

April 2014



Edwardsville | Glen Carbon Chamber of Commerce

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Guiding Principles

Chambers of Commerce honor and respect **capitalism** and **well-informed private sector job creators** as a central and foundational element of regional and national prosperity. Chambers of Commerce actively facilitate collaboration and open discussion between business and public officials through **education, business advocacy** and **leadership**.

2014 Ambassadors

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Scott Credit Union
Rob Pickerell, Co-Chair
First Clover Leaf Bank
Lisa Allen, AAdvantage Insurance Group
Tina Barnard, Homewatch Care Givers
Rachel Case, Peel Wood Fired Pizza
Dr. Eric Dixon, SPORTCHIRO+
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Amy Miller, Sam's Club 4878
Mark Muckensturm, MRCT Benefits Plus
Rebecca Obermark, West & Company, LLC
Sara Sanderson, Dimond Bros. Insurance
Heather Whitten, Walgreens

on the cover

Dedicated to Commerce, Committed to Community: "Taking Flight"

The Edwardsville/Glen Carbon Chamber of Commerce has been busy implementing its new strategic plan, dedicated to creating a member driven organization that is dedicated to a strong, private sector regional economy. The first quarter of this year has already seen additional and reformatted networking opportunities, a retooled policy driven professional development series, and a concerted effort dedicated to business advocacy.

As a member, the first and primary benefit of membership begins with your business listing on the Ed/Glen Chamber's website (www.edglenchamber.com), as data indicates that consumers are definitely interacting with the Ed/Glen Chamber's website frequently and consistently. Without attending one single chamber event your listing is adding value to your business on a daily basis. It is a good time to enhance your listing and add photos, logos and keywords to your custom traffic catcher page using your user ID and log-in. Membership Coordinator Caryn Mefford is always ready and willing to assist you in learning how to use this and all of your membership benefits.

The Ed/Glen Chamber is privileged to work with two communities that combine tradition and growth so seamlessly, and understand that it is the marriage of our businesses, organizations and civic minded population that allow us to create a robust chamber of commerce and a strong regional economy.

This is just the beginning of exciting changes for the Ed/Glen Chamber and we encourage you to participate in one of our new networking@noon events, a business-2-business breakfast, or an upcoming educational program. In keeping with this year's Annual Community Awards Gala & Auction, your chamber of commerce is most definitely 'taking flight'.



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Scott Credit Union
TheBANK of Edwardsville

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Charter Business
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Doubletree Hotel Collinsville
Eden Village Retirement Community
Edwardsville School District #7
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Mike Shannon's Grill
Southern Illinois University Edwardsville
Visionary Wealth Advisors
Village of Glen Carbon
Wells Fargo Home Mortgage
West & Company, LLC

Premier Level

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Super 8 Pontoon Beach
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The Scheffel Companies
The Wooden Nickel Pub & Grill
Thompson Flaherty CPAs
Tiger Plumbing
Two Men & A Truck
U.S. Bank
Vision For Life

events

4/17 Thursday 5-7pm

Business After Hours
Sunset Hill Memorial Estates
50 Fountain Hill
Glen Carbon, IL 62034
FREE Entry for Members!

4/22 Tuesday 7:30-9am

Mayors' Breakfast
Leclair Room @ N.O. Nelson
600 Troy Road
Edwardsville, IL 62025

4/25 Friday 4pm

Ribbon Cutting
CJD E-Cycling Boutique
4758 Humbert Road
Alton, IL 62002

4/30 Wednesday 5pm

Ribbon Cutting & Open House
Anderson Hospital Wellness Center
2133 Vadalabene Drive
Maryville, IL 62062

4/30 Wednesday 5:30pm

Ribbon Cutting & Open House
Gateway Regional Medical Center
2044 Madison Avenue
Granite City, IL 62040

save the date

5/7 Wednesday 8-9am

Membership Orientation
Ed/Glen Chamber Office
RSVP Online or to 618.656.7600

5/8 Thursday 5-7pm

St. Louis Regional Chamber
ChamberNET at Gateway
Motorsports Park
700 Raceway Boulevard
Madison, IL 62060

5/8 Thursday 5:30-7:30pm

YPG Social Hour at
Global Brew Tap House & Lounge
112 South Buchanan Street
Edwardsville, IL 62025

5/13 Tuesday 12-1pm

networking@noon
Edison's Entertainment Complex
2477 South IL Route 157
Edwardsville, IL 62025
RSVP Online (required)

5/13 Tuesday 5-7pm

ChamberNET at Gateway
Grizzlies GCS Ballpark
2301 Grizzlie Bear Boulevard
Sauget, IL 62206

5/15 Thursday 5-7pm

Business After Hours
Edwardsville Rotary Club
at The Studio
60 School Street
Glen Carbon, IL 62034
FREE Entry for Members!

5/16 Friday 4pm

Ribbon Cutting
Chestnut Health Systems
2148 Vadalabene Road
Maryville, IL 62062

5/20 Tuesday 4pm

Ribbon Cutting
RE/MAX Integrity
Real Estate Centre
4215 South IL Route 159, Suite 3
Glen Carbon, IL 62034

5/22 Thursday 4pm

Ribbon Cutting
Visionary Wealth Advisors
1254 University Drive, Suite 300
Edwardsville, IL 62025

5/27 Tuesday 8-9:30am

Affordable Care Act: Updates
& Current Issues for Employers
Hortica Meeting Room
1 Horticultural Lane
Edwardsville, IL 62025
RSVP Online (required)

6/27 Friday 8am

Annual Ed/Glen Chamber
Golf Challenge
Sunset Hills Country Club
2525 South IL Route 157
Edwardsville, IL 62025

connect

Business of the Month

Southern Illinois Underwriters Agency, Inc.

Southern Illinois Underwriters Agency, Inc., owned by Adrian S. Rogier and C. William Schmidt, is the April 2014 Edwardsville/Glen Carbon Chamber of Commerce Business of the Month.

Southern Illinois Underwriters Agency was established in 1929 as its predecessor agencies, Schmidt–Phillipe & Associates and Rogier Insurance Agency (of Highland Illinois), respectively. Southern Illinois Underwriters Agency was formed by a merger of these two agencies in 1986.

The company's core product is insurance – commercial, personal lines, health and benefits, and they classify themselves as general practitioners of the insurance profession, meaning they look to serve a broad market that includes anyone with a need for insurance expertise.

When asked what makes his company outstanding, Schmidt responded, "We feel we are more experienced in the commercial lines area than most agencies, but our personal lines expertise is also very strong between our three offices in Edwardsville, Highland and Greenville."

"Both my partner and myself are third generation owners dating back to 1929 for both agencies prior to our formation of Southern Illinois Underwriters Agency. We share a passion for wanting to help people, help them to protect the largest asset/s that they may ever acquire," Schmidt shared.

As a business that has been in existence for 85 years, the company has seen many changes throughout the decades on which Bill elaborated. "Automation has been the largest change since I started in 1974. Our first

computer system in 1981, the file server was the size of a large double door refrigerator, now it is the size of a suitcase. When fax machines came along later, we wondered how we ever got along without them, now they are almost dinosaurs with the advent of scanning and emailing. Let's not even talk about car phones versus smart phones – what a change! With the assistance of technology, we plan to continue growing and servicing our existing and future clients."

Schmidt has served the community in many capacities. He was a member of the Edwardsville YMCA board of directors for 20 years (1987–2007); president of the YMCA in 2000–2001; and represented Region 2 of The Independent Insurance Agents of Illinois, the profession's state association, as their regional vice president from 2005–2009.

Finally, Schmidt shared the company's long tradition of Ed/Glen Chamber membership. Southern Illinois Underwriters Agency has been a member since 1954, first as Oscar Schmidt Insurance, then Chuck Schmidt Insurance, and then Schmidt–Phillipe & Associates. Bill Phillipe, Schmidt's former partner, served as Ed/Glen Chamber president in the mid '70s, and Bill was a board member in the '80s.

"Being a member of the Edwardsville/Glen Carbon Chamber of Commerce has allowed us to grow and become better business people by interacting with our fellow chamber members," Schmidt added.

To learn more about Southern Illinois Underwriters Agency, visit the office at 105 Plaza Court in Edwardsville, call 618.656.0120, or go to www.suia.com.

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We would like to recognize the many Ed/Glen Chamber members who are celebrating membership anniversaries in the month of April. This new monthly feature spotlights members for their ongoing support of the Ed/Glen Chamber. Thanks to each of the following business for their continued membership!

40+ YEARS

Edwardsville Lions Club

20-29 YEARS

**Eden Village Retirement Community
Cassens Transport
Garwood's Heating & Cooling, Inc.
Automation Facilitators, Inc.
A.M.G. Industrial Sales**

10-19 YEARS

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Christian Hospital
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Greater Edwardsville Area Community Foundation
Hospice of Southern Illinois
MRCT Benefits Plus**

5-9 YEARS

**Assurance Brokers, Ltd.
BARBERMurphy Group
Duke Partners**

**Leadership Council Southwestern Illinois
Tourism Bureau ILLINOISouth**

1-4 YEARS

**Action Forward Coaching & Consulting
B & W Heating & Cooling, Inc.
Mark's Tree Trim & Removal, Inc.
Providence Presbyterian Church**

**Studio GAIA, LLC
Capstorm
Kellerman Investigations
Greensfelder, Hemker & Gale, P.C.**

**Associated Pediatric Dentistry, LTD
Sam's Club 4878
Together We Learn
South Side's All-Star Collision Center**

Illinois Chamber & National Federation of Independent Business Plan Employer Action Day April 30

Please join the Illinois Chamber of Commerce, National Federation of Independent Business (NFIB), local chambers of commerce, and business leaders from throughout the state for the annual employer lobby day in Springfield Wednesday, April 30 at the President Abraham Lincoln Hotel from 9:30am–3:30pm.

One of the featured speakers will be Republican nominee for Illinois Governor Bruce Rauner, who will make one of his first major speeches in Springfield since being elected the Republican nominee last month.

Other featured speakers include Illinois Governor Pat Quinn (invited), Michael Kolenc of YES for Independent Maps, and leaders of the House and Senate revenue committees for updates on tax reform in Illinois.

The registration fee is \$49, which includes lunch. Call Andrew Proctor at 217.522.5512 ext. 296 to register.

AGENDA

9:30

Continental Breakfast

10:00

Welcoming Remarks

Honorable Pat Quinn, Governor of Illinois (invited)

10:30

Reforming Our Redistricting Process

Michael Kolenc, YES for Independent Maps

11:00

The Great Tax Reform Debate

Sen. Toi Hutchinson, Chair, Revenue Committee

Sen. Pam Althoff, Rep. Spokesman, Revenue Committee

Rep. John Bradley, Chair, Revenue Committee

Rep. David Harris, Rep. Spokesman, Revenue Committee

11:30

Workers Compensation, Results of the 2011 Changes

Terri Robinson, Nat'l Council on Compensation Insurance

Jay Dee Shattuck, IL Chamber Employment Law Council

Noon

Lunch

12:30

The Race for Governor 2014

Bruce Rauner, Republican Nominee for Governor

1:15

Minimum Wage and Key Issue Updates and Advocacy

Kim Clarke Maisch, State Director, NFIB

Todd Maisch, Executive VP, IL Chamber

2:00

Statehouse Visits

3:30

Adjournment

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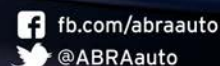
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Illinois Chamber, Lt. Governor & NIU Plan Comprehensive Military Study

Working in partnership with the Illinois Chamber of Commerce Foundation, Lt. Governor Sheila Simon recently announced that the Northern Illinois University's Center for Governmental Studies (CGS) will conduct a comprehensive economic impact analysis of active military bases in Illinois.

"This study will provide the information we need to retain our military bases, promote our great facilities and encourage Illinois job growth," said Simon, chair of the Interagency Military Base Support & Economic Development Committee. "I am pleased to partner with the Illinois Chamber of Commerce Foundation to protect our military assets and grow our defense industry."

NIU researchers will calculate the economic impact of the state's military installations and provide the data needed for congressional, state and business leaders to protect Illinois' military economy at a time of federal defense spending cuts, forced reallocations and base realignment or closure. The final report is due in October.

"We're excited to take the next step in this process. CGS has a diverse portfolio of economic research that we know will help us understand the economic impact of our defense installations and defense industry on our economy," said Benjamin Brockschmidt, director of federal affairs with the Illinois Chamber of Commerce.

Founded in 1969, CGS is a public policy unit at Northern Illinois University that assembles interdisciplinary teams from its own professional staff and across the university to work with government at all levels, non-profit organizations, school districts, community colleges, park districts, library districts, land conservation districts, land developers, health care agencies, and utilities.

As chair of the IMBSEDC, Simon helps coordinate the state's activities and communications relating to current and former military bases in Illinois. Simon is committed to protecting the state's military operations, installations, and the families of those who selflessly serve our state and country.



Katie
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Meridian Village, March 20



Meridian Village, March 20



Meridian Village, March 20



Meridian Village, March 20



Meridian Village, March 20

ribbon cuttings & ground breakings



RE/MAX Alliance, March 13



Stillwater Senior Living, March 17



ABRA Auto Body & Glass, March 26



Ooh La La Boutique, March 27

5 Ways to See Your Business in *Common Ground*

- 1 Purchase Advertising
- 2 Write an "Ask the Expert" Column
- 3 Submit an Announcement
- 4 Win Our Business of the Month Award
- 5 Come to Chamber Events!

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Sivia Law Continues Expansion with Addition of New Attorney

Sivia Business & Legal Services, P.C. (SBLS) is pleased to announce the addition of Paul A. Marks to its staff of qualified attorneys. Marks joins the firm as a litigation and business transaction associate.

Marks brings extensive experience to SBLS with more than 10 years in private practice. Previously, he worked for Justice Thomas Welch of the Illinois Appellate Court. Marks is graduate of St. Louis University Law School and licensed in both Missouri and Illinois. He was born and raised in Edwardsville.

Additionally, Marks is a past president of the Madison County Bar Association and the Tri-City Bar Association. He is currently a member of the Illinois State Bar Association, the Missouri Bar Association, the business law section of



the American Bar Association and the Bar Association of Metropolitan St. Louis. Marks also held several past volunteer positions with the Boy Scouts of America.

"Paul's litigation expertise will be a key asset to the firm," says Todd Sivia, SBLS founder and managing partner. "Our firm continues to expand, so it is critical for us to have another attorney with his vast capabilities."

Besides litigation and business transaction law, Marks practices both estate planning and real estate law. Appointments can be made with Marks by calling 618.659.4499.

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First Mid-Illinois Bank & Trust Announces Michael Taylor as Senior Executive Vice President

Joe Dively, chairman, president and CEO of First Mid-Illinois Bancshares, Inc. recently announced a series of organizational changes for First Mid-Illinois Bank & Trust in 2014. These changes follow the retirement of Bill Rowland, former chairman and CEO.



As part of the organizational changes, Michael L. Taylor was promoted to senior executive vice president and chief financial officer of First Mid-Illinois Bank & Trust. With the promotion, Mike will now oversee the finance, accounting, risk management, operations and IT functions of the bank. Taylor joined First Mid in May 2000 as executive vice president and chief financial officer and has played a critical role at the company over the past 13 years.

Mike is a graduate of the University of Illinois and of the Graduate School of Banking, University of Wisconsin. He served on the American Bankers Association Accounting Committee Board in Washington, D.C. from 2008-2012 and two terms on the Eastern Illinois University Accounting Advisory Board. Active in the community, Mike is a former treasurer and board member of the Mattoon Area Family YMCA, coached youth baseball and basketball for ten years, was a former board member of his local church and is a supporter of the U of I Alumni Association.

Joe Dively commented, "I'm pleased to announce the promotion of Mike Taylor to senior executive vice president. Over the past 13 years, he has played a critical role in the company. Mike has not only helped guide First Mid through the difficult regulatory and economic environment, he has also been key in building a strong balance sheet and completing several successful acquisitions. His knowledge, expertise, and commitment will enable him to continue to make significant contributions to the future success of First Mid."



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Ameren Illinois Invites Business and Non-Profit Customers to "Get in the Game" at Business Symposium

Hundreds of business owners, non-profit representatives, municipal officials and vendors are expected to participate in Ameren Illinois' 5th annual ActOnEnergy® Business Symposium from 8am–2pm Tuesday, June 3 at Gateway Center in Collinsville. The event is free and open to any Ameren Illinois business customer. Registration, breakfast and exhibitor viewing begins at 7am.

The award-winning event offers a "one-stop shop" for learning how to take advantage of energy efficiency rebates and incentives that will make your business more competitive and profitable. During the symposium, you will also learn about the latest energy efficiency trends, network with trusted contractors, gain access to new clients and network with business peers. This year's baseball theme encourages customers to get in the energy efficiency game and learn how to score real energy savings in their facility.


In addition to engaging breakout sessions on a variety of topics, the events will feature a keynote address from Joe Abernathy, vice president of stadium operations for the St. Louis Cardinals. Abernathy is responsible for the day-

to-day facility operations and game-day event management activities at the 42,500-seat Busch Stadium. Under his leadership, the Cardinals embarked on a new sustainability plan, "4 a Greener Game," and have reduced solid waste by 30%, energy use by 20%, and water use by 10% in the ballpark.

Participants at this year's event will be the first to learn about the newest program offerings and incentives to move projects forward, and will attend in-depth breakout sessions on the latest energy efficiency technologies and applications, such as selecting the right compressed air solutions and the benefits of LED lighting. Other session topics include how to get started with Ameren Illinois' energy efficiency programs and securing funding for your project.

Those who participate will also receive a 15% bonus coupon potentially worth thousands in additional incentive dollars. On average, businesses who have redeemed their 15% coupons have received \$5,200 in bonus payouts.



To register, go to ActOnEnergy.com/symposium or call 1.866.800.0747.

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SSM Hospice at Glen Carbon Seeks Volunteers

Volunteering for hospice is the perfect way to support the hospice program, its patients, and their loved ones. Hospice volunteers are a crucial part of our hospice team. Their dedication and compassionate care support the well being of our patients and their families in immeasurable ways. Hospice volunteers provide companionship to people living with a life-limiting illness and can provide support to their family caregivers as well.

Hospice volunteers can provide emotional support to patients and caregivers; respite care to allow caregivers time to themselves; assistance with light household chores and errands; grief support following the death of a loved one; assistance with office tasks; and participation in community outreach activities.

All hospice volunteers are given the freedom to decide how often they would like to volunteer and what tasks they would like to be assigned. In addition, each volunteer will receive training to ensure that they are comfortable with the tasks. Contact Kristin Krebs, volunteer coordinator, at 618.288.8023.

Two Men And A Truck Earns Pinnacle Recognition

The St. Louis office of TWO MEN AND A TRUCK® was recognized with the Humanitarian Award for its outstanding commitment to community service. Each year the company's corporate office presents the Humanitarian Award to the franchise that performs the most hours of charity work in their community. Franchises must meet stringent customer service standards in order to be eligible for this award. Of the more than 260 locations in the United States, only one Humanitarian Award is given each year. In the last 12 months, the St. Louis team completed more than 1000 hours of community service helping local organizations.

The St. Louis location was also one of 14 franchises recognized with the Achievement in Excellence Award, an award that represents exceptionally high performance standards in customer service, operational excellence, learning and growth, system involvement and commitment to the community.

The St. Louis office opened in 1994 and is celebrating 20 years in business. The location now operates more than 40 trucks.

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Fifth Annual "It's Everything for Women" Event Benefits Relay for Life

An evening of entertainment, great food and shopping will help fund hope for more than 66,000 Illinois residents diagnosed with cancer each year. With every ticket purchase, guests of the fifth annual It's Everything for Women event, hosted from 5–9pm May 1 at GC Cuisine & Crystal Garden, will assist the American Cancer Society (ACS) in providing support to patients and fuel the research to fight back against this life-changing disease.


Hosted by Complete Fitness of Edwardsville, It's Everything for Women brings together the best in women-owned businesses for a night of networking and fun. With a \$5 donation, guests can learn about the latest fitness, fashion, finance, and health information from more than 40 metro east businesses while enjoying complimentary appetizers and wine tastings. Plus, each admission ticket can be turned in for an entry into the It's Everything for Women auction, featuring gifts and prizes from participating vendors.

For the past five years, It's Everything for Women and its attendees have supported Relay For Life of Edwardsville/Glen Carbon, the ACS' overnight

community fundraising walk to generate support and awareness for the battle against cancer. Relay For Life will be held on June 27–28, 2014 at Edwardsville High School. Since 2009, It's Everything for Women has raised more than \$4,000 for the event.

For It's Everything for Women founder Erica Hunt, owner of Complete Fitness, the event on May 1 gives her the opportunity to give back to the ACS, an organization that has been close to her family's heart. "Because so of many of my friends and family members have been touched by cancer, I wanted to do something to help ACS continue its incredible work. While It's Everything for Women connects incredible women to one another, its main mission is to raise funds for ACS so that it can continue to fund research to prevent and treat the cancers that affect thousands of women each day."

Tickets are available at the door the night of the event or in advance at Complete Fitness, 1051 Century Drive in Edwardsville. For more information go to www.itseverythingforwomen.com.



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Girl Scouts Plan Thin Mint Sprint

Join Girl Scouts of Southern Illinois (GSSI) for the Thin Mint Sprint – and with every step you take, you'll help one girl get a step closer to pursuing her dreams.

Each year, GSSI provides \$150,000 in financial assistance to underserved, at-risk girls in the region so they can participate in the quality programming offered by GSSI.

This year's Thin Mint Sprint will be held June 7 at Camp Chan Ya Ta in Worden. The event will include a 5K trail run, a 5K obstacle course, and a 5K obstacle fun run.

All participants are encouraged to join GSSI's "Sea of Green" by wearing Girl Scout green, dressing up as your favorite Girl Scout cookie, or showing off your Girl Scout memorabilia. Entry fees start at \$10. Get active while supporting the world's premier leadership organization for girls! For more information and to register, go to www.gsfsi.org/ev_thin_mint.html

Korte & Luitjohan Welcomes Chad Elmore

Chad Elmore has joined Korte & Luitjohan Contractors, Inc., as project manager and estimator. Chad's more than 15 years of experience in the construction industry, including much time spent as an estimator and project manager, will greatly add to the talent of K&L's staff. K&L is excited to welcome Chad to its team, as the company continues its mission of "building a higher standard." Chad resides in Collinsville with his wife, son, and daughter.



Korte & Luitjohan Contractors, Inc., established in 1958, is a family owned, full service general contractor located in Highland. K&L's portfolio extends into the commercial building, heavy infrastructure, and utility construction services markets. They accommodate clients' needs through various delivery methods which include design/build and general contracting.

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