

December 2008



Edwardsville | Glen Carbon Chamber of Commerce

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Common Ground



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Edwardsville School District #7
Erika Kennett
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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 the interests of business
- Providing members with education and resources
- Encouraging mutual support

Newsletter Notes

Articles for the Chamber of Commerce newsletter must be submitted by the second Monday of the preceding month for placement in the next month's issue.

Monthly distribution: 1,000 issues.

Send comments or questions about Common Ground to jwojciezak@edglenchamber.com

Copyright 2007 Edwardsville and Glen Carbon Chamber of Commerce, 200 University Park Drive, Suite 260, Edwardsville, Illinois 62025. (618) 656-7600, www.edglenchamber.com

On the cover

Shop Local. Shop Chamber

This holiday season, please remember your fellow Chamber members for all your gift-giving needs! From personal to corporate gifts, one of our Chamber members might just have the perfect item. Check out a list of common gift categories and Chamber member businesses on page 12.

Happy Holidays from the Ed/Glen Chamber Staff!



Gloria, Carol, Bonnie, Linda, and Jeanne

Photo Courtesy Faller Photography Group

2008 Advertising Rates:

	Monthly Rate	Color Charge
1/8 Page	\$32	\$7
1/4 Page	\$65	\$10
1/2 Page	\$110	\$15
Full Page	\$210	\$20
Back Page	\$310	Included

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Call (618) 656-7600 for details

Common Ground

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Gold Level

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Wal-Mart

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AT&T
Eden Village Retirement Community
Gateway Regional Medical Center
Hortica
TheBANK of Edwardsville

Bronze Level

Ashley Furniture Home Store
Associated Bank
Best Buy
Cassens & Sons
Cassens Transport
City of Edwardsville
Edwardsville School District #7
Edwardsville Publishing Company
First Clover Leaf Bank
Holiday Inn Collinsville
MetLife
Meridian Village
National City Bank
Ready Mix Service
Red Robin Gourmet Burgers
Richards Brick Company
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Southern Illinois University Edwardsville
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Adecco Staffing Services
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Angel's Food & Ice Cream
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Associated Physicians Group
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Bella Milano Restaurant
Belleville News Democrat
Best Western Camelot
Brickman Orthodontics
Byron Gerber Petri & Kalb, LLC
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Bully's Smokehouse
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Chicago Title Insurance
Coffey & McCracken Law Firm P.C.
Coldwell Banker Brown Realtors
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Eberhart Sign & Lighting Co.
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Edwardsville Pet Hospital
Elmwood Nursing and Rehab
Excelogy Consulting Group
Extra Help, Inc.
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First American Title
First Bank

First Mid-Illinois Bank & Trust
First National Bank - Maryville
Fitness 4 Life Physical Therapy
Forensic IT, Inc.
Fountain View Manor
Gateway Center
Gateway Grizzlies
Glik's Department Store
Hampton Inn & Suites
Hawthorne Animal Hospital
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Jan's Hallmark Shop
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Kentucky Fried Chicken
Kitchenland
Kurt's Carstar Collision Center
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Stonebridge Golf Club
Sunset Hills Country Club
Sunset Hills Family Dental
Super 8 Pontoon Beach
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The Scheffel Companies
The Telegraph
Think Tank PR
Thouvenot, Wade & Moerchen Inc.
Today's Advantage
Traveling Tails Inn
University Nursing & Rehabilitation
USO of Missouri
US Bank
Valley View Cemetery, Mausoleum & Funeral Home
Verizon Wireless
Wells Fargo Home Mortgage
Wenzel & Associates
Wise Choice Coffees

events

12/4 Thursday 5 - 7 pm

Business After Hours
Blanquart Jewelers &
Corporate Gifts
2322 Troy Road
Edwardsville, Illinois 62025

12/5 Friday noon

networking@noon
Miss Bailey's Poppy Patch
115 Glen Crossing Road
Miner Square
Glen Carbon, Illinois 62034
RSVP to 618-288-9899

12/11 Thursday 4 pm

Ribbon Cutting
ProSource Wholesale
Floorcoverings
1605 Eastport Plaza Dr.
Collinsville, Illinois 62234

12/24 - 12/25

Christmas Holiday
Chamber Office Closed

save the date

1/1 Thursday

New Year's Day
Chamber Office Closed

1/16 Friday noon

networking@noon
Sears Optical

1/22 Thursday 5 - 7 pm

Business After Hours
Associated Physicians Group
1181 S State Rt. 157
Edwardsville, Illinois 62025

1/26 Monday

Illinois Chamber
Annual Legislative Summit
Sangamo Club
227 East Adams Street
Springfield, Illinois 62701

1/30 Friday 8:30 am

New Members' Orientation
Chamber Office
200 University Park Dr., Ste 260
Edwardsville, Illinois 62025

1/31 Saturday

85th Annual Meeting and
22nd Annual Auction
Meridian Ballroom
Morris Student Center, SIUE
Edwardsville, Illinois 62025

Are You Making the Most of Your Membership?

Carol Foreman, Executive Director, will provide you with an in-depth review of Chamber benefits and how they can be applied to enhance your business.

Or come to our monthly New Members' Welcome Reception and meet new Chamber members and learn about the benefits available to your business. New Members' Receptions are held on the last Friday of the month, and alternate between 8 am and noon.

Call Carol at 656-7600 to schedule a one-on-one "Membership Opportunities" meeting or check the website, www.edglenchamber.org, or your Weekly Reminder email for the next New Members' Reception.

connect

business after hours schedule

The purpose of a networking mixer is to meet new people, make new contacts, promote your business, and to talk with other business people facing the same challenges you do. All are welcomed and invited to attend. Hors d'oeuvres and beverages will be provided. A business card raffle and 50/50 drawing will occur at approximately 6:00 pm. Entry fee is \$5. This is an excellent way to network outside of your normal routine.

12/4 Thursday 5 - 7 pm

Blanquart Jewelers & Corporate Gifts
2322 Troy Road
Edwardsville, Illinois 62025

Just in time for the holidays! Visit Blanquart Jewelers and make contacts, listen to live music, enjoy great appetizers, and find Christmas presents for everyone on your list.

1/22 Thursday 5 - 7 pm

Associated Physicians Group
1181 S. State Rt. 157
Edwardsville, Illinois 62025

Visit Associated Physicians Group's new location and meet your next client as you network with other Chamber members and area professionals.

networking@noon schedule

Can't make a Business After Hours? Networking@noon is a great way to meet other business people in a smaller group setting without taking time away from your busy day. This fun, fast-paced, members-only "speed networking" event is designed to get you in, fed, connected, and on your way in 60 minutes or less.

12/5 Friday noon

Miss Bailey's Poppy Patch
115 Glen Crossing Road in Miner Square
Glen Carbon, Illinois 62034
RSVP to Joan at 618-288-9899

Got Gifts? Let the ladies at Miss Bailey's Poppy Patch help you find the perfect gift.

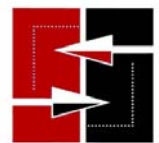
Enjoy lunch at Sweeties with a choice of either Italian Beef Sandwich & Potato Salad or Chicken Salad Sandwich & Fresh Fruit. Drink, dessert and a piece of chocolate included.

Please RSVP's to Joan at 288-9899 with your choice of lunch entree.



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Meet Your Board Member:

Joan Frey

Our final new board member for 2008 is Joan Frey, owner of Miss Bailey's Poppy Patch at Miner Square in Glen Carbon.

Fifteen years ago, Joan planted the seed of owning a home décor and accessory shop with her husband Ron. After working over 23 years in employee benefits as a partner in an insurance consulting firm, Joan gave her employer a five year notice and starting building her business.



Today, Miss Bailey's Poppy Patch is celebrating its 3rd anniversary and Joan could not be happier.

Joan was born and raised in Glen Carbon and graduated from Edwardsville High School. Six years ago, she and her husband brought their two children – Kara, now 22, and Zach, now 18 – back to Glen Carbon and Joan began learning about the retail business, networking, and educating herself on how to run a business.

"I love to shop and decorate so a home décor and accessory shop just made sense to me," Joan said. "I love the opportunity that comes with building relationships with my customers and finding creative pieces for my store."

Miss Bailey's Poppy Patch first opened in November of 2005 in a small cottage on Vandalia Street in Edwardsville. Once Miner Square in Glen Carbon was finished, Joan packed up the store and reopened in Miner Square in September of 2006.

"I love being back in Old Town Glen Carbon. I envision this entire area revitalized with shops and eateries and I am excited that I get to be a part of this transition."

Joan became a member of the Chamber before her store even opened. "I feel a strong sense of belonging and contributing to the community with the Chamber," she said. "The Chamber offers great marketing and networking opportunities that I have taken advantage of."

"The Chamber is a great vehicle to learn about the resources available to businesses, to engage in great friends and business associates, and to invest in the community."

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Ambassadors

Call for Ambassadors!



The Ambassadors are looking for a few good men and women.

Applications are now being accepted for the 2009 Ambassadors committee. We are looking for outstanding people to represent the Chamber at Ribbon Cuttings, Business After Hours, and other Chamber events. Ambassadors help connect with new members of the Chamber and assist with membership retention.

The Ambassadors must become familiar with the Chamber by-laws, policies, and procedures. They must attend the monthly Ambassadors meetings and one Chamber Board Meeting each quarter in a non-voting capacity.

Ambassadors work toward recruiting new Chamber members, and then mentor new Chamber members to help them become familiar with Chamber benefits. They support the Chamber's fundraising events such as the Annual Dinner and Auction and Golf Challenge as either a participant, sponsor, donor, or volunteer.

Ambassadors are asked to attend twelve of the Business After Hours each year and assist with registration and the 50/50 sales, as well as greet and welcome new and prospective Chamber members. They participate in Ribbon Cutting ceremonies, open houses, and ground breakings and provide promotional items for the Welcome Basket given at Ribbon Cuttings.

For more information on becoming an Ambassador, contact the Chamber Office at 656-7600. The application is available on the next page.

Ambassadors

Nancy Baahmann

Beverly Farm Foundation

Danelle Brown

The Tech Spot

Ashleigh Deatherage

Scott Credit Union

Melissa DeLassus

Southern Illinois Chiropractic Center

Ed Faller

Faller Photography Group

Natalie A. Head

Anderson Hospital

Gary Hoggatt

National Bank

Justin Huneke

TheBANK Of Edwardsville

Dana Klassen

C.A.F.E. Community Association for
Financial Education

Bonnie Kotsybar

Chamber Staff

Sue Mancuso

Suburban Journals

Ryan Matthews

Hortica Insurance & Employee
Benefits

Chad Opel

Merrill Lynch

Pamela Perlmutter

Girl Scouts of River Bluff Council

Sara Sanderson

Liberty Mutual

Lola Shashack

Eden Village

Donna Sheard

Avon on Main

Dr. Matt Uchtman

Infinite Wellness Chiropractic, Ltd.

Crystal Anderson Wenzel

Individual Member



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Fax: 618.655.4004
Website: www.byrongerber.com

Contact:
David J. Gerber
djg@byrongerber.com
Christopher W. Byron
Christopher J. Petri
Brian R. Kalb
Micah S. Summers
Meredith L. Head

Call for Ambassadors

As an Ambassador, you will act as a representative of the Chamber by promoting membership and mentoring new members. It is a great way to get more involved with the Chamber.

2009 Ambassador Application Form

Name _____

Company _____

Address _____

Phone _____

Email _____

You have reviewed the Duties and Responsibilities as an Ambassador and willing to fulfill the obligations? (check one) Yes _____ No _____

How long have you been a Chamber member? _____

Why do you want to be an Ambassador? _____

Signature _____

For additional information,
contact Carol Foreman at 656-7600 or
cforeman@edglenchamber.com

Please mail to the Chamber office

200 University Park Drive, Suite 260,
Edwardsville Illinois 62025

Applications must be received by Monday, December 8th.

connect

2009 Annual Dinner

The Edwardsville/Glen Carbon Chamber of Commerce 85th Annual Meeting and 22nd Annual Auction will take place on Saturday, January 31st in the Meridian Ballroom at SIUE.

This annual gala truly is the highlight of the Chamber year. It is an opportunity to celebrate the Chamber's achievements, its volunteers, and present awards to those who have excelled in our communities in 2008.

Sponsorship opportunities are available and benefits include:

- Listing in Annual Dinner Program
- Recognition at the Event - from the podium and on large screen
- Recognition in Newsletter and on Website
- Ad in the Annual Dinner Program
- Tickets to the event
- Ad in Newsletter

Auction items are also needed. This is a great way to showcase your business and products. A member of the Annual Dinner Committee will be calling members to request donations. Ask someone from the committee for an idea of what to donate - they have great ideas to share! Benefits of donating an item include:

- Listing in Annual Dinner Program
- Recognition at the Event on large screen
- Listing in Newsletter and on Website

"How advertising in *Common Ground* helped my business..."

"I look at advertising in *Common Ground* as a good investment because the publication is targeted directly at my market - small business owners and other business professionals."

"The November edition was the first time I had advertised Lewis and Clark's QuickBooks class in *Common Ground*, and we filled the class - something we haven't been able to do for a long time. So I'm giving credit to the advertising!"

Carla Coury
Director, Continuing & Professional Education
Lewis and Clark Community College

Interested in putting *Common Ground* to work for your business?
Advertising opportunities are available. Contact the Chamber office at 656-7600.



Mark Your Calendar!

**Annual Salute to
Southwestern Illinois
March 26, 2009**

Please plan to join the
Leadership Council Southwestern Illinois
for our annual
Salute to Southwestern Illinois
Awards Dinner.

*Thursday, March 26, 2009
6 pm - 9 pm*

*The Meridian Ballroom
Southern Illinois University Edwardsville*

Questions: Call Karen
at 618-692-9745

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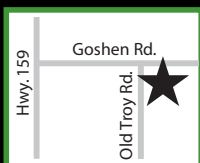
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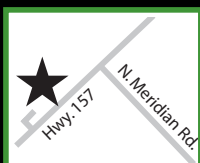
Bonus!

Be entered into a drawing for a \$150 VISA
Gift Card with a qualified home equity loan
closing on or before December 23rd, 2008.

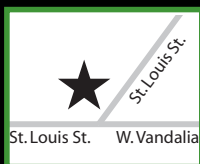
APR = Annual Percentage Rate. The 3.99% APR is an introductory APR available for only the first three months. A variable interest rate of Prime floating, 4.00% APR currently, is available with a combined loan value ratio of 85% or less. Higher variable rates will apply to higher loan to value ratios. The APR will vary with the Prime rate as published in the Wall Street Journal. The APR will not exceed 25%. Rate is effective as of October 29, 2008 and is subject to change without notice. Offer is subject to First Clover Leaf Bank's credit guidelines. Consult your tax advisor regarding the deductibility of interest. No purchase necessary to enter into the drawing for the VISA gift card.



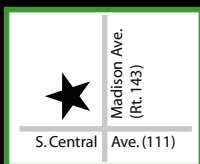
Goshen Center
6814 Goshen Road
Edwardsville, IL
656-6122



157 Center
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Edwardsville, IL
692-9900



Downtown
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Wood River
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Wood River, IL
254-8445



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gov

Government Affairs Committee is Looking for Members

The Government Affairs Committee was created to strengthen the Chamber's relationship with local government and to create the opportunity to bring concerns from our members to our elected officials and work on pro-business issues.

The mission of the Government Affairs Committee is to educate members about government, to build productive relationships between members and elected officials, and to promote discussion on issues affecting the local business community.

The committee meets on a monthly basis with members of our local, county, and state government. For more information on the Government Affairs Committee, contact the Chamber office at 656-7600.

Have an issue for the committee? The committee is always willing to bring the concerns of our members to our elected officials. Contact the Chamber office and share your concerns.

2009 Illinois Legislative Summit

Join the Government Affairs Committee at the 2009 Illinois Chamber Annual Legislative Summit and Luncheon. The Summit and Luncheon will be held on Monday, January 26 from 10:00am to 3:00pm at the Sangamo Club in Springfield, Illinois. The cost is \$10 with lunch provided.

As the unifying voice for businesses in the state, the Illinois Chamber has spent the last year fighting a number of tax policies that would have been devastating to business. Local Chambers play an integral role in educating their members on the policies and proposals in Springfield that could have tremendous ramifications on Illinois business.

Participating in the annual Legislative Summit in Springfield will help you for what lies ahead for businesses in Illinois. The IL Chamber's governmental affairs staff will provide a review of the 2008 legislative session and also outline the issues that will impact businesses - both large and small - in 2009.

For more information or to register for the 2009 Illinois Legislative Summit contact the Chamber office at 656-7600.

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Progressive Muscle **Apex** Tone Specialized Underwater
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Employee Free Choice Act

Source: U.S. Chamber of Commerce

The Employee Free Choice Act (EFCA), better known as "Card Check," is pending legislation that would restrict workers' rights, do away with secret ballot elections in union certification campaigns, and transfer hundreds of millions of dollars in mandatory union dues from workers to union executives.

Under the current secret ballot process, union organizers ask workers at a facility to sign cards indicating an interest in an election. Once 30% have signed cards, the union can petition the Federal National Labor Relations Board to hold a secret ballot election.

Both the union and the employer are given the opportunity to make their case, after which workers cast their votes in a federally-supervised election. If the union gets more than 50% of the votes, they are certified by the National Labor Relations Board and the employer must begin collective bargaining.

Instead of continuing the practice of holding free and fair secret ballot elections for union organizing, the unions are pushing "Card Check," a method that will dismiss the federally-supervised secret ballot process

and instead have workers sign authorization cards without the benefit of privacy or anonymity. This new process exposes workers to intimidation and coercion by union organizers, and if a majority of workers sign authorization cards, the rest of the workers are forced to accept the decision - even if they have been left out of the process completely.

Workers could be asked to sign a card almost anywhere, including at their homes at night. Union organizers could go back to any worker who declines to sign over and over again. And once the union hits that 50% threshold, the National Labor Relations Board would have to certify the union and would be prohibited from holding a secret ballot election - even if many workers want one.

Under Card Check, a union has no obligation to tell an employer it is launching an organization drive. An employer may not find out an organizing campaign is underway until ordered by the Federal government to start collective bargaining.

For more information about Card Check and how to contact your U.S. Congressmen, visit www.voteforbusiness.net.

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Col. Benjamin Stephenson House,
Gateway Grizzlies,
Missouri Botanical Garden,
Nature Preserve Foundation, The
Children's Museum at Edwardsville

Automobile Dealers

Cassens & Sons,
Four Flags Motors

Billiards/Pool

Backyard Dreams,
Highland Pool & Spa, Inc.

Cellular Telephone

Alternative Communications
Network,
Communication Concepts, Sprint,
STL Communications, U.S. Cellular,
Verizon Wireless,
Wireless Advantage

Clock Sales/Repair

Exactime Watch and Clock

Coffee and Pastery Shops

Goshen Coffee Co.,
Wise Choice Coffees & More

Florists

Bill's Montclair Floral,
Lee Russo Designs,
Schnucks Market

Framing

Art of the Matter

Furniture

Ashley Furniture Home Store,
Kettle River Furniture

Gift Shops

Jan's Hallmark Shop,
Miss Bailey's Poppy Patch,
Sweeties Confections

Golf

Fox Creek Golf Club, Oak Brook
Golf Club, Stonebridge Golf Club,
Sunset Hills Country Club

Grocers

Green Earth Grocery,
Market Basket, Schnucks Market,
Shop N Save

Hardware/Lumber

R.P. Lumber Company

Health & Beauty

AVON on Main,
Beauty Brands,
Hair Saloon for Men,
Integrated Body Studio,
Mary Kay,
Rinnovi Med Spa,
Slumber Parties,
Spa of Tranquility,
Studio 66,
The Hair Studio

Health & Fitness

Contours Express,
Curves for Women,
Grogan's Martial Arts & Fitness,
HEALTHTRAX Whole Body Health,
Midwest Occupational Medicine,
Myung Martial Arts,
ProRehab PC,
Rehab Massage & Bodywork,
Release The Stress,
Right Balance Fitness & Nutrition
Consulting,
Scott Ivie's Personal Training,
The Little Gym of Edwardsville,
VNATIP HomeCare,
YMCA of Edwardsville

Interior Design

Ginger Huff Interiors, Louer Facility
Planning, The Finishing Touch

Jewelers

Blanquart Jewelers & Corporate
Gifts, Elliott Fine Jewelers,
Hudson Jewelers

Landscaping

The Garden Kingdom

Lodging

Edwardsville
Comfort Inn & Conference Center,
Country Hearth Inn & Suites
Glen Carbon
Hampton Inn & Suites
Pontoon Beach
Best Western Camelot,
Days Inn,
Holiday Inn Express,
Super 8

Mail/Package Deliveries

The UPS Store

Meal Preparation

Seattle Sutton's Healthy Eating

Music

Mojo's Music, Swing City Music

Office Supplies

Office Depot, Office Max,
Royal Office Products

Paint/Wallpaper

Buhrmester Paint & Wallpaper,
Stewart Painting

Party Rentals

'62 Sports Group,
Grand Rental Station

Photographers

Faller Photography Group,
Portrait Gallery,
Ridgeway Portrait Design,
Visions by Carol Photography

Restaurants/Caterers/ Banquet Facilities

Andria's Countryside Restaurant,
Annie's Frozen Custard,
Big Daddy's Edwardsville,
Bella Milano,
Buffet City International,
Bull & Bear Grill & Bar,
Bully's Smokehouse,
Catered Affair,
Cold Stone Creamery,
Culver's of Edwardsville,
Dairy Queen,
Denny's,
G.C. Cuisine,

Restaurants cont.

Imo's Pizza,
KFC,
Los Tres Amigos,
McDonald's,
Mr. Curry's Indian Restaurant,
Neruda Restaurant & Bar,
Noble Roman's Pizza,
Ponderosa Steakhouse,
Qdoba Mexican Grill,
Red Robin Gourmet Burgers,
Sgt. Pepper's Café,
Shangri-La Fine Chinese Cuisine,
Sunset Hills Country Club,
The Pasta House,
Valerio's Restaurant at Fox Creek,
Wise Choice Coffees & More

Retail

Allison's Comfort Shoes & Boots,
Best Buy,
Chick Peas Co.,
Gaffney's Sporting Goods,
Gingerbread House,
Glik's Department Store,
Heroic Adventures,
Kate's Lullaby,
Kitchenland,
Passion For Sports Supply &
Services,
Play N'Trade,
Shoe Carnival,
St. Clair Square,
The Tech Spot,
Wal-Mart

Travel

Travel Express, YTB

Wines & Spirits

Crushed Grapes,
Vintner's Cellar of Edwardsville

Not on this list but should be?

Contact the Chamber at 656-
7600 to make sure we have your
business correctly categorized in
our database.

SIUE DAY

Thank You SIUE DAY Partners!

On October 23, 2008, more than 125 local businesses participated in SIUE DAY. Participants heard ways to market to SIUE faculty, staff and students. In addition, they learned about SIUE resources that can benefit their businesses. More than 100,000 visitors attend SIUE programs and events each year. Partnering with local businesses establishes a close relationship between SIUE and the community.

For more information visit www.siu.edu/communitysiueday.

AAA
Airport Bowl
Alternative Communication Connections
Alton Square
Alton Steel, Inc.
Anderson Hospital
Art of the Matter
Arthritis Foundation
Barber Murphy Group, Inc.
Belleville News Democrat
Bev George & Associates
Beverly Farm
Birdwell Financial Group
Bruggeman Chiropractic Center
Cargill
Cold Stone Creamery
Collision Plus
Colonial Life
Community Title & Escrow
Cornerstone Financial Group
Culvers

Datajacks
Edwardsville Intelligencer
Edwardsville Mayor
Eigenbrodt Vision
Entrepreneurship Center
Express Employment Professionals
Extra Help
First Clover Leaf Bank
Floors Inc.
GC Cuisine & Crystal Garden
George Alarm Company
H&R Block
Healing Touch Wellness Center
Heroic Adventures
Holiday Inn - Alton
Horlica
Hospice of Southern Illinois
Kwik Kopy Business
Lexow Financial
Liberty Mutual Group
Lower Facility Planning, Inc.

M 5 Sports
Maurices
Miss Bailey's Poppy Patch
Money Mailer
My Tutor Driving School
My Tutor Learning Center Inc.
My-Eddy.com
National Bank
National City
Nef Company
Noble Roman's
Performance Strategies that Work
Portrait Gallery
Re/Max Preferred Partners
Red Cross
Red Robin
Rinnovi Med Spa
RiverBend Head Start
Saint Anthony's Health Center
Scott Credit Union
SIUE Credit Union

Spine Smart
Sunset Hills Country Club
Sunset Hills Family Dental
Sweeties Confections
Techi Tois, Inc.
The Finishing Touch Home & Office Interiors LLC
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Business After Hours



ChamberNet, November 12



ChamberNet, November 12



TheBANK of Edwardsville, November 20



TheBANK of Edwardsville, November 20



TheBANK of Edwardsville, November 20



TheBANK of Edwardsville, November 20

Ribbon Cuttings



Apex Physical Therapy, November 5



Stone Carlie, November 10



MG Property Preservation, November 13



Hudson Jewelers, November 19

Your Business

New Banquet Room Available at Ponderosa Steakhouse

Ponderosa Steakhouse in Glen Carbon now offers a private banquet room for meetings and events.

The banquet room can seat up to 120 people and may be divided into two sections that seat 35 on one side and 75 on the other. The room is great for any type of occasion such as parties, meetings, baby showers, and rehearsal dinners.

Ponderosa Steakhouse offers a 125 item buffet and also provides carry-out and delivery service to Maryville, Glen Carbon and parts of Edwardsville.

Reservations for the new banquet room can be made by calling 618-288-0480 between 9am and 9pm. Ponderosa Steakhouse is located at 4233 St. Rte. 159 South in Glen Carbon.

Olsen Veterinary Clinic Now Offers Latest Laser Surgery Technology

Olsen Veterinary Clinic now offers the latest in laser surgery technology as a progressive new option for their clients. Long used in human healthcare, laser technology is a proven service with multiple applications. Only recently have veterinarians turned to laser surgery, and they are proud to be on the leading edge of advanced animal care.

The laser is an intense beam of light. Using an instrument that allows it to be precisely controlled, the laser beam replaces the traditional scalpel.

Laser energy instantly vaporizes the water found in tissues, allowing it to 'cut' or essentially remove an extremely small area of tissue. The energy seals nerve endings and blood vessels as it moves through the tissue, resulting in less bleeding, less pain and virtually no trauma to surrounding tissue. The benefits of laser surgery include less pain, less swelling, extreme precision, reduced risk of infection, and quick recovery.

Olsen Veterinary Clinic is located at #2 Glen-Ed Prof. Park in Edwardsville. Find out more about laser surgery by calling 656-5868.



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Tough Economy Offers Advertising Opportunities

by Iris Salsman, I. Salsman PR, LLC

One hundred percent of the people who don't know about you won't do business with you. What's more, even if they do know about you, unless they're consistently reminded, they won't continue to do business with you.

It's a challenge that every business faces – especially in these unstable economic times. Yet the fact is, companies that cut back on their marketing in response to an economic downturn are missing out on a prime opportunity to not only retain customers but gain new ones and actually increase sales.

Research has shown that a recession can provide a chance for businesses to build a great share of market through aggressive advertising. A series of six studies conducted by the research firm of Meldrum & Fewsmith showed conclusively that advertising aggressively during recessions not only increases sales but increases profits. This fact has held true for all post-World War II recessions studied by the American Business Press starting in 1949.

Henry Ford said, "A man who stops advertising to save money is like a man who stops a clock to save time." Advertising can skillfully reposition a product to take advantage of new buying concerns, give an advertiser a stable image in a chaotic environment and give a company the chance to dominate the advertising media.

Here are some reasons why our current economic climate can spell success for enterprising businesses:

- Your competition is hiding. Since fewer businesses are advertising, your own marketing has a higher probability of getting noticed. In fact, in your product category, you may be the only guy out there who is in the face of the consumer!
- Now is the time you need the business. Out of sight means out of mind, and out of mind can mean out of business. If your competition is hiding, you can have a larger share of mind. Familiarity breeds preference, and preference leads to long-term customer loyalty.
- Customers are hunting. They're scared – which means product purchases are scrutinized and loyalties are challenged. You can position your product as a need – not just a want. If you're out there offering value, meaning and – above all – honesty, you can win them over for life.

These are tough times, and they may be some of the most creative and opportunistic times in years. Stay close to your core customer. Dig deeper and look for the essential ties to your customers. And never ever stop fishing for new customers!

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Your Business

The Goddard School to Open in 2009

The Goddard School located at 801 South Arbor Vitae in Edwardsville is under construction. The new state-of-art 9,000 square foot building has been designed to accommodate 140 children from six weeks to six years old. The new School is projected to open during the winter of 2009 and will offer flexible schedules for children Monday through Friday, from 7:00am to 6:00pm.

The on-site owner will attend training and will then be available to offer tours of the new School - approximately one month before the Grand Opening. Over the next several months, an Education Director and a faculty of qualified teachers will be hired.

The Goddard School offers a program that focuses on building a strong and balanced foundation of emotional, social, cognitive and physical skills of each child. Overseen by a team of Goddard Quality assurance Representatives and licensed by the state, The Goddard School provides a safe and secure environment for children.

Louer Selected to Furnish First National Bank

Louer Facility Planning, Inc., a commercial furniture dealer, will provide furnishings for First National Bank's new branch, an 8000 square foot building located in Vandalia, Illinois. Working closely with M + H Architects, St. Louis, interior designers from Louer selected the appropriate furniture and finishes to compliment the style of the building. The building is expected to complete in early 2009.

The building will become the home for the Wealth Management Group to provide brokerage, investment and trust services. It will also include full service retail and business banking services, internet kiosks and a java bar. Louer will provide furnishings for private offices, conference rooms, workstations, the teller area, file room and lobby. Haworth®, furniture was selected for the majority of the furniture on this project to provide integrated style and finish.

Louer Facility Planning is a commercial furniture and interior design firm that provides furnishings, space planning and finish selections for corporate, financial, educational and healthcare facilities.

May your *smile* be merry and *bright!*



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Christian Hospital, a founding member of BJC HealthCare, is a 497-bed acute-care medical center located on 28 acres in unincorporated north St. Louis County. Located 6 miles west of Christian Hospital is Northwest HealthCare, which offers the community 24-hour emergency care and a variety of outpatient services in a convenient setting to complement hospital services.

Christian Hospital is noted as a leader among hospitals in the St. Louis region and has experienced a dramatic turnaround during the past few years. In particular, Christian Hospital is highly regarded for its excellence in heart services and lifesaving cardiothoracic surgery, emergency medicine, cancer treatment, psychiatric services and substance abuse programs, neurology, spine surgery, radiology, urology, pulmonary care and radiation oncology.

CHRISTIAN HOSPITAL ONLY AREA HOSPITAL RANKED IN MISSOURI'S TOP 10 FOR ALL THREE CLINICAL PERFORMANCE MEASUREMENTS

Recently released data compiled by the federal government's Center for Medicare and Medicaid Services (CMS) ranks Christian Hospital as the only St. Louis area hospital in Missouri's Top 10 for all three measurements of clinical performance!

- No. 1 in the St. Louis metro area and No. 2 in Missouri for having the best survival rate for heart attack patients
- No. 4 among all hospitals in Missouri for having the best survival rate for pneumonia patients
- No. 10 in the state for having the best survival rate for heart failure patients

This data speaks to the great clinical advancements that are taking place at Christian Hospital. In addition to the CMS findings, Christian Hospital over the past 18 months has scored in the top 25 percent of all hospitals nationally on the publicly reported 'Core Measures' of clinical quality. And our year-to-date performance continues to be better than the top 25 percent of all the hospitals in the country.



Your Business

FCLB to Host Santa and Mrs. Claus

Join First Clover Leaf Bank for the 4th Annual Santa's Workshop on Saturday, December 6th from 8:30am to noon at Fox Creek Country Club.



Santa and Mrs. Claus will be available for pictures. Guests may take their own photo or purchase one from the in-house photographer.

Kids can enjoy six different Christmas crafts, color Christmas pictures, or snack on cookies and punch while waiting for their turn with Santa.

All proceeds collected at Santa's Workshop will be donated to the Relay for Life.

Don't miss this event that will create memories of a lifetime!

Shop with the Holly Jolly Trolley Tour

The Holly Jolly Trolley Tour will be Saturday, December 13th from 10am to 4pm. Ride the trolley and shop seven Glen Carbon stores at your leisure.

The Trolley will transfer shoppers between the Tech Spot, Exactime Watch and Clock, Sweeties, Art of the Matter, Miss Bailey's Poppy Patch, Spa of Tranquility, and the Garden Kingdom.

Santa and Mrs. Claus will visit with children on the Trolley between noon and 3pm.

Visit all seven stores and enter to win an \$800 grand prize! Enjoy wonderful shopping and unique gifts you won't find anywhere else.

The Trolley Tour is sponsored by the Glen Carbon Merchants Society. For more information, contact Danelle at the Tech Spot by calling 580-6256.

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Gateway Expands Surgical Team

Gateway Regional Medical Center (GRMC) is proud to announce the addition of a new urologist, Joseph Ernst, M.D., to their diverse medical staff. Dr. Ernst is now accepting new patients in Granite City, Illinois.

Dr. Ernst, Certified by the American Board of Urology, earned his degree at the University of Texas Health Science Center at San Antonio. He completed his internship at Southwestern Medical School Affiliated Hospitals and his residency at Brook Army Medical Center, Ft. Sam Houston, Texas. He has been in private practice in Harlingen, Texas since 1994 where he was also a professor of urology at the Regional Academic Health Center for the University of Texas Health Science Center in San Antonio.

Ernst specializes in treating adults with prostate enlargement, kidney stones, and incontinence, as well as diagnosing and treating prostate and bladder cancer. Dr. Ernst also performs vasectomy procedures. His practice is located in Suite 201 at Gateway Regional Medical Center, located at 2100 Madison Avenue in Granite City.

GRMC is committed to enhancing the medical services available to Granite City and the tri-city area. To find more information about the services available at Gateway Regional Medical Center, visit www.gatewayregional.net.

Ask the Expert

by Marcel Brown of The Tech Spot, www.techspotstore.com

Laptop Lockdown - Tips For Traveling This Holiday Season

As laptops continue to become more and more prevalent, they have increasingly become a target for thieves looking to score a quick and pricey haul. It's not hard to find statistics showing how staggering widespread laptop theft is. Or how few stolen laptops are ever recovered. While the cost of the laptops themselves can be a painful enough loss, many people don't realize just how valuable their data can be until it has fallen into the wrong hands. In order to help laptop owners hold on to their precious investments, here are a few tips and tools to prevent your laptop from being stolen - or recover it if you do lose it.

The first rule is to simply use common sense. Don't leave your laptop lying around in public - ever. Personally, every time I take my laptop out, I imagine it as a \$2000 bundle of money. I would never leave a bundle of money sitting out unsecured, so why would I do that with my laptop? I would hope that most people think like this as well, but it seems that the vast majority of laptop thefts are crimes of opportunity. Too many people simply leave their laptops sitting in the open out of their sight. If I'm in a public place, my laptop or laptop bag is never more than a few feet away. If I leave my laptop in my car, it always goes in the trunk, out of plain sight. If you too are diligent about keeping your laptop in your possession, then you will likely never have it stolen either.

The second rule is physical security. If you are in a situation where you must leave your laptop out of your sight in a unsecured or unfamiliar environment, then do what you must to lock your laptop to something secure. For example, when I've traveled and left my laptop in my hotel room, I take along and use a laptop cable lock. Similar in idea to bicycle chain locks, laptop cable locks connect to a physically reinforced security port found on almost all laptops. Once connected to the security port, the cable is designed to be looped around a permanent object such as a heavy table so that the laptop is secured in place. While most laptop cable locks can be cut with 14" bolt cutters, they will deter the casual "snatch and grab" theft and will stand up to small handheld wire cutters.

Finally, if all else fails and your laptop is stolen, all hope is not lost - if you have installed laptop recovery software, that is. Software like LoJack for Laptops actually keeps contact with a "recovery center", communicating what Internet address the laptop is connected to at any given time. When a laptop is lost the owner contacts the recovery center who then begins monitoring what address the laptop is reporting. Using this information they can track down what Internet provider is assigned the address. Working with the Internet provider and law enforcement, the lost laptop can be tracked down and recovered from the thief or whomever is in possession of the laptop at the time. So by using some common sense and a few useful products, your laptop can stay on your lap.

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Your Business

The Gilliland Financial Group Presents Check to Siteman Cancer Center



The Gilliland Financial Group of the Northwestern Mutual Financial Network presented a \$25,000 check to the Siteman Cancer Center at Gilliland's offices in Ginger Creek.

The funds were raised at the annual Swing Fore Hope golf tournament that was held in June at Sunset Hills Country Club in Edwardsville. Half of this amount is earmarked for Pancreatic Cancer Research with the other half to be used for general cancer research. The 3rd Annual Swing Fore Hope golf tournament is scheduled for June 15, 2009.

Kellerman Dental Honors Cavity-Free Kids

Kellerman Cosmetic and Family Dentistry spotlights all of their young patients who achieve the exceptional goal of having no cavities.

On a monthly basis, Kellerman Dental's young patients (12 years old and younger) have their pictures taken and placed on the 'cavity-free' board, and the children receive a ticket for the monthly drawing for items such as a DVD player, Six Flags tickets, and movie tickets.



"The children are always excited to come in and see which of their friends were cavity-free. They also are thrilled to be entered in the monthly drawings; it seems to be a great incentive!" stated Sam Martinex, hygienist.

In December, all of the children who had a cavity-free check-up in 2008 will be entered in the year-end drawing for a new bike.

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Faller Photography Group Receives Awards

Ed Faller, owner of Faller Photography Group, has recently received several local, state, and nationally recognized awards.



At the recent Semi-annual meeting of Southern Illinois Art League, Faller received awards for the Best Portrait, the Best Illustrative Photograph, and the top award given, Best of Show.

Faller also recently returned from the annual meeting of the Associated Professional Photographers of Illinois where he received several awards including the Best Wedding Photograph, second place Portrait, and was named one of the Top Ten Photographers in Illinois. Along with the state awards, he received two of the only five nationally recognized Fuji Masterpiece Awards that were available for the state.

Faller Photography Group is located at 110A Cottonwood Road in Glen Carbon. Visit them at www.fallerphotogroup.com.

Scott Credit Union Raising Money For Area Charities During Holidays

Scott Credit Union plans to make the season brighter for several area charities this year thanks to a holiday drive that will collect donations at each of its 14 locations.

"Scott Credit Union's area locations will help several different local organizations satisfy a community need during this season of giving," according to SCU Community Relations Supervisor Ashleigh Deatherage. Contributions to these important local charities will be accepted at each location beginning in mid-November. Some of the locations will be collecting money, while some of the charities are in need of toys or food, she noted.

"This is just another way we are giving back to the community," Deatherage said. "We realize that these organizations and the people to which they provide aid need our support throughout the year and especially during the holidays. We are pleased to be able to provide them with a boost with our charitable drive."

The credit union's Cahokia, East Belleville, Edwardsville, Fairview Heights, Waterloo and West Belleville locations will collect donations for the Department of Children & Family Services Angel Tree, Deatherage noted.

Scott Credit Union's Caseyville location will support Call For Help, its Collinsville branch will collect for the Collinsville Food Pantry, the Highland office will collect for the Highland Area Christian Services Ministry Christmas Adopt a Family Program, and the SCU Mascoutah branch will collect for the Mascoutah Food Pantry.

"We welcome our members and residents of these communities to open their wallets and their hearts during the holiday season," Deatherage added. "We welcome everyone to stop into our locations to give a donation to any of these causes." For more information on any of the charities or the items need, please call Deatherage at 1-800-888-4728.

Scott Credit Union has made giving back to its communities a major priority. The local credit union will contribute about \$100,000 and volunteer more than 650 hours to a variety of local civic efforts throughout the region through the end of 2008.

"We realize that without our members and the communities in which we serve, we would not exist as a financial alternative," said Scott Credit Union Community Relations Supervisor Ashleigh Deatherage. "Through the end of this year, we will have donated about \$100,000 to a variety of fund-raising efforts, civic organizations and to sponsor sports teams and community events."



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Your Business

IRS Raises Retirement Plan Limits for 2009

By Marc Voegele, Express Employment Professionals

The Internal Revenue Service (IRS) reported that the maximum contribution to 401(k) and other contribution plans, as well as the maximum benefit that can be funded, will increase in 2009.



According to the IRS, employees will be able to contribute up to \$16,500 in 2009, up from \$15,500 in 2008, and employees 50 years and older will be able to contribute an additional \$5,500, up from \$5,000.

The total maximum annual contribution, including employer contributions, will also increase to \$49,000 per participant, up from \$46,000. The maximum annual benefit will increase to \$195,000, up from \$185,000, and employee compensation, the amount that can be considered in calculating pension benefits and contributions, will increase to \$245,000 in 2009, up from \$230,000.

2009 SIUE Healthy Living Expo

Save the Date!

The 2009 SIUE Healthy Living Expo, formerly Senior Fair, will be held Monday, March 9, 2009 from 9:00 a.m. to 2:00 p.m. The Expo will take place at the Morris University Center on the campus of Southern Illinois University Edwardsville.

Highlights of the Expo include preventive health screenings, social and other services for older adults information tables, break-out information sessions on hot topics, mental health information, entertainment, and give-a-ways.

All activities are free (excluding lunch). Various lunch options are available.

For more information, contact the Office of Educational Outreach at 618-650-3210 or email cbrunsm@siue.edu.



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Sandberg Phoenix & von Gontard Announces Group Leaders

Sandberg Phoenix & von Gontard P.C. announces practice group leaders for the firm's Business, Business Litigation, Health Law and Products Liability Practice Groups.

Dawn T. Christoffersen has been named as Business Practice Group Leader; Thomas E. Berry, Jr. has been named as Business Litigation Practice Group Leader, Teresa D. Bartosiak has been named as Health Law Practice Group Leader; and Mary Anne Mellow has been named as Products Liability Practice Group Leader.



Dawn T. Christoffersen

Ms. Christoffersen concentrates her practice in the areas of estate planning, business succession planning, trust and probate estate administration, lifetime gifting techniques, corporate structuring, and individual, corporate and transfer tax planning.



Thomas E. Berry, Jr.

Mr. Berry focuses his practice in the areas of labor and employment law with regards to all aspects of employment litigation, employment counseling and immigration.



Teresa D. Bartosiak

Ms. Bartosiak concentrates her practice in the areas of medical malpractice, nursing home litigation, products liability and personal injury litigation.



Mary Anne Mellow

Ms. Mellow practices in civil litigation involving products liability, medical malpractice and insurance defense.

Sandberg Phoenix & von Gontard was founded in 1979 and has approximately 70 attorneys. The firm has offices in St. Louis, Missouri and Edwardsville and Carbondale, Illinois.

Your Community

Getting Connected

A Free Program in Collinsville, Ill from the Alzheimer's Association

Getting Connected is a free monthly opportunity for newcomers to get acquainted with the resources and services available through the Alzheimer's Association, St. Louis Chapter. The program is designed for people with memory loss and those concerned about their loved one's well-being.

During the session, participants will view a brief informational video on our chapter services and interact with a volunteer panel on why, when and how to tap into the Alzheimer's Association for reliable information and support. An Alzheimer's Association professional is available throughout the program to direct guests to resources and to supply useful information.

The next Getting Connected program will be held from 6:00 – 7:30 p.m., Wednesday, Dec. 10, at the Alzheimer's Association Illinois Office, located at 222 Goethe Ave. Collinsville, Ill. 62234.

Registration is required in advance. To register, call 800.980.9080.

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Glen-Ed Last Night Event to be held New Year's Eve



The Sixth Annual Glen-Ed Last Night event will be held this year at the YMCA Meyer Center on New Year's Eve from 7 pm to 11 pm, doors open at 6:45 pm. The event is a family oriented, ecumenical celebration of the New Year that is being presented by Eden United Church of Christ. Last year's event raised over \$10,000 for Women's Christian Center and the YMCA with over 1,200 people attending. This year proceeds will be split between our new recipients - the local chapter of Habitat for Humanity and the Women's Christian Center, with a portion also going to the Glen Ed Pantry.

The event will include activities for all ages including inflatable games, face painting, balloon artist for the kids, bingo, skating, rock wall, and board games will also be offered. A juggling show and a martial arts exhibition by Myung Martial Arts will be conducted at 7:30 and 8:30 respectively. Last year over \$2,500 in prizes was handed out as door prizes including restaurant certificates, apparel, gift certificates, game tickets, and a television. Food and beverages will be served at affordable prices. The central idea of the event is to provide families a safe, fun, and alcohol free option for celebrating.

Admission for the event is \$5 per person with ages 3 and under getting in free.

Visit www.glenedlastnight.com for more information. To become a sponsor or to donate a raffle item contact Matt McSparin at 618-659-0262 or mattm@62sports.com.

edwardsville.com

News Classifieds Events

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George Sykes at Wildfire Internet - 618-452-2400. sykes@wildfire.net



Community Service, Volunteer & Donation Opportunities

The Children's Museum
Daytime volunteers needed to help with Winter Celebration field trips.
lisa@childrens-museum.net
618-692-2094

The 1820 Col. Benjamin Stephenson House
Work as a tour docent or museum shop assistant. Will work with your schedule. Training provided.
stephensonhouse@sbcglobal.net
618-692-1818

Watershed Nature Center
Office Assistant to provide data entry and management, prepare mailings, make copies and other office tasks. WNC is seeking volunteers who are available for one or more blocks of time between 9 a.m. and 5 p.m. weekdays.
watershed@cityofedwardsville.com
618-692-7578



The Greater Edwardsville Area Community Foundation Supports Local Charities and Encourages Volunteerism in our Community.

Local community service groups should contact the Greater Edwardsville Area Community Foundation to be included in next month's listing.
www.edwardsvillefoundation.org

One of Our Own

Mark up artist Jeff Lewis, spouse of Tricia Lewis of Louer Facility Planning and longtime supporter and volunteer of the Route 66 Festival, served as makeup department head on "Merry Christmas Drake & Josh," which is set to premiere on Friday, December 5th on Nickelodeon.

Jeff is an Edwardsville native and has worked in the entertainment industry for 18 years. He has received six prime time Emmy nominations for his work on the "Star Trek" series and is a recipient of the Outstanding Young Alumni award presented by Illinois State University. Jeff's other works include "Flinstones: Viva Rock Vegas", "Heart of Darkness", "Mercy Reef: Aqua Man", "Angel", "Buffy the Vampire Slayer" and various commercials and locally has done makeup on Virginia Kerr, KMOV, Wendi Erickson, "Show Me St. Louis" and Tim Ezell, Fox Morning News.

MCT Will Serve Health Department Starting Jan. 4

The Madison County Transit (MCT) Board of Trustees approved route and schedule changes yesterday as part of its regular January service change, effective January 4, 2009. The most significant change occurs to the #7 Alton – Edwardsville in Wood River, where MCT will now provide hourly bus service Monday- Friday to the Madison County Health Department, located in the former Wood River Hospital. Other Madison County agencies located in the facility include:

- Madison County Child Advocacy Center
- Madison County Employment & Training
- Madison County Arbitration Court
- "Kids Corner"
- Madison County 911 Administrative Offices
- Madison County Morgue

"Many of the agencies housed in the old Wood River Hospital serve children and families," said Madison County Board Chairman Alan Dunstan. "And I applaud MCT for extending its service to the 73 employees and more than 100 clients that are served at that facility each day."

Minor route and schedule adjustments will also be made to the: #1 Riverbend, #1X Riverbend Express, #4 Madison – Edwardsville, #5 Tri-City Metrobus, #9 Washington Shuttle, #12 Bethalto Shuttle, #12X Bethalto Express and #14 Highland – Edwardsville. Specific details regarding each route adjustment will be available in coming weeks by calling 931-RIDE (7433), Option #3, or visiting www.mct.org. In December, please look for new timetables dated 'January 4, 2009' on any MCT bus, at MCT Transfer stations or at distribution locations throughout Madison County.

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