Wishing You Well This Holiday Season

Season’s greetings from the Ed/Glen Chamber staff and board of directors! We hope your holiday season is filled with joy.

As you shop for friends and loved ones, remember to support your local economy. The second annual Shop Chamber campaign is in full swing, and five lucky winners will enjoy an extra special holiday gift this season thanks to the many local retailers participating in this year’s campaign, which includes four weekly prize drawings and one $1,000 CASH grand prize sponsored by First Clover Leaf Bank.

Visit any of the following locations and fill out the ‘Shop Chamber’ ticket for your chance to win!

- Blanquart Jewelers & Gold Exchange
- LaBest, Inc.
- Caffé Avanti
- Lee Russo Designs
- Chef’s Shoppe
- Olsen Veterinary Clinic
- Cold Stone Creamery/Rocky Mtn. Chocolate
- Lost Arts & Antiques
- Crushed Grapes, Ltd.
- MacXprts–Illinois
- Crispy Cakes
- Culver’s of Edwardsville
- Miss Bailey’s Poppy Patch
- Edwardsville Auto
- What to Wear
- Mojo’s Music
- US Bank
- First Clover Leaf Bank
- Olive Oils & More
- The Garden Kingdom
- Scott Credit Union
- Sweeties Fine Chocolates & Confections
- Eden Threads
- FCB Edwardsville Bank
- Whittlesey Hall
- LoBest, Inc.
- Lee Russo Designs
- La–Col Café
- Lost Arts & Antiques
- MacXprts–Illinois
- Miss Bailey’s Poppy Patch
- Mojo’s Music
- Olive Oils & More
- The Garden Kingdom
- US Bank
- What to Wear

Go to www.edglenshopchamber.com for complete details & rules.

Mission Statement

Through commitment and involvement of its members, the Edwardsville/Glen Carbon Chamber of Commerce provides leadership for the benefit of the business community by promoting economic opportunities, advocating in the interests of business, providing members with education and resources, and encouraging mutual support.

Contributors

Desirée Bennyhoff
Editor, Layout & Design, Contributing Writer

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Express Employment Professionals
Skip Sponeman, First Vice President
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TheBANK of Edwardsville
Emily Gates, Third Vice President
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Fitness 4 Life Physical Therapy
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BARBERMurphy Group
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SIUE Alumni Association

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Village of Glen Carbon
Gary Niebur, Mayor
City of Edwardsville
Ed Hightower, Superintendent
Edwardsville School District #7

2011 Advertising Rates:

<table>
<thead>
<tr>
<th>Monthly Color</th>
<th>Rate</th>
<th>Charge</th>
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<tr>
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<tr>
<td>Back Page</td>
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</tbody>
</table>

Book One Year of Advertising in Common Ground and receive a 15% Discount.

Call 618.656.7600 for details.

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Contributors

Desirée Bennyhoff
Editor, Layout & Design, Contributing Writer

Greening Your Business

Now offering a green workshop that gives local business owners practical steps to create a sustainable work environment. Learn how to reduce resource consumption, streamline waste management, green information technology systems, and more. Simple changes can drive measurable savings.

Saturday, December 3 & 10, Edwardsville
Class size limited. Call today to enroll! 618.465.5740

It’s what you know.
special investors

Gold Level
Anderson Hospital
Wal-Mart

Silver Level
AmerenIP
Gateway Regional Medical Center
Hortica
Meridian Village
The BANK of Edwardsville

Bronze Level
Associated Bank
AT&T
Cassens & Sons
Cassens Transport
Castelli’s Moonlight Restaurant 255
Charter Business
City of Edwardsville
Doubletree Hotel Collinsville
Eden Village Retirement Community
Edwardsville School District #7
Edwardsville Publishing Company
First Clover Leaf Bank
Hurtford Architects, Inc.
Juneau Associates, Inc., PC
Madison Mutual Insurance Co.
Richards Brick Company
Royal Office Products, Inc.
Royal Solutions, LLC
R.P. Lumber
Shop ‘N Save
Southern Illinois University Edwardsville
Wells Fargo Home Mortgage
West & Company, LLC
Village of Glen Carbon

Premier Level
1st MidAmerica Credit Union
‘62 Sports Group
Abstracts & Titles Inc.
American Family Insurance
Answer Direct
Ashley Furniture Home Store
Associated Physicians Group
Assurance Brokers
B & R Cleaning
B & W Heating & Cooling, Inc.
Bard & Didriksen Pediatrics
Baus-Hite Orthodontic
Baugher–Hite Orthodontic
B & W Heating & Cooling, Inc.
B & R Cleaning
Assurance Brokers
Associated Physicians Group
Ashley Furniture Home Store
Answer Direct
American Family Insurance
Coffey & McCracken Law Firm P.C.
Cassens Transport
Cashiers & Sons
Country Club Lawn & Tree
Country Hearth Inn & Suites
Country Club Lawn & Tree
Country Hearth Inn & Suites
Crawford, Murphy, & Tilly, Inc.
Culver’s of Edwardsville
Days Inn
Denny’s
DRDA Electric Company
Dommelwalt Distributing
Eberhart Sign & Lighting Co.
Edwardsville Pet Hospital
El Maguey
ESS Data Recovery, Inc.
Farmers Insurance District 61
Fazoli’s
FBC Edwardsville Bank
First Clover Leaf Bank
First Mid-Illinois Bank & Trust
First National Bank - Maryville
Fitness 4 Life Physical Therapy
Gateway Center
Gateway Grizzlies
Gerald Moving
Gili’s Department Store
Goddard School
Hampton Inn & Suites
Hawkins Law Office
Hawthorne Animal Hospital
Holiday Inn Express
Imaging Center of Southern Illinois
IMO’S Pizza
J & S’s Hallmark Shop
J.F. Electric Inc.
Kitchenland
Kurt’s Carstar Collision Center
Lindenwood University
Logo It! @ Langa
Magnuson Camelot Hotel
Market Basket
Martinussen Electric
Maryville Women’s Center & Med Spa
Mastroianni Orthodontics
Mathis, Marlan & Richter, LTD
Meridian View Family Dental
Midwest Occupational Medicine
Minuteman Press
Neruda
Network Specialists
Office Depot
ProSource Wholesale Floorcoverings
Red Robin
Reed, Armstrong, Gorman, Mudge & Morrissey
Regions Bank
Sandberg, Phoenix & von Gontard
Schmucks
Scott Credit Union
Shell Community Federal Credit Union
Sleep Inn & Suites
Southern Illinois Underwriters
Specialty Printing
Spencer T. Olin Golf Course
Stahl Cartage Co.
Sunset Hills Country Club
Sunset Hills Country Club
Sunset Hills Family Dental
Super & Pontoon Beach
The EDGE BANK
The Cup
The E-Zone at Sunset Hills LLC
The Schefeld Companies
Thompson Flaherty CPAs
Tower Heating, Wade & Moerchen Inc.
Tiger Plumbing
University Nursing & Rehabilitation
US Bank
USO of Missouri
Verizon Wireless
Wenzel & Associates

events

12/1 Thursday 5–7pm
Business After Hours
The Garden Kingdom
3711 South IL Route 157
Glen Carbon, IL 62034

12/6 Tuesday 7:30–9am
Yoga Learn From A Leader
Breakfast with Roger Reife
at First Clover Leaf Bank
2143 South IL Route 157
Edwardsville, IL 62025

12/8 Thursday 4pm
Ribbon Cutting
Reputation Salon
214 Hilliboro Avenue
Edwardsville, IL 62025

12/9 Fri 8:30–11:30am
Professional Education
Reaching Your Target Market
Session 3: Successful Email
Marketing with Steve Robinson of Constant Contact
at Hortica
#1 Horticultural Lane
Edwardsville, IL 62025

save the date

1/11 Thursday 4pm
Ribbon Cutting & Open House
LaBest Pet Resort
4933 Indian Hills Drive
Edwardsville, IL 62025

1/13 Friday 7pm
Ed/Glen Chamber Trivia Night
at St. Mary’s Church
1802 Madison Avenue
Edwardsville, IL 62025
(see page 7 for info)

1/24 Tuesday 8:30–11:30am
Professional Education:
Work Smarter, Not Harder!
Fighting Unemployment Claims, presented by Illinois Department of Employment Security

1/15 Thursday 4:30pm
Ribbon Cutting
Think Tank PR, Marketing & Design
117 Glen Crossing Road
Glen Carbon, IL 62034

1/15 Thursday 5–7pm
Business After Hours
Think Tank PR, Marketing & Design
117 Glen Crossing Road
Glen Carbon, IL 62034

1/16 Friday 4pm
Ribbon Cutting & Open House
Eberhart Sign & Lighting Company
108 First Avenue
Edwardsville, IL 62025

1/27 Friday 11:30am–1pm
Annual Ed/Glen Chamber Membership Meeting
Location TBD

2/10 Friday 12–1pm
networking@noon
GC Cuisine
1230 University Drive
Edwardsville, IL 62025

3/3 Saturday 5:30pm
Ed/Glen Chamber Annual Dinner & Auction
SIUE Meridian Ballroom
Edwardsville, IL 62025
## Business After Hours Schedule

<table>
<thead>
<tr>
<th>Month</th>
<th>Event Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 5</td>
<td>OPEN</td>
</tr>
<tr>
<td>January 19</td>
<td>Edwardsville Intelligencer</td>
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<tr>
<td>February 2</td>
<td>St. Boniface Catholic School</td>
</tr>
<tr>
<td>February 16</td>
<td>Bella Milano at N.O. Nelson Leclaire Room</td>
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<tr>
<td>March 8</td>
<td>First Clover Leaf Bank</td>
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<tr>
<td>March 22</td>
<td>Edison's Entertainment Complex</td>
</tr>
<tr>
<td>April 5</td>
<td>Edwardsville YMCA (Esic Center)</td>
</tr>
<tr>
<td>April 19</td>
<td>Extra Help, Inc.</td>
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<tr>
<td>May 3</td>
<td>Crushed Grapes/American Family Insurance/Catered AFFAIR</td>
</tr>
<tr>
<td>May 17</td>
<td>Sellstate Expert Realty</td>
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<tr>
<td>May 31</td>
<td>OPEN</td>
</tr>
<tr>
<td>June 14</td>
<td>Balke Brown Associates, Inc.</td>
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<tr>
<td>June 28</td>
<td>OPEN</td>
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<tr>
<td>July 12</td>
<td>OPEN</td>
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<tr>
<td>July 26</td>
<td>OPEN</td>
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<tr>
<td>August 2</td>
<td>ChamberNet at Anderson Hospital</td>
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<tr>
<td>August 23</td>
<td>Regions Bank</td>
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<tr>
<td>September 6</td>
<td>Glen Carbon Centennial Library</td>
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<tr>
<td>September 20</td>
<td>OPEN</td>
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<tr>
<td>October 4</td>
<td>AAdvance Insurance</td>
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<tr>
<td>October 18</td>
<td>OPEN</td>
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<tr>
<td>November 1</td>
<td>OPEN</td>
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<tr>
<td>November 15</td>
<td>Lost Arts &amp; Antiques</td>
</tr>
<tr>
<td>December 6</td>
<td>OPEN</td>
</tr>
<tr>
<td>December 20</td>
<td>OPEN</td>
</tr>
</tbody>
</table>

Business After Hours is one of our most popular events, and a great way to showcase your business and make new contacts! If you are interested in booking an available BAH date, please call 618.656.7600 to speak with Linda.
the newly connected

Illinois State Representative Dwight Kay
Chris Guy
State Representative
101 Southpointe, Suite B
Edwardsville, IL 62025
618.307.9200
www.kay.ilhousegop.org

PUSH Global Proximity Marketing Co.
Matthew Jalinsky
Advertising
2306 Loretta Lane
Collinsville, IL 62234
618.334.1171
www.pushgpm.com

Social School
Jesse Allen
Social Emotional Learning for Young People & Adults
235 Adams Street
Edwardsville, IL 62025
618.960.3431
www.socialschool.net

Spencer T. Olin Golf Course
Mary Campbell
Public Golf Course
4701 College Avenue
Alton, IL 62002
618.465.3888
www.spencertolingolf.com

annual dues reminder & notice

As you may all recall, in 2011 the board of directors for the Ed/Glen Chamber of Commerce changed the annual dues to be charged on a calendar year basis instead by the anniversary month of the member as it had been done in previous years. Therefore, our members will receive their 2012 membership dues invoice the last week of December 2011 for payment in January 2012. All invoices will be due within 30 days of receipt. Please note that all invoices, generated by the Chamber after December 2011 and not paid within the specified payment schedule, will be subject to a monthly 1.5% finance fee on the balance owed to the Chamber until it is paid in full.

community link map sales set to begin in march

The Chamber’s new map project will kick off in March 2012 – remember to earmark advertising dollars for maps sales! Look for notices early in 2012 to learn when our CommunityLink sales representative will be in Edwardsville & Glen Carbon scheduling visits.
Frightfully fun trivia – join us if you dare!

Second Annual

trivia

NIGHT

Friday, Jan. 13

Brought to you by the Ed/Glen Chamber & sponsored by St. Mary’s Church

Hosted at the St. Mary’s Church Gym
1802 Madison Avenue in Edwardsville

7pm

Cash prizes awarded!
BYO food & beverages.
GREAT COMPANY TEAM BUILDING TOOL!

TRIVIA NIGHT REGISTRATION FORM

Round up your team of trivia geniuses now! Deadline to register is Thursday, January 12.
Submit payment to: Edwardsville Glen Carbon Chamber of Commerce
200 University Park Drive, Suite 260, Edwardsville, IL 62025

TEAM or COMPANY NAME: ___________________________________________________________

TEAM CAPTAIN: ___________________________ E-MAIL: ______________________________

OFFICE PHONE: ___________________________ CELL PHONE: ________________________

FULL TABLE of EIGHT ($100)

Mulligans ($20 per table)

Individual Seat(s) ($15 per person)
Trivia is a team based competition. If you come alone, we can match you up with a group.

TOTAL AMOUNT DUE

I will sponsor one round of trivia at $100. (10 rounds available).

I will donate an attendance prize.

Prize description: ________________________________________________________________

SPONSORS & DONORS WILL BE RECOGNIZED AT THE EVENT & IN CHAMBER COMMUNICATIONS.

RECEIPT OF PAYMENT GUARANTEES YOUR RESERVATION • MAKE CHECKS PAYABLE TO ED/GLEN CHAMBER OF COMMERCE

CALL 618.656.7600 WITH QUESTIONS OR TO LEARN MORE ABOUT SPONSORSHIPS & DONATIONS. FAX FORM TO 618.656.7611.
**Business of the Month:**

Grogan’s Academy of Martial Arts, in business since 1998, is located at 310 Hillsboro Avenue in Edwardsville. Owner Rich Grogan, a physical education teacher in the Edwardsville School District and SIUE alumni, started training in martial arts in 1981. With 30 years of martial arts experience, Rich is a Master Instructor and 5th Degree Blackbelt and has earned all martial arts credentials from numerous visits to South Korea.

When Grogan’s Academy of Martial Arts first opened, their primary focus was exercise and fitness, fitness videos, and self defense classes. Rich operated the business from a home office and taught aerobics at a variety of health clubs. He also taught personal training & conditioning for individuals and sports teams, along with self defense for individuals & police officers. After years of searching, saving and planning, he opened his first studio location in May, 2005. The focus had shifted to martial arts, and the Academy finished that first year with 10 students, half of whom were family and friends.

Grogan’s Academy of Martial Arts is now in its third location, which is 3600 square feet. They have trained over 300 students, and currently have more than 100 active students, and their core service is martial arts instruction.

When asked what differentiates Grogan’s Academy of Martial Arts from competitors, Rich responded, “We focus on instilling courage and confidence into each and every student, with an emphasis on manners, discipline and respect. Students gain the courage to try and succeed, and the belief in themselves to stand up to peer pressure, bullying and negative influences. We also offer a one of a kind behavior incentive program that assists parents in setting limits and following through with consequences, to instill proper manners, discipline and respect at home.”

“Improved self confidence also leads to better grades for students, and better career opportunities for adults. We teach students how to properly condition their bodies, improving balance, coordination, flexibility and endurance. Students must complete hours of community service, maintain good grades and good discipline reports from home and school, and preparing mentally and physically to be invited to test for advancement. Every rank advancement is earned, and each student must put forth his or her best effort in order to advance. Students are each evaluated on their own personal best – they don’t have to be the best, but they have to try their best.”

In addition to teaching in the Edwardsville School District and running his business, Rich is serves as assistant coach for his son’s baseball and football teams, is a member of the Soo Bahk Do Federation, and is regional examiner and board director for World Moo Duk Kwan organization. Grogan’s Academy of Martial Arts regularly contributes to the American Heart Association, Relay For Life, and St. Jude’s Children’s Research Hospital.

“The positive impact that Martial Arts has had on me and my family is invaluable. I have always played & coached sports since a very young age, and have always enjoyed giving back the knowledge that I have received to others, to help them experience all the joys that I have. To be able to pass that gift on to others and to see their positive growth is priceless,” said Grogan.

Grogan’s Academy of Martial Arts has been an Ed/Glen Chamber member since opening their first location in 2005. “The Chamber has had a huge impact on our overall success, and I truly couldn’t be happier with the limitless possibilities that the Ed/Glen Chamber has provided.”

Grogan’s mantras: “What we invest in our children today provides priceless dividends later,” and “Learn from the past, prepare for the future, and make the most of the gift of today.”

Grogan’s Academy of Martial Arts has a fun, safe, and very family friendly environment that is not threatening or intimidating, and the first class is always free! For more information, go to www.grogansma.com, or call 618.656.7700. Be sure to ‘like’ Grogan’s on Facebook and follow on Twitter!
We are pleased to announce Coffey & McCracken Law Firm has joined Mathis, Marifian & Richter, Ltd.

We welcome to our firm:

Gregory W. Coffey  
Shareholder

John W. McCracken  
Shareholder

Sandra J. Tatoian  
Associate

Beth K. Flowers  
Associate

Christine S.P. Kovach  
Associate

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George E. Marifian  
Kevin J. Richter  
Kevin J. Stine  
Mark J. Stegman  
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Kurt S. Schroeder  
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Shareholders  
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Kelli E. Machigan  
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Laura E. Schrick  
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David A. Gusewelle  
Beth K. Flowers  
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Carson D. Maricle  
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BANKING LAW  •  BUSINESS LAW  •  TAXATION  •  ESTATE PLANNING  •  EMPLOYEE BENEFITS

COMMERCIAL LITIGATION  •  BANKRUPTCY  •  CIVIL LITIGATION  •  EMPLOYMENT LAW  •  REAL ESTATE LAW

BELLEVILLE, IL  |  EDWARDSVILLE, IL  |  NASHVILLE, IL  |  ST. LOUIS, MO
Reaching Your Target Market

Session 1: September 14
Search Engine Optimization, Search Engine Marketing & Internet Presence Marketing
8–8:30am Networking; 8:30–10:30am Program

Session 2: October 19
Using LinkedIn as a Powerful Prospecting Tool
8–8:30am Networking; 8:30–10:30am Program

Session 3: December 9
Successful Email Marketing
8–8:30am Networking; 8:30–11:30am Program

All programs hosted at Hortica Insurance & Employee Benefits; #1 Horticultural Lane in Edwardsville

I will attend: □ Session 3 at $20/person ($30 non-members)

Business Name_________________________________________________________

Contact Person________________________________________________________

Business Address___________________________________________________________________________

__________________________________________________________

Business Phone________________________________________________________

Name of Attendee(s)________________________________________________________________________

__________________________________________________________

Email Address(es)________________________________________________________________________

I am enclosing a check for $________________________________________
schmooze
business after hours

Greater Edwardsville Area Community Foundation at TheBANK of Edwardsville, November 3

Greater Edwardsville Area Community Foundation at TheBANK of Edwardsville, November 3

Hospice of Southern Illinois, November 17

Hospice of Southern Illinois, November 17

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!
ribbon cuttings

Always Evergreen Gifts at St. Boniface Catholic Church, November 8

National Bank, November 10

networking@noon

Speed Networking with Iris Salsman, November 18

Speed Networking with Iris Salsman, November 18
Christian Hospital’s Center for Advanced Pulmonary Medicine is Branching Out for Early Detection

Faster, Safer Lung Diagnosis at Christian Hospital

Christian Hospital is the only community hospital in the St. Louis area using two advanced technologies — endobronchial ultrasound (EBUS) and electromagnetic navigation system (InReach) — in earlier detection of lung disease and cancer with less risk.

For more information on how you or a loved one can benefit from this breakthrough technology, call 314-653-5532 or toll-free 1-877-638-8575.
Scott Credit Union Donates to Edwardsville District Schools

Scott Credit Union (SCU) recently donated $175 to Edwardsville District schools at the culmination of a month-long SCU program that helps schools raise funds when minors open accounts at the local credit union. The Scott Credit Union Edu-Ca$h program is meant to encourage kids and teens to start saving with their own savings account. For each minor account opened during the month through the program, Scott Credit Union gives back $25 to the local school of the student’s choice.

The program offered the parent opening an account with their child the choice of schools from throughout the school district. Scott Credit Union will offer the program in different school districts throughout the area over the next year, according to SCU Marketing Promotions Coordinator Carrie Norrenberns.

“During economic times like we are in now, schools can use all of the help they can get,” she added. “This program was designed to help give back to the schools. We hope that it will grow and the amount of money we donate to the schools increases over the next year.”

Scott Credit Union has locations in 13 area communities and will offer the program for one month in each of the communities in an effort to give money back to all area schools when students open accounts at the local credit union.

“The program is really simple. A child or teen can come in with their parent and open a new savings account with as little as $5,” Norrenberns noted. “They choose the school they want the donation made to and that’s it. At the end of the month in that school district, we total the number of minor accounts opened and write a check to the schools.”

The credit union opened seven new minor savings accounts during the month when the program was featured in the Edwardsville School District.

For more information about the program and the schedule of when it will be offered in each area school district, email Norrenberns at cnorrenberns@scu.org.
Gateway Regional Medical Center opened its new, cardiac catheterization lab on November 15 to provide Metro East residents and surrounding communities with a higher level of cardiac and vascular care. The $3.5 million renovation and expansion replaced the previous lab and is conveniently located adjacent to the hospital’s Emergency Room.

“The new cardiac cath lab features FD20 technology which provides improved image detail while reducing radiation exposure,” said Ed Gillmeister, Senior Director of Cardiovascular Services at Gateway. “With the diagnostic procedures we have the ability to go anywhere in the body—the legs, heart, head, or arms—and ‘take pictures’ to help identify problems such as interruption of blood flow. Because our physicians have better visualization of the vessels they are able to better diagnose what it is that these patients have and then determine the best course of treatment. This can be as simple as medication or as proactive as interventional procedures such as balloon angioplasty and stent placement.”

The skilled cardiovascular surgeons at Gateway will perform both diagnostic and interventional procedures in the new lab. In addition to the FD20 technology, the new, 2,624 square foot cardiac cath lab features five prep/hold rooms for pre and post procedures, a family consultation room and a comfortable waiting area for family members. There are also private patient entrances, a physician office with remote viewing and dictation capabilities, and expanded storage areas.

“Gateway Regional has a long standing commitment to the constant improvement of services and technology at the hospital,” adds Mark Bethell, CEO. “Accordingly, with this new lab, we are excited to bring a new level of cardiac care to the communities we serve.”

According to the American Heart Association, the cardiac catheterization test is one of the most useful and accurate tools in diagnosing cardiovascular problems by detecting where arteries are narrowed or blocked, measuring blood pressure within the heart and oxygen in the blood, and evaluating heart muscle function.
Express Associates Work 3M Hours in One Week

More than 80,000 people working 3 million hours in one week is cause to celebrate. Express Employment Professionals, one of the nation’s Top 10 privately-held staffing companies, announced today that its associates at more than 550 franchise locations in the United States, Canada and South Africa worked 3 million hours in one week for employer clients across various industries.

“Regardless of the struggling economy and lackluster job market, we’ve managed to find jobs, put people to work and help employers who need qualified, long term/full time and temporary staff on hand,” said Marc Voegele, owner of the Edwardsville Express office. “Express is proud to help so many people find jobs. We are seeing companies start to hire as productivity increases, and we are hearing from clients that their business is picking up.”

The Edwardsville Express Employment Professionals franchise began operation in 2006 and serves the Metro East area with temporary help and direct hire employees in a variety of fields. Express Employment is located at 20 Junction Drive West in Glen Carbon, accepting applications. For more information, call 618.288.8011 or visit www.expresspros.com/3million.

SIUE Plans Spring Merchants Fair

The business community is cordially invited to participate in the annual Spring Merchants Fair at Southern Illinois University Edwardsville Tuesday, January 24, 2012 from 10am–3pm in the Morris University Center. The Fair is designed to welcome new and returning students, faculty, and staff back to SIUE for the spring semester, build community relations, and enhance campus life and school spirit. Specifically, this is an opportunity to promote your business to more than 14,000 SIUE students and 2,400 faculty and staff. The August 2011 Merchants’ Fair attracted more than 800 participants.

The event will help to increase student, faculty, and staff awareness of area businesses, services, and activities and to facilitate interaction between students, faculty, staff, and the local business community. Advance registration is required. For information regarding fees and registration, please contact Cheryl at cheard@siue.edu or 618.650.2686.
TheBANK of Edwardsville Supports Mission of Moms

For soldiers serving overseas, the holidays can be the toughest time of the year. Deployed thousands of miles away from their loved ones, often in hostile environments, it can be difficult to find the comforts of home most of us take for granted. However, Marcia Fish and her non-profit organization, Mission of Moms, has been on a ‘mission’ for the past eight years to change that, delivering comfort items to military members serving on deployments to Iraq and Afghanistan.

Almost every day, Fish spends time in her basement or garage packing boxes with the 300 pounds of donated items she receives each week, readying them for mailing to individuals or units she has “adopted.” It started with one soldier, then three soldiers, then a platoon. Now there are thousands of military members who have, in one way or another, received something from her efforts.

“I don’t golf … I pack boxes,” Fish said with a chuckle. “Instead of doing the things most people do, I pack boxes.”

This holiday season, Mission of Moms is getting help from TheBANK of Edwardsville. Through December 23, TheBANK’s Edwardsville Center on Troy Road will accept donations of supplies for care packages, along with letters to the troops – a highlight for many of the soldiers – and donations for postage through December 9. Edwardsville School District 7 is joining in the effort with TheBANK of Edwardsville, asking students to write letters to the soldiers for distribution by Mission of Moms.

“I can’t think of a better organization to get behind during the holidays than Mission of Moms,” said Dawn Schmidt, Manager of TheBANK’s Edwardsville Center on Troy Road. “These people put their lives on the line for us every day and they deserve all the support from home that we can give them.”

According to Fish, it takes help from businesses like TheBANK of Edwardsville as well as other organizations and individuals throughout the local communities to make it all happen. “I’m just the worker bee,” she said. “It takes the whole community to do what we do.”

The list of needed items is a long one, and can be found on the Mission of Moms website at www.missionofmoms.com. But Fish said it’s basic items – like cotton socks, beef jerky and candy left over from Halloween – that are big hits during the holiday season.

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Give the Gift that Money Can’t Buy: Help Save Lives This Holiday Season by Donating Blood

Think outside the box this holiday season. The perfect gift is at your nearest American Red Cross blood drive or blood donation center. And, unlike the latest fashion trend, video game or golf club, it costs nothing but an hour of your time. When you donate blood, you give the perfect gift – another hug, another laugh, another smile, another chance – to someone in need of blood.

“It’s the season of giving and there’s one gift that won’t cost you a penny, but means the world to a patient in need,” said Scott Caswell, CEO of the Red Cross Missouri-Illinois Blood Services Region. “By donating blood, you can give someone an opportunity to spend another holiday with their loved ones.”

It only takes about an hour to donate blood, and in that hour, you can unwrap a lifetime of memories for hospital patients in your community and across the country. The need for blood is constant and doesn’t pause for the holidays. By taking time to donate this winter, you can help the Red Cross ensure a stable blood supply for all patients who need blood products.

All blood types are needed to help maintain a sufficient blood supply, especially type O negative. Type O negative blood, the universal blood type, is always in high demand because it can be transfused to patients with any blood type, especially in emergency situations.

How to Donate Blood: Simply call 1-800-RED CROSS (1-800-733-2767) or visit redcrossblood.org to make an appointment or for more information. All blood types are needed to ensure a reliable supply for patients. A blood donor card or driver’s license, or two other forms of identification are required at check-in. Individuals who are 17 years of age, 16 with parental permission in some states, meet weight and height requirements (110 pounds or more, depending on their height) and are in generally good health may be eligible to give blood. Please bring your Red Cross blood donor card or other form of positive ID when you come to donate.

To learn more about the American Red Cross, go to www.redcross.org or join their blog at http://blog.redcross.org.
Brown Smith Wallace has expanded its presence in Southwestern Illinois with our move into our Glen Carbon/Edwardsville office. Three key things you should know about us:

1. **Illinois Presence for Nearly 40 Years**
   Now we can better deliver our broad range of accounting, tax and consulting services to area businesses.

2. **Our Clients Value Us**
   Greg Fowler, P.E., President and CEO, J. F. Electric, Incorporated, says: “We’ve been a client for about 35 years. They have assisted us in many aspects of our business, and their team members have all been very knowledgeable in their fields of expertise.”

3. **Illinois Savings Opportunities**
   Our state and local tax specialists, among others, can help you identify ways to save money NOW.
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Interested in new ideas that can help your business grow? Contact Jeffrey Smith, CPA, co-founder, at 618.228.6019 or jsmith@bswllc.com, or for some Illinois tax tips, visit www.bswllc.com/state-tax-services-illinois.

Comprehensive Accounting & Tax Consulting | Audit & Risk Management Services | Management Consulting | Financial Advisory Services
City Moves Winter Concert Series to Wildey

Since 2008 the popular Edwardsville Parks Department’s Winter Concert Series has entertained the Edwardsville community at the N.O. Nelson Complex with a focus on quality musicians representing a variety of genres. The Parks Department is pleased to celebrate the fifth year with a move to the historic Wildey Theatre. The schedule is as follows:

December 2: Perfect Image
January 13: Kim Massie & The Solid Senders
January 27: Dueling Pianos
February 24: Fiddleback w/ students from the St. Louis Fiddle Ensemble
March 23: SIUE Jazz Faculty

All concerts take place at 7pm on Friday evenings. Appetizers, included in ticket price, will be served from 6–7pm in the second floor Marquee Room. Tickets are available for $10 at Edwardsville City Hall, the Edwardsville Public Library and www.wildeytheatre.com. For more information call the Park Office at 618.692.7538.

Lambert Partners with Google to Map Indoors

Lambert–St. Louis International Airport is one of the first airports to partner with Google to create new indoor maps of its terminals and concourses. Android users can now use Google Maps to zoom in on Lambert and view floor-by-floor layouts that can help direct individuals to multiple airport locations like airline gates, restrooms and retail stores. They also see where they are inside Lambert with the Google Maps My Location feature, which displays a user’s location via the familiar “blue dot” icon. The technology allows passengers and visitors to pre-plan their trip through Lambert or find their way on the go without having to refer to fixed map directories or signs.

“Travelers can now use Google Maps for Android to more quickly and effortlessly figure out where they are and what’s around them when they’re indoors,” said Steve Lee, Director of Product Management at Google. “We’re thrilled to work with Lambert–St. Louis International Airport to improve people’s airport experience.”

For more information on Google’s indoor maps feature, go to https://sites.google.com/site/gmm6press/ or contact press@google.com.

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Ask the Expert
by Patrick Shelton, Benefit Plans Plus

Keeping Your Retirement & Benefit Plans in Check

The last few years have brought a wave of new regulations for retirement plans leaving many plans out of compliance and their business sponsors unaware.

Failure to adopt fundamental practices could result in regulatory intervention and potentially significant personal liability for plan fiduciaries. Taking the time to conduct a fiduciary health check can result in savings of time and money.

Periodic evaluations of retirement plans and benefits can identify small issues, and preventable errors, before they become big problems with the Department of Labor or Internal Revenue Service.

It is important that you find a credible third party administrator who has technical expertise and takes the prudent approach by focusing solely on the interests of plan participants and their beneficiaries.

A thorough review of retirement and benefit plans should include an assessment of current fiduciary compliance structures and processes that immediately identifies opportunities and improves procedures and documentation.

First, gather the necessary information in order to begin. This includes plan documents and amendments, summary plan descriptions, most recent 5500 filing, current employee communications and vendor service agreements as well as recent compliance testing and fiduciary or fidelity bond insurance coverage.

Second, meet with a third-party administrator who can meet with plan fiduciaries and ensure that each understands and acknowledges the responsibilities involved. This process should include the evaluation of pertinent plan documents and materials to ensure complete compliance.

Periodic reviews may be one of the most important things you can offer to your retirement plan clients. Any problems discovered can be resolved more easily and economically than if they are brought to your attention through a Department of Labor or Internal Revenue Service audit.

For more information, contact Benefit Plans Plus at 618.654.3100 or go to bpp401k.com.
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