

IRMA



65TH ANNUAL MEETING & LUNCHEON HONORING

GROCERIES OF
**SOUTHERN
ILLINOIS**

2022 Illinois Retailer of the Year

SCHEDULE OF EVENTS

RECEPTION

11:00

WELCOME REMARKS

12:00

Rob Karr, President & CEO, IRMA
Art Potash, Chairman, IRMA Board of Directors

LUNCH

12:20

Palmer House Mixed Greens
Parmesan Panko Crusted Chicken Breast
Vanilla Bean Cheesecake

2022 ILLINOIS RETAILER OF THE YEAR RECOGNITION

12:50

Groceries of Southern Illinois

A CONVERSATION WITH JOE KOPPEIS

Rob Karr, President & CEO, IRMA
Groceries of Southern IL - Joe Koppeis

∞ PRESENTING ∞

GROCERIES OF
**SOUTHERN
ILLINOIS**

2022 ILLINOIS RETAILER OF THE YEAR

SOUTHERN ILLINOIS' PREMIER RETAIL ENTREPRENEUR

Headquartered in Columbia, Illinois, Groceries of Southern Illinois is the cornerstone of a conglomerate of retail and development businesses led by Joe Koppeis. With a lengthy and proven record of success, Joe is a retail entrepreneur who is driven by the desire to see communities thrive and to help people learn more and earn more.

With a wide array of retail businesses and developments spread throughout Southern Illinois, Joe and his team seek out and cultivate opportunities based on a true entrepreneurial spirit and a foundation of customer service, cleanliness and delivering what customers want.

Joe's retail endeavors span grocery stores, shopping centers, office buildings, hardware stores, pizza franchises, pharmacies and hotels as well as a 5 million square-foot underground commercial development. New projects in the works include a wind farm, restaurant and commercial/industrial food manufacturing facilities.

A man from humble beginnings, Joe credits his parents and upbringing for his strong work ethic. In addition to his ability to adjust to adversity, willingness to take risks, and ability to plan long-term, Joe recognizes his family and team for helping drive his accomplishments.

THE LANDSCAPE OF THE RETAIL BUSINESSES OF JOE KOPPEIS

- 1988, Joe built The Market Place, a 44,874 sq. ft. supermarket in Columbia that he owned and operated for 25 years. Joe sold the grocery operation to Schnucks Markets, Inc. in 2013. Today, Joe still owns and operates the shopping center and Schnucks signed a long-term lease for the grocery store.
- 1995, Joe founded Admiral Parkway Inc., originally created to be a commercial development company but today, is also the development company for Rock City, a nearly 6 million square-foot underground limestone quarry and extensive man-made cave system in Valmeyer, Il.
- 2007, through Admiral Parkway, Joe and Patty Koppeis constructed and opened Rock City which featured a 200,000 square-foot, temperature controlled refrigerated site as its first development. Today Rock City has been developed into storage manufacturing, frozen storage, wine and data operations. Rock City is also home to the National Archives and Records Administration (NARA) site for its National Personnel Records Center Annex consisting of approximately 398,862 square feet, or 9.15 acres, of office and related file storage space.



CURRENT DEVELOPMENTS & OPERATIONS

- Shopping centers in Chester, Columbia, Freeburg, DuQuoin and Sparta, Il.
- Office buildings in Columbia and Waterloo, Il.
- Country Mart in Freeburg, Il.
- Four Ace Hardware franchises in Chester, DuQuoin, Energy, and Freeburg, Il.
- Nine Domino's Pizza franchises in Benton, Carbondale, Carterville, Chester, DuQuoin, Freeburg, and Sparta, Il. and two in Cape Girardeau, Mo.
- Three pharmacies in Freeburg, New Athens and Smithton, Il.
- Holiday Inn Express & Suites Hotels in Sparta and Murphysboro, Il. and most recently a Holiday Inn in Sunset Hills, Mo.

IN DEVELOPMENT

- A 21-acre site with a first-class professional center including a multi-story building with a look and feel of quality that will last for generations. Planning includes up to four buildings and each building will be built based upon market needs and demand.
- A 150-megawatt wind farm in Southern Il.
- Warehouse and Distribution Centers at the Dupu, Il. Interchange
- Rocks Restaurant, a 12,000 square-foot restaurant in Columbia, Illinois.
- Cargill Meat Solutions, a meat wholesaler recently relocated to an upgraded 105,000 square-foot space in the climate-controlled Rock City complex.
- Louisa Foods, a leading manufacturer of high quality pasta, relocating to a new facility within the Rock City complex to achieve a bigger space and additional cheese shredding room.
- Remodeling of Watson & Lindbergh Hotel, a 212-room hotel and banquet center in St. Louis, Mo.

KEY PERSONNEL

Mr. Koppeis works with a dedicated and professional team that helps manage the various teams and includes:

- **Kathy Nordike**, Partner and Manager - Country Mart
- **Scott Metzler**, Co-Manager - Country Mart
- **Meagan Heuring**, Lead Pharmacist
- **Brian Schneider**, Pharmacist
- **Garrett Petty**, General Manager - Hardware
- **Doug Johanningmeyer**, General Manager - Hotels
- **Nick Burch**, Partner and Operator - Domino's Pizza
- **Kyle Kane**, Executive Director of Operations - Rock City
- **Jodi Artinger**, Property Manager - Admiral Parkway

OPERATIONS

The operations group has many years of experience and includes:

- **Fred Devenport**, Human Resources
- **TJ Guethle and Valerie Pape**, Bookkeepers
- **Kyle Kane**, Executive Director of Operations
- **Teanna Simon**, Personal Assistant



“ These people are all helping us succeed beyond our expectations because of their hard work and their dedication to their jobs and willingness to learn and grow ”

JOE KOPPEIS

Joe Koppeis and his many retail many lives and communities

"Our tourism commission in 2020 had an operating budget of \$7,000 a year, and that doesn't go very far when you're trying to promote events. Since the hotel has opened, their budget is now \$70,000, meaning our hotel motel tax has increased tenfold. Because of that, my tourism commissioner called me about three months after the Holiday Inn opened and said, 'Mayor, I don't know how to spend all this money.' We've been able to fund things and do things and revamp things that we never would have been able to do otherwise."

**Will Stephens, Mayor
City of Murphysboro**

"For over three decades, Joe Koppeis has been committed to the growth of Southern Illinois and the retail industry through his ownership and operation of multiple hardware stores, shopping centers, supermarkets, restaurants, hotels, and other businesses in over a dozen communities. Congratulations to Joe on being recognized as the 2022 Retailer of the Year by the Illinois Retail Merchants Association. There is no one more deserving of this honor!"

**Daniel C. Dobbins, President
McKendree University**

"As a businessman, Joe constantly gets asked by many charitable organizations to help, and he always responds. As a member of Immaculate Conception Parish in Columbia, he constantly offers his support to every parish event and project. But what I admire most about Joe is his commitment to support the mentally and physically challenged by providing jobs for them in all his businesses. For over 19 years Joe Koppeis has been an inspiration to me by his caring and sharing, never seeking recognition for his generosity."

**Fr. Carl E. Scherrer
Retired Pastor, Immaculate Conception Parish**

"When the Village of Freeburg was in need of a grocery store, you stepped in. We received a grocery store and much more. When the town is in need, you are always there to step up to the plate to fill that need. The Village of Freeburg is truly honored to have your business as a part of our community."

**Seth Speiser, Mayor
Village of Freeburg**

ail businesses have touched throughout Southern Illinois.

"This year will mark my 23rd year working for Joe, but I have known Joe for a lot longer. I started as a night manager and with guidance from Joe I was able to work my way up to the store manager. Joe has given me amazing opportunities to grow as a person, and I have learned so much from his expertise and experience. We not only provide a grocery store that provides fresh food and a variety of products but a business that loves to build their small-town communities up. I am grateful to be a part of a business that I am proud of."

**Kathy Nordike, Partner and Manager
Country Mart**

RECOGNIZED FOR EXCELLENCE

- **IHG Spirit of True Hospitality Award**
Holiday Inn Express & Suites, Sparta, Illinois - 2021
- **Outstanding Community Partner**
Human Support Services - 2019
- **Pillar of the Community Award**
City of Columbia, Illinois - 2014
- **Distinguished Service Award**
IL Food Retailers Association and Grocery Merchandising Association - 2014
- **Illinois Rehabilitation Service Award**
IL Department of Human Services - 2009
- **Honor Roll of Outstanding Independent Grocers**
Columbia Market Place - 1992
- **Outstanding Service to the City**
City of Clinton & Clinton Chamber of Commerce - 1980
- **Good Neighbor-Business of the Month - For Outstanding Community Service**
Illinois House of Representatives - Representative Jerry F. Costello, II.



A CONVERSATION WITH JOE KOPPEIS



Joe Koppeis grew up in the food business.

At the age of 13, Joe had his first job scrubbing floors and cleaning meat equipment at Dugal's Big Star Food Store in Farmington, Missouri. It wasn't long before he moved up and held various jobs related to the food industry from managing food stores to supervising and selecting sites for new markets.

Today, Joe employs more than 350 people and owns and operates nearly thirty different businesses throughout Southern Illinois. His work ethic and keen insight into the retail world help drive his success and the energy that continues to propel his businesses forward.

JOE'S PHILOSOPHY

- **People are the Key** - *"Cultivate your people and develop good relationships with your employees. If you empower them to make good decisions and not to overthink it, 90% of their decisions will be good and the other 10% you move on and learn from. I tell my people: you can buy a can of corn anywhere, but it's our people that will make the difference."*
- **Know Your Competition** - *"Be aware and really see what your competition is doing. In this day no one has loyalty, so you have to meet the needs of your customers and be flexible. The bottom line is you have to take care of your customers no matter what business you are in."*
- **Give Back** - *"We have always been very involved in the communities we serve. I've always said: it's not what you have, it's what you do with it. It's fine to have money but only as long as you are helping other people and doing what's right. We make relationships in our community because we care about them. If you care about other people, God will put the right people in place to help you."*
- **Take Risks** - *"If you're going to go broke, go broke big! I guess I am not smart enough to know there are things we can't do, and that's served us pretty well. I take great pleasure in helping people achieve success, and I like the challenge of accomplishing projects that others cannot."*

Joe and his wife Patty were high school sweethearts and have been married for 45 years. Both have worked for years to achieve what they have. Joe says, *"We have probably made many more mistakes than most, but have learned from those mistakes, survived them all, and fortunately have had many more successes than setbacks."*

PAST ILLINOIS RETAILERS OF THE YEAR

- 1978** Art Holmes, Schwenker-Mougin, Inc., Moline
- 1979** Martin Seidel, Seidel Apparel Co., East St. Louis
- 1980** Gernon Henderson, Henderson's, Lombard
- 1981** Bill Clapp, Clapp's Supermarket, Dwight
- 1982** J. Faye Wham, The Smart Shop, Centralia
- 1983** Greg Ziegler, Lyle A. Ziegler Hardware Co., Elgin
- 1984** David O. Webb, Robeson's Department Store, Champaign
- 1985:** Hugh Muncy
- 1986** Martin Newman, Martin Newman Shoe Co., Jacksonville
- 1987** Bernard Brennan, Montgomery Ward, Chicago
- 1988** Harold Gaede, Gaede's, Wheaton
- 1989** Richard Niemann, Sr., Niemann Foods, Quincy
- 1990** Bill Fisher, Fisher's Appliance & TV, Cherry Valley
- 1991** Fritz Fehrenbacher, Fehrenbacher's, Joliet
- 1992** George Kutsunis, GWK Enterprises, Geneseo
- 1993** Jerry Henderson, Henderson's, Sycamore
- 1994** Charles Walgreen III, Walgreens
- 1995** Daniel J. Skoda, Marshall Fields, Chicago
- 1996** Robert Mariano, Dominick's Finer Foods
- 1997** Carol & Jim Baum, Baum's, Morris
- 1998.** Mary & Phil Good, Good's Furniture, Kewanee
- 1999** Greg Josefowicz, Jewel-Osco, Melrose Park
- 2000** Retailer's of the Century
- 2001** Gary and Dale Kirlin, Jr., Kirlin's, Quincy
- 2002** Mike Roberts, McDonald's
- 2003** Gary and Deanna Martin, Scotchmon's, Watseka
- 2004** Bob Abt, Abt Electronics, Glenview
- 2005** The Phillip's family, Phillip's Flowers
(J.R., Russ, Sr., Jim, Don, Baxter, Derek, Russ, Jr.)
- 2006** Lee and Sherrill Blankenship,
Village Commons Bookstore, DeKalb

PAST RETAILERS OF THE YEAR

2007 Charter Members: IRMA's 50th Anniversary

Arndt's (Tony Arndt), Newton, Illinois
 Baum's (Carol & Jim).Morris, Illinois
 Black & Company (Jeff Black), Champaign, Illinois
 The Brown Drug Company (Richard & Mary Cox),Quincy, Illinois
 Carson's (Dave Jeannette), Milwaukee, WI
 Cooper's Diamonds (Donald Sukach), Sycamore, Illinois
 The Fell Company (Joe Fell),Winnetka, Illinois
 George Keller & Sons (G. Arthur Keller), Quincy, Illinois
 Good's Furniture (Phil & Mary),Kewanee, Illinois
 Guzzardo's Inc (George & Ann), Kewanee, Illinois
 Harris Pharmacy (Bill Harris), Arlington Heights, Illinois
 Hendrick's Home Furnishings (Jim Hendrick), Virden, Illinois
 House of Color (Bill DeLeo), Palos Heights, Illinois
 Jewel-Osco (Larry Wahlstrom), Melrose Park, Illinois
 J. C. Penney Co (Leanne Musket), Plano, Texas
 Kirlin's (Dale & Gary), Quincy, Illinois
 K-Mart (Misty Redman), Hoffman Estates
 Marshall Fields (Macy's) , Cincinnati, OH
 Quinn's Jewelry (Marvin Quinn), Rochell, Illinois
 Royalty's (Dennis & Brian), Carthage, Illinois
 Schwenker-Mougin (Art & JoAnn), Moline, Illinois
 Sears (Misty Redman), Hoffman Estates, Illinois
 Simon Jewelers, Inc(Mark Simon), Collinsville, Illinois
 Walgreen Company (Eric Douglas), Deerfield, Illinois
 Watseka Quality Supermarket (Jim & Cathy VanNatta), Watseka, IL
 Ziegler's Ace (Brian), Elgin, Illinois

2008 J. C. Penney, Company

2009 Al Weiss, Uncle Dan's, LTD, Chicago, Illinois

2010 Bob Jones, American Sale, Tinley Park, Illinois

2011 Potash Markets (Mel & Art Potash), Chicago, Illinois

2012 Lehan Drugs (Tim Lehan), DeKalb, Illinois

2013 David F. Vite

2014 Kozy, Inc.

2015 Aldi, Inc.

2016 Darvin Furniture

2017 7-Eleven, Inc.

2018 Saputos

2019 Casey's

2020 All Illinois Retailers

2021 Ulta Beauty



Money-Saving Membership **SERVICES**



ENERGY SERVICES

Helping members navigate the energy markets and explore electricity and/or natural gas supply options that can result in lowering costs and increasing cashflow, helping to ensure your businesses survive and thrive.



MUNICO REPORTS

MuniCo is a digital alert system that directly emails subscribers alerts about proposed ordinances for their designated municipalities. MuniCo gives organizations that operate many facilities in several counties and states the ability to track local governmental decisions.



401K PROGRAM

Our partner plans allow you to offer your employees a retirement savings program without the administrative burden, liability, or restrictions within the Illinois State mandate.

And you can utilize the IRMA 401k offering through your current financial representative.



INSURANCE SERVICES

IRMA has partnered with VITI Companies to provide comprehensive insurance solutions and options, including **Group Health, Property & Casualty, Worker's Compensation, Voluntary Benefits and Medicare & Disability.**



AND MORE

Other money-saving services IRMA members have access to:

Waste Management

Coupon Redemption

Credit Card Processing

Scholarship Program

Instant Pay

Background Checks

Drug Testing

Food & Alcohol Training

IRMA Membership doesn't COST - it PAYS.

For more information on becoming a member of IRMA, please contact us: 312-726-4600 / info@irma.org

THANK YOU TO OUR HOSTS

7-ELEVEN®

amazon



 **Bamboo Health**

Camelot
Illinois

CERTCO INC

COMCAST
BUSINESS

 **Constellation.**

 **CVSHealth**

DIAGEO

IRMA
ILLINOIS FOOD COUNCIL

 **Kroger**

REYNOLDS
A BETTER TOMORROW

UNFI
BETTER FOOD. BETTER FUTURE.



Walmart 

THANK YOU TO OUR SPONSORS

 **AFFILIATED**
MARKETING

 **Altria**
Altria Client Services

 **at&t**




BlueCross BlueShield
of Illinois



BUY BETTER
Darvin
FURNITURE & MATTRESS

HyVee.

IMA ILLINOIS
MANUFACTURERS'
ASSOCIATION

Jewel-Osco.

KOHL'S

LOWE'S

 **macy's**

 **McDonald's**

Mac Strategies Group
Strategic Communications | Public Affairs | Government Relations

NACDS NATIONAL ASSOCIATION OF
CHAIN DRUG STORES



Walgreens
The Pharmacy America Trusts • Since 1901™