hope Institute; H.D. Smith; City of

Springfield; SIU School of Medicine and The Illinois Association of Community Action Agency.

Cooperative education is a growing trend. The program develops and prepares students for future success by connecting them with prospective future employers.

"The community recognizes that there is a workforce shortage," said Warren. "We're moving quickly to embrace it."

This program channels students into the workforce. Employers who hire cooperative education students know the individual's abilities and work ethic.

"It takes a lot of the unknown out of the hiring decision," said Bromberg.

Hanson Professional Services, Inc. was one of the first employers invited to participate in the program. "It's good for the school, for the company, for the students and for the entire community," said Darrel Berry, marketing communications manager.

Berry said this program will be an asset. "It will give us insight into how a student works and their comfort level," he said. "We will be able to communicate with the school to help guide the program to fit our needs."

Hanson is looking for a student that fits in well with the company. A prospective candidate should be motivated, a self-starter and involved with student activities.

The student will be placed in a position based on their talents and skills.

"Anytime we can develop the skills and talents of the next generation, it can't help but benefit the entire community," Berry said. "They will be involved with real world work projects."

"The best possible outcome would be a hiring offer. This would be because we have already worked with them," Berry said.

Hanson wants students to take away the hope that they felt they were truly involved with the work that it does.

"We want to give them the confidence that they can go out in the world and pursue whatever they want to do," said Berry. "Students will have real world work experience to draw from."

"This is an investment worth mak-

Continued on Next Page

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Continued from Previous Page

ing," added Berry. "We're excited to see how it goes."

Harold O'Shea Builders is looking for a student with positive attributes. "We don't expect them to understand our business," said Tom Fitch, Vice President Director of Business Development. The student will be treated just like any other employee. Fitch said students will have to meet the same expectations and goals. "We will also look at their attitude, communication skills and their level of engagement."

Students will have a meaningful role in the company. Fitch said cooperative education gives the company the opportunity to get to know the student, to see their work and to see how they work with others.

"This will give us the opportunity to engage young talent to help us meet our business needs," said Fitch. If the need is there, the experience could lead to a full-time offer.

"We have a very healthy culture," said Fitch. "It's very appealing to any employee who wants to join our company. This is a great place to work."

Fitch knew Bromberg through their work at the Greater Springfield Chamber of Commerce and was invited to participate in the feasibility study.

Fitch said, "A cooperative education program is a great idea. The business community needs qualified employees. This is a great way to fill that need."

"If a young person stays connected with their community, they stay here," said Fitch.

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

Real-world learning for high school students

Sangamon CEO begins year

By Joe Natale,
Associate Editor

Harold O'Shea Builders isn't a typical classroom, but the Sangamon Creating Entrepreneurial Opportunities (CEO) program isn't the typical classroom experience.

Kicking off its first year of operation, area high school students will be participating in a real-world learning laboratory of entrepreneurship education. The mission of the Sangamon CEO class is to give young people tools and encouragement to return to their hometowns to run businesses, start families, create jobs and give back to their communities.

The first day of the 2013-14 academic year was held on Aug. 22 at O'Shea Builders, and Christine Carrels, vice-president of marketing at Marine Bank, who is involved in coordinating the program, promises it will be "unlike any learning experience they've ever had."

"It's hands-on learning," Carrels said. "It's about learning the nuts and bolts of being an entrepreneur." The curriculum includes business planning, marketing, cash flow and idea generation. "We're in full swing," Carrels said. "Instructors and host sites are lined up. Now we have to get the kids through the program."

The class meets every school day from 7:30-9 a.m., when students are dismissed to go back to their home high school for the rest of the day.

The 2014 class, just under 20 students, represent Auburn, Lanphier, Rochester, Sacred Heart-Griffin, Springfield, Southeast and Tri-City high schools. Students were selected based on applications.

Carrels said that each student is ex-

pected to write three business plans during the school year; in the spring the student starts an individual business that they will present at the end of the year trade show. The businesses could range from starting a swimming class to starting an Internet-based business.

"There's a kid who wants to create a 50 cent candy bar," Carrels said.

Stephanie Hinds is responsible for the class on a day-to-day-out basis. "My official title is lead instructor," Hinds said. "I take them through the course and work with business and business leaders."



Students of the 2014 Sangamon CEO class (photo provided by Sangamon CEO lead instructor, Stephanie Hinds)

Hinds of Springfield School District 186 said that "communication of daily schedule is a big piece" since the class will constantly be on the move. Hinds anticipates a schedule of 115 guest speakers and business visits during the academic year.

"No one day will look that same, that's for sure," Hinds said.

There will be eight or nine home bases that will rotate during the year within a business for classroom work and team building activities.

Besides the academic work, the Sangamon CEO class covers other components,

such as how to ask good questions; life lessons; risks taking; manage opportunities; team building; and learning from outcomes.

The Sangamon CEO program is based on a model that has been used successfully in Effingham, Ill. since 2008. In addition to the classroom work with presenters from the local business communities, a mentor from the local business community is assigned to students.

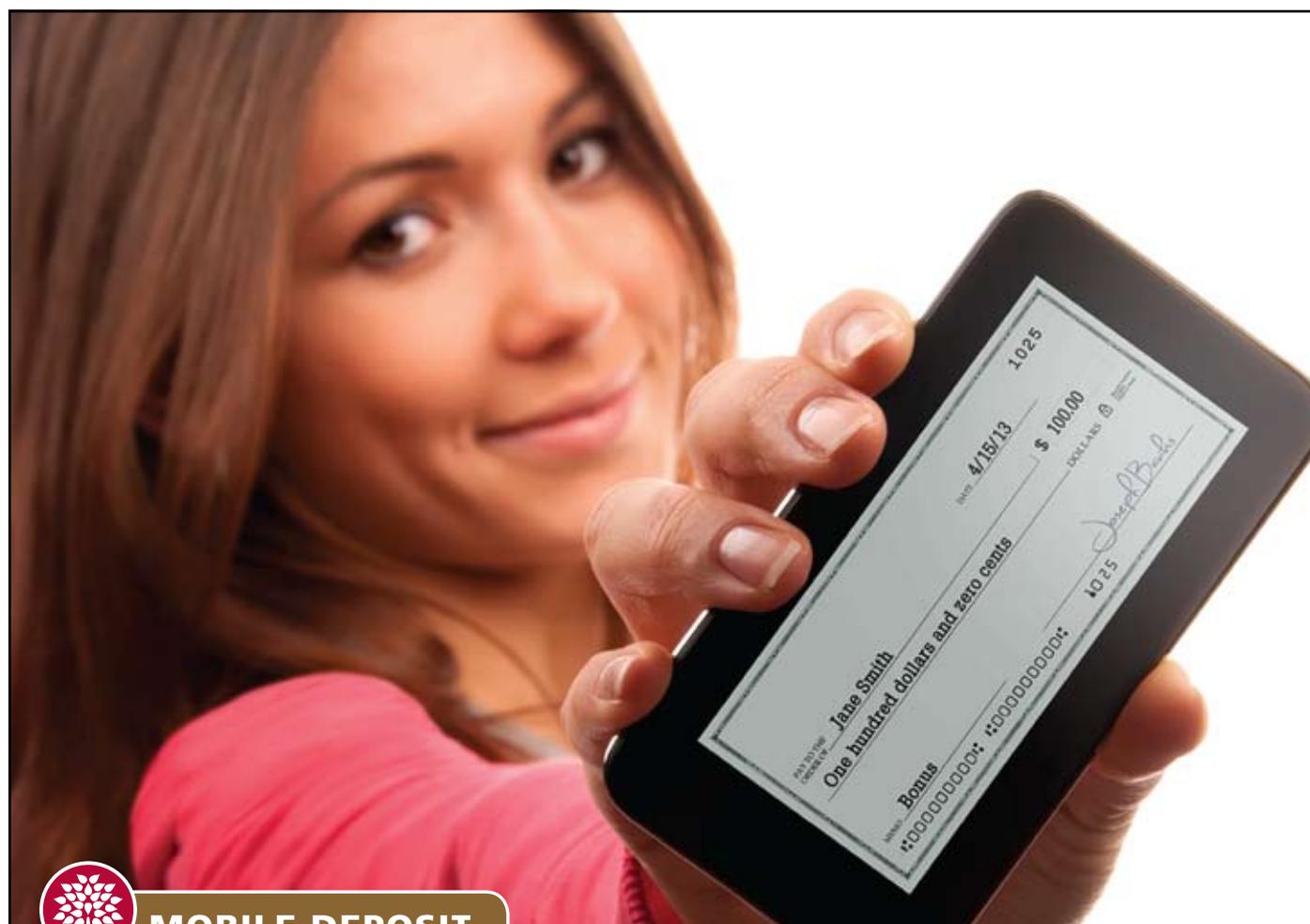
"We are following loosely the model Effingham County started with the Midland Institute," Hinds said. "We're putting our own spin on it."

The curriculum is tied to the Illinois Learning Standards, and Hinds said the program is looking forward to becoming a dual credit program, offering both high school and college credits. "Not this year, but in the future," she said.

A major source of funding is approximately 50 local businesses that have committed \$1,000 a year for a minimum of three years to support Sangamon CEO.

The payoff is in terms of long-range economic development. "The students learn business strategies," Hinds said. "Springfield has a lot to offer. They can have families here and start their own businesses."

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



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personality profile •

Securing business(es)

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield? “I am not a small town guy or a big city guy,” said Seck, who has lived in Springfield since he was six years old. “I come from a huge family, and most of them are here. A good portion of my wife’s family is here too.”

What is the worst part about living in Springfield? “This town is not big enough to have good concerts,” said Seck. “Hopefully the renovation of the Prairie Capital Convention Center will help with that.”

The biggest issue Springfield currently faces is...? “The city service industry needs to get things figured out,” said Seck. “City government needs to flourish.”

Employment –

“When I was 10, I wanted to be... a sports journalist.”

First job? When he was nine years old, Seck was a paper boy. “It was an afternoon route,” he said. “I couldn’t play with my

friends after school.”

Worst job? Being a paper boy was not fun for Seck. “I had to go home three times on Sundays,” he said. “I was too small to carry all the papers. It was a great job, but tough for a nine-year-old especially in winter.”

Current job and responsibilities?

Securitas is a security company that provides uniformed guards for companies. Seck is the managing site supervisor on duty for the area south of Bloomington, including Springfield and Decatur. He works with clients on their accounts, ensuring they all get the right service. “Every client has different needs,” Seck said. While the goal is keeping people safe, the company molds each account to what each client needs. Seck

also handles new hires and their training as well as staffing issues and other needs of the guards. “It is very interesting stuff. It is very easy to feel good about providing the client with what they need and making sure people are safe. It is a necessary business.”

Philosophical –

What do you want to know about the future? Seck is excited about what the future holds. “I want to know what my kids will experience when they are my age,” he said. “It is amazing what we have now versus 25 years ago.”

How do you envision your life in 10 years? Seck is not a fan of big changes, and he expects to be with Securitas for a long time. “I love my job,” he said. “I want to grow my territory in the area.”

Advice –

Advice for someone seeking a career in your field? Seck believes in getting as much outside education as possible. “Research similar companies, read articles, and talk to people who have done this job,” he said. Seck also feels that finding a good mentor who knows what is going on in the industry is crucial.

Best advice you have ever been given? “Make sure you have all the facts, as there are always two sides to every story,” said Seck. “Take a step back and look at everything.”

Achievements –

As a kid? When in high school, Seck made the ‘A’ Honor Role after being challenged by his mom.

As an adult? “Easily my family,” said Seck. “Everyone thinks they have the best



kids in the world. Mine are pretty great.”

Future –

Upcoming job news? Before the end of the year Seck wants to put together a safety seminar. “I want to bring in Crime Stoppers, a self-defense person, and my business to talk about community safety and residential security,” he said. “I want to put my name out there and offer it to the local community.”

Any vacation plans? Seck has no major vacation plans right now but may take some short trips to Chicago and St. Louis on occasion.

I want to retire when I’m ... (age)? “I am so far away from that right now,” said Seck. “It will be contingent on my health later in life.”

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

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Mangia; ben fatto

By Tom Collins

Mangia, located on the South side of the Old State Capitol Plaza, is the latest of a long string of restaurants to occupy this location. We hope it has staying power. Maybe, then, Mangia's owner will actually place its name prominently on the outside of the establishment.

Mangia holds itself out as an Italian Bistro. Indeed, walking in the front door, you are immediately presented with all the trappings of what one would expect from an Italian trattoria. In addition, one wall is festooned with album covers from a variety of different musicians and the other wall is exposed brick. Frank Sinatra and a host of other Italian crooners were

an order of the Aye Bosco (\$6.50 – garlic bread stuffed with mozzarella and asiago, served with pomodoro sauce). This appeared as if it might have been purchased frozen and then reheated. In addition, it was served on top of a rather large amount of melted butter. It tasted OK, but it wasn't a great start to the meal. Thankfully, things picked up from there.

For entrees we decided on the toasted ravioli (\$7.00), the Giardina Insalata (\$8.00 – mixed greens, olives, peppers, onion, tomatoes, crostini, artichoke hearts and Italian vinaigrette), and the rigatoni with meat sauce from the Pasta My Way option (\$7.00) together with a side of meatballs (\$3.00).

The generously sized portion of riga-

Mangia

Overall Rating: ★★★★★

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Service: ★★★★★

Food: ★★★★★

Price: ★★★

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*Menu listings and prices subject to change



WHAT THE STARS MEAN:
(None) Poor to satisfactory
★ Average
★★ Good
★★★ Very Good
★★★★ Excellent
★★★★★ Extraordinary

playing over the sound system. One suggestion – turn down the volume just a bit.

The restaurant is well set up. In layout it is long and narrow, much like a bowling alley. There's plenty of seating along the other wall via booths, and the back of Mangia has table seating. In the front, and taking advantage of the view of the Old State Capitol, there's a small seating area – good for people watching. Mangia also has a small outside seating area for those wanting to dine al fresco.

We visited Mangia late in the lunch hour. The pleasant staff quickly seated us. By the time we arrived, the restaurant was only about one-quarter filled with a mix of tourists and downtown workers. Mangia was well staffed – which suggested to us that they enjoy a healthy lunch business.

Mangia's lunch menu offers traditional Italian fare with plenty of variety. This is an ambitious menu for a relatively new restaurant. The menu is divided into Antipasti, Soups/Salads, Pasta and Poorboys. Notable offerings included anchovy bread (\$6.00 – garlic ciabatta served with anchovies and pomodoro sauce), the Salsiccia Insalata (\$8.00 – mixed greens with Italian sausage, roasted peppers, mozzarella and tomatoes), the Pasta Alla Siciliana (\$7.50 – rigatoni, tomato sauce, roasted eggplant, garlic, onions, basil and mozzarella), and the Nonno Louis Poorboy (\$7.00 – ham, pepperoni, lettuce, onions and mozzarella on ciabatta bread served with a basil aioli and Italian dressing).

As if there's not enough variety on the menu, there's an option for "Pasta My Way" in which diners get to mix and match from a selection of pastas and sauces (\$7.00 - \$8.50). We were particularly impressed with the large variety of available pastas, which included gnocchi, a variety of ravioli, as well as the more traditional suspects.

My guests and I opted to start with

toni was, surprisingly, served perfectly al dente. Someone was paying attention in the kitchen. In addition, we were particularly impressed that the meat sauce was not cloyingly sweet like so many others we've tasted. The meatballs were not heavy and managed to maintain a sufficient amount of moisture. There was plenty of taste. In fact, the meatballs may have been the best taste of food the entire meal. Hat's off to the chef.

The salad was reported as containing fresh ingredients, with a nicely balanced vinaigrette. The crostini were great replacements for croutons and were well toasted and packed with flavor. The toasted ravioli were about what my guest expected. It's hard to find a transcendent offering of this particular item. Still, she reported that Mangia did a fine job – as evidenced by the fact that all were consumed.

Each of my guests agreed that the service was exceptionally friendly and efficient. Mangia has some good staff. However, when we asked for a to-go menu we were directed to Mangia's Facebook page. First, the menu available on Facebook almost demands a magnifying glass - the type is that small. Second, the prices listed on that menu are, in many instances, lower than the menu we were provided at lunch. Why not just post your menu on capitalcitymenus.com?

All of that aside, with just a few hiccups, we enjoyed our lunch at Mangia. Nicely done or as they say in Italian, ben fatto.

Tom Collins is a freelance writer from Springfield

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not-for-profits •

Not-for-profits on the move

Space needs spur new locations

By Roberta Codemo,
Correspondent

It's been moving day for several Springfield-based not-for profits organizations as client needs for their services has outgrown available space.

Helping Hands of Springfield plans to move from its temporary shelter location at 1015 East Madison St. to a permanent location by the spring of 2014. Rod Lane, executive director, would only say the location is close to services the homeless transient population utilizes. "It's contingent on zoning," Lane said.



Central Illinois Foodbank moved to the former Pepsi plant at 1937 East Cook St. in June

In June, the shelter moved from 1100 East Adams St., where it leased space from Contact Ministries. Contact Ministries recently received funds to expand its shelter program and needed additional space.

Lane said the organization spent over two years looking for a new location. "We looked at a number of buildings but ran up against zoning issues," Lane said. "Nobody wanted a shelter in their backyard."



Big Brothers Big Sisters moved to 928 South Spring St. in 2011

The city approved the move to its temporary location, which was once home to the Springfield Overflow Shelter. Helping

Hands leases the space from the Springfield Housing Authority Coalition.

The temporary location has 4,200 sq. ft., an increase of approximately 1,200 sq. ft., while the permanent location will have approximately 6,400 sq. ft.

"There hasn't been a textbook written on how to move a shelter," said Lane. "It took a lot of hands." Staff, family members and shelter residents moved 40 people in one day. Lane said everyone has settled in. "The overall reaction has been very positive."

The organization's mission is to shelter the homeless, provide support, promote independence and work with others for the prevention of homelessness in the community. The shelter houses 40 individuals on a nightly basis, and caps occupancy at 42 individuals.

"It's hard to turn people away," said Lane. The last street count showed 280 individuals and households living in emergency shelters, transitional housing or on the street.

The permanent shelter will include a day center as well as showers, snacks and counseling. The location will have a courtyard where individuals can gather. "We'll be able to provide case management support for everyone who needs advocacy," said Lane.

The organization plans to offer additional programs to its residents. Currently, 80 are enrolled in the Social Security Payee program, which helps individuals

manage their money, and the shelter has 30 units of permanent supportive housing.

"There are more than 150 people not sleeping on the street thanks to the good work our agency does," said Lane. "It's not talked about enough."

The Central Illinois Foodbank moved to the former Pepsi plant at 1937

East Cook St. in June. "Our former space was too small to meet our needs," said Pam Molitoris, executive director. "We

weren't going to be able to continue to operate and be effective."

John Faloon, president of Pepsi, donated the building and grounds. The new location is two and a half times larger than the old one at 2000 East Moffat Ave. "We went from a little under 22,000 sq. ft. to over 57,000 sq. ft.," said Molitoris.

"We knew we would need to move to a new facility several years ago," Molitoris said, so the organization began setting aside funds.

The food bank also received funding from the Capital project and solicited foundations for donations. Foundation donors included Walmart, Archer Daniels Midland, the Dominion Foundation, and individual donors, including the John Dowson family and friends of the Depart-

op creative solutions to end hunger.

"We feed people," said Molitoris, who has seen a 20 to 40 percent increase in demand since the 2008 recession. "The need is still high but it has started to slow down."

Molitoris said it's important to educate people about access to food, community gardens, meal planning and budgeting. "Our focus is on providing more nutritious food," she said.

Molitoris would like to start a community garden. "We've taken the first steps by moving here," she said.

The Computer Banc, 1023 East Washington St., has tripled its square footage. "We've had tremendous growth over the past four years," said David Fowler, executive director. It occupies close to 65 per-

Goodwill continues good works

Land of Lincoln Goodwill Industries has been part of the Springfield landscape since 1938.

In 2011, it moved its administrative offices and Career Development Center from 800 North 10th St. to the former Cherry Hills Church, 1220 Outer Park Dr. "We are in the process of buying the building," said Sharon Durbin, president and CEO. "We have two years left to pay."

The organization added close to 20,000 sq. ft. of space. "The space has worked out really well," said Durbin. All programs and services that Goodwill provides are now centrally located at one location.

Goodwill's mission is to empower people with special needs to become self-sufficient through the power of work. It helps people through both its vocational rehab program, which is dedicated to individuals with disabilities, and its career development center, which works with individuals who are looking for employment.

Durbin said the number of individuals seeking assistance has remained on an even keel. This year Goodwill has helped 2,750 individuals.

"Individuals who walk through our doors don't realize the services we provide," said Durbin.

Goodwill operates 13 stores throughout the organization's 37-county region. Durbin said the goal is to become 100 percent self-funded through sales at its retail locations. As of now, 85 percent of the organization's revenues come from retail.

The latest Springfield Goodwill store opened in August this year. The Outlet Store, 815 North 11th St., is a new twist on the traditional retail store and the first in the area. "It is changing the focus of Goodwill," said Durbin.

Durbin said product that doesn't sell at its regular stores is pulled off the shelf after 45 days. "We take it, bundle it and sell it to outside vendors," she said.

The Outlet Store takes product before it goes to salvage and sells it for 99 cents or less. Durbin said Goodwill would rather sell the merchandise than salvage it. The community gets one last chance to pick up a bargain.

The new store will be open Monday through Saturday between 9 a.m. and 4:30 p.m.

Durbin said Goodwill is also opening Edgar's Coffee House in Chatham. The Chatham location would have a drive through window and employ people with disabilities. It also operates an Edgar's Coffee House in the former K's Merchandise building, 2001 Wabash Ave.

There are no plans to open additional retail stores. "We've been in a fast growth pattern," she said. She said the organization is in a holding pattern before it begins growing again.

"We provide services that put people to work who are not able to work," said Durbin.

— by Roberta Codemo



In 2011, Goodwill moved into the former Cherry Hills Church, 1220 Outer Park Dr.

ment of Commerce and Economic Opportunity.

Harold O'Shea Builders completed the renovations, which included constructing a new freezer and cold storage facilities. "We now have a multi-level cold storage room with four different stages of cold storage," said Molitoris.

The organization provides food to pantries, soup kitchens and residential school programs in a 21-county area. Last year, it moved 9.5 million pounds of food.

The foodbank collects donated food and grocery items from growers, manufacturers, processors, wholesalers and retailers for distribution to charitable agencies serving those in need, and work with public and private organizations to devel-

cent of the Catholic Charities building.

"We went from 2,500 sq. ft. to 7,000 sq. ft.," Fowler said. "We're pretty happy here."

The Salvation Army plans to move to its new location in the old Horace Mann building annex, 100 North Ninth St., by the end of the summer 2014. "We've outgrown this space," said Major Steven Woodard.

The building needs brought up to code before the move. John Shafer & Associates is renovating the three-story, 60,000 sq. ft. building, which needs a new roof, HVAC system, lighting and sprinkler system.

Continued on Next Page

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Danielle, May 2010

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11-noon Check-in Website: prayfordanielle.com
Noon, Run/Walk Begins, Lunch provided 300 East Hazel Dell, Springfield, IL 62732

Paid participants will receive an event bag, t-shirt, food and drinks
\$20 per adult (18+) \$10 per kid (17 to 4 years) Free (3 years and under) Additional donations are welcome.
Day of the event registration will be an additional \$5 donation per person, and a shirt is not guaranteed.

Continued from Previous Page

The organization purchased the building four years ago. "It's a great fit," said Woodard. "It's close to the people we serve."

The organization has raised \$4.5 million out of a total \$6.8 million through

Some dreams die hard

David Fowler had a dream. The executive director of Computer Banc, believed it would be beneficial if community service organizations came together under one roof. "You have to look at what's in the best interests of the people you're trying to serve," Fowler said.

In 2010, the organization's board amended its mission statement to include other not-for-profits. "At the time we were looking for space options," said Fowler. "We either needed more room or we needed to move."

The Stewart Hobbs building, 1034 East Ash St., had sat vacant after Honeywell International, Inc. moved its operations to Mexico. In 2011, Fowler and representatives from the Greater Springfield Chamber of Commerce, United Way, City of Springfield and SPARC toured the building.

"I wanted to create a one-stop shop for people receiving social services," said Fowler. The concept was not new. Seven or eight years ago, Senator (Dick) Durbin had access to funds if organizations came together under one roof.

"We had hoped the building was move-in ready," said Fowler. "It wasn't conducive for immediate occupancy." It would have cost a lot of money to renovate it.

A 2011 survey showed organizations didn't want to share space. "There was not enough interest to continue spending time on the idea," said Fowler.

Computer Banc took a step back. "I didn't have the time or energy to foster the idea without real synergy among organizations," said Fowler.

Capital Campaign pledges, individual donations and tax increment finance monies. St. John's Hospital paid \$375,000 for the old building, 530 North Sixth St.

Woodard said there is an increased need for health services, shelter, food assistance and youth programs. "We want to be able to do more," Woodard said. "We serve both physical and spiritual needs."

The new building will include an expanded health clinic, large kitchen and dining area, expanded food pantry, computer labs and classroom space on the first floor; a family shelter and youth program on the second floor with a media center and library; and more shelter space on the third floor. Plans are to expand from 37 to 100 beds.

When the recession first hit in 2008, Woodard said there were a large number of individuals needing help. "There continues to be a number of individuals coming in for services," Woodard said.

The organization hopes to have the first and third floors completed by moving day. "Those are our main areas," said Woodard.

Once the building is ready, the organization plans to hold a grand opening and invite the community to tour the new facility. "We want to share our vision," said Woodard.

Big Brothers Big Sisters moved to 928 South Spring St. in 2011. "The agency owned the house on South Grand for 20

years," said Chris Hembrough, executive director. "It served its purpose. We need more room."

The organization needed space for group activities, open houses and board meetings. "Our work happens in the community," said Hembrough. "We constantly had to find different locations to hold activities."

Relocation discussions were underway before he joined the organization. "We didn't look at locations," Hembrough said. "We looked at buildings that fit the needs of the kids we serve."

The timing was right for the move. "The building had been sitting empty for two or three years," said Hembrough. "It had been on the market for a while."

Hembrough said the organization was

able to make the old place work until they found a new one. "We were in a good position," he said. "We didn't have to move right away."

The organization acquired an additional 1,500 sq. ft. of space. "It has enhanced our ability to provide services," said Hembrough. "We have more usable space." The location also has a multi-purpose room it can use for group activities, training sessions, a computer lab and book clubs.

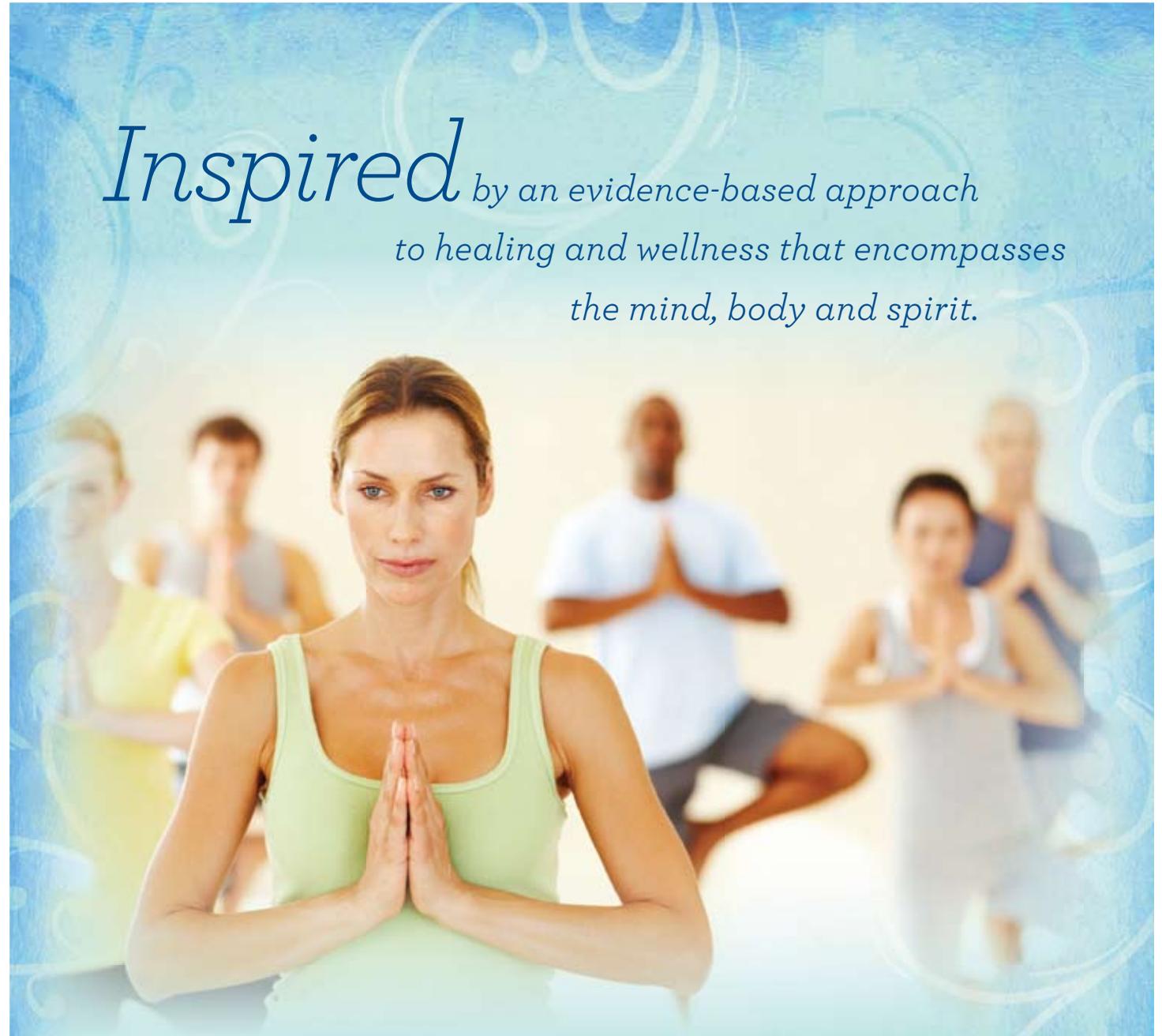
Big Brothers Big Sisters helps at-risk children reach their full potential through life-changing professionally supportive one-to-one mentoring relationships. Last year, the organization served just under 800 kids. Hembrough said this year it will help that many and possibly more.

The number of children that need and want mentors continues to grow. Hembrough said, however, it's more difficult to find adult volunteers now than it was in 2008 or 2010. He credits this to the downturn in the economy and people needing to take a second job.

Hembrough said the organization does one thing and does it well – providing one-to-one mentoring. "The longer and stronger the match, the greater the impact it has on a child's life," he said.

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

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Health and Human Service Nonprofit Organizations

(Ranked by Net Assets)

	Organization Name Address City, State, ZIP Code	Telephone (-) Fax (=) Web Site (www.) E-Mail	Reported Net Assets	Annual Total Revenue	Principal	Base Compensation of Principal	Category (NTEE)	Calendar / Tax Year	Year Established
1	The Hope Institute for Children and Families 15 East Hazel Dell Lane Springfield IL 62712	217-585-5437 217-786-3356 thehopeinstitute.us mschmidt@thehopeinstitute.us	\$25,390,540	\$40,571,866	Karen Foley President / CEO	\$251,729 *	Educational Institutions / Specialized Education Institutions/Schools for Visually or Hearing Impaired, Learning Disabled, Human Services / Developmentally Disabled Services/Centers, Health—General & Rehabilitative / Rehabilitative Medical Services	7/1/2011 - 6/30/2012	1957
2	Girl Scouts of Central Illinois 3020 Baker Drive Springfield IL 62703	217-523-8159 217-523-8321 girlscouts-gsci.org	\$17,267,535	\$7,308,055	Pam Kovacevich Chief Executive Officer	\$149,762	Youth Development	10/1/2011 - 9/30/2012	1956
3	Mental Health Centers of Central IL 710 N. Eighth St. Springfield IL 62702	217-525-1064 217-525-9047 mhcci.org	\$15,591,758	\$13,893,428	Janice Gambach President	\$150,990	Mental Health, Crisis Intervention / (Community Mental Health Center)	7/1/2009 - 6/30/2010	1951
4	St. Joseph's Home of Springfield 3306 S. Sixth St. Road Springfield IL 62703	217-529-5596 217-529-8590 saintjosephshome.org stlenore@saintjosephshome.org	\$13,175,781	\$5,754,181	Sister M. Lenore Highland Administrator	\$0	Human Services / (Human Service Organizations)	7/1/2011 - 6/30/2012	1948
5	YMCA of Springfield PO Box 155 Springfield IL 62705	217-544-9846 217-544-0004 springfieldymca.org	\$12,322,839	\$3,881,141	Angie Sowle CEO	\$109,958 *	Human Services/Recreation, Sport, Leisure, Athletics / Physical Fitness/Community Recreational Facilities	1/1/2011 - 12/31/2011	1874
6	Central Counties Health Centers, Inc. 2239 E. Cook St. Springfield IL 62703	217-788-2300 217-788-2340 centralcounties.org info@centralcounties.org	\$7,644,247	\$7,099,462	Craig Glover President and CEO	\$19,715	Medical and Dental Care; Accepts Medicaid and Medicare, discount available for uninsured	7/1/2011 - 6/30/2012	1999
7	Brother James Court 2508 Saint James Road Springfield IL 62707	217-544-4876 217-747-5971 brotherjamescourt.com administrator@brotherjamescourt.com	\$5,408,549	\$4,396,204	Ron Wampler Administrator	\$68,682	Health—General & Rehabilitative / Residential Facility	7/1/2011 - 6/30/2012	1975
8	Ronald McDonald House Charities of Central Illinois 610 N. Seventh St., Springfield IL 62702	217-528-3314 217-528-6084 rmhc-centralillinois.org kthompson@rmhc-centralillinois.org	\$4,039,907	\$663,472	Kelly Thompson Executive Director	\$70,530	Human Services / Human Service Organizations	1/1/2011 - 12/31/11	1986
9	Central Illinois Foodbank 1937 E. Cook Springfield IL 62703	217-522-4022 217-522-6418 centralillfoodbank.org foodlist@centralillfoodbank.org	\$3,730,438	\$15,988,120	Pam Molitoris Executive Director	\$79,006	Agriculture, Food, Nutrition / Food Service, Free Food Distribution Programs, Agriculture, Food, Nutrition / Food Banks, Food Pantries	6/1/2011 - 5/31/2012	1982
10	Abraham Lincoln Council, Inc., Boy Scouts of America 5231 Sixth St. Road, Springfield IL 62703	217-529-2727 217-529-5786 alincouncil.org askabe@scouting.org	\$3,722,216	\$1,119,986	Daniel A. O'Brien Scout Executive and CEO	\$117,907	Youth Development	1/1/2011 - 12/31/11	1920
11	Land of Lincoln Goodwill Industries, Inc. 1220 Outer Park Drive Springfield IL 62704	217-789-0400 217-391-7624 llgi.org info@llgi.org	\$3,159,629	\$21,089,012	Sharon Durbin Chief Executive Officer	\$119,870	Human Services / Human Service Organizations	7/1/2011 - 6/30/2012	1902
12	Memorial Home Services 720 N. Bond St. Springfield IL 62702	217-788-4113 memorialhomeservices.com	\$2,740,621	\$14,184,138	Ronda Dudley Director	\$306,768	Health—General & Rehabilitative / (Home Health Care)	10/1/2008 - 9/30/2009	1954
13	United Cerebral Palsy of the Land of Lincoln 130 N. 16th St. Springfield IL 62703	217-525-6522 217-525-9017 ucpll.org ucp@ucpll.org	\$2,430,402	\$6,128,615	Brenda L. Yarnell, Ph.D. President	\$106,113	Disease, Disorders, Medical Disciplines / (Birth Defects)	7/1/2011 - 6/30/2012	1968
14	Midwest Mission Distribution Center 1022 New City Road Chatham IL 62629	217-483-7911 217-483-7981 midwestmissiondc.org office@midwestmissiondc.org	\$2,278,516	\$453,854	Pat Wright Executive Director	\$36,512	Public Safety, Disaster Preparedness and Relief / (Disaster Preparedness and Relief Services)	1/1/2011 - 12/31/11	2000
15	Senior Services of Central Illinois Inc. 701 W. Mason St. Springfield IL 62702	217-528-4035 217-528-4537 ssoci.org	\$1,665,931	\$2,836,042	Karen Schanker Executive Director	\$57,104	Agriculture, Food, Nutrition / (Food Service, Free Food Distribution Programs)	10/1/2010 - 9/30/2011	1976
16	Animal Protective League of Springfield and Sangamon County 1001 E. Taintor Road, Springfield IL 62702	217-544-7387 217-525-5896 apl-shelter.org admin@apl-shelter.org	\$1,546,518	\$1,576,165	Deana Corbin Executive Director	N/A	Animal related / (Animal Protection and Welfare (includes Humane Societies and SPCAs))	1/1/2011 - 12/31/2011	1954
17	Fifth Street Renaissance PO Box 5181 Springfield IL 62705	217-544-5040 217-544-5045 fsr_sara.org	\$1,517,173	\$1,360,931	Penny Harris Executive Director	\$78,750	Community Improvement, Capacity Building / Community, Neighborhood Development, Improvement)	7/1/2011 - 6/30/2012	1979
18	Jewish Federation of Springfield, Illinois 1045 Outer Park Drive, Suite 320 Springfield IL 62704	217-787-7223 217-787-7470 shalomspringfield.org sjf@shalomspringfield.org	\$1,438,232	\$362,374	Josephine Datz Executive Director	\$59,500	Philanthropy, Voluntarism & Grantmaking / (Fund Raising Organizations That Cross Categories includes Community Funds/Trusts and Federated Giving Programs)	1/1/2011 - 12/31/11	1941
19	Family Guidance Centers at Triangle Center 120 N. 11th St. Springfield IL 62703	217-544-9858 217-544-0223 trianglecenter.org	\$1,423,220	\$3,283,557	Larry Kroll, Ph.D. Chief Executive Officer	\$147,782	Mental Health, Crisis Intervention / (Alcohol, Drug Abuse (Treatment Only))	7/1/2008 - 6/30/2009	1962
20	M.E.R.C.Y. Communities, Inc. 1344 N. Fifth St. Springfield IL 62702	217-753-1358 217-753-1360 mercycommunities.org info@mercycommunities.org	\$1,266,933	\$960,429	Debra Stonikas Executive Director	\$80,000	Human Services / Homeless Services/Centers	7/1/2011 - 6/30/2012	1999
21	Sojourn Shelter & Services, Inc. 1800 Westchester Blvd. Springfield IL 62704	217-726-5100 217-726-8664 sojournshelter.org	\$1,176,409	\$1,018,500	Angela Bertoni Chief Executive Officer	\$73,146 *	Human Services / Order of Protection Services (Family Violence Shelters and Services)	7/1/2011 - 6/30/2012	1975
22	Sparc 232 Bruns Lane Springfield IL 62702	217-793-2100 217-793-2127 spfldsparc.org info@thearc.org	\$1,085,974	\$9,169,252	Greg O'Connor Interim CEO	\$105,995 *	Human Services / (Developmentally Disabled Services / Centers)	7/1/2011 - 6/30/2012	1951
23	Habitat for Humanity of Sangamon County 1514 W. Jefferson St. Springfield IL 62702	217-523-2710 217-523-2790 habitatsangamon.com director@habitatsangamon.com	\$1,044,737	\$1,418,583	Sarah Mackey Executive Director	\$57,088	Housing, Shelter / (Housing Development, Construction, Management)	7/1/2011 - 6/30/2012	1987
24	Springfield Urban League, Inc. 100 N. 11th St. Springfield IL 62703	217-789-0830 217-789-9838 springfieldul.org	\$1,024,237	\$12,739,340	Nina Harris Chief Executive Officer	\$179,118	Human Services	7/1/2011 - 6/30/2012	1959
25	Contact Ministries PO Box 1828 Springfield IL 62705	217-753-3939 217-753-8643 contactministries.com	\$869,036	\$581,979	Jacinda Drum Executive Director	\$31,980	Religion, Spiritual Development / (Protestant)	1/1/2011 - 6/30/2012	1979

Sources: The Nonprofits. IRS Form 990, Return of Organization Exempt From Income Tax - Guidestar (guidestar.org) / Illinois Attorney General (ag.state.il.us.)

N/A - Not Available. * - Principal has changed since last available Form 990, salary shown is from previous principal.

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Community Service Organizations

(Ranked by Numbers of Members)

	Organization Name Location of Meeting Address of Meeting City, State, ZIP Code	Telephone Web Site (www.) E-Mail	Meeting Time(s)	Number of Members	Contact	Dues	Mission Statement / Charitable Causes	Year Established
1	American Business Club of Springfield Hilton Springfield, 29th Floor 700 E. Adams St., Springfield, IL 62701	(217) 553-1496 abcspringfield.com lrwiter@yahoo.com	First & Third Thursdays, Noon	200	Robert Witner	\$180/annually	Creating opportunities for independence for people with disabilities. Help disabled individuals and children achieve greatness. Charitable causes include: UCP, SPARC, Boys & Girls Club, Boy Scouts, Girl Scouts, YMCA, and about 75 other local charities.	1925
2	Junior League of Springfield Varies + 420 S. Sixth St., Springfield, IL 62701 (Main office)	(217) 544-5557 jlsil.org admin@jlsil.org	Second Tuesday of the Month, Sept. - May	187	Megan Swanson	\$115/annually for Active, \$95/annually for Sustainers	The Junior League of Springfield is an organization of women committed to promoting voluntarism, developing the potential of women and improving communities through the effective action and leadership of trained volunteers. Its purpose is exclusively educational and charitable.	1939
3	Rotary Club of Springfield Maldaner's Restaurant (2nd Floor) 222 S. Sixth St., Springfield, IL 62701	(217) 566-4326 springfieldrotary.org dstake@bankpbt.com	Mondays, 5:30 pm	88	David Stake	\$180/annually	Service Above Self - Ridgley School, Tutoring, Real Rotarians Read, Family Service Center, SPARC, Senior Center	1913
4	Springfield Noon Lions Club Golden Corral 1038 Le June Drive, Springfield, IL 62703	(217) 965-5416 lionsclub.org springfieldnoonlionsclub@gmail.com	Tuesdays, Noon	75	Phil Brooks	\$100/annually, plus meals	Mary Bryant Home, Vision Clinic, Club Lions, Heartland Lions Eye Bank	1920
5	Rotary Club of Springfield - South Bogey's in Centrum Coffee Café 1370 Toronto Road, Springfield, IL 62712	(217) 585-2470 rotarysouth-spi.org psmith@imawa.com	Thursdays, Noon	36	Patricia McLaughlin	\$140/annually, plus meals	Service Above Self - Youth Literacy and Health	1966
6	Kiwanis Club of Springfield - Downtown Hilton Springfield, Highlander Room 700 E. Adams St., Springfield, IL 62701	(217) 793-3669 kiwanis.org provest@aol.com	Wednesdays, Noon	35	Paul Palazzolo	\$130/annually, plus meals	Playground for All Kids at Southwind Park, Key Clubs in High Schools, Builders Clubs in Middle Schools, Kiwanis Kids in Elementary Schools	1922
	Sertoma Club of Springfield Hilton Springfield 700 E. Adams St., Springfield, IL 62701	(217) 546-2782 N/A album1@aol.com	First & Third Mondays, Noon	35	Cheryl Pence	\$100/quarterly, includes meals	Sertoma comes from the words SERvice TO MAnkind. Major areas of service include activities which assist those with hearing loss, Boys & Girls Club, national heritage projects, Golden Laurel Awards, and a close relationship with Sister Cities Assn.	1941
	Springfield Jaycees Jaycees Activity Center 2525 S. 12th St., Springfield, IL 62703	(217) 836-5663 springfieldJaycees.org pickett1000@gmail.com	First & Third Thursdays, 7:30 pm	35	David Pickett	\$50/annually	Civic Organization for Men Age 21-40. Jaycees Haunted House, Kids Fishing Clinic, Christmas Parade, Crimestoppers, Capitol City Celebration	1939
9	Rotary Club of Springfield - Sunrise Hoogland Center for the Arts 420 S. Sixth St., Springfield, IL 62701	(217) 585-1580 rotarydistrict6460.org chris.berger@countryfinancial.com	Wednesdays, 7 am	30	Bill Wheelhouse	\$160/annually	Service Above Self - Projects with Grant Middle School, Mathematics Camps, helping young people around the world, water wells in Cambodia, Rotary Reader, "This I Believe"	1987
10	Rotary Club of Springfield - Midtown Inn at 835 835 S. Second St., Springfield, IL 62704	(773) 803-8300 midtown.clubexpress.com jonathonmonken@hotmail.com	Tuesdays, Noon	29	Jonathon Monken	\$140/annually	Service Above Self - Partner with Washington Middle School	2003
11	Springfield Frontiers International Hilton Springfield, Manhattan Grille Room 700 E. Adams St., Springfield, IL 62701	(217) 726-0166 rontiersspringfieldclub.org leon1947@aol.com	Fridays, Noon	27	Leon Taylor	\$150/annually, plus meals	PYD (Positive Youth Development) - middle school age males, Jr. Frontiers (high school age males)	1953
12	Altrusa International Club of Springfield Laurel United Methodist Church 631 South Grand Ave. W, Springfield, IL 62704	(217) 529-2481 altrusa.org judinystrom@hotmail.com	Third Tuesday, 7 pm; First Tuesday, 6pm*	25	Judi Nystrom	\$90/annually	Altrusa International provides community service, develops leadership, fosters international understanding and encourages fellowship by an international network of executives and professionals in diverse career classifications	1948
13	The Zonta Club of Springfield Illini Country Club 1601 S. Illini Road, Springfield, IL 62704	(217) 787-8680 zonta.org N/A	Second Wednesday, 5:30 pm, August-June	23	Carol Borecky	\$125/annually, plus meals	Zonta International works to advance the status of women worldwide through service and advocacy; local projects reflect that mission	1939
14	Rotary Club of Springfield - Westside Brickhouse Grill & Pub 3136 Iles Ave., Springfield, IL 62704	(217) 553-3040 N/A josh.britton@expresspros.com	Wednesdays, Noon	22	Josh Britton	\$155/quarterly, includes meals	Service Above Self - focusing on children and literacy and dental.	2008
15	Springfield Breakfast Optimist Club Atonement Lutheran Church 2800 W. Jefferson, Springfield, IL 62702	(217) 546-5021 N/A hrm1935@aol.com	Fridays, 7 am	19	Dick McLane	\$30/semi-annually	Friend of Youth. By providing hope and positive vision, Optimists bring out the best in kids.	1960

Sources: The individual Service Organizations. * - Junior League of Springfield's meeting location varies month to month, address listed is for their office. * - Altrusa's first Tuesday Dinner & Speaker meeting locations vary.

Rotary Club of Springfield - Westside



- Founded in 2008
- 22 Members
- Average age: 39
- To date - over \$20,000 donated to the local community

- Digital dental x-ray machine, St. Claire's Clinic
- Mentoring, Owen Marsh Elementary School
- Donated books & iPods for classrooms
- Volunteering, Catholic Charities Holiday Store
- 20 prosthetic limbs to Central America through BUMP
- Over 200 pairs of shoes donated to Washington Middle School

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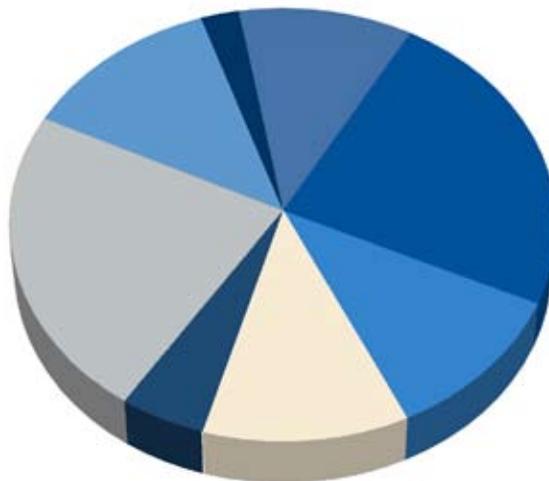
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Racing to End Domestic Violence



personality profile •

New leadership offers continued Hope

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield? Foley has been in Springfield for only three months. She is amazed by the people and how they have treated her. “The people are welcoming and friendly,” Foley said.

What is the worst part about living in Springfield? Having been here for such a short time, Foley hasn’t found anything negative about Springfield.

The biggest issue Springfield currently faces is...? Foley believes there are many opportunities here in Springfield, and that the city is a hidden gem. “The level of sophistication here is high,” said Foley. “There are so many large businesses that call Springfield home.”

Employment – “When I was 10, I wanted to be... an international business person.

First job? Foley was a babysitter when she was 11 years old and worked at a fish

store by the time she was 14. “I got pretty good at weighing a pound of anything,” she said.

Current job and responsibilities? The Hope Institute is a nonprofit center that provides educational, residential, and health services to people ages 5-21 who have developmental disabilities such as autism. Foley has been with the organization for five months and has five different responsibilities. “I set strategy, build the senior team, develop the culture, allocate capital, and work with the board of directors,” she said. Foley admits that it is never the same job two days in a row. “Every minute is different. There is always a new person to meet or a problem to solve. I thrive on that.”

Philosophical - What do you want to know about the future? While

Foley wants to know that her son is happy and healthy, she also wants to know if String Theory is real. In addition, she wants to know what the world will be like

for those with developmental differences. “I hope to see tremendous progress and a richer embrace of diversity at its core,” said Foley.

How do you envision your life in 10 years? “I will be working somewhere, doing something,” said Foley. She has joked with her husband that she will be visiting him on the golf course, as he would likely be retired.

Something you learned early in life and still use? “My mom always told me, say what you mean, and mean what you say,” said Foley. “Your word is your bond.”

Advice – Advice for someone seeking a career in your field? Foley believes anyone who wants a career in her industry should pursue it. “If you feel a calling, then come spend time with us,” she said. “We need the brightest people we can find. There is a tremendous amount of impact you can have.”

Who was your biggest influence? Foley credits her grandparents for being great influences, but her maternal grandfather is who told her she could do whatever she put her mind to.

Achievements – As a kid? Foley was proud to have been the kid that people always trusted. “I was seen as old enough at 11 to take care of a



5-year-old,” she said.

As an adult? Being a mom has been wonderful for Foley. She was also able to live out her dream of going to work in New York. “I had one suitcase, one job, \$100, and a place to stay for one night,” she said. She began at a mortgage company working her way up.

Future – Upcoming job news? The 19th annual Celebrity Chef event is coming up in September. “This is a hot event,” said Foley. “It is a lot of fun.” Chef Stephanie Izard, who was voted Top Chef on the Bravo television show in 2008, will be appearing along with others.

Any vacation plans? “Our vacation is getting to know Springfield,” said Foley. “We are on a ‘staycation’ here.”

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

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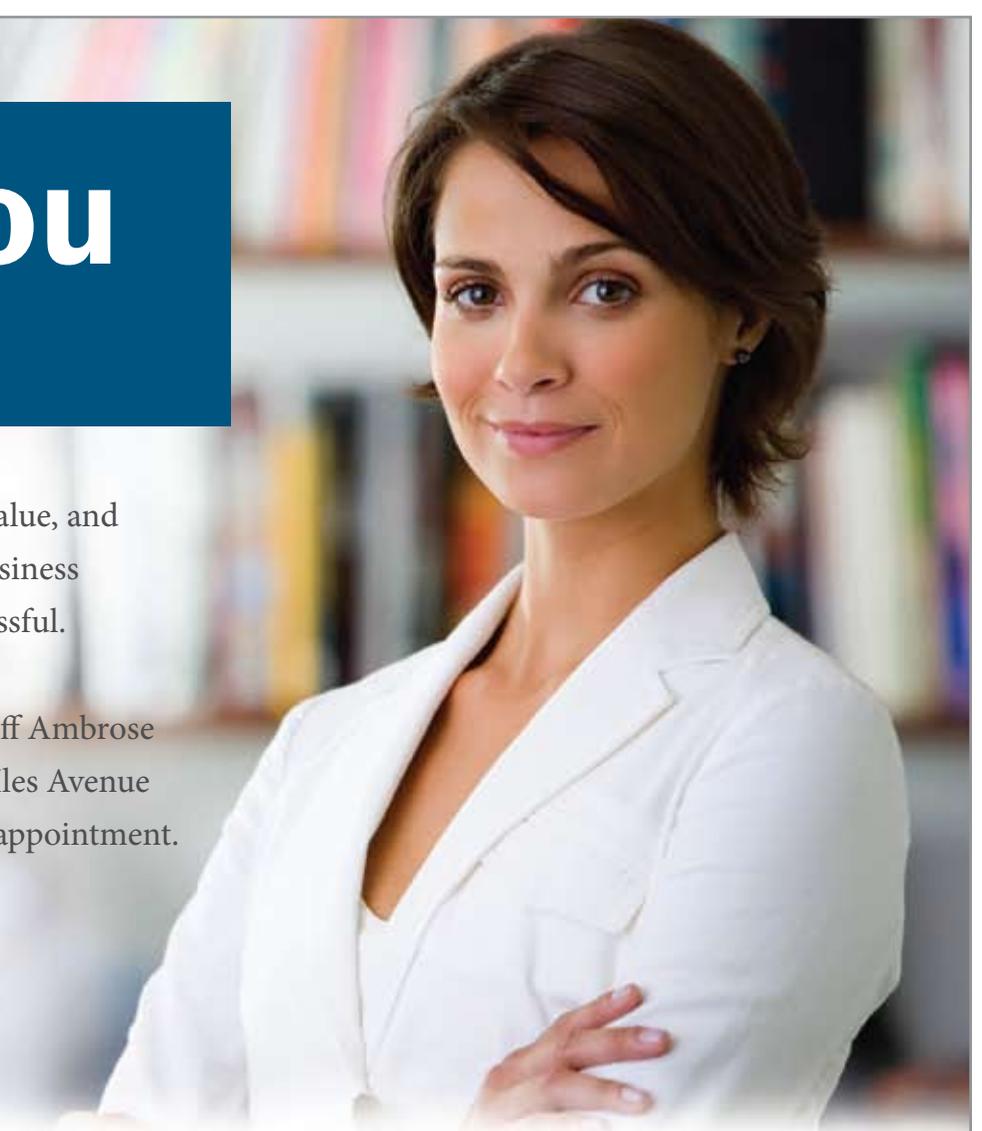


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philanthropy •

YSPN partners with Foodbank

Wells Fargo Advisors is the winner of the Corporate Food Fight Challenge (CFFC), an annual food and monetary donation drive through the Young Springfield Professionals Network and Central Illinois Foodbank.

Wells Fargo collected the most pounds per employee (24 employees at 857 PPE) for a total of 20,579 pounds. Wells Fargo Advisors is now home to the traveling plaque, taking it from last year's winner, **AT&T**. Collectively, the participants of the CFFC raised 102,900 pounds of food.

These food and monetary donations will help support the efforts of Central Illinois Foodbank and its work distributing food to agencies in a 21-county region.

Dancing with the Starz Oct. 26

The 8th Annual Dancing with the Starz, a dance competition featuring members of the community, is scheduled for Saturday, Oct. 26 at the downtown Hilton. The fundraising event, which will feature live music and a silent auction, will benefit the Prairie Art Alliance.

The participants represent a cross section of the Springfield community and will compete for the 2013 title with the help of professional dancers picked by dance instructor Pat Lyttaker. Celebrity judges Mylas Copeland from Green Toyota, Amie Meneghetti from Cool 101.9 FM and Jim Leach from 970 AM, along with MC Joe Crain from WICS Channel 20, will provide commentary while the audience determines the winner through the purchase of Starz Bucks.

This year's celebrity dancers are Wes

Giving Back

Jean Jones

Barr, Retired Lieutenant from the Sangamon County Sheriff's Office; Nan Bulli, classified account executive at **Illinois Times**; Sheila Feipel, director of sales for **Americall Communications**; Denise Hlad, owner of **Cherry Berry Springfield**; Shannon Mathis, division director for March of Dimes; Donnie Bassford, owner of **Donnie B's Comedy Club**; John Milhiser, Sangamon County State's Attorney; Steve Myers, president of **Myers Commercial Real Estate, Inc.**; and Cassandra Pence Ostermeier, artist/owner of **Urban Sassafras**.

GOTR opens registration

Girls on the Run of Central Illinois will kick off the 2013 fall program with 37 teams at local schools and new community program sites for girls in third through eighth grade.

More than 450 girls are estimated to participate this season in the life-skills program. The sessions will run for 10 weeks beginning Sept. 9. The program is available for the first time in Brown and Tazewell counties.

"The physical activity and healthy lifestyle focus of our program will reach the girls who participate in the program, as well as their families and our volunteer coaches," said Jennifer Sublett, executive director of Girls on the Run of Central Illinois.

The Girls on the Run program uses a curriculum which integrates running

to inspire girls to be joyful, healthy and confident. It covers topics such as self-awareness, building healthy relationships, and developing personal strengths while engaging in physical activities. At the end of the 10-week season, there will be a non-competitive 5k run open to the community. The fall 2013 5k will be held on Saturday, Nov. 9 at Lincoln Land Community College.

To learn more about the program, how to volunteer or to register for the community 5k, visit www.GOTRcentralillinois.org. You do not have to be a runner to get involved. Girls on the Run needs program coaches, committee members and 5k volunteers.

La-Z-Boy fulfills Habitat dream

La-Z-Boy delivered new living room furniture to Habitat for Humanity homeowner Debbie Weiner. Weiner loves to entertain guests and she was not able to do that in her apartment because it was too small. Now that she has more space in her Habitat Home, all she needed was the seating to be able to have guests over.

La-Z-Boy has helped her fulfill her dream of being able to entertain guests through their commitment to donate furniture to all the Habitat homes built in Sangamon County during 2013.

OCI Foundation announces grant winner

The Orthopedic Center of Illinois Foundation announced that genHkids was selected to receive \$20,000 as the beneficiary for the 10th Annual OCIF Open: Chip in fore Charity. The community impact grant will be funded through proceeds from the OCIF annual golf outing scheduled for Sept. 23 at Illini Country Club.

"We are excited to celebrate the 10th anniversary of our event by honoring genHkids and the work they do in our community to provide healthy futures for our children," said OCIF board member Ron Romanelli, M.D. "Many organizations applied for the grant, but ultimately the mission of genHkids paralleled that of the Foundation: to provide educational opportunities about health initiatives that impact our community."

"We are grateful both for the acknowledgement of our efforts and for the funding that will allow us to continue and expand upon our mission to create a generation of healthy, empowered kids through education, improved nourishment and increased daily physical activity," said genHkids President and Founder Kemia Sarraf, M.D.

SIU donates to Enos

On August 15, Southern Illinois School of Medicine donated school supplies for Enos Elementary School students.

Materials for student and classroom use were purchased and donated by employees of SIU School of Medicine during the past month and gathered by SIU's Enos Committee members. Following the delivery, Enos Principal Claudia Johnson took committee members on a tour of the new school facility.

Enos has been SIU's "adopted school" in Springfield School District 186's business partner program since 1985. The school supply drive is among other ongoing activities which SIU and its employees do for Enos students throughout the school year. These events include mentoring, hosting art exhibits and field trips, donating reading materials and more.

United Way helps St. Patrick Catholic, Grant Middle schools

United Way of Central Illinois presented more than \$13,000 in venture grant funding to two Springfield schools to support preschool expansion and literacy programming.

St. Patrick Catholic School was presented a \$9,980 venture grant to help the school expand its preschool program. Started in August 2012, the preschool program provides a learning environment designed to better prepare at-risk children for Kindergarten. Since opening, growing enrollment pressed the school to split the program's single classroom into two rooms, utilizing aides to maintain the program curriculum.

For the 2013 school year, St. Patrick's has expanded the preschool program to include a second fully-staffed classroom. Funding will provide furniture, educational material and classroom supplies necessary to the preschool program expansion.

"St. Patrick's started the preschool program to meet a need for early childhood education programs in our community," said Gary Sullivan, Executive Director of St. Patrick Catholic School. "The support of our community and organizations such as United Way allows us to provide our children with the opportunity to succeed in a safe, positive learning environment."

In recent years United Way has increased funding for early childhood education initiatives such as United Way's Communityworks Fund and Dolly Parton's Imagination Library.

"Kindergarten readiness is essential to the long term academic success of a child," said John Kelker, President of United Way of Central Illinois. "Funding for programs such as St. Patrick Catholic School's preschool program helps assure that all children in Sangamon and Menard counties are provided a foundation for lifelong learning."

Grant Middle School was also presented a \$3,115 venture grant to purchase books for the Grant Middle School Reads program. The literacy program, developed in conjunction with the statewide Illinois Reads initiative, aims to create a community of readers that includes every person at the school, not just teachers and students. The program creates a multigenerational book lending program to encourage reading, promote conversation and strengthen relationships between students and staff.

SHG ShopAPalooza Oct. 20

Sacred Heart-Griffin is planning a ShopAPalooza event for Oct. 20, 2013 at the SHG West Campus.

The school is looking for those who have a craft or distributors to rent booths for the event. Booth rentals are \$75. Those interested may email SHGShopAPalooza@gmail.com or call Ann Holmes at (217) 899-2044 to find out more information.



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Jean Jones is a freelance writer from Springfield.

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

• business decisions

John Stremsterfer: Ready to change the world

Editor's Note: This new column by Courtney Westlake examines what drives successful business people. During a luncheon interview with Courtney Westlake at Cafe Brio, she will address issues like how they approach their business; how they make a tough decision; when do they decide to add staff; dealing with customers; interacting with competition; share successes and what missteps they have made and corrective actions. The column is to give insight into their thought process, and to demonstrate what concerns readers can learn or share with them.

There is an inside joke among the staff members of the Community Foundation for the Land of Lincoln about executive director John Stremsterfer's favorite question.

Though his colleagues laugh about hearing this nearly every day, Stremsterfer embodies the mission of the Foundation when he asks his staff with a smile: "who's ready to change the world today?"

I first got to know John when he invited my husband Evan and I to be a part of the Young Philanthropists, a group of young professionals dedicated to charity giving within the foundation, back in 2008. As I have become involved in the Young Philanthropists, serving on and chairing the grant committee and now serving on the steering committee, I have seen the foundation and its various giving circles grow immensely and transform lives around the community, all under Stremsterfer's reins.

If you ask him, Stremsterfer will tell you he was just in the right place at the right time and attributes it all to his board of directors and staff. But it's obvious to those involved with the foundation and within the community that Stremsterfer's passion, vision and leadership have propelled the CFLL from holding assets of \$800,000 at its inception in 2003 to assets of \$17 million today with 125 different funds.

Thanks to my parents' influence of giving back while I was growing up, I have always had a heart for the mission of the community foundation, and I have been fascinated by its inner workings. Stremsterfer confirmed during our lunch at Cafe Brio what I have witnessed over the years of my involvement with the foundation: his goals and passions are so aligned with that of the CFLL that it is difficult for him to even answer a question about himself without the conversation returning to the foundation.

John admitted that he enjoys virtually all aspects of the fundraising and fund-giving involved in his job, even the mundane tasks of working to develop and implement systems and policies ("I love how systems work, and we have such a strong board now because of the systems we put in place at the beginning," he told me). But at the core of his role, what drives him each day, is building relationships.

What Stremsterfer described as "connecting the dots" has meant that he has built relationships all over central Illinois

Dining with Success

Courtney Westlake

with charities and agencies, volunteers, families and individuals in order to figure out ongoing needs or problems within the community and find ways to solve that problem – whether it stems from the foundation helping an existing agency incorporate that solution into its mission or assisting a family who wants to start a fund at the foundation.

Stremsterfer enjoys nonfiction reading and attending national conferences, but the information that occupies his mind every day comes from the local media. Ingesting community news allows him to constantly be learning about the people that the foundation is serving and to help him in his problem-solving endeavors.

"If you're paying attention, you can always find opportunities to align your work with the community," he pointed out.

Stremsterfer originally entered his career in government with the same goal of his current career: to help people. His path took him to development for his alma mater, Ursuline Academy, where he discovered a true passion for fundraising and the nonprofit field. We laughed as he admitted his goal of "Saving Ursuline," which jump-started his very successful career in development despite the fact that Ursuline is now defunct.

Obviously that did not deter John from going forward to lead a foundation in giving away more than four million dollars in 10 years to enable local programs to fulfill their mission to better the lives of those they serve.

"I get to help people give away money; what's not to love about that?" he smiled.

I asked him if it's difficult for him to ask people for money, and he told me that it's not hard when he sees the real community impact every day. Many of the people who set up funds with the foundation come to him with a simple need for guidance, and the foundation is then able to utilize its resources to put that money to the best possible use to benefit others.

Despite 10 years of leading the Foundation, John is still moved by each act of generosity he witnesses. We agreed that helpful, involved people generate a certain energy and culture that inspires others to help and become involved.

"It's still very heart-warming to know that people actually give their money away to help other people," he said.

By the way, I had Cafe Brio's Shrimp BLT, and it was delicious.

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

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not-for-profits & associations •

*Art Groups,
Continued from Page One*

association based at the historic Edwards Place.

"Just based on the number of phone calls we get every week for other art organizations, the public is confused," said Betsy Dollar, the Springfield Art Association's executive director. "I've been trying very hard to set a clear agenda as to who we are and what we do."

"I think diversity is good, and I think the needs of the professionals (artists) in terms of critique and support and interaction are completely different than the needs of kids and the hobbyists who enjoy art," Dollar said.

Jennifer Snopko, interim executive director of the Prairie Art Alliance, agrees.

"It's not a competition thing," she said. "We want a large and vibrant arts community. Those efforts don't all have to come out of the same building."

The Prairie Art Alliance, based at the Hoogland Center for the Arts, focuses on artist support, art awareness and art outreach.

"Our mission statement is to develop member artists and to serve the public through exhibits, classes and community outreach programming," Snopko said.

The alliance first began in 1979 as the Women's Art Alliance so local artists could exhibit their own creations.

"It has grown from a grass roots mission to a broader mission of how can we help the community, how can we raise arts awareness as an organization," Snopko said.

Prairie Art Alliance currently has about 105 juried members, most of which are juried artist members who are able to exhibit, rent and sell their work in the art alliance's galleries and through the organization's business art services, which offers artwork rental and outright sales of member artwork to Springfield businesses.

The Prairie Art Alliance is funded through membership and associate membership fees, art sales, private and corporate sponsorships, grant money and proceeds from fundraising events, including the annual Dancing with the Starz.

Snopko said membership "ebbs and flows."

"We were at our highest when we first opened the Gallery II, and we had 160 members," she said. "We do have a bit of turnover, but we do have a stable group of members."

The Prairie Art Alliance offers art classes for children and adults throughout the year. It also seeks grants from groups including the Illinois Arts Council, Springfield Area Arts Council, King's Daughters Foundation and Butler Funeral Homes to provide free art classes and projects to underserved children and art therapy for special groups, including seniors, Alzheimer's patients and women served by Sojourn Shelter and Services, Inc. The alliance also offers scholarships for classes, and members may set up memorial scholarships.

The Prairie Art Alliance operates two gallery spaces – the H.D. Smith Gallery at the Hoogland and Gallery II at 2 S. Old State Capitol Plaza.

"Offering space that's open five days a week for exhibition is a great opportunity for artists. A lot of the other organizations don't have a constant space open all of the time," she said.

Dollar said that she considers Prairie Art Alliance the professional artist resource organization while the Art Association caters more to the hobbyist and amateur artist.

"I am working very hard to promote

that concept that we are the community visual arts center with the art school, with the ceramics lab and the jewelry lab and a variety of classes," she said.

The association also runs the Michael

Edwards Place and its art collection.

"For our second century, we have a vision for another new building on the campus which will house a new, state-of-the-art ceramics lab, a glass-blowing studio and a large format open work studio that can support sculpture and large art formats," Dollar said.

The art association has a three-year campaign planned to raise \$4 million to fund the expansion and complete the interior restoration of Edwards Place.

In addition to art classes for children and adults and summer art camps, the art association has also provided the free Art Outreach Program to schools since the 1970s. The program allows parents, local groups or other volunteers to check out portfolios of materials for a particular artist, theme or movement in art history and use them for presentations and craft projects in the classroom.

Dollar said she hopes to digitize the portfolios so the program can expand its reach.

The art association's membership is currently about 800 people, and Dollar hopes to hit 1,200 in the next few years.

"Cities and communities that are very arts-oriented will have a general support of about three percent of the population," Dollar said. "My feeling for Springfield is if we could get to one percent, that would be phenomenal."

Dollar said the Art Association experienced a dormant period before she joined the organization four years ago. Since then, she's worked to provide more classes, more historic events in the Edwards Place and more exhibitions.

"We're really trying to kick new life into the place. Now people who have given up on us are taking notice and coming back," Dollar said. "So far, our efforts have been successful. Attendance at the events is continuing to increase and membership is going up."

Fundraising and membership fees support the association, which also seeks grants for specific programs.

"Our school is self-sustaining. We don't run a class if it doesn't have enough people signed up to pay the instructor and pay the overhead of the materials and keeping the lights on," Dollar said.

Some funding sources that were donated to the museum have helped it weather the difficult economy, which affected financial support for all of the arts community, particularly in 2008, 2009 and 2010, she said.

"Funding is continually a concern, so it's important to have local groups demonstrating the importance of the arts and advocating on their behalf," said Penny Wollan-Kriel, executive director of the Springfield Area Arts Council.

"When they talk about the NEA (National Endowment for the Arts) budget being slashed so hugely this year, if it takes it back to what it was in 1974, every one of us is going to get hurt because the state won't get any funding they have in

“Just based on the number of phone calls we get every week for other art organizations, the public is confused. I've been trying very hard to set a clear agenda as to who we are and what we do.”

*Betsy Dollar, executive director
for the Springfield Art Association*

the past, and therefore the local arts agencies are not going to get the same type of funding," Wollan-Kriel said.

The council, which represents all art disciplines, provides advocacy statewide and nationally.

"We aim to enrich the community by promoting and supporting all art forms and providing creative opportunities to participate in and enjoy the arts," Wollan-Kriel said. "We're much more nebulous. We have our activities and our programs but we don't have a thing such as a gallery."

However, the council is unique in its ability to re-grant state and city funds to other art initiatives through two separate programs, she said.

The Community Arts Access Program runs in conjunction with the Illinois Arts Council and provides grants for social service organizations in Sangamon and Menard counties that provide arts programming and specific projects. The City Arts Program is funded in part through the City of Springfield and provides grants for agencies that provide arts program-

“We aim to enrich the community by promoting and supporting all art forms and providing creative opportunities to participate in and enjoy the arts. We're much more nebulous. We have our activities and our programs but we don't have a thing such as a gallery.”

*Penny Wollan-Kriel, executive director of
the Springfield Area Arts Council.*

ming to senior citizens, individuals with disabilities and other underserved populations. It also provides rental subsidies for organizations that need exhibit, rehearsal or performance space.

"We also provide funding to have artists go into the schools. In some of the schools, it's the first time for the kids to see a professional musician... or a live story-teller," Wollan-Kriel said. "We touch about 5,000 students a school year through assemblies where we have artists perform."

If a school has 70 percent of its families classified as low-income, the arts council will provide artists within a certain stipend range at no cost to the school.

Continued on Next Page

Prairie Art Alliance

Executive Director: Jennifer Snopko, interim
Address: Hoogland Center for the Arts, 420 S. Sixth St.;
Prairie Art Alliance Gallery II, 2 S. Old State Capitol Plaza
Phone: 217-544-2787
Website: www.prairieart.org
Year Established: 1979 (Women's Art Alliance)
Board: 11-member board of directors
Annual Budget: \$227,000 (2012)
Number of members: About 105 juried artist members
Major Events: Dancing with the Starz, Rock the Arts,
Images of Illinois Photography Contest, Installation Wars
Programs: Adult and youth art classes, art outreach to
underserved populations and business art services

The Springfield Art Association

Executive Director: Betsy Dollar
Address: Edwards Place, 700 N. Fourth St.
Phone: 217-523-2631
Website: www.springfieldart.org
Year Established: 1913
Board: 25-member board of directors
Annual Budget: About \$500,000
Number of members: 800
Major Events: Beaux Arts Ball, Edwards Place Fine Art
Fair, Paint the Street Fest, Personalities Paint, Film Fest
Programs: Art classes for children and adults, summer
art camps, Canvas and Cocktails, Art Outreach

Springfield Old Capitol Art Fair

Executive Board Chair: Jennifer Benanti (2014), Jason
Elvidge (2013)
Address: P.O. Box 5701
Phone: N/A
Website: http://www.socaf.org
Year Established: 1961
Board: 25-member board of directors
Annual Budget: \$95,000
Number of members: N/A
Major Events: Old Capitol Art Fair
Programs: Student art contest, student scholarship
program, civic art collection

Springfield Area Arts Council

Executive Director: Penny Wollan-Kriel
Address: Hoogland Center for the Arts: 420 S. Sixth St.
Phone: 217-753-3519
Website: www.springfieldartscouncil.org/
Year Established: 1976
Board: 21-member board of directors
Annual Budget: \$150,000
Number of members: 500 (including "friends,"
members whose dues are current)
Major Events: First Night®, Poetry Out Loud, Mayor's
Award for the Arts
Programs: Community Arts Access Program, City Arts
Program, Artists on the Plaza, Arts-in-Education, On My
Own Time visual arts exhibit and Uptown Friday Nights

Springfield YMCA Arts and Humanities Department

Director: Lisa Parfitt, youth development director
Address: 701 S. Fourth St., 4550 W. Iles Ave.
Phone: 217-544-9846
Website: www.springfieldymca.org
Year Established: 1874, the Arts and Humanities
Department was created in 2008
Board: 19-member board of directors, 13-member
board of trustees
Annual Budget: \$3 million total for entire association
Number of members: The YMCA has close to 300
students in its after-school programs and close to
1,000 kids in the arts camps and classes
Major Events: Arts Week in October
Programs: Summer and spring break art camps,
after-school programs at local schools

Victor II Art Library and the Nelson Family Art Gallery, which holds rotating art exhibitions every month featuring a mix of local artists and those from across the country. The organization also preserves

• not-for-profits & associations

Continued from Previous Page

The council's membership is open to anyone, and the organization currently has about 500 members and "friends," who are members not current with the membership dues, Wollan-Kriel said.

Despite economic challenges, Wollan-Kriel said she is continually impressed by Springfield residents' willingness to support the arts monetarily.

Wollan-Kriel, Dollar and Jason Elvidge, chair of the 2013 Springfield Old Capitol Art Fair, say many of the local arts organizations tap the same group of people and businesses for funds and support.

brary, the Hoogland Center for the Arts and Lincoln Land Community College.

"We're a facilitator," Elvidge said. "We don't create the art, we create an avenue that allows (artists) to come and showcase it and hopefully sell it to the public," Elvidge said.

Elvidge said he's proud of other art initiatives taking place in Springfield, especially those that make art more accessible and relatable.

Lisa Parfitt, youth development director for the Springfield YCMA, said the organization's art camps and after-school arts programs do just that.

"The YMCA's general mission is spir-



The Springfield Art Association, Edwards Place, 700 N. Fourth St.

"There are only so many people to draw from who really have a passion for this," Elvidge said.

Recently completing its 52nd year, the Springfield Old Capitol Art Fair adheres to a strict budget, recruits longtime, dedicated volunteer board members and tries to mix in new, fresh ideas to keep the fair the longest running downtown festival, he said.

Donations, sponsorships and artist participation fees fund the fair each year.

"We're in the black this year, but it was a pretty much close to breakeven operation every year," Elvidge said.

The two-day event is a juried fair

held on the third weekend of May that now draws between 150 to 180 artists from across the country to the Old State Capitol Plaza downtown.

"The artists love Springfield and many return year after year," Elvidge said. "Springfield buys this art. They enjoy it. They show it in their homes."

The fair includes a children's tent, where they can make art as well as buy it at a discounted price, as well as musical entertainment and food.

Education is an important mission of the Old Capitol Art Fair, Elvidge said, and the organization provides scholarships to high school art students and holds a poster contest for grade 6-12 students.

The art fair also maintains and builds a civic art collection for the city, which now totals more than 300 pieces. Each year, the fair's board of directors select several pieces of art to add to the collection, which is on display at various locations around the city, including the Springfield Municipal Center, Lincoln Li-

brary, mind and body, and the arts feed the spirit. That's a big part of what we do," Parfitt said.

The YMCA holds art camps for different age groups over the summer and during spring break. Additionally, the association plans special programming for arts week during the first full week of October to showcase all different art forms, including the performing arts and music.

The YMCA also has seven before and after school sites throughout the community, each of which provides an artistic element so children have an outlet for their creativity. The organization also offers an art program for home-schooled

students.

The YMCA has close to 300 students in its after-school programs and close to 1,000 kids in the art camps.

"The thing that would set us apart is we don't turn away people for an inability to pay. We have scholarship opportunities for people who can't afford classes, and that's a huge thing," Parfitt said.

And the arts organizations agree that the more people have access to art in a variety of ways, the more people will appreciate its value.

"I think that is what is the making of an interesting and enlightened and strong artistic community and that what makes it interesting for those who are art consumers as much as those who are the artistic creators," Wollan-Kriel said.

Amanda Reavy Simhauser is a freelance writer from Springfield. She can be reached at info@springfieldbusinessjournal.com



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Major Associations

(Ranked by Number of Members)

	Association Name Address City, State, ZIP Code	Telephone (-) Fax (=) Web Site (www.)	Membership	President	Mission	Year Established
1	Illinois Education Association 100 E. Edwards Springfield IL 62704	217-544-0706 217-544-7383 ieanea.org	133,000	Cinda Klickna	Committed to advancing the cause of public education	1853
2	Illinois Federation of Teachers 700 S. College Springfield IL 62704	217-544-8562 217-544-1729 ift-aft.org	103,000	Daniel J. Montgomery	Improve public education and public services for Illinois students and citizens	1936
3	Illinois Association of REALTORS® 522 S. Fifth St. Springfield IL 62701	217-529-2600 217-529-3904 illinoisrealtor.org	41,000	Michael Oldenettel, CRS, GRI	As "The Voice for Real Estate in Illinois," IAR is the leading private property advocate in the state, promoting legislation that safeguards and advances the interests of real property ownership; and advocate for a healthy business environment and a professional resource for our member REALTORS®	1916
4	Illinois State Bar Association 424 S. Second St. Springfield IL 62701	217-525-1760 217-525-0712 isba.org	32,000	Paula Holderman	Promote the interests of the legal profession and improve the administration of justice, the quality of members' professional lives, and their relations with the public	1877
5	Illinois CPA Society 524 S. Second St., Suite 504 Springfield IL 62701	217-789-7914 217-789-7924 icpas.org	24,000	Todd Shapiro	To enhance the value of the CPA profession	1903
6	Illinois State Medical Society 600 S. Second St., Suite 200 Springfield IL 62704	217-528-5609 217-525-3923 isms.org	12,000	Steven Malkin, MD	Represents and unifies its physician members; represents the interests of member physicians; advocates for patients; promotes the doctor/patient relationship; the ethical practice of medicine; the betterment of the public health	1840
7	Illinois State Dental Society 1010 S. Second St., P.O. Box 376 Springfield IL 62704/62705	217-525-1406 217-525-8872 ids.org	6,600	Barry J. Howell, DDS	Improve the dental health of the public, and represent the interests of the dental profession	1865
8	Illinois Principals Association 2940 Baker Drive Springfield IL 62703	217-525-1383 217-525-7264 ilprincipals.org	4,400	Kevin Shelton	To advance learning through effective educational leadership	1971
9	Illinois Manufacturers' Association 220 E. Adams St. Springfield IL 62701	217-522-1240 217-522-2367 ima-net.org	4,000	Gregory W. Baise	Strengthen the economic, social, environmental and governmental conditions for manufacturing and allied enterprises in Illinois	1893
10	AIA Illinois 1 Old State Capitol Plaza N., Suite 300 Springfield IL 62701	217-522-2309 217-522-5370 aiail.org	3,750	Brandy Koch	To advocate a livable built environment by advancing the profession of architecture in Illinois	1946
11	Illinois Chamber of Commerce 215 E. Adams St. Springfield IL 62701	217-522-5512 217-522-5518 ilchamber.org	3,200	Doug Whitley	To aggressively advocate the interest of business to promote prosperity and opportunity for the citizens of Illinois	1919
12	Mid-West Truckers Association 2727 N. Dirksen Parkway Springfield IL 62702	217-525-0310 217-525-0342 mid-westtruckers.com	3,100	Don Schaefer, Exec. VP	Representing the industry before federal, state and local governments, MTA seeks to promote the economic and safe operation of trucks	1961
13	Illinois Nurses Association 911 S. Second St. Springfield IL 62704	217-523-0783 217-523-0838 illinoisnurses.com	3,000	Mary Bortolotti, RN	Improve health standards for all people, foster high standards for nursing and promote professional development	1901
14	Illinois Society of Professional Engineers 100 E. Washington St. Springfield IL 62701	217-544-7424 217-528-6545 illinoisengineer.com	2,400	Claude "Bud" Hurley, PE	Advance and promote the public welfare in connection with construction, environment, licensing, public health and transportation	1886
15	Illinois Trial Lawyers Association 401 W. Edwards St. Springfield IL 62704	217-789-0755 217-789-0810 iltla.com	2,000	Steve Phillips	Achieve high standards of professional ethics; uphold laws; secure and protect the rights of those injured in their persons or civil rights	1952

Sources: The Associations.

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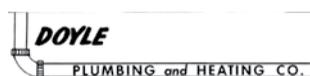
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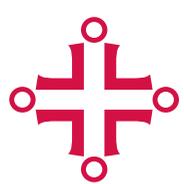
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associations •

Woman power

IWIL symposium set for Sept. 24; AWC hosts national conference

By Teresa Paul, Correspondent

"Empowerment" is the theme of the second annual Women's Symposium hosted by the Illinois Women in Leadership (IWIL) on Sept. 24 at the Northfield Inn and Conference Center in Springfield.

The conference is designed for women of all ages who seek a day of education, networking and professional development.

"We have successfully completed the planning," said Lashonda Fitch, placement recruiter at Manpower and with

the IWIL symposium planning committee. "All speakers including the two keynote speakers have been scheduled."

The morning keynote will be presented by Margaret Swallow, a marketing, teamwork and personal leadership consultant, who has been a guest speaker at business and Non-Governmental Organization meetings in the United States, Japan, Central and South America and Africa.

The closing keynote will be Paul

Wesselmann, "The Ripples Guy," who, through weekly emails, offers inspiration and practical motivation to subscribers around the country.

The one-day program also includes breakout sessions that feature speakers and workshops with expertise on business and professional development.

"The first conference was phenomenal," Fitch said. "We sold out with 100 attendees last year. The conference is im-

portant for women to take the time out of their busy schedule to empower themselves. As women, we tend to help and take care of others; however, we don't take the time for ourselves." IWIL anticipates 150 attendees for this year's conference.

Pam Kovacevich, CEO of the Girl Scouts of Central Il-

linois and an IWIL member, will present a breakout session on succession planning, titled, "How Do I Get My Boss' Job?"

"One of the ideas behind this year's conference is to have two or three takeaways from each session with practical application," Kovacevich said. "Every speaker is incorporating those pieces into their program delivery."

Kovacevich said she encourages women to attend the symposium as it has a balanced mixture of professional and per-

“One of the ideas behind this year's conference is to have two or three takeaways from each session with practical application. Every speaker is incorporating those pieces into their program delivery.”

Pam Kovacevich, chief executive officer of the Girl Scouts of Central Illinois and an IWIL member

Worth Every Penny: Local AWC chapter hosts national conference

"Worth Every Penny" is the theme of AWC's national conference on Oct. 18-19 at the Springfield Hilton that is being hosted by the local Association for Women in Communications chapter.

Springfield Chapter AWC past-president and National Conference Committee Chair Lisa Rigoni said the local chapter has been working on securing the event for two years.

"We were asked a few years ago to host a technical conference for National, and we declined," Rigoni said. "Our chapter was in a rebuilding stage at the time, and we wanted to focus on upgrading our own programming and chapter growth."

"We approached AWC National, throwing our hat in the ring to host," Rigoni said. "I spent a lot of time talking to Paula Antonacci at the Springfield Convention and Visitor's Bureau to develop a proposal highlighting what Springfield had to offer. With Paula's help and the encouragement and enthusiasm of our local members and board, we were selected. And now, it's right around the corner."

Rigoni said the "range of topics, the high-caliber speakers, the day-and-a-half format is a great combination for participants," and she anticipates upwards of 80 participants from various states.

The conference provides national recognition for Springfield, professional development for communicators and great networking opportunities. "It's an honor to have been selected as the host chapter and host city," Rigoni said. "Springfield AWC is excited about the experience and the conference."

The keynote speaker on Oct. 18, launching the day-and-a-half conference, is Springfield's Sarah Petty. Her book, "Worth Every Penny," provided the conference theme. Petty is the co-author of the book published April 2012.

Petty opened her boutique photography studio, Sarah Petty Photography, August 2001 and within five years grew it into a multi-million dollar business. Her second company, Joy of Marketing, is where she teaches small businesses how to compete in any economy without using price.

Continued on next page

sonal growth for women in any stage of their career.

"We have expanded the conference this year to allow for more attendees," Kovacevich said. "We have both an opening and closing keynote and both are renowned speakers who come with a fan-

tastic resume background. For the price the conference is so reasonable."

Darlene Weaver of IWIL attended last year's conference. "I enjoyed it immensely," said Weaver, owner and president

Continued on Next Page

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Continued from Previous Page

of Distinctive Designs for Kitchens and

“It is a very condensed course of Financial Peace University by Dave Ramsey,” Weaver said. “I will be helping others

Continued from Previous Page

“Most people think of boutique as a gift shop, but we are defining it as a business model in a filter through which businesses should make decisions,” Petty said. “So if you are going to be custom and high touch with your customers and give them a different kind of experience than they get at the Walmart in their industry then you have to be priced differently as well. You have to market differently and every step of the business has to be different.”

During Petty’s keynote session, she will help the audience take a look at their business, career, or job differently than they have in the past.

Petty was thrilled to be asked to speak at the conference, as she describes AWC as “a fabulous organization and a leading organization in communication.”

“The conference is important as it is teaching women communicators to be leaders,” Petty said. “I am happy the book, ‘Worth Every Penny,’ was chosen as the theme. The theme translates well whether you own your own business or whether you are working in a business or trying to change what career path you have.”

Ann Tracy Mueller, an editor and communicator in healthcare with background in insurance and financial services, also from Springfield, will present one of the sessions at this year’s national AWC Conference. Mueller, a lifelong Abraham Lincoln enthusiast, has won awards for her work with the Abraham Lincoln Bicentennial with social media. Mueller helped copy edit, “Abraham Lincoln Traveled This Way: The America Lincoln Knew” by Michael Burlingame and Robert Shaw and served as a historical advisory on the movie, “Saving Lincoln.”

The session Mueller will present at the conference is “What communicators can learn from Abraham Lincoln: Draw upon transferable skills and lifelong learning to connect and share on social media.”

“People more and more are mobile, looking online and want to connect online with their business and engaging on social media,” Mueller said. “Lincoln knew his audience, listened to his audience, and learned to tell stories. To be engaged in today’s social network, you need to be a great storyteller.”

— by Teresa Paul

Baths.

“I thought it was inspiring, interesting, well organized and well run,” Weaver said. “I think the committee did a great job, especially for a first time effort.”

Weaver will present a break out session this year with “Seven Baby Steps to Financial Peace.”

understand what do you have and what have you spent. Hopefully, I will make a few people laugh and inspire people to buy the book.”

Julie Davis, broker with The Real Estate Group and IWIL member, will present the session titled, “Increased Productivity through Better Self-Management.”

“So many people get promoted in their job, now there is a greater expectation from the company,” Davis said. “The employee then is expected to get the job done with the same or less resources. The key part of my session is to teach delegation and to schedule your agenda rather than your schedule driving you.”

“The benefit of the IWIL Symposium is to spend the day with other professional women in a setting where you can share ideas and to share challenges and help others face those challenges,” Davis said. “I feel the interaction of the people who are attending is amazingly valuable.”

Sheila Feipel, an account executive with Americall Communications and with the IWIL planning committee, said, “Our world is a very fast-paced world with emails, social media and blogs about our business. From the moment I wake up to the moment I go to bed in the evening I am still working.”

Feipel said any executive can benefit from educational conferences, but especially for women.

“As executives and business owners, women need to work harder, faster and smarter to compete in the male dominated work force,” Feipel said. “So anytime women can come together and improve their knowledge we are providing an example for women all over the world that we are capable and this is what you can do.”

“I am already registered for this year’s IWIL Women’s Symposium,” said IWIL member, Lisa Rigoni. “Participating last year was beneficial. One of the things that professional women tend to do is overextend themselves and forget to recharge. Last year’s symposium was a great boost, and I am excited to be attending

this year’s event.”

“I found affirmation, positive reinforcement in listening to and applying their advice,” Rigoni said. “And I heard nothing but positive comments about other presenters, as well. It’s healthy to take time out to have that day of personal development. We need to hear from others. We need to network. We need some downtime to reflect. It makes us better people on all levels - work, home and play. I cannot wait for Sept. 24. I would challenge others to take advantage of the opportunity, too.”

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

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Elvis and trucks

By Eric Woods, Correspondent

Springfield –

What is your favorite part about living in Springfield? Hogan enjoys the close proximity to the arts venues and theatrical

shows in town. He is also fond of the lake and being able to go boating. "It is a small city with a big city attitude," he said.

What is the worst part about living in Springfield? Hogan loves St. Louis and does not like the distance from Springfield. "I grew up there and lived and worked there for years," he said.

The biggest issue Springfield currently faces is...?

"We have the same national issues here in Springfield," said Hogan. "The economy is tough. If businesses are not thriving, there is a ripple effect on people not spending."

Employment –

"When I was 10, I wanted to be..." Elvis Presley. "I wanted to be an actor and singer," said Hogan.

First job? When he was 12 years old, Hogan worked for himself cutting grass

and washing cars.

Worst job? At 18-years-old, Hogan worked in a warehouse for a small rubber supply company. "It was so mundane," he said. "Just repeat, repeat, repeat."

Current job and responsibilities?

Hogan's parents own Crossroads Ford, and Hogan shares a one-sixth partnership with five brothers and sisters. He has been with the company almost 20 years and is responsible for all sales, both new and used. "I take care of the customer, from parts and service to sales," he said. Hogan spends quite a bit of time in his office working with customers as well as members of the sales and service teams. "It is a lot of mental work more than physical." Crossroads is

family-oriented, and Hogan hires people for the long haul.

Philosophical –

What do you want to know about the future? Although there have been a number of ups and downs since 2008, Hogan sees a bright future once people get back to work. "Their confidence will be up,"

he said. He is eager to see the strength of the national leadership and if they can be trusted. "Good leadership means we will turn around quickly."

How do you envision your life in 10 years? Hogan plans to remain at Crossroads while looking at the golden years of a prosperous business. He is also eager to watch his children grow up with their own children.

Advice –

Advice for someone seeking a career in your field? "For the right people, this is a very satisfying job," said Hogan. "In sales, you can look in the mirror and change your income by networking with customers and businesses." Hogan also realizes that most automobile sales are now started over the internet, as people look up what they want and target the dealerships that sell such vehicles.

Best advice you have ever been given? "If you love what you are doing, you will never work a day in your life," said Hogan.

Achievements –

As a kid? Playing in a band at age 14 helped Hogan live out his dream of being an entertainer. "I had 'rock star' status in the St. Louis area," he said. By age 18, he had his own band and even played at the



Dan Hogan

Title: General Sales Manager, Crossroads Ford Truck Sales, Inc.

Address: 100 North Hill St., Springfield, Ill., 62708

Telephone: (217) 528-0770

E-mail: danhogan@crossroadtrucks.com

Born: May 24, 1961; East St. Louis, Ill.

Education: National Automobile Dealers Association Certification

Family: Wife – Mary Rose; Children – Danielle, Allie, Nikki, and Hunter

Favorites –

Hobby: Boating

Restaurant: E.L. Flanagan's (Highland, Ill.)

Sports team: St. Louis Cardinals and Rams

Tidbits –

Coaches youth basketball and soccer

Sings and plays the drums

Wants to visit Ireland someday

Illinois State Fair one year.

As an adult? Getting married and having children has been a blessing for Hogan. "I love my family," he said. "They mean everything to me."

Future –

Upcoming job news? "I would like the opportunity to own and operate this dealership or one very similar," said Hogan.

Any vacation plans? Hogan recently returned from vacationing at Bull Shoals Lake in Arkansas. "I love boating with my family," he said. He also enjoys taking the family to his parents' vacation home on Daufuskie Island near Hilton Head. "It is a golf haven. It is like Disney World for adults."

I want to retire when I'm ... (age)? Hogan plans to work until at least age 65. "I want to retire comfortably and live well into my 80s," he said.

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

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Salvage yards seek scrap metal

Fighting effects of 'Cash for Clunkers'

By Gabriel House,
Correspondent

It has often been said that one person's trash is another person's treasure. That old saying might never have been truer than in today's age of recycling, re-using and rebuilding.

Doug Nevill, owner of Nevill's Auto Salvage located at 1836 Groth, has built up his nine-acre salvage yard since 2004. But contrary to the popular image of resourceful restorers scouring salvage yards for that missing piece to their dream project, Nevill said they are not in the business of selling to individuals anymore. It was a part of Nevill's early strategy but he ended up growing away from it.



Nevill's Auto Salvage

"It just wasn't our direction," Nevill said. "We got into it and we started growing the business. We started with nothing here; it was me, my girlfriend and my dad and it kind of grew too fast for the amount of employees we could afford. We were doing more and more and more, so we decided it was time to do something different."

A & M Towing and Auto Salvage, located at 1737 N. 14th Street, do not cater to parts-procuring private individuals. But Owner George Richard said in his case the decision is not his to make.

"The great city of Springfield decided I'm not zoned to sell parts, even though I'm zoned commercial," Richard said. "I thought about trying to appeal it, but I'm just not doing it at this time. The funny part is they'll let me sell cars here."

So what happens to those defunct vehicles harboring all that scrap metal? "We send them out to a shredder," Nevill said.

"We core out certain parts from the vehicle, anything that's cost-effective for us to take off a car," he said. "Catalytic converters, aluminum wheels ... and, of course, we have to take the batteries out. The rest we send to the shredder."

Nevill further explained that even the fluids in the old automobiles – mainly oil and antifreeze – can be recycled and re-used after being drained out.

Apart from the more valuable asides – batteries and converters that are resold to wholesalers, Richard said – the worth of the scrap is then based on one simple factor: tonnage.

So, while neither Richard nor Nevill are in the business of selling to individuals, they will gladly buy from them. In fact, both men said, the majority of their business comes from people looking to junk their cars and also from auto auctions. Although both salvage yards will gladly do business with area car dealer-

ships and lots, it is not something that happens often.

"We rarely would take a vehicle to a salvage yard," explained Dave Seadler, chief financial officer of Landmark Ford. "If we think a vehicle is retailable, it'll go on our lot. Otherwise, it'll go to an auto auction."

While Seadler said Landmark Ford's sales have been steadily improving since an all-time low in 2008, Nevill said he is experiencing a bit of slump on the salvage side of the automobile business.

"I really don't know for sure, but I think Cash for Clunkers has probably kind of rolled around on us," Nevill offered. "The cars being junked two or three years ago are probably the cars we'd be seeing more of now."

Cash for Clunkers, the colloquial name for the Cash Allowance Rebate System (CARS), was a government-funded program started to incentivize the purchase of new, fuel-efficient vehicles. It started in July 2009 and ended shortly thereafter in August 2009 after exhausting its initial budget of \$1 billion and the subsequent approval of an additional \$2 billion in federal funds.

Rebates of up to \$4,500 were available on purchases of new vehicles that were more fuel-efficient than a combined value of 18 miles per gallon. One caveat to prevent those traded in vehicles from being sold again was the mandated destruction of the old motor and total scrapping of the cars as well.

The United States Department of Transportation reported after the program that nearly 700,000 new cars had been sold as a result of CARS.

"Well, it had a tremendous impact on increasing vehicle sales for that month probably two to three-fold over what it would've been," Seadler said. "I think it had a short-term boost in not only retail sales, but in helping keep the (automobile) factories going. I also think it came at tremendous cost to the government as well, so it was a trade-off."

As for the nearly 700,000 new vehicles sold that translated into an equal amount of vehicles scrapped and destroyed, signifying a hefty amount of potentially lucrative salvage.

Richard, though, said he was not involved in the program. He believed certain salvage yards were designated to take part, but he said he would have been interested in participating given the chance. Nevill said he made some calls when the program was first announced but decided it was not a worthwhile endeavor to pursue.

"We stayed away from it," Nevill said. "It just wasn't profitable for us to buy the cars just to crush them. The cars they were trading in were good cars. They just didn't get the good gas mileage."

"As the cycle goes through, I think those are the cars that would've been breaking down now," he added.

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

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Automobile Dealers

(Ranked by New Car Sales in Illinois: January 1 - December 31, 2012)

	Dealer Name Address City, State, ZIP Code	Telephone (-) Fax (=) Web Site (www.)	New Vehicle Sales	New Vehicles Sold	Full-Time Employees	Owner	General Manager	Year Established
1	Green Hyundai on Dirksen 1200 S. Dirksen Parkway Springfield IL 62702	217-525-1370 217-717=9145 greenfamilystores.com	2,007*	Hyundai	83	Todd Green	Mike Quimby	1985
2	Green Toyota Volkswagen Audi Scion 3901 W. Wabash Ave. Springfield IL 62711	217-698-3100 217-717=9146 greenfamilystores.com	1,466	Toyota, Volkswagen, Audi, Scion	70	Todd Green	Mylas Copeland	1983 - Toyota, 1985 - Audi
3	Green Dodge, Quality Kia, Mitsubishi, Subaru 3801 W. Wabash Ave. Springfield IL 62711	217-522-1222 217-953=4074 greenfamilystores.com	1,176	Dodge, Kia, Mitsubishi, Subaru	55	Todd Green	Josh Wagoner	2006
4	Landmark Ford Inc. 2401 Prairie Crossing Drive Springfield IL 62711	217-862-5200 217-862=5328 landmarkauto.com	1,129	Ford	85	William T. Grant, Jr., Sean B. Grant	Sean B. Grant	1974
5	Green Nissan 4801 W. Wabash Ave. Springfield IL 62711	217-787-7620 217-717=9981 greenfamilystores.com	1,060	Nissan	46	Todd Green	Josh Wagoner	2011
6	Friendly Chevrolet Inc. 2540 Prairie Crossing Drive Springfield IL 62711	217-547-0700 217-698=8401 friendlychevroletspringfield.com	996	Chevrolet	75	Susan Langheim	Bill Lynch	1965
7	Honda of Illinois 2500 Prairie Crossing Drive Springfield IL 62711	217-547-0750 217-546=8403 hondaofillinois.net	674	Honda	33	Susan Langheim	Steve Belcher	1979
8	Landmark Chrysler Jeep Fiat 2331 Prairie Crossing Drive Springfield IL 62711	217-862-5300 217-862=5312 landmarkauto.com	619	Chrysler, Jeep, Fiat	40	William T. Grant, Jr., Sean B. Grant	Sean B. Grant	1980
9	Isringhausen Imports 229 E. Jefferson St. Springfield IL 62701	217-528-2277 217-528=8146 isringhausen.com	541	BMW, Mercedes Benz, Porsche	60	Geoff Isringhausen, Susan Isringhausen	Geoff Isringhausen	1981
10	Green Lincoln Mazda 3760 S. Sixth St. Springfield IL 62703	217-391-2400 217-717=4442 greenfamilystores.com	514*	Lincoln, Mazda	41	Todd Green	Tim Nice	2005
11	S & K Buick - GMC, Inc. 1400 S. Dirksen Parkway Springfield IL 62703	217-544-0771 217-544=2956 skbuick.com	419	Buick, GMC Trucks	50	Kevin Kallister	Tony Kapp	1992
12	Crossroads Ford Truck Sales, Inc. , 100 North Hill St. Crossroads Truck Solutions , 3441 Gatlin Drive, Springfield IL 62702 / 62707	217-528-0770/522-5500 217-528=2039/527=1935 crossroadstrucks.com	147 ⁺	Ford - Hill: light/ed. duty trucks, Gatlin: med./heavy duty trucks	45 - (Hill) 19 - (Gatlin)	John Hogan	John Hogan (Hill) Tim Hogan (Gatlin)	1981 - (Hill), 2005 - (Gatlin)
13	Landmark Cadillac 2360 Prairie Crossing Drive Springfield IL 62711	217-793-6050 217-726=5093 landmarkcadillac.com	135	Cadillac	28	William T. Grant, Jr., Sean B. Grant	Sean B. Grant	2006
14	Giuffre Volvo and Certified Pre-Owned 1030 S. Dirksen Parkway Springfield IL 62703	217-788-2400 217-391=3003 autogiuffre.com	58	Volvo	22	Roger C. Sables	R. Scott Sables	1954

Sources: Sources: The Illinois Statewide Dealer Summary provided by Cross-Sell.com, The Illinois Auto Dealers Association (IADA), and The Ill. Secretary of State for the period specified.

* New Vehicle sales number reflects Crossroads Ford Truck Sales only.

* Sales for Green Hyundai / Lincoln Mazda is 2,521. Breakdown of sales per location provided by Green Family Stores.

monthly drive

Ford Flex: 21st Century drive with a retro touch

By Jane Driver

Getting into the Ford Flex is a bit like traveling back in time, with its station wagon look, but definitely a 21st Century version. I went to Crossroads Ford on the far northeast corner of Springfield to check out a 2014 Ford Flex and met new salesman Mark Conwill, a recent retiree from Illinois state government. Crossroads parking lot was devoid of cars, but they had simply moved them to make room for a Ford Mustang show over the weekend. He put me into a 2014 Ford Flex Limited, mineral gray metallic with charcoal black leather and gray inserts.

With a boxy, panel-look exterior and long hood, the Flex really does remind me of the station wagons of my youth, but the interior doesn't. The gauges radiate a blue light on the left side and red on the right. That certainly was not an option in those station wagons.

Ford has updated the front grill on the Flex, wrapping the now chrome grill around the front corner, squinting the headlights, and adding an obvious front plastic cover over them. The overall look is aggressive and determined looking.



2014 Ford Flex Limited

While I'm short, even a tall person would feel comfortable inside. Conwill, a bigger guy, said he and three of his friends of equal size fit comfortably in the Flex. I would believe him with the high ceilings, expansive front and back seat areas and three rows of sunroofs. I didn't care for the acre of dashboard between me and the windshield or that I sat below the windowsill in the driver's seat. However, the latter could have been an adjustment error on my part.

The back seats sit higher than the front, and back seat passengers are afforded nice views out their windows and the front windshield. The seats in both rows were an "in between" – not exactly squishy, but not exactly firm either. But

the headroom and legroom certainly make up for that.

My view out the front was good; the steering wheel had a nice size and grip, but the gear shifter was an awkward shape and bit large for my hand. I remember when I drove a Flex a few years

ago as a rental, it being higher off the ground. It could be that my memory is faulty, and I like the height allowing easy ingress and egress with the deep and far swinging doors.

As we drove north on Dirksen Parkway, I did notice some road noise and the acceleration was a bit loud. But at speed the vehicle drove very quietly; and, son John Driver was completely impressed by the sound system.

An impressive part of this vehicle is the Sport mode. It's a completely different vehicle in this mode – improved acceleration, and handling, which was fine in

regular drive. You feel as if you are part of the Flex in Sport mode. The brakes handled well too.

A not-so-impressive part is the center console/media center. John Driver didn't like the lack of buttons, and even he struggled a bit figuring out the system.

Ford wants men to feel comfortable in this vehicle too, so they installed "stadium seating" for the far back seats, just like the Honda Odyssey minivan. I did have to climb onto them, and the headrest position was a bit awkward, but it is a great feature. And, to top it off this Flex came with a cooler between the back captains-style seats. I would forgo the cooler and get a bench seat.

If I owned one of these, the long road trips we take would necessitate the backbench for lounging.

Like the station wagon of old, the Flex can be a multi-purpose vehicle for long family trips or running errands around town. Gas mileage isn't great at 18 in the city and 25 on the highway, but it's better than most SUVs.

With changes to the intersection at Dirksen Parkway and Clear Lake Avenue, to get to Crossroads, turn left at Hill Street (the last light before the highway) and right into the parking lot.

2014 Ford Flex Limited

Driven at:

Crossroads Ford Truck Sales
100 N. Hill St.
Springfield, Ill. 62702
217-528-0770
crossroadstrucks.com



Sticker price as driven: \$47,870
MPG: 18 city; 25 highway

Notables:

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

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*New Businesses,
Continued from Page 5*

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- L.E. Enterprises, 10 S. Griffith Creek Road, Mechanicsburg, 62545, Sean Simpson, (217) 638-9082.
- Meneghetti Cleaning Services, 3037 Twin Lakes Drive, Springfield, 62707, Kimberly Meneghetti, (217) 544-4142.
- Pawnee Learning Center, 303 Carroll Street, Pawnee, 62558, Kimberly S. Well, (217) 971-7147.
- Physical Therapy-Solutions for Pain Problems, 226 E. Lawrence, 1st Floor, Springfield, 62704, Violet R. Lalicon, (217) 721-6373.
- Piano Gallery of Springfield, 3730 Wabash, Springfield, 62711, LML Enterprises, LLC, (217) 787-7788.
- Pies, Pies, Pies, 24 Glenwood Lane, Chatham, 62629, Lynn Jo Baldwin, (217) 483-4105.
- SMG Medical, 1375 Wyndmoor Drive, Rochester, 62563, Shawn Gibson, (217) 553-3228.

- Springfield Walks, 425 S. Seventh St., Apt. C, Springfield, 62701, Garret Mofett, (217) 502-8687.
- Steady Hands Tattoo, 441 E. Adams, Springfield, 62701, Jeromy M. Gough, (217) 891-0770.
- Webster House Interiors LLC, 1105 Latigo Lange, Springfield, 62712, Jennifer E. French-Johnson, Erin M. Selinger, (217) 529-6035.
- T & W Floor Covering, 59 Illini Drive, Pawnee, 62558, William J. Daugherty, Tyler Lee Sandidge, (217) 381-5859.
- World's Largest Community Garage Sale, 256 S. Durkin Drive, Springfield, 62704, Bryce McKeithen, (217) 415-6720.
- Young PAC FGM, 117 South Grand Ave. West, Springfield, 62704, Keyon O. Klein-Horton, (217) 361-3207.
- Zukunft Group Worldwide LLC, 2150 Illini Road, Springfield, 62704, Lothar E. Soliwon, Audrey B. Soliwon, Erik E. Soliwon, Diane K. Soliwon, (217) 787-3544.

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September

- 5 – Friend in Deed Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Edie Weaver, (217) 788-1356
- 6 – 15th Annual Springfield YMCA Golf for Kids Charity Tournament, Lincoln Greens Golf Course, Noon Shotgun Start, Jane Frech, (217) 544-9846 X116
- 6 – 20th Annual Calvary Charity Golf Classic, Piper Glen Golf Club, 1 p.m. Shotgun Start, Tina Casper, (217) 546-9700 X210
- 7 – MacMurray College Men's Golf, Northridge Hills Golf Course, 11:30 a.m. Start, Derek James or Howard Pillsbury, (217) 243-4241, Scramble
- 8 – NFL Kickoff Golf Outing, Long Bridge Golf Course (nine hole), 10 a.m. Shotgun, Michelle Buerkett, (217) 744-8311
- 9 – 2nd Annual Dave Cope Swing For The Love Of It Memorial Golf Outing, The Den Golf Course, Noon Shotgun Start, Megan Mueller, (217) 528-3314 x148, Scramble
- 9 – Fellowship of Christian Athletes Local Qualifier, Illini Country Club, 1 p.m., Four-Person Scramble, John Gilchrist, (217) 546-4614
- 9 – State Senator Sam McCann Golf Outing, Panther Creek Country Club, 12:30 p.m. Shotgun Start, Jerry White, (217) 622-7127
- 12 – Chatham Chamber of Commerce Golf Outing, Piper Glen Golf Club, Noon Shotgun Start, Andy Koester, (217) 483-6537
- 13 – American Business Club 8th Annual Charity Open Benefiting UCPLand of Lincoln, Piper Glen Golf Club, Noon Shotgun Start, Andy Koester, (217) 483-6537
- 13 – Lutheran High School Golf Outing, Lincoln Greens Golf Course, 9 a.m. Shotgun

Start, Buzz Sperry, (217) 546-6363

- 14 – 22nd Annual Derek Dolenc Memorial Golf Outing supporting the Derek Dolenc Cancer Patient Assistance Fund at Memorial Medical Center's Regional Cancer Center, Edgewood Golf Club, 10 a.m. Shotgun Start, Kent Dolenc, (217) 553-4449
- 14 – Bud Light Benefit Outing, The Links Golf Course, 12:30 p.m. Shotgun, Keith Ward, (217) 479-4663
- 20 – Be a Hero For Babies Golf Outing supporting March of Dimes, Piper Glen Golf Club, 10 a.m. Shotgun Start, Kathy Starkey, (217) 793-0500
- 20 – Holes fore! Habitat Golf Outing, Lincoln Greens Golf Course, 12 p.m. Shotgun, Brittany Elder, (217) 523-2710
- 23 – 10th Annual Orthopedic Center of Illinois Foundation (OCIF) Chip in Fore Charity!, Panther Creek Country Club, 12:30 p.m. Shotgun Start, (217) 547-9100
- 27 – Lincoln Land Community College 21st Annual Baseball Team Golf Outing, Piper Glen Golf Club, 12:30 Shotgun, Ron Riggle, (217) 786-2426
- 28 – 7th Annual Mark Timm Memorial Golf Outing, Brookhills Golf Club, 9 a.m. and 1 p.m. Starts, Bob Mabie, (217) 787-8576
- 28 – Benedictine University at Springfield 14th Annual Bulldog Baseball Golf Outing, Piper Glen Golf Course, 8 a.m. and 1 a.m. Starts, Steve Torricelli, (217) 652-7090

October

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

business reading •

Why we're all in sales in now

While you might not have "sales" anywhere in your title, you probably spend a lot of time trying to convince other people to buy into what you're saying. Whether it's pitching a new idea to your coworkers or persuading the family that Nebraska is a better choice than Florida for vacation, you probably "sell" more than you think.



And in Daniel Pink's "To Sell is Human: The Surprising Truth about Moving Others," he writes that contrary to the belief that the Internet has replaced the need for salespeople, the Internet has actually prompted more of a need for salespeople.

First of all, sales never really died the way people thought it would when the Internet entered the scene. The U.S. Bureau of Labor Statistics reported recently that only one in nine workers are traditional salespeople, which is still a lot of people! If the nation's salespeople lived in a

single state, it would be fifth largest state in the United States. And, while the sales industry took a hit during the economic downturn between 2008 and 2010, the field is picking up momentum and the BLS now projects that the United States will add nearly 2 million new sales jobs by 2020.

But there's another part to this equation – the other eight in nine people from the BLS report. These people also do sales, but more of what Pink calls "non-sales selling." He writes, "Physicians sell patients on a remedy. Lawyers sell juries on a verdict. Teachers sell students on the value of paying attention in class. Entrepreneurs woo funders, writers sweet-talk producers, coaches cajole players." While these acts don't involve convincing others to make purchases, which is what many consider sales to be, they involve moving others to act, which is really what sales is about.

Pink commissioned a study called "What Do You Do at Work?" in which 9,057 respondents from around the world were interviewed about their working habits. The two main findings were: 1) People spend about 40 percent of their time at work engaged in non-sales selling, which equates to about 24 minutes of every hour, and 2) People consider this aspect of their work crucial to their professional success.

There was a day when only certain types of people were in sales, but that was before the rise of the entrepreneur, especially in recent years. These people have to do everything themselves, from bookkeeping to accounting to sales. As a matter of survival, they have to learn to become diversified. This group of people is growing every year. The U.S. Census Bureau estimates that the American economy has more than 21 million "non-employer" businesses, which are operations without any paid employees other than the owner. Although this group only accounts for a modest portion of America's gross domestic product, they constitute the majority of businesses in the United

Book Review

Tom Fitch

States.

At this point of the book, Pink has made his case that we are all salespeople, whether we like it or not. So now the question is, can we all handle this role? Don't you have to be an extravert to be a salesperson? The answer, surprisingly, is "No." A comprehensive study of salespeople showed no correlation between extraversion and sales. But, that doesn't mean that introverts are necessarily better salespeople. In fact, the most successful salespeople tend to be "ambiverts – people who are neither overly extraverted nor overly introverted.

The reason that ambiverts tend to be better salespeople is because they know how to balance themselves in a sales situation. They don't get overzealous, as extraverts often do, and they don't get shy and removed, as introverts often do.

But again, regardless of whether you are an extravert, introvert or ambivert, you probably still have to sell. For a long time, salespeople operated under the A-B-C principle: Always Be Closing. Today, if you want to influence people, aka "selling," you should remember the new A-B-C principle.

- A – Attunement. This involves harmonizing your actions and outlook with other people, and seeing the world through their eyes. You want to look into their hearts and minds, and interestingly enough, their bodies.

- B – Buoyancy. This means that you have to stay afloat amid rejection. After all, selling involves rejection and if you let it paralyze you every time it happens, you will never succeed.

- C – Clarity. When you are selling, you are likely trying to sell a solution to someone's problem. So, in essence, you are solving the right problem, you need clarity about what the other person's problem is. You should also try to sell insights about what you're selling, not just try to the product (or service) itself.

One of the most important things to remember when you're selling is that you are there to serve others, so make your sales engagements as personal as you can. In business, we try to stay professional, which is good but sometimes we can appear distant in the process. People who put themselves out there personally, standing behind whatever they are selling, often have the most success.

Well, I hope I've done a good job of "selling" this book to you. It has so much valuable information in it and I've just scratched the surface with this review. I hope you'll pick up a copy yourself and read more.

The new A-B-C principle

"To Sell is Human: The Surprising Truth about Moving Others" by Daniel Pink

- A – Attunement; harmonizing your actions
- B – Buoyancy; stay afloat amid rejection
- C – Clarity; solving the right problem

If you have a golf outing you would like to list, please forward your information (date, name, time, contact and format) to info@springfieldbusinessjournal.com

Tom Fitch is a construction professional and an avid reader from Springfield.

Frack-IL-licious: Hydraulic Fracking comes to Illinois

Hydraulic fracturing or “fracking” has garnered quite a bit of national and Illinois coverage lately.

Stories of unparalleled job growth, U.S. energy independence and boom-times for rural parts of the country have been balanced by reports of environmental concerns, NIMBYism and “rose-colored glasses” syndrome.

On June 17, Illinois finally put in place regulations for fracking in Illinois. To listen to the skeptics, Illinois is soon to become a vast wasteland depleted of all potable water with the population escap-

ing to caves beneath the earth like the Morlocks in H.G. Wells’ “The Time Machine.” In reality, recent studies are showing that doom and gloom will not come to pass and that fracking can provide a needed energy source, high quality jobs and increased revenues.

Illinois has a long history of hydraulic fracturing going back decades. In the last few years, however, advancements in technology driven by demand for natural gas has allowed energy companies to access deposits previously unreachable. The process involves drilling deep underground, typically more than a mile, injecting pressurized water, sand and additives to fracture the shale deposits thereby releasing natural gas. In Illinois, the New Albany Shale deposit resides in the Illinois Basin and extends from the southeast portion of Illinois into Indiana and Kentucky. Recently, reserves of natural gas in the New Albany Shale deposit were estimated at 86 to 160 trillion cubic feet.

As with all change, a great deal of fear and apprehension has developed amongst groups opposed to fracking in Illinois or any other state, for that matter. Fear of the unknown has also led to misinformation dispensed through major media, the internet and “documentaries” with a strong bias against fracking. There have been wild claims that fracking will dramatically deplete water sources; will contaminate drinking water because of the drilling and additives used to frack; and, will lead to massive earthquakes as a result of the fissures created to release the natural gas.

However, in several studies conducted by state and federal governments, none of these issues has proven valid. Most recently, the US Department of Energy published findings late last month that showed no evidence that drinking water aquifers were impacted by fracking activities. The study was conducted over a year in Pennsylvania, which sits over the Marcellus Shale formation.

Illinois’ new legislation regulating fracking places administration with the Illinois Department of Natural Resources

Going Green

David A. Kelm

(DNR). While the act took effect upon Gov. Quinn’s signature, it will take a year or so before DNR will bring rules and regulations on line. Passing the act through the Illinois General Assembly was contentious and the process to properly regulate fracking in Illinois will no doubt be equally problematic.

In an article that appeared in Law360 written by Lawrence Falbe and Sandford Stein, the authors anticipate a struggle every step of the way for those seeking drilling permits. Successful applicants will need to overcome active, organized opposition and “successful permitting of

the first wells under the new framework will depend on the industry’s ability to successfully ‘make its case’ before the Illinois Department of Natural Resources,” wrote Falbe and Stein.

Once DNR has developed the rules needed to permit a fracking operation, the hoops an applicant will have to leap through are

expensive and will take time. Amongst other steps, applicants will have to register with DNR, show proof of insurance, disclose any industry violation, pay a non-refundable fee of \$13,500, notify the public and seek public comment that could include a public hearing. The application process and restrictions placed on drilling operations have been called the most restrictive in the nation for fracking and a model for other states looking at harnessing new fracking technology.

Given the enormous size of the New Albany Shale formation, energy companies are eyeing the new Illinois regulations and hopeful that DNR will get the rules in place as quickly as possible. In a recent article, DNR Director Marc Miller indicated that in all reality regulated fracking will not begin until next spring. The process will include the need to hire an additional 50 to 55 state employees to oversee the program. Miller also estimated that 700 to 800 wells could be started per year in Illinois.

Fracking holds great potential in Illinois, particularly Central and Southern Illinois. Illinois State University, in conjunction with the Illinois Chamber of Commerce Foundation, published a study during the discussion over fracking before the General Assembly that showed as many as 47,000 jobs may be created as a result of fracking in Illinois.

The estimate also includes an economic impact to the State of Illinois of over \$9.5 billion dollars, which does not include what property owners might see as a result of land leases to drillers. Illinois’ unemployment rate for June 2013 was 49th at 9.2 percent. North Dakota, which has seen a fracking boom in the last few years, was ranked 1st with an unemployment rate of 3.1 percent.



“We can’t have an energy strategy for the last century that traps us in the past. We need an energy strategy for the future – an all-of-the-above strategy for the 21st century that develops every source of American-made energy.”

Barack Obama,
President of the United States,
March 15, 2012

“This new law will unlock the potential for thousands of jobs in Southern Illinois and ensure that our environment is protected.”

Pat Quinn,
Governor of the State of Illinois,
June 17, 2013

Natural gas extraction by way of hydraulic fracturing is a necessary part an “all of the above” approach to energy policy in the United States. Central and Southern Illinois have abundant coal resources and natural gas reserves that must be exploited for the good of the region, the state and the country. New technology is allowing fracking to be efficient, effective and safe. The State of Illinois, thankfully, is finally catching up with the rest of the country.

David A. Kelm is an attorney from Chatham with experience in environmental law

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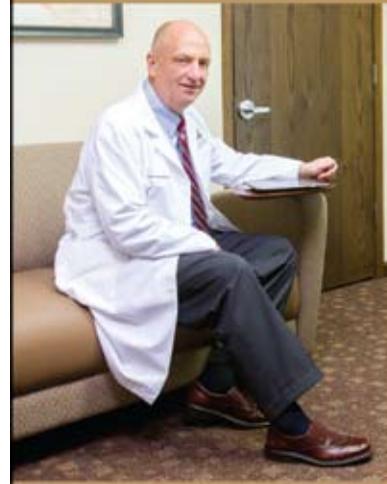
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What happens legally when someone dies?

The good news is that most of us don't have to deal with the death of a loved one very often. However, that means that most people don't understand the process involved which can cause confusion and anxiety.

The first step after someone dies is generally to contact a funeral home to make arrangements. Who is authorized to make the arrangements? Disagreements over disposition of a body (such as whether or not to cremate) can arise, particularly when family members are estranged. For example, Ted Williams' children engaged in an extensive legal battle over whether or not their father's body should be frozen, and James Brown's body was kept in his house (in a coffin) for weeks while his family fought about his burial and his money.

Once it has been determined who can make the funeral arrangements, the issue of payment arises. According to the National Funeral Directors Association, the average cost of a funeral in 2009, including the burial value, was \$7,755. Cemetery costs are in addition to this amount.

Many people buy life insurance to pay for a funeral, but life insurance proceeds aren't available immediately upon death. Therefore, funeral homes will accept an assignment of a life insurance policy. When the insurance company pays the proceeds of the policy, it pays the funeral home directly for its services, and it pays the rest of the proceeds to the named beneficiary.



Law

Sarah Delano Pavlik

Once the funeral arrangements have been made, the funeral home will notify social security of the person's death and order the death certificates. If there is not an inquest or other complications, the death certificates will usually be available within a week.

After the funeral, the family or other beneficiaries of the deceased need to claim his assets. How this is done will depend on the type and amount of the assets.

Some assets can be claimed with just

Illinois law provides for the following order:

- a person designated in a written instrument such as an "Appointment of Agent to Control Disposition of Remains," a will or a prepaid funeral or burial contract;
- the executor or legal representative of your estate;
- your surviving spouse;
- your adult child, or a majority of your children if you have more than one;
- your parents;
- your next of kin;
- a designated public official (if you die indigent);
- if you donate your body to science, the institution that receives your body; or
- any person willing to take on legal/financial responsibility.

a death certificate and a claim form. For example, if the deceased named a beneficiary of his retirement accounts or life insurance, then the beneficiary need only file a claim form with a death certificate to obtain the proceeds. Likewise, if the deceased designated his bank or brokerage accounts "pay on death," the benefi-

ciary need only present a death certificate to the bank. For joint accounts, such as a bank account in the names of husband and wife, no paperwork is required to access the funds, however, the survivor should contact the bank to remove the deceased's name from the account. Generally this will require the creation of a new account solely in the name of the survivor, rather than simply removing the deceased person's name.

What about assets that do not have a named beneficiary? If there is a will, the assets pass in accordance with the will. However, the will must be submitted to the court for probate. It is a common misunderstanding that a will is effective on its own. It is not. In order for a will to have any effect and in order for a person to serve as executor, the will must be presented to the court. The court will then "admit the will to probate" and appoint the executor. The executor does not have the power to control estate assets until he is appointed by the

court. Although any person in possession of an original will is required to deliver it to the Circuit Clerk's office within thirty days of a person's death, there is no requirement at all that the will be probated. No one is obligated to probate a will, however, any interested party may choose

to do so. For example, if a husband dies and he and his wife owned everything as joint tenants with rights of survivorship, there is no reason for the wife to probate his will, as all of the assets pass to her automatically. Or, if mom dies and her debts exceed her assets, her children may choose to do nothing. In that case, a creditor can open an estate in order to file its claim and obtain estate assets.

A will may also not need to be probated if probate assets are worth less than \$100,000, there is no real property (land) in the estate, and there are no debts other than funeral expenses. For example, if dad dies and his only asset is a bank account worth \$50,000 and he has no debts, his beneficiaries (either under his will, or if he has no will, his heirs) can claim the \$50,000 from the bank using a small estate affidavit. Using this document is much cheaper and faster than the probate process. If dad also had a home, the home could not be transferred with a small estate affidavit, although it may still be possible to sell the home without going through probate. Depending on the circumstances, a title company may issue a title policy on property that belonged to a decedent even though there has not been a probate, allowing the property to be sold.

The death of a family member is an emotional and confusing event. Heirs and beneficiaries should take their time locating and obtaining the decedent's assets in the most efficient way that they can.

Sarah Delano Pavlik is an attorney from Springfield

legal filings •

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

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

Lawsuits

• 07/25/13 – Navistar Financial Corporation, Plaintiff, Vs. Curry Ice & Coal Inc., Curry Ready Mix and Builders' Supply Inc., Curry Ready Mix of Carlinville, Defendants, Contract.

Chancery

• 07/19/13 – CitiMortgage Inc., Plaintiff Vs. Donald Gardner, Secretary of Housing and Urban Development, United States of America, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 07/22/13 - Jerome Larkin, Plaintiff, Vs. Mark A. McFarland, Defendant, Partition.

• 07/22/13 – PNC Bank National Association, Plaintiff, Vs. Theresa L. Powers, Defendant, Foreclosure.

• 07/22/13 - WJ Scott Co., Plaintiff, Vs. Jalal M. Rahman, Anna's Place, AV Martin LLC, Asad Asad, Catalenda M. Asad, Big John Super Stores, inc., Unknown Owners, Non-Record Claimants, Defendant, Mechanics Lien.

• 07/23/13 – HSBC Bank US National Association, Plaintiff, Vs. Steven R. Bivin, Capital One Bank NA, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 07/23/13 – Nokomis State Bank, Plaintiff, Vs. Cynthia S. Austin Jones, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 07/24/13 – Flagstar Bank, Plaintiff, Vs. Jill A. Friday, Peter Beaty, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 07/24/13 – Marine Bank, Plaintiff, Vs. Velma Alexander, Springfield Lake Shore Improvement Association, United States of America, Owen F. Lasley, Inda C. Blackley, Marean M. Lasley, Thomas T. Lasely, Kevin N. McDermott, Unknown Heirs and Legatees, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 07/25/13 – Flagstar Bank, Plaintiff, Vs. Paul E. Pershing, Edward P. Persh-

ing, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 07/25/13 – Flagstar Bank, Plaintiff, Vs. Lori Schwartz, Mark Schwartz, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 07/26/13 – Green Tree Servicing LLC, Plaintiff, Vs. Diana Hayes, State of Illinois, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 07/29/13 – Wells Fargo Bank, Plaintiff, Vs. Kala A. Hunter, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 07/29/13 – Wells Fargo Bank, Plaintiff, Vs. Lisa Leinigner, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 07/30/13 – PNC Bank National Association, Plaintiff, Vs. Sean M. Whitley, Melissa M. Whitley, Quail Meadows Homeowners Association, Defendants, Foreclosure.

• 07/31/13 – US Bank National Association, Mortgage Pass Through Certification Series 2003-1, Plaintiffs, Vs. Barry W. Shade, April Shade, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 08/01/13 – Bank and Trust Company, Plaintiff, Vs. James E. Dozier, Marilyn S. Dozier, Midland Funding LLC, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 08/02/13 – US Bank National Association, Plaintiff, Vs. David L. Montgomery, Jan M. Montgomery, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 08/05/13 – Bank of Springfield, Plaintiff, Vs. Jacob Burris, Kristy L. Burris, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 08/05/13 – JP Morgan Chase Bank, Plaintiff, Vs. Robert J. Ross, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 08/06/13 – G Creative Inc., Plaintiff, Vs. Blake A. Casper, Citizens Equity First Credit Union, Harvest Credit Mgt. VII, Unknown Occupants, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 08/06/13 – Williamsville State Bank and Trust, Plaintiff, Vs. FM Properties Inc., Bank of Springfield, Defendants, Foreclosure.

• 08/07/13 – Citizens Equity First Credit Union, Plaintiff, Vs. Robert E. Freeman, Virginia A. Freeman, Defendants, Foreclosure.

• 08/07/13 – People of the State of Illinois, Plaintiff, Vs. Sharks Franchising LLC, Defendant, Injunction.

• 08/09/13 – Bank of Springfield, Plaintiff, Vs. Michael B. Hashman, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

• 08/09/13 – Marine Bank, Plaintiff, Vs. Kelly C. Cassaday, Troy Yenny, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

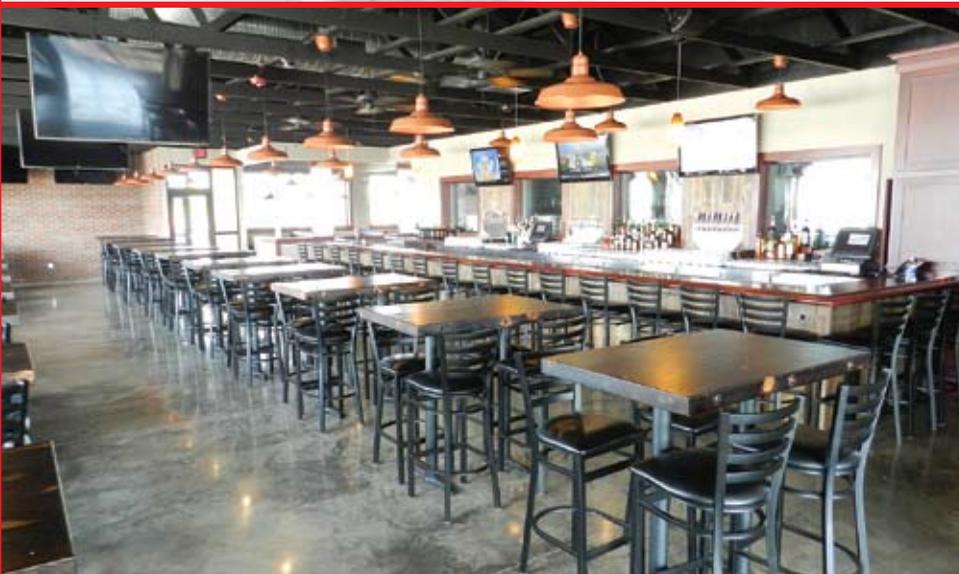
• 08/09/13 – PNC Bank National Association, Plaintiff, Vs. Karl J. Kientitz, Defendant, Foreclosure.

• 08/09/13 – PNC Bank National Association, Plaintiff, Vs. Shad Wilkinson, Kristina M. Wilkinson, Sunny View Citizens Committee, Defendants, Foreclosure.

• 08/12/13 – Nationstar Mortgage LLC, Plaintiff, Vs. Nancy Alexander, Unknown Owners and Non Record Claimants, Defendants, Foreclosure.

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Flick joins Marine Bank

Eric J. Flick has joined Marine Bank as vice president of commercial lending.



Flick

Flick has 12 years of banking experience, including branch management, credit analysis and commercial lending. He earned a bachelor's degree in economics from the University of Illinois at Urbana-Champaign.

"We are excited to add Eric to our lending team," said CEO Chris Zettek. "His commercial and agribusiness lending experience will be an asset to Marine Bank."

Horace Mann employees celebrate service anniversaries

Eight Horace Mann Educators Corporation employees celebrated service anniversaries.



Cervellone

Three employees, Kristin Cervellone, Manager of Separate Account Reports from the Finance & Planning Division; Tricia Seifert, Assistant Vice President of Market Alliance Services; and Vicki Yonker, Claims Operations and Systems Assistant Vice President in the Property and Casualty Division, each marked 40 years with the company.



Seifert

Ronald Hoehn, Senior Underwriter in the Property & Casualty Division and Christine Deloney, Product Compensation Analyst in the Marketing Division, both celebrated 35 years.



Yonker

Ken Feraris, Database Analyst III in the Information Technology Department and Diana Esela, Service Consultant for the Annuity, Life and Group Division celebrated 30 years.

Mary Filbrun-Kuhar, Client Services Compliance Administrator in Property, celebrated 25 years.

Collier joins LLCC

The Lincoln Land Community College board of trustees approved the hiring of Lisa Collier as the school's assistant vice president for financial aid at its meeting.

Since 2007, Collier has served as direc-

tor of financial aid/veterans services and coordinator of Foundation scholarships at Kaskaskia College. She holds a Master of Science in organization and management from Capella University and a Bachelor of Science in organizational leadership from Greenville College.



Collier

"As financial aid rules and regulations continue to grow in complexity, Lisa brings experience in managing and processing state and federal aid for 10,000 students annually," said Justin Reichert, chair of the LLCC board of trustees.

Byers named UIS assistant tennis coach

University of Illinois Springfield tennis head coach Manny Velasco announced the addition of Tammie Byers as the assistant coach for the men's and women's tennis programs for the 2013-14 season.

A graduate of Eastern Illinois University, Byers was a three-sport athlete in tennis, badminton and swimming. She earned her degree in physical education with a minor in coaching specialty. Upon graduation, Byers went to work in the Illinois State Police before retiring as a master sergeant with more than 27 years of service.

Byers is a member of several United States Tennis Association teams and a certified official for all levels of tennis including Division I and professional play.

Byers is a Decatur native and graduated from Eisenhower High School. She will assist in recruiting efforts for both teams, as well as assist with team travel.

Brutty joins Burrus Hybrids

John Brutty has joined Burrus Hybrids as general sales manager, responsible for sales force innovation, dealer relations, and customer services.



Brutty

"John is a creative, strategic thinker who has experience in grain marketing," said Tom Burrus, president of Burrus Hybrids. "

Previously with Cargill AgHorizons as a sales manager for 10 years, Brutty was responsible for coordinating marketing services and crop insurance. During his leadership, Cargill AgHorizons more than doubled the bushels purchased. Brutty also has seed experience as national sales manager for Hoegemeyer Hybrids as well as sales positions with Mycogen, Cargill, and AgriPro.

Allied Design promotes Hannah

Allied Design Consultants, Inc. promoted Todd R. Hanna, AIA to a principal of the firm.



Hanna

Hannah received his Bachelor of Science in Architectural Studies from Southern Illinois University in 2002 and joined the firm in 2006. After a hiatus, he returned as a project manager, heading construction and renovation projects for educational, community, state and federal agencies.

Hannah also serves as the vice president of the Springfield Section of the American Institute of Architects.

Two Hanson employees receive licenses, one becomes full-time librarian

Two employees at Hanson Professional Services Inc. have earned professional engineer licenses.

Ryne Fiorito, P.E., received his license in Illinois. He joined Hanson in 2008 and



Fiorito

serves the firm's power and industry market. He conducts siting, design, development and construction services for educational, industrial, medical, military and water-supply facilities; parking garages; bridges; levees; municipal landfills; and power-generating stations and facilities. He received a bachelor's degree in civil and environmental engineering from the University of Illinois at Urbana-Champaign and a bachelor's degree in physics with engineering from Illinois College.

Julie Shipp, P.E., also received her license in Illinois. She joined the firm in 2008 and



Shipp

serves the infrastructure market. She has been involved with several infrastructure projects, including roadways, streetscapes and sewers. She assisted with traffic-impact studies and public involvement for the Illinois High-Speed Rail Chicago to St. Louis program's environmental impact statement. She also has been involved in maintenance-of-traffic design for the widening and reconstruction of Interstate 90. She earned a bachelor's degree in civil engineering from Bradley University.

Cathy Popovitch has become a full-time

librarian and records specialist.

Popovitch joined Hanson in 2012. She is responsible for materials in the corporate library at Hanson's headquarters and the firm's branch libraries at its other offices. She catalogues, classifies, processes and collects materials, provides file maintenance and researches references on technical, scientific, engineering and business subjects. She also assists with the storage, protection and retention of corporate records. She has a bachelor's degree in history from Millikin University and a master's degree in library and information science from the University of Illinois at Urbana-Champaign.



Popovitch

Cummins joins CEC

Cummins Engineering Corporation announced that Kimberly S. Cummins will join the firm as vice president. Cummins joins CEC after 15 years with the Illinois Department of Transportation. She will manage the operations of the company, including business development.

Cummins began her career at IDOT in 1998 in the Bureau of Highways at District 6 in Springfield, working in both construction and design. In 2005, she joined the Bureau of Local Roads as a Field Engineer for several counties and municipalities within the district, including the City of Springfield, as well as Cass, Christian, Macoupin, Mason, Menard and Sangamon counties.

More recently, Cummins has been involved in Statewide Programs including Public Private Partnerships and Design Build Legislation. She has a Bachelor of Science in Civil Engineering from the University of Illinois at Urbana-Champaign and was one of the first graduates to complete the Technology Management Program, which is now a Master's Degree.

CMT named among top 25 aviation consultants in the U.S.

Engineering News Record included Crawford, Murphy & Tilly, Inc. on its list of the top 25 airport consultants in the country. The mid-sized firm has earned their place on the list by forming relationships with a diverse roster of airport clients.

"Although we do work at major airports like Chicago O'Hare and Midway, Lambert -St. Louis and Washington Reagan and Dulles, we've built our business by offering that same type of service to all sizes of commercial service and general aviation airports throughout the Midwest," said Dan

Continued on Next Page

Val Simhauser Joins Springfield's Best Law Firm.



Delano Law Offices, LLC is pleased to announce that Val C. Simhauser has joined its team of lawyers. Val has more than thirty years of litigation experience, including fifteen years with the Illinois Attorney General's office, where he most recently served as Assistant Bureau Chief of Revenue Litigation. Prior to working in the attorney general's office, Val worked in private practice for almost twenty years, including many years at Heckenkamp, & Simhauser. Val will be practicing primarily in the areas of commercial litigation and personal injury. He looks forward to helping our clients resolve their problems quickly and profitably.

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Continued from Previous Page

Meckes, CMT president and CEO.

In addition to the top 25 ranking, the firm was the 2013 recipient of the Corporate Cup of Excellence Award from the American Association of Airport Executives.

Lamboos wins Governor's Award

Lamboos, Inc., a technology and manufacturing firm that uses engineered bamboo for structural, architectural and industrial applications, won the 2013 Illinois Governor's Export Award in the Emerging/New Export Business category.

The award recognizes the growth of Lamboos' export sales in 2012 by 63 percent over 2011. Twenty-seven percent of the company's total sales are now attributed to exports. The company's products include structural components, beams, window and door components, panels and veneer.

Lamboos is also involved in business jets, super yachts, and luxury cars due to properties such as high stability in harsh environments. Lamboos has developed its processes through proprietary technology and partnership with industry leaders.

"Lamboos' vision is to combine high-performance technology with sustainability," said Luke Schuette, founder and president of Lamboos. "We see potential for growth as the green building and ecological innovation wave within primary industries spreads across the globe."

IHCA announces scholarships

The Illinois Health Care Association has announced the winners of the John W. Maitland, Jr. / Joseph F. Warner Long-Term Care Nurses Scholarship Fund scholarships for the 2013-2014 school year.

Since its inception, the John W. Maitland, Jr. / Joseph F. Warner Long-Term Care Nurses Scholarship Fund has awarded scholarships to individuals pursuing nursing degrees who intend to have a career in long-term care.

This year's scholarship recipients are: Catherine Chase of Decatur; Laura Hohlt of Pakota; Patricia Leonhard of Beardstown; Jacqueline Marianovich of Millstadt; Laruen Miller of Belleville; Nancy Ngoma of Bloomington; Sandra Offermann of Red Bud; Maria Phillips of Murrayville; Nicole Pilger of Astoria; Rebecca Reinstorf of Pana; Razia Sewell of Fairview Heights; and Carla Weis of Aviston. Each will each receive a scholarship of up to \$1,000.

Scott named Passavant Employee of the Month

Passavant Area Hospital's July 2013 Employee of the Month is Chris Scott, Information Systems/Print Shop.



Scott

Scott is a night operator in the Information Systems Department and a printer in the Print Shop. He has been a Passavant employee for six years.

Scott's responsibilities include assisting employees with their computer problems, monitoring the computer systems' overnight transition to the next business day and processing and performing print requests from hospital departments.

Does your company have an announcement, new hire, employee promotion and/or award?
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Send your announcement to info@springfieldbusinessjournal.com

Gildner receives certification, O'Brien joins Memorial's Women's Healthcare

Dr. James Gildner with Memorial Physician Services – Women's Healthcare has been certified to prescribe, InTone, a medical device to help women with bladder leakage.

The device strengthens muscle tone in a woman's pelvic floor by combining a daily exercise program, voice-guided instruction, biofeedback and micro-current stimulation. It treats both stress incontinence and urge incontinence.

Up to 30 million women in America have experienced bladder leakage issues, according to the National Association for Continence. About one in four new mothers experience leaking after normal delivery, and about one in six after cesarean section.

"Many women are reluctant or embarrassed to discuss urinary incontinence with their physicians and don't receive any treatment," Gildner said. "For those who do seek treatment, other options – such as absorbent pads, medications and surgery – have not always been effective."

Also, Amanda O'Brien, MD, has established an obstetrics/gynecology practice with Memorial Physician Services – Women's Healthcare and is accepting new patients.

O'Brien earned her medical degree and completed her obstetrics and gynecology residency at Southern Illinois University School of Medicine in Springfield.

She has received special training for the da Vinci Surgical System, robotic technology offered at Memorial Medical Center for patients requiring gynecologic procedures.

To schedule an appointment, call (217) 757-7932. Her practice is located on the second floor of the Baylis Medical Building, 747 N. Rutledge St. Hours are 8 a.m. to 4:30 p.m. Monday through Friday.

Memorial receives accreditation

Memorial Medical Center has received a fivefold accreditation for its rehabilitation services from the Commission on Accreditation of Rehabilitation Facilities.

Memorial is the only healthcare organization in Illinois, and one of 40 in the world, to receive full, three-year accreditations for five distinct program areas for rehabilitation services: comprehensive inpatient rehabilitation: adults, children and adolescents; brain injury inpatient rehabilitation: adults, children and adolescents; spinal cord system of care: adults; interdisciplinary outpatient medical rehabilitation: adults, children and adolescents; and stroke inpatient specialty.

In 2010 and 2007, Memorial Medical Center earned a three-year CARF accreditation in the same five service areas.

"We help our patients overcome barriers to safely return home and to return to productive daily activities," said Teresa Reiser, PT, MS, LVR, director of neuromuscular sciences at Memorial Medical Center and a physical therapist.

"Our rehabilitation programs foster independence, dignity and hope, improving the lives of persons across the lifespan and with the most severe and chronic disabilities," said Evan Davis, PT, MS, MBA, administrator of orthopedics and neurosciences at Memorial Medical Center.

A six-member survey team spent two days in early July conducting an evaluation

of the rehabilitation services offered at Memorial Medical Center, Koke Mill Medical Center and Memorial's SportsCare.

SIU part of Alzheimer's study

Individuals diagnosed with Alzheimer's disease who exhibit anger and aggression may be eligible to participate in a national multi-site study of the drug ELND005 at Southern Illinois University School of Medicine. The drug is being evaluated for the treatment of agitation and aggression in patients with Alzheimer's disease.

"This drug will hopefully reduce the outbursts of anger, aggression and agitation that many people with Alzheimer's disease experience," said Dr. Tom Ala, associate professor of neurology and interim director of the Center for Alzheimer's Disease and Related Disorders at SIU, who is principal investigator for the study.

Volunteers must be between the ages of 50 and 85 and have been diagnosed with moderate to severe Alzheimer's disease. They must exhibit agitation and aggression at least once a week, and be on stable doses of symptomatic AD drugs.

Anyone interested in participating in the study should contact Barbara Lokaitis at blokaitis@siumed.edu or call (217) 545-9737 weekdays.

SIU announces additions

David E. Steward, M.D., M.P.H., has been named associate dean of community health and service at Southern Illinois University School of Medicine. Steward will lead a new Office of Community Health and Service, which will organize and oversee the School's community service work in Springfield and throughout central and southern Illinois.

Steward has been professor at SIU since 1993 and chairman of the Department of Internal Medicine since 1996.

Steward is a past-president of the Association of Professors of Medicine, former governor of the Illinois Downstate Region of the American College of Physicians – American Society of Internal Medicine and former chair of the Regional Cancer Partnership of Illinois. His community service includes work with the Sparc board of directors, Illinois Department of Public Health Comprehensive Cancer Control Executive Committee, IDPH Chronic Disease Task Force and St. John's Community Benefit Committee.

Steward came to SIU in 1975 as a resident in internal medicine and finished his three-year residency as chief resident in 1978. He earned his medical and bachelor's degrees at the University of Iowa at Iowa City in 1975 and 1972, where he also earned his master's degree in public health in 2008.

Steward is board certified by the American Board of Internal Medicine, a member of the American College of Physicians, American Federation of Medical Research, American Public Health Association, Illinois Rural Health Association, Sangamon County Medical Society and Alpha Omega Alpha Medical Honor Society. He has had articles published in national medical journals. Steward also received the Arnold P. Gold Foundation Humanism in Medicine Award in 2002.

Dr. Susan Thompson Hingle, has been named interim chair of the Department of Internal Medicine.

Hingle is a professor of internal medicine, internal medicine's clerkship director and residency associate program director, as

well as SIU's associate doctoring curriculum director. She began her career at SIU as an assistant professor of internal medicine in 1998. She is active in medical education, physician-patient relationships and women's health issues. She helped create a section of the curriculum focusing on communication skills.

In April, Hingle was named chair of the board of governors of the American College of Physicians. Hingle has been a fellow of the American College of Physicians since 2001 and recipient of numerous ACP awards during the past decade. In May, she received the Golden Apple Award for outstanding teaching from the graduating class at SIU SOM.

Hingle completed her internal medicine residency at Georgetown University Medical Center in Washington, D.C. in 1997. She earned her medical degree at Rush Medical College in Chicago in 1993 and her bachelor's at Miami University in Oxford, Ohio in 1989. She is board certified in internal medicine.

Christine Todd, M.D., has been named chair of the medical humanities department at Southern Illinois University School of Medicine in Springfield.

Todd is an associate professor at SIU and a 1993 SIU graduate. She was an assistant professor of internal medicine and family and community medicine and an adjunct faculty member. She has been director of the Department of Internal Medicine's hospitalist program since 2006. Todd has also served as chair of the Department of Medicine at St. John's Hospital, associate director of the internal medicine residency program at SIU, a general internist at Family Medical Center in Mason City and director of the rural health partnership mobile clinic in Logan County.

Todd completed her residency in internal medicine at University Hospitals of Cleveland, Ohio, serving her final year as chief resident in 1997. She earned her medical degree at Southern Illinois University School of Medicine in 1993.

Todd is certified by the American Board of Internal Medicine, a fellow of the American College of Physicians, a fellow of the Society of Hospital Medicine and a member of the Association of Program Directors in Internal Medicine of Health and Alpha Omega Alpha Medical Honor Society. She received the Arnold P. Gold Foundation Humanism in Medicine Award in 2012.

Rama Poola, M.D., has joined the faculty at Southern Illinois University School of Medicine as an assistant professor of internal medicine, specializing in endocrinology. She also is a member of SIU HealthCare, the medical school's group practice. Poola sees patients with diabetes, disorders of the thyroid, adrenal and pituitary glands, calcium metabolism disorders, osteoporosis, menopause-related hormonal problems and obesity.

Poola completed a fellowship in endocrinology, diabetes and nutrition at St. Luke's - Roosevelt Hospital Center/Columbia University College of Physicians and Surgeons in New York City in 2011. She completed her internal medicine residency at Gundersen Lutheran Medical Center in LaCrosse, Wisc. in 2009 and earned her medical degree at Sri Venkateswara Medical College in Tirupathi, India in 2002.

Poola is board certified in internal medicine, endocrinology, diabetes and metabolism by the American Board of Internal Medicine. She is a member of several professional organizations.

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OPINION

It should be hard

It's 10 p.m. on a Friday night and I am standing in front of the printer getting pages for the copy editor.



Brant Mackey

PUBLISHING

These days it is a little temperamental. It takes time for pages to download and then I need to apply slight pressure to each page to get it to run through the manual feed.

Eighteen years ago we used to print our own mail labels on an antiquated dot matrix printer that had its own issues. After each line was printed the "online" button had to be pressed to keep it going. That's 6,000 addresses with at least 4 lines a piece. So, yes, I sat there until 3 a.m. pressing that button in excess of 24,000 times.

Back then we were a brand new small business on a shoestring budget so the hundreds of dollars we saved were necessary.

Today we could afford to purchase a new tabloid printer and my business partner, John Schilsky, would not hesitate for a second to spend a thousand dollars just to make my life easier.

The problem is that we only use the tabloid laser printer once a month for one project – printing 48 to 60 pages for the copy editor. It only has a single purpose and there is no return on investment because I don't have anything better to do on Friday night anyway.

Plus, standing at my 10-year old printer every month (and that piece of garbage from 18 years ago) seems to hold some kind of significance for me and small-business ownership.

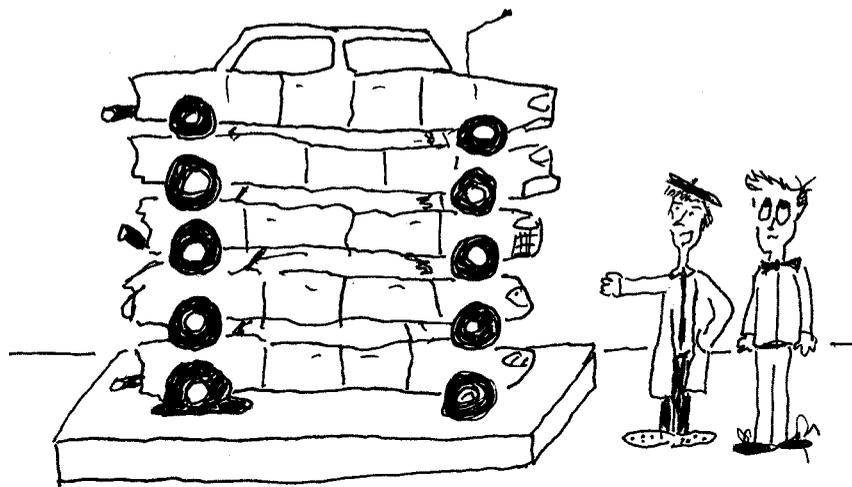
It is the cross we bear as small-business owners. We milk every penny out of every piece of equipment we have. Remember that copier I wrote about two years ago in my September 2011 column? It lasted almost 17 years before we donated it to recycle. However, as small-business owners, every penny we save – that money is ours to put in our own pocket.

I also think it is about pride. I am proud that it isn't easy – it should be hard, at least a little bit, even after 18 years. Owning and operating your own small business should take time, effort and sacrifice.

So I really don't mind. However, if you ever find yourself free on the last Friday of the month, stop by and we can catch up for an hour while I am standing in front of the printer.

Brant Mackey is publisher and editor of Springfield Business Journal. He can be emailed at: brant@springfieldbusinessjournal.com

Ten years ago the GCC Technologies Elite 20/1200 was a top of the line tabloid sheet laser printer for Macintosh. That was 10 years ago.



"I call it 'Cashed in Clunkers.'"

EDITORIAL

Back to school with real world experience

Opportunities abound for students in Springfield interested in getting some hands on business experience.

Benedictine University at Springfield, University of Illinois Springfield (UIS), Lincoln Land Community College (LLCC) and School District 186 are all involved in programs that provide students practical experience in the business world.

Benedictine University has just established a cooperative education program where students are placed in entry level positions. Business students at UIS participate in an Applied Study Program that requires them to focus and reflect on their experience in a business environment. LLCC reimburses businesses for students participating in a work-study program. The Sangamon CEO program is sponsored by and conducted in businesses throughout the community, exposing students to the business world.

All of these programs balance the theoretical with the practical. While earning academic credits for graduation from high school, community college and university is required for the program, there is an emphasis on other important life-lessons, like critical thinking, writing and communication skills, risk taking and how to ask questions.

There was a significant degree of efficiency in rolling out these educational programs locally. The cooperative education program Benedictine is offering was pioneered by the University of Cincinnati. The Sangamon

CEO program was adapted from a program by the Midland Institute for Entrepreneurship in Effingham.

Local businesses of all sizes are participating in the programs by providing a work-study position in their businesses; providing classroom space that serves as learning laboratories; making financial commitments to the programs; and offering their expertise as a way to teach, mentor and coach students as they take their first steps into the business world.

Ultimately, these business education programs foster workforce development and retention.

Benedictine President Michael Bromberg said the school's cooperative education program "helps build and retain talent. It takes a pool of talent to help a community grow."

Stephanie Hinds of District 186 and lead instructor for the Sangamon CEO said that the program will help engender the idea in students that Springfield is a great place to grow a business and a family.

"Springfield has a lot to offer," Hinds said. "They can have families here and start their own businesses."

The community, in general, should be justifiably proud that these excellent educational programs are being offered in Springfield. The business community, in particular, should continue to support and participate in these programs.

15 Under Fifteen nominations – Don't wait...

In October, United Community Bank and Springfield Business Journal will bring you the 11th annual small business awards program; 15 under Fifteen.

We will recognize and honor 15 businesses with 15 or fewer employees in the Springfield community.

Too often we hear people say, "Oh, I

meant to nominate someone but I just did not get to it in time." Our point is, don't wait. Please take a moment to submit a business you feel is worthy of acknowledgement and explain why and do it today.

Nomination forms are available in this issue and may also be made online at www.springfieldbusinessjournal.com

LETTERS TO THE EDITOR

Springfield Business Journal welcomes all letters to the editor. We look forward to providing an open forum for you to express your views. Please include your name, address and telephone number for verification. Please send them to: Editor, Springfield Business Journal, P.O. Box 9798, Springfield IL 62791 or e-mail them to info@springfieldbusinessjournal.com. Letters may be edited for clarity, space or libel.

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Office of the President and Vice President: The White House, 1600 Pennsylvania Ave., Washington, D.C., 20500; main telephone number: (202) 456-1414; comment line: (202) 456-1111; e-mail: president@whitehouse.gov

Gone Phishling

Recently, I received an email from Dun & Bradstreet with the subject line "New Complaint: 6733847," stating that "Dun &



Joe Natale

WORKING BLUE

Bradstreet has received the above-referenced complaint from one of your customers..." Why would anyone complain about me? Good spirited, full of hope, optimistic, persistent, cooperative, thoughtful, loyal friend, helpful, team player, genuine, tenderhearted, good citizen, reliable, trusting. At least, that's what my yellow Charlie Brown coffee cup says.

I was directed to open the attached zip file in order to respond to the complaint. There was a warning that failure to promptly respond may be reflected in the report Dun & Bradstreet gives to consumers. Even worse, the complaint would become part of my permanent record, as if that hasn't haunted me for most of my life.

Dun & Bradstreet is a reputable company that licenses information on businesses and corporations for use in credit decisions, business-to-business marketing, supply chain management and issues nine digit unique identification DUNS numbers for all entities doing business with the United States.

The email made me suspicious because 1) I do not have any customers; 2) I am not registered with Dun & Bradstreet; and 3) what it says on my yellow coffee cup. Putting on my investigative reporter's hat – a souvenir NCIS baseball cap – I Googled "Dun & Bradstreet complaint email," and found numerous posts about spammers targeting businesses using the Dun & Bradstreet brand.

Thus, my suspicions were confirmed that a person or persons were phishing – attempt to acquire information such as usernames, passwords and credit card details by posing as a trustworthy entity.

Dun & Bradstreet is investigating phishing. There is a notice on its website indicating if you were a recipient of an email regarding a Better Business Bureau complaint filed against your company, do not open the attachment and delete it immediately.

The chances of me opening the attached zip file were as remote as me sending money to the heir to a throne who promises to share untold riches with me once he is reinstated as the rightful ruler of an exotically named nation, which I doubt has even registered for a DUNS number.

Joe Natale is a freelance writer from Springfield.

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Why is it so hard to do business in Illinois?

The most important issues facing Illinois' elected leaders are unacceptably high unemployment and the perennial public finance shortfalls exacerbated by a lagging economy. These are issues that can best be resolved by encouraging and facilitating private sector investment.



Douglas L. Whitley

OPINION

Yet you would not know it by observing our governments' performance. Time and again we see the reputation of Chicago as "The City that Works" and the Prairie State's storied connection to "Honest Abe" besmirched and tarnished.

Recently, we learned a planned multi-million dollar investment to establish a Ford dealership in Chicago has been frustrated with costly delays from political leverage being exerted over unrelated business interests. Last week we watched a former Congressman (Jesse Jackson, Jr.) and former Chicago Alderman (Sandi Jackson) get sentenced to federal prison.

The frequency of these actions goes to the heart of the Illinois business owner's frustrations. Why is it so hard to do business in Illinois? Ask the Ricketts family about how easy it is to invest \$500 million of private capital to renovate their own property. Ask Walmart about the barriers of entry into the Chicago market.

Chicago politicians stymied the build out of multiple locations, millions in construction investment, hundreds of jobs and economic opportunity in neighborhoods desperate for fresh food, affordable products and jobs. Aldermen even concocted special legislation to impose excessive, anti-competitive minimum wage requirements directed solely at the company.

Ask Northwestern University about the ease with which an under utilized property can be turned into a modern research facility. Why did ComEd have to struggle with the Governor, the Attorney General and the Commerce Commission in order to invest \$3.5 billion towards introducing a safer, more efficient, state of the art elec-

tric grid to Chicago customers who will benefit from greater service quality and management of energy usage? How does one not recognize that such a program equates to equipment purchases from local suppliers, construction work and new permanent jobs?

Contractors engaged in the construction of the Dan Ryan Expressway and the Englewood Fly-Over know "winning the low bid" exposes slim margins to further challenges associated with sub-contractors, minority set asides, excess of bureaucratic reporting and an occasional congressman's suggestion that a favored party get a contract, too.

Oh, and least we forget...non-union contractors need not apply for the billions of taxpayer dollars spent on public works by Illinois governments. Illinois taxpayers are oblivious to the premium.

We saw the University of Illinois suffer a scandal over legislative intrusion and now we watch the transit boards imploding as cronyism and questionable appointments are exposed.

Gov. Rod Blagojevich thought his "golden" appointments to boards, commissions and the U.S. Senate were worth millions. And so they were. Edwards Hospital exposed the abuse of power and corruption at the Health Facilities Planning Board.

So, is every potential investment a shakedown opportunity? Is Illinois governed by threat, coercion, a union squeeze, a minority hold-up, a double-dip, a no-show job, a kick-back and a sweetheart deal? Does a successful investor have to employ the "right" law firm, the "right" lobbyist, the "right" consultant, take care of a family member or precinct worker, donate to the "right" charities and keep the campaign contributions flowing in order to accomplish legitimate business

objectives?

In Springfield, the General Assembly has taken to approving laws governing business tax policy and the telecommunications industry with short-term termination dates. Not only does the approach undermine corporate investments for lack of stability and predictability associated with long-term planning, but the cynic knows the necessity of returning to the General Assembly for reauthorization insures contracts for lobbyists and fetches campaign contributions.

We regard Chicago as a world-class city. So, like Moscow, we acknowledge the existence of a mafia, but we elect ours.

The taxpayers' tolerance for high cost and inefficient government is matched only by donors' willingness to pay for it and the voters perpetuating such political entertainment. It is a high price to pay.

However, Illinois business continues to do well despite the perpetual failings of our governments. The litany of governmental failings, scandal and corruption that we have endured as business minded people, employers, taxpayers and voters should not be dismissed as simply another story of the day.

There are still many reasons why Illinois is a good place to live and do business, but that is content for the future. Stay tuned.

“However, Illinois business continues to do well despite the perpetual failings of our governments. The litany of governmental failings, scandal and corruption that we have endured as business minded people, employers, taxpayers and voters should not be dismissed as simply another story of the day.”

Douglas L. Whitley is president and CEO of the Illinois Chamber of Commerce

ROSES and THORNS

A Rose – To the health and human service agencies and community service organizations providing help to those in need in our community.

A Thorn – To phishing, the attempt to acquire information by posing as a trustworthy entity.

A Rose – To local salvage yards and their newfound role as recyclers, even in the adversity of 'Cash for Clunkers.'

A Rose – To UIS athletics for launching on-line ticket ordering starting with soccer and volleyball and adding basketball in October.

A Rose – Scott Dahl for winning \$10,000 at the Illinois Pork Producers golf outing with a hole in one on the 17th hole at the Harry Mussatto (University) Golf Course in Macomb, Ill.

LOOKING BACK

5 years ago in the Business Journal (August 2008) ...

- With fuel prices skyrocketing, local truckers, movers, Realtors and more talked about how it was affecting their business.
- Springfield Business Journal began a three-part series examining the role and economic impact of Abraham Lincoln Capital Airport.
- J.P. Kellys Pub & Package Liquors and Bar None joined the downtown bar scene.
- Caterers talked about the latest trends in variety, creativity and color.
- With Scheels having announced their intention to build an anchor store in Legacy Pointe other retailers were showing interest in moving in.

BOOK OF LISTS

In each issue of the Business Journal, we publish at least one or more lists of local businesses by major business categories. In the month prior to publication, we announce which lists will be published the following month. If your business is included in our monthly and annual lists, take a moment each month to check our upcoming list(s). If you have changes, additions, deletions, etc., e-mail us at: info@springfieldbusinessjournal.com. NEXT MONTH: Advertising Agencies, Print Shops, Radio Stations, Hotels and Networking Groups

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