



This year's selections are BJ Salons Inc., M.J. Kellner Foodservice and Springfield Clinic.

19-26



**CRIME AND SECURITY**

Local security companies talk about how their business has increased due to burglaries in Springfield.

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**PERSONALITY PROFILE**

Christie Jahn Hovey, technology professor at LLCC, talks about becoming the co-author of a textbook and more.

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**ARCHITECTURE & ENGINEERING**

Local engineering firms discuss projects, architect takes on downtown project, Hunter lake update, etc...

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# Springfield business journal

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## Is Foursquare next social media phenomenon?

Local retailers slow to see results

By Chris Stroisch, Correspondent

Foursquare was created in the fall of 2008 by two New York City residents who worked in the same office space. In early 2009, the mobile application was launched in Austin, Texas as

a social guide for visitors of cities around the country. In less than two years, it has attracted the attention of over four million users worldwide.

Foursquare is a phone application that allows you to "check in" every time you visit businesses and other locations and then it lets your friends know where you are. Users can also see

where their friends have been and who they have been hanging out with.

Users that visit a particular address the most are named the "mayor" of that particular location, allowing business owners to promote their products to frequent visitors.

In August, Pizza Hut announced a special promotion

that rewarded the "mayor" of each Pizza Hut restaurant location in the country with a single order of breadsticks when they purchased a large pizza. The "mayor" of each restaurant had to show their phone to the restaurant manager to prove that they are in fact the "mayor."

Continued on Page 7, Foursquare

## Banking where the traffic is

New branches for Athens State Bank, Illini Bank, West Central Bank and CEFCU

By Holly Whisler, Correspondent

Springfield already has almost three dozen different financial institutions with approximately 100 branches, banks and credit unions combined. Local bank managers seem to agree that Springfield offers many choices when it comes to banking and but say that's a good thing because competition makes business strong. This strength is evidenced by banks and credit unions in Springfield and surrounding communities opening new branches or building larger facilities in order to accommodate their growing client base. There is a common thread among these institutions: they are all locally owned banks and member-owned credit unions.

Gregg Formigoni, vice president of mortgage and retail services at Illini Bank, says, "Springfield is a community bank town. Springfield customers prefer and support local banks." Formigoni has been in banking for 20 years and has worked for both big banks and regional, locally owned banks. Nationally we have witnessed an increase of large corporate banks buying up smaller banks. Formigoni admits that big banks will always have

Continued on Page 18, New Banks

## Quincy ranked eighth by Forbes

City credits Great River Economic Development Foundation with economic growth

By Chris Stroisch, Correspondent

Cities across the country are ranked each year by Forbes Magazine based on five quality-of-life measures: short commute times, percentage of adults with a high school degree, median household income, rate of home ownership and housing affordability. The top 15 ranked cities with populations under 100,000 are named "Best Small Cities to Raise a Family." This year, Quincy was ranked eighth and was the only city in Illinois to make the list.

The award comes as no surprise to Jim Mentesti, president of the Great River Economic Development Foundation (GREDF). He, along with dozens of business leaders, have been the driving force behind the push to

Continued on Page 12, Quincy



Downtown Quincy

### COMING NEXT MONTH...

#### COMMERCIAL CONSTRUCTION AND DEVELOPMENT

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

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



### QUOTE - P. 55



Mike Waldinger, executive vice president of AIA Illinois

"The Department of Labor reports that the architecture profession has lost a fifth of its workforce since 2007."

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attract new manufacturers to one of the city's eight industrial parks, raise funds to build a port authority, finalize plans for a \$300 million wind energy project, redevelop the city's downtown area and build a quality of life to attract new business leaders to the Quincy area.

"Economic development was very new to us 20 to 30 years ago," said Mentesti. "Bigger cities were doing it but smaller towns were not involved in economic development. Over the years we have tried to develop a program that attracts new professionals to the area."

GREDF is a private, not-for-profit organization created in 1978 to help retain, grow and attract businesses in Quincy and Adams County. It is governed by a 24-member board of directors from the private sector along with leaders from the city and county.

"We are the economic arm of Quincy and Adams County," said Maggie Strong, project manager for GREDF. "We were founded

as a result of business leaders coming together after two major plants closed, costing the area 5,000 jobs."

The organization, which now has a couple hundred active members, works closely with the Quincy Chamber of Commerce to bring new employers to the area.

"As a general rule, Jim works to recruit and retain the larger manufacturers in our area," said Amy Looten, executive director of Quincy's Chamber of Commerce. "He has a vast array of incentives that are not accessible to the Chamber. We, on the other hand, work more often to sustain the smaller service and retail companies in town with networking events and inexpensive advertising opportunities designed to bring customers into their stores."

Mentesti, who has served on the board of directors for the Chamber for the last six years, said Quincy has grown profes-

things going on here."

The unemployment rate for the Quincy area has remained steady at 7.2 percent through October, based on the most recent numbers available from the Illinois Department of Employment Securities for the Quincy area. The state's unemployment rate was 9.2 percent for that same time period.

Mentesti credits the city's turnaround to the residents and business leaders who want to see the "Gem City" become the industrial, medical and educational hub of the area. "There is a spirit here of a will- ingness of people to support the right ef-

Quincy Development District, which is a business park on Illinois state route 57. Prince Agri Products, a subsidiary of New Jersey-based Phibro Animal Health, built a 150,000 square foot, multi-million dollar facility. Chicago-based Fitzpatrick Brothers also built a \$15 million facility that brought 70 new jobs to the area.

According to Strong, Prince Agri Products moved its facilities to Quincy after closing its two plants in Iowa and Indiana. The site was chosen over locations in St. Louis, Kansas City, Memphis and the Quad Cities.

More than \$3 million in other infrastructure investments have been made in the South Quincy Development District in the last three years, according to a GREDF report.

Manufacturing companies all over western Illinois, southeastern Iowa and northeastern Missouri could benefit from a proposed port district on 100-acre lot on the western edge of the Development District. The Mid-America Port Commission, which is comprised of leaders from Il-

linois, Iowa and Missouri, chose the site to be the new home of the Mid-America Intermodal Port District.

"It would be huge for economic development in the area," said Strong. "It is the first tri-state initiative of its kind in

Additions to Quincy Development Park in the last five years – Left, Prince Agri Products built a 150,000 square foot multi-million dollar facility. Right, Fitzpatrick Brothers built a \$15 million facility that brought 70 new jobs.



sionally over the years and it now draws people from a 50 to 75 mile radius. "When I first got involved, we were running a steady double-digit unemployment rate with the closure of the two manufacturing plants," he said. "Since then, that rate has come down and is pretty comparable to other cities. We have a lot of good

forts," he said. "It is pretty unique to have a city of 40,000 people that has its own 30-year plan."

With an economic development plan in place, the city has been able to attract new businesses to the area.

In the last five years alone, two large manufacturers have moved into the South

Continued on Next Page

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Continued from Previous Page

the country. It would serve a 25-county area and allow companies to ship their products and goods overseas."



Lock and Dam 21 on the Mississippi river where Quincy plans to install four to six turbines to create an alternative energy source.

According to a report from the Mid-America Port Commission, the new port would generate almost \$95 million a year in economic activity for Adams County and bring in more than \$2.8 million in state and local tax revenues. It would also create 136 new full and part-time jobs.

"Completion is all dependent upon funding," said Strong. "We requested a \$20 to \$30 million TIGER (Transportation Investment Generating Economic Recovery) grant but we did not receive the funding. We are still working with lawmakers and local leaders to keep the port going. We are also looking at other funding oppor-

tunities because it is so important for our region."

The Quincy Chamber of Commerce is also involved with the project and made a contribution to keep it alive. "The Chamber gave \$10,000 to GREDF to assist them in efforts to establish a port authority on the riverfront," said Looten. "It is something both organizations believe would be great for our business community."

Community leaders are also looking to alternative energies as a way to bring new revenue and jobs to the area. The Adams County Board recently passed an ordinance that would allow for the construction of a wind farm in rural Adams County through a joint venture by Acciona Corporation and Global Wind Harvest. GRETF is working with the county to get the project finalized.

It is a \$300 million project that would bring about 100 wind turbines to Adams County, said Strong. It would create 100 construction jobs and 20 permanent ones, and create tax revenue for local schools.

Village leaders throughout the county are reviewing their local ordinances as some have questions about the project. "There is some questions about sitting," said Strong. "Villages are looking at

whether there should be a buffer between turbines. There has been some pretty positive and negative feedback. Most want the tax dollars for their schools, and landowners could use the money."

As Quincy wants to be at the forefront of alternative energy, the city plans to install four to six turbines in the spillway of Lock and Dam 21. The hydroelectric proj-

loan program for businesses. "We have pretty extensive TIF districts downtown," said Mentesti. "We also have a very lucrative revolving loan program where a logistics, manufacturer or call center can borrow up to a half million dollars at a three-percent rate. We still work with Washington and state leaders for funding but sometimes it is a lot easier to close a

deal when all of the players are local. There is a lot less red tape."

TIF districts have helped revive the downtown area into a place where people can eat, shop and live.

"About 15 years ago, the mayor at the time wanted to make a difference in our downtown," said Mentesti. "Once upon a time, it used to be the heart and soul of this community. He came to us and wanted to work together to resurrect the downtown area because it used to

be a very vibrant area with a busy riverfront."

GREDF conducted a study about 15 years ago to see what needed to be done within the 100-block downtown area, said Strong. Using the study they devel-

Major employers in Quincy and Adams County

Employer	Product/Service	Employees
AMCON Distributing	Wholesale distributor	180
Archer Daniels Midland	Agricultural Processing	286
Blessing Hospital	Regional Hospital	2,085
Blue Cross Blue Shield	Data Processing Center	685
Broadcast Electronics	Radio Equipment	150
Gardner-Denver Inc.	Air Comp, Petroleum Equip	500/1,900*
Harris Broadcast Div	Radio and TV Equipment	400
Hollister-Whitney	Elevator parts	225
Illinois Veteran's Home	Healthcare Facility	500
J.M. Huber Corp.	Calcium, quarried products	200
John Wood Community College	College	250
Kirlin's Hallmark	Hallmark Retailer	75/1,600*
Knapheide Manufacturing	Truck bodies and equip	850
Manchester Tank	Pressure Vessel Manufacturer	365
Methode Electronics	Elect. auto components	420
Niemann Foods Inc.	Grocery chain	427/3,000*
Quincy Compressor	Air Compressor	250
Quincy Herald-Whig	Daily Newspaper	150
Quincy Medical Group	Regional Clinic	660
Quincy Public Schools	Primary and Secondary	1,200
Quincy University	University	200
Source-Huck	Store Fixtures	150
Titan International Inc.	Rims and Wheels	1,000/3,500*

\* These companies are headquartered in Quincy. The first number indicates the number of employees in Quincy. The second number indicates the number of employees company-wide. Source: Great River Economic Development Foundation

ect, according to a GREDF release, would be a prototype to determine whether turbines should be installed at Lock and Dam 24 in Clarksville and Lock and Dam 25 in Winfield.

A lot of the new economic development projects would not be possible without the help of Quincy's tax increment financing (TIF) districts and an extensive

Continued on Page 14, Quincy

Anticipated Activity of Mid-America Regional Port's Phase One

Full & Part-time Positions	136
Employment Compensation	\$11,621,000
State & Local Tax Revenues	\$2,811,000
Industrial Output	\$94,290,410

Source: Mid-America Port Commission

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oped a downtown business plan that would attract new businesses and restaura-

nity. When you have that many people coming to and from medical facilities, that can have a huge impact on business downtown."



Future site of \$20 million Ray and Joan Kroc Community Center located in downtown Quincy.

rants and maintain the ones that are currently there.

"We have done pretty well with it," said Strong. "The Salvation Army is building a \$20 million community center downtown. It will be the Ray and Joan Kroc Community Center. Quincy was selected to receive \$20 million for the project and also a \$20 million endowment. It will have a worship center and water park."

The Adams County Health Department also built a \$4.4 million facility next to the Kroc site. The site will attract residents and new visitors to the city's core. "Like Springfield, we work very hard to keep our medical facilities downtown," said Mentesti. "Since it is our biggest employer, we felt our anchor for downtown needed to be the medical commu-

A \$9.2 million apartment complex is also being constructed nearby as well as a senior living project. It is part of an overall push to create additional living spaces downtown.

"It does not matter how much you do downtown," said Mentesti. "If you do not have people living downtown, you will never have a vibrant downtown."

Creating a vibrant downtown will not only attract new people to the

area but activities as well.

"Quality of life is important to recruiting and retaining new employees," said Looten. "For a community of our size, we offer cultural and recreational activities that often surprise people from larger communities. We say we have the best of both worlds – a more relaxed pace of life with a lower cost of living and big city amenities such as a symphony, the theater, an art center, community festivals and more."

**Chris Stroisch is a freelance writer from Springfield. He can be reached at [chris@springfieldbusinessjournal.com](mailto:chris@springfieldbusinessjournal.com).**

## Update on the Greater Springfield Chamber of Commerce's Quantum Growth Partnership (Q5)

Leaders of the Greater Springfield Chamber of Commerce's Quantum Growth Partnership (Q5) are developing new plans to spur economic development in the capital city.

Erich Bloxdorf, executive vice president for the Chamber, said the new strategies will build on the organization's original efforts to bring new jobs and businesses to Springfield. "We do not plan to alter our specific goals for Q5; however, we are developing a new plan for economic development for the next five years, which will take into account the progress we have made and build on those efforts going forward."

The Q5 initiative was developed by the Chamber in 2006 as a five-year, \$5.2 million project to drive economic growth in the area. Its goal was to create and retain 4,500 jobs in the five-year period and attract 379 new firms to the area. But a slowdown in the economy dampened the Chamber's original goals.

### Illinois Monthly Labor Force Report October 2010 Unemployment Rates

	2010	2009
Illinois	9.2%	10.5%
BloomingtonNormal	7.3%	7.9%
Champaign-Urbana	8.4%	8.9%
Decatur	10.9%	12.3%
Peoria	9.3%	11.7%
Quincy	7.2%	7.9%
Rockford	14.4%	15.9%
Springfield	7.6%	8.1%

Source: Illinois Department of Employment Security

"In terms of attracting, creating and expanding jobs, the current economic climate has presented us with a significant challenge," said Bloxdorf. "Businesses today are far more cautious in their expansion and creation plans. That being said, we have attracted, expanded or retained 1,700 jobs since the beginning of the initiative."

For 2011, the Chamber believes the local economy will mirror that of the national economy. "There is cautious optimism in the market that the economic recovery is underway," said Bloxdorf. "That will spur some to increase employment or to start a business, but it will be muted by the recent recession."

While specific goals for Q5 will not be modified for 2011, the Chamber has outlined five specific areas it will focus on for the upcoming year - business development, development policy, diversity development, workforce development and emerging opportunities.

Q5 leaders will also complete two major projects and embark on a third one beginning in 2011.

"We will begin completing a Target Cluster Analysis, which will be used to help us identify our region's clusters of economic activity that are best positioned to support future growth in the region," said Bloxdorf. "We will also complete development of both a new strategic plan for economic development and an implementation blueprint for the plan. These tools will give us a clear step-by-step approach for continuing to build our local economy over the next five years."

The Chamber's final project will be to use the Competitive Analysis, Target Cluster Analysis, Strategic and Implementation Plan for Economic Development to begin a funding campaign for the next five year cycle of the Quantum Growth initiative.

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