

January 2008



Edwardsville | Glen Carbon Chamber of Commerce

It's everyone's business.

Common Ground



PRST STD
U.S. POSTAGE
PAID
EDWARDSVILLE, IL
PERMIT # 29

connect

Executive Directors

Steve Smith, President
Associated Bank
Bruce Coury, First Vice President
Edwardsville Publishing Company
Greg Bellaver, Second Vice President
Associated Physicians Group
Kelly Wagner, Third Vice President
First Clover Leaf Bank
Mike Marshall, Treasurer
Anderson Hospital
Kathy Goclan, Past President
American Family Insurance

Directors

Jay Blanquart
Blanquart Jewelers & Corp. Gifts
Jim Carroll
Hortica
Michael Lengacher
The Scheffel Companies
Jan McGinness
Credit Control LLC.
Steve McRae
I.C. Management
Matt McSparin
62" Sports Group
Paul Millard
TheBANK of Edwardsville
Julie Lading
Prudential One Realty Centre
Dr. Lelan Olsen
Olsen Veterinary Clinic
Len Scaturro
Crushed Grapes Ltd.
Pat Slaughter
Fitness 4 Life Physical Therapy
Kim Stevens
Medical Billing Solutions

Ex-officio

Robert Jackstadt
Mayor of Glen Carbon
Gary Niebur
Mayor of Edwardsville
Ed Hightower
Edwardsville School District #7
Erika Kennett
TheAlliance

Chamber Staff

Carol Foreman, Executive Director
cforeman@edglenchamber.com
Linda Daniels, Membership/Board
Relations
ldaniels@edglenchamber.com
Gloria Pugh, Accounts Payable &
Receivables
gpugh@edglenchamber.com
Jean Weiss, Office Assistant, Greeter
Service
jweiss@edglenchamber.com
Jeanne Wojcieszak, Communications
Director
jwojczszak@edglenchamber.com

Contributors

Steve Hartman, Creativille Inc.
Creative Director, Brand Identity
Development
Jeanne Wojcieszak
Editor, Layout/Design, Contributing Writer
**Marci Winters-McLaughlin, Steve Berry,
and Steve Rensberry**, The Intelligencer
Ribbon-Cutting Photo Contributors

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

On the cover

84th Annual Meeting and 21st Annual Auction

The Edwardsville/Glen Carbon Chamber of Commerce 84th Annual Meeting and 21st Annual Auction will take place on Saturday, January 26th 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 2007.

This is a great opportunity to network with over 450 business and community leaders while bidding on exclusive auction items. Turn to page 4 to read more about these exciting auction items and visit www.edglenchamber.com for an updated list.

Social Hour and Silent Bidding begins at 5:30 p.m. Dinner will be served at 7:00 p.m. followed by a verbal auction of selected items and the presentations of special awards including: The Albert Cassens Award for Outstanding Community Achievement, the ATHENA Award, the Mayors' Awards, and the Ambassadors Award.

Sponsorship opportunities are available and benefits include:

- Listing in the Annual Dinner Program
- Recognition in Common Ground and on the website
- Tickets to the event
- Recognition at the Event - from the podium and on large screen
- Ad in the Annual Dinner Program
- Promotional items on each table

Tickets are available by calling the Chamber office at 656-7600. Members and guests are \$45 each; non-members are \$55 each.

For more information, visit our website at www.edglenchamber.com

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. Chamber members may submit a maximum of four articles containing 175 words or less during the calendar year.

Monthly distribution: 1,000 issues.

Send comments or questions about Common Ground to jwojczszak@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

2007 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

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

Call (618) 656-7600 for details

Common Ground

200 University Park Drive, Suite 260

Edwardsville, Illinois 62025

Phone: (618) 656-7600

Fax: (618) 656-7611

www.edglenchamber.com

From The Desk of Carol Foreman

At the 84th Annual Meeting and 21st Annual Auction on January 26th, the Chamber will present two very prestigious community awards - the Albert Cassens Award for Outstanding Community Achievement and the ATHENA Award.

The Albert Cassens Award for Outstanding Community Achievement was established by the Chamber of Commerce in 1993.

Previous recipients include Mary Kane, Robert Wetzel, Robert Plummer, Robert McClellan, Jamie Henderson, Jeff Lantz, Joe Gugger, Dr. David Werner, Jean Hughes, Don Metzger, Dr. Dale Chapman, Tom Allen and the 2007 winner Chuck Tosovsky.

The ATHENA Award, sponsored by Four Flags, is presented to an exceptional individual who has achieved excellence in his/her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

These awards truly recognize the exceptional people that make our communities great and prosperous. I look forward to the committees' selections for these awards.

In 2008 the Chamber looks to expand on these awards and continue to shine light on those that go above and beyond for our community. Look for more information and nomination opportunities to come.

Carol Foreman

Carol Foreman, Executive Director



events

1/10 Thursday 5 - 7 pm
Business After Hours
The Intelligencer
117 North Second Street
Edwardsville, Illinois 62025

1/14 Monday 4 pm
Ribbon Cutting
Eden Village Retirement
Community
400 S. Station Rd.
Glen Carbon, Illinois 62034

1/24 Thursday 5 - 7 pm
Business After Hours
Eden Village Retirement
Library
198 S. Main Street
Glen Carbon, Illinois 62034

1/25 Friday noon
networking@noon
Eden Village Retirement
Community
400 S. Station Rd.
Glen Carbon, Illinois 62034

1/26 Saturday 5:30 pm
Annual Dinner
Meridian Ballroom
SIUE Morris University Center
Edwardsville, Illinois 62025

1/30 Wednesday 8:30 am
New Members' Reception
Chamber Office
200 University Park Dr., Suite 260
Edwardsville, Illinois 62025

1/31 Thursday 4 pm
Ribbon Cutting
Hudson Jewelers
6679 Edwardsville Crossing
Suite E
Edwardsville, Illinois 62025

2/7 Thursday 5 - 7 pm
Business After Hours
First Community State Bank
2160A S. State Route 157
Glen Carbon, Illinois 62034

2/21 Thursday 5 - 7 pm
Business After Hours
Associated Physicians Group
4219 S. State Route 159
Glen Carbon, Illinois 62034

save the date

2/28 Friday
Breakfast with the Mayors

3/14 Friday
Professional Education Series
- Essential Customer Service
Skills

4/11 Friday
Professional Education Series
- Exceeding Customers'
Expectations

5/9 Friday
Professional Education Series -
Internal Customer Service Skills

Cherry Hills Properties, Inc.

Looking for a place to call home?

We have a great offer for a limited time only. We will take **\$300** off your first months rent.

Call us today ... 692-9310.

www.rentchp.com



SIUE Credit Union

1566 Lewis Road
Edwardsville, IL 62026
Phone 618-650-3760
www.siuecu.org



*"Investing in
each other."*

*"Serving the SIUE & Edwardsville School District
Community Since 1959"*

connect

Exciting Auction items to be offered at 84th Annual Meeting and 21st Annual Auction

Unique items and exciting opportunities will be auctioned at the Chamber's 84th Annual Meeting and 21st Annual Auction on January 26th in the Meridian Ballroom at SIUE. Items and packages include:

Enjoy a **professionally prepared six-course meal and drinks for twelve guests** with Tom and Sandy Allen at their beautiful home. The Chamber Executive Committee is your wait staff while you enjoy drinks by Crushed Grapes and dinner prepared by Kelly Cobb's catering.

Looking to promote your business? This **advertising package** includes one full page, color ad in the *Cardinals Magazine* (distribution of 40,000) for one month; radio advertising spots on Emmis Communications stations including KSHE, KHITS, ThePoint, and KFTK; and one half-page color ad in *Common Ground* (distribution of 1,000) for 12 months.

Cheer the Fighting Illini and Mizzou Tigers on at the **Illinois/Missouri football game on Saturday, August 30, 2008** at the Edward Jones Dome. Package includes 10 tickets to the game in a prime seat location, parking passes, and food for your tailgate party.

Enjoy **Celine Dion's Taking Chances tour** on November 17, 2008 from a luxury box at the Scottrade Center. Your night is made complete with dinner and limo service to and from the concert.

Head to the **Lake of the Ozarks** with this all-inclusive weekend for four couples. Enjoy a weekend get-a-way at the Lake of the Ozarks with Kelly and Michelle Cobb at their four-bedroom lake-side home. Activities to be determined with the winner but may include boating, fishing, golfing at exclusive private courses, shopping, and of course eating! Transportation will be provided.

Silent auction items are still 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
- Item displayed with Company logo and promo items

Tickets to the 84th Annual Meeting and 21st Annual Auction are still available by calling 656-7600. The proceeds from the 21st Annual Auction benefit the Chamber's community programs and activities. For more information, visit our website at www.edglenchamber.com.

2008 Annual Dinner Planning Committee

Pat Slaughter, Chair
Fitness 4 Life Physical Therapy

Lelan Olsen, Co-Vice Chair
Olsen Veterinary Clinic

Matt McSparin, Co-Vice Chair
'62 Sports

Emily Terry-Gates, Co-Vice Chair
Individual Member

Susan Engelke
Abstracts & Tiitles Inc.

Sydney Stolte
Abstracts & Tiitles Inc.

Alicia Obernuefemann
Abstracts & Tiitles Inc.

Sara Sanderson
Liberty Mutual

Ryan Matthews
Hortica

Kelly Cobb
Culver's of Edwardsville

Kathy Goclan
American Family Insurance

Natalie Head
Anderson Hospital

Debra Jung
Community Title & Escrow Ltd.

Diana Voegelé
Express Personnel

Bonnie Kotsybar
Chocolates n'Amour

Amy Ligibel
Ann's Printing & Copying Company

Ashleigh Deatherage
Scott Credit Union

Donna Sheard
Avon

Lisa Jay
LKJ Virtual Office Assistant

Lola Shashack
Eden Village

Nancy Baahlmann
Beverly Farm Foundation

Pam Perimutter
Girl Scouts of Riverbluff Council

EPG Photography Boot Camp

Take better photographs of your children!

Turn your vacation photographs into works of art!

Learn how to purchase digital equipment and how to profit from your hobby!

Two Limited Size Classes Available
Classes meet 2 consecutive weeks

January 15, 22 from 7 to 9pm

or

January 16, 23 from 7 to 9 pm

Only **\$99** for both weeks!

Call 288-8040 for information and to register

Annual Meeting and Auction Sponsors

Diamond Sponsors



Emerald Sponsor



Ruby Sponsor



Precious Stone Sponsors

LKJ Virtual Office Assistant

Travel Express



Auction Donors

AIRFLO Professional Air Duct Cleaning	Brueggeman Chiropractic Center, LLC	Edwardsville Auto, Inc.	Mastroianni Orthodontics
Alvareita's Beauty College	Buhrmester Paint	Edwardsville School District	Montclair Floral
American Legion, Edwardsville	Bully's Smokehouse	Floors Inc. Design Showroom	Oak Brook Golf Club
Andria's Countryside	Cold Stone Creamery	Foehrkolb Insurance	Pomotto Lawncare
Art of the Matter	Community Title & Escrow	GC Cuisine	RP Lumber
Avon	Contours Express	Glen Carbon Family Dentistry	SIUE
Aztec Tan Inc	Country Hearth	Kate's Lullaby	Sunset Hills Country Club
Borders Book Store/Café	Curves	Krieger's	UPS Store
	DATAJACKS	Holiday Inn Express	Whispers of Love



where health & care come together

Christian Hospital is a leader in providing the most advanced technology available – like our new 64-slice CT scanner with 3-dimensional images of the body's internal organs and tissues; and our new Electrophysiology Lab to correct electrical problems of the heart, which account for 80 percent of all sudden cardiac deaths.

And Christian Hospital is transforming the way health care is delivered to create a consistently excellent experience for everyone who comes here to either receive care, work or practice medicine.

Our Centers of Excellence ...

- Cancer Care Center, home to the Cancer Resource Center
- Heart Care Program, with surgeons from Washington University School of Medicine
- 24-hour Emergency Departments at Christian Hospital and Northwest HealthCare
- Diabetes Institute with its Diabetes Busters mobile unit
- Neuroscience Center
- Pain Management Center
- Wound Care Center
- Center for Mental Health
- Sleep Disorders Center
- Breathing Center
- Surgery Center

Great care starts with a great doctor!

Call 314-747-WELL or toll-free 1-877-747-WELL for a free referral.

The Newly Connected

BlueStream Services, Inc.

Tammy Pocuca
Residential Heating and Cooling
5860 Staunton Road
Edwardsville, Illinois 62025
(618) 304-2900
www.bluestreamheating.com

Edwardsville BP

Jill Essner
BP Amoco Gas Station and Convenience Store
4974 Smith Drive
Edwardsville, Illinois 62025
(618) 960-1666

Habitat for Humanity

Chris Azar
1205 S. Oxfordshire Lane
Edwardsville, Illinois 62025
(618) 659-0975
www.habitat.org

Hurford Architects, Inc

Dan Hurford
Architectural Services
2246 Illinois Rte. 157, Ste. 300
Glen Carbon, Illinois 62034
(618) 288-1706

Pre-Paid Legal Services

Jeff Cassens, Independent Associate
Group, Individual, and Corporate Legal Plans
300 Valley View Drive
Edwardsville, Illinois 62025
(618) 696-6074

Vantive Partners, an H & R Block Company

Shaunte Hughes
Tax Preparation and Planning
1181 State Route 157
Edwardsville, Illinois 62025
(618) 659-8537
www.vantivepartners.com

Whole Health Chiropractic

Dr. Amanda Buffington
Chiropractic, Acupuncture, and Nutrition
2800 N. Center, P.O. Box 407
Maryville, Illinois 62062
(618) 288-0606

Wireless Advantage, Inc.

Sam Salah
Wireless Phones and Sales
1041 Century Drive
Edwardsville, Illinois 62025
(618) 659-3233
www.yourwirelessadvantage.net

"How my Chamber membership helped my business..."

"Because of an email that came to the Chamber office and then was forwarded to me by Carol Foreman, Executive Director, the Edwardsville Arts Center is the new owner of a variety of display pedestals and vitrines. The St. Louis Art Museum gave us approx 16 items, which we picked up today!

Thanks for passing on the lead!"

John Celuch
Design Director
Inlandesign

connect

Chamber Night with SIUE Cougar Basketball

Introducing Chamber Night with SIUE Basketball! Bring your family to this free event and cheer on the Cougar Basketball teams!

This unique and **free** event, exclusive to Chamber members and their families, will be held on Saturday, February 2, 2008 when the men's and women's basketball teams play the University of Missouri - St. Louis. The Women will play at 1pm and the Men at 3 pm. Help "White Out" the game by wearing white to show your support for Cougar Basketball.

Cougar Athletics will provide **free** tickets in a reserved area for all Chamber members and their families. Contests with Chamber members and Chamber kids will take place and plenty of give-a-ways will be offered exclusively to Chamber members.

A post-game reception with **free** food and drinks exclusively for Chamber members will complete the day. Enjoy the chance to meet the coaches of Cougar Basketball and some players as well!

To RSVP or for more information, contact the Chamber at 656-7600.

INTRODUCING
I. SALSMAN & CO.
PUBLIC RELATIONS, INC.
IT IS WHAT IT IS.

A NEW YEAR.
A NEW OPPORTUNITY.

A creative communications company dedicated
to helping clients achieve their goals.

- Branding
- Media relations
- Copy writing
- Advertising

and a whole lot more.

8025 Maryland Avenue, Unit 2G
Clayton, Missouri 63105
314.495.3017
iris@isalsmanpr.com

www.isalsmanpr.com

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.

1/10 Thursday 5 - 7 pm

The Intelligencer
117 North Second Street
Edwardsville, Illinois 62025

1/24 Thursday 5 - 7 pm

Glen Carbon Centennial Library
198 S. Main Street
Glen Carbon, Illinois 62034

Special Investors

Gold Level

Anderson Hospital

Silver Level

AmerenIP
Eden Village Retirement Community
Gateway Regional Medical Center
Hortica
TheBANK of Edwardsville
Wal-Mart

Bronze Level

Ashley Furniture Home Store
Associated Bank
Best Buy
Cassens & Sons
Cassens Transport
City of Edwardsville
Commerce Bank
Culver's 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
R.P. Lumber
Shop 'N' Save
Southern Illinois University Edwardsville
Village of Glen Carbon
WellCare Health Plan

Premier Level

'62 Sports Group
Abstracts & Titles Inc.
Adecco Staffing Services
American Family Insurance
Angel's Food & Ice Cream
Associated Physicians Group
Assurance Brokers
Baugher Financial & Assoc. Inc.
Bella Milano Restaurant
Belleville News Democrat
Best Western Camelot
Brickman Orthodontics
Byron Gerber Petri & Kalb, LLC
Bully's Smokehouse
Chicago Title Insurance
Coffey Law Firm, P.C.
Coldwell Banker Brown Realtors
Collision Plus
Comfort Inn
Contours Express
Country Hearth Inn & Suites
Countrywide Home Loans, Inc.
Crawford, Murphy, & Tilly, Inc.
Credit Control, LLC
DATAJACKS, Inc.
Denny's
Dr. Hal R. Patton, D.D.S.
DRDA Electric Company
Eagle Publications, Inc.
Eberhart Sign & Lighting Co.
Edwardsville Pet Hospital
Enterprise Car Sales
Excelogy Consulting Group
FCB Edwardsville Bank
Fitness Designs
First American Title
First Bank
First Mid-Illinois Bank & Trust
First National Bank of Staunton
Fitness 4 Life Physical Therapy
Four Flags Motors
Gateway Center
Gateway Grizzlies
Glik's Department Store
Hampton Inn & Suites
Hawthorne Animal Hospital
Henderson Associates Architects, Inc.
Holiday Inn Express
Hurford Architects, Inc.
IMO'S PIZZA
Jan's Hallmark Shop
J.F. Electric Inc.
Juneau Associates, Inc., PC.
Kentucky Fried Chicken
Kitchenland
Krieger's Hometown Sports Grill
Kurt's Carstar Collision Center
Lee's Services
Louer Facility Planning
Mac's Seal Coat & Striping A Division of CAM
Madison Mutual Insurance Co.
Market Basket
Mastroianni Orthodontics
Medical Billing Solutions, Inc.
Metro Limousine
Midwest Burrito Factory
Minuteman Press
Morning Glory Homecare
Mt. Everest Air
Neruda
OCE Imagistics
Office Depot
Office Max
Open MRI of Southern IL, LLC
Our Health Club & Spa
Partners Bank
Partners Personnel Services
Piedmont Development Corp.
Pizzini Distributing Company
Pro Rehab P.C.
Prudential One Realty Centre
Reed, Armstrong, Gorman, Mudge & Morrissey
Regions Bank
RH Donnelley
Royal Office Products, Inc.
Rusty's Restaurant
Scheffel Companies
Schnuck's
Schwartzkopf Printing
Scott Credit Union
Shell Community Federal Credit Union
Sherrill Associates, Inc.
Sivia Business & Legal Services
Southern Illinois Underwriters
Sprint
St. Clair Square
Stahly Carlage Co.
Stonebridge Golf Club
Sunrise Inn & Suites
Sunset Hills Country Club
Super 8 Pontoon Beach
T-Mobile
The Telegraph
Thouvenot, Wade & Moerchen Inc.
Today's Advantage
Two Men & A Truck
University Nursing & Rehabilitation Center
US Bank
Valley View Cemetery, Mausoleum & Funeral Home
Verizon Wireless
Wells Fargo Home Mortgage
Wenzel & Associates
West & Company, L.L.C.
Wise Choice Coffees

We Have Moved!



**Fitness
4
Life** Physical Therapy

Mark Slaughter, PT www.Fitness4lifept.com

**New Location
219 Second Avenue
Edwardsville**

**One on One Patient Therapist Treatments
Every Time**

Choose Doctor-Trusted Care For:

- *Back, Neck, Shoulder & Knee Pain
- *Orthopedic Injuries
- *Sports, Work & Auto Injuries
- *Carpal Tunnel Syndrome

Choose the Convenience You Deserve:

- *Early Morning and Evening Appointments
- *Most Insurances Accepted and Filed including Medicare and Worker's Comp.

Call 656-5433

Ambassadors

Meet Your Ambassadors: Ed Faller

By Natalie Head, Anderson Hospital



Ambassador, Ed Faller, joined the Chamber in 2004 to be able to network with other business leaders in the community. Since then, he has become one the standard faces we see at Chamber events.

Because of his level of involvement, it was natural that Ed would want to become an Ambassador. "I became an Ambassador to make sure that new businesses in the area realize the benefit of the Chamber," he

said. Along with Ed's involvement in the Chamber, he is also active in the Goshen Rotary, currently serving as President-Elect. He is the Vice President of the Edwardsville Chapter of Business Network International and the Past-President of Southern Illinois Art League.

A native of the area, Ed graduated from O'Fallon High School. He earned his Bachelor of Arts in Cinema and Photography from SIU-Carbondale, and his Masters degree from Professional Photographers of America.

Ed has been in the photography business since 1992, and opened his own local studio – Faller Photography Group – in 2004.

He recently moved his studio to a brand new space located below the Spa of Tranquility in Glen Carbon, adjacent to Wal-Mart, at 110 Cottonwood Road. Finding his new space was in part, due to his Chamber membership!

The owners of the Spa of Tranquility, Chamber members themselves, used the Chamber to advertise the available space, and Ed talked to them at a Business After Hours for the Chamber! Another great example of how the networking opportunities can make a huge difference in a member's business.

Ed currently resides in Glen Carbon with his wife, Rachel, and their three children, Jeremy, 11, Danielle, 9, and Aiden, 3. When he's not busy at work or at home, Ed's favorite pastime is riding his motorcycle. "Why it's a Harley of course... is there any other?"

Ambassadors News

By Mark Richardson, Chairman, Ambassadors

Happy Holidays to all Chamber Members! I wanted to let everyone know that this will be my last Ambassador report. I am stepping down as the chairman and I'm excited to announce that Sara Sanderson will be the new Chairman and Ashleigh Deatherage will be Vice Chairman. I would like to thank the committee and the Chamber staff for all of their help and support over the past couple of years since I took over as Chairman.

We also say goodbye to four Ambassadors – Kate Allaria, David Carrion, Kelly Cobb, Emily Gates, and Travis Revelle. We wish Kate the best of luck as she begins a new chapter in her life, motherhood! Kelly, Emily, and myself have now become Chamber Board members.

Congratulations and thank you!

Ambassadors

Kate Allaria

Gateway Regional Medical Center

Crystal Anderson Wenzel

Individual Member

Shannon Bond

First Clover Leaf Bank

Danelle Brown

Marcel Brown Technologies

David Carrion

First Community State Bank

Kelly Cobb

Culver's Of Edwardsville

Ashleigh Deatherage

Scott Credit Union

Natalie A. Head

Anderson Hospital

Gary Hoggatt

National Bank

Justin Huneke

TheBANK Of Edwardsville

Julie Jackson

I.C. Management

Debbie Jung

Community Title & Escrow

Mark Krenning

West & Company

Bonnie Kotsybar

Chocolates n'Amour

Sue Mancuso

Suburban Journals

Brenda Moore

Southern Illinois Real Estate Title

Melissa Muehler

Southern Illinois Chiropractic Center

Chad Opel

Edward Jones

Dione Rabida

First National Bank - Staunton

Travis Revelle

US Cellular

Mark Richardson

Mass Financial Group

Sara Sanderson

Liberty Mutual

Lola Shashack

Eden Village

Donna Sheard

Avon

Emily K. Terry-Gates

Individual Member

Corey Wenzel

Wenzel Associates

Really Successful Selling & Customer Service



2008 PROFESSIONAL EDUCATION SERIES

ESSENTIAL CUSTOMER SERVICE SKILLS

Presented by: The Telephone Doctor

Save the date: Friday, Mar 14

Learn effective techniques to help build a solid foundation of service that impacts customers' perceptions of your organization.

EXCEEDING CUSTOMERS' EXPECTATIONS

Presented by: The Telephone Doctor

Save the date: Friday, Apr 11

Develop skills to seize rapport-building opportunities, encourage sales and retention of customers while offering consistent service to both internal and external callers.

INTERNAL CUSTOMER SERVICE SKILLS

Presented by: The Telephone Doctor

Save the date: Friday, May 9

Identify elements that create an environment of excellent customer service and techniques for handling customers skillfully to increase your competitive edge.

UNDERSTANDING YOUR CUSTOMERS' NEEDS

Presented by:
Dale Carnegie Training

Save the date: Friday, Sept 19

Discover how to identify your clients' dominant buying motives and widen the expectation gap to create interest in your product or service.

PRESENTING A WINNING SOLUTION

Presented by:
Dale Carnegie Training

Save the date: Friday, Oct 17

Develop skills to formulate solutions that appeal to buyers' logic and emotions and present solutions that are persuasive and convincing.

OVERCOMING OBJECTIONS & GAINING COMMITMENT

Presented by:
Dale Carnegie Training

Save the date: Friday, Nov 14

Learn how to respond to customers' objections with confidence and discover opportunities to add value in customer relations.

edoglen
Edwardsville | Glen Carbon Chamber of Commerce

LEWIS & CLARK
COMMUNITY COLLEGE

**TELEPHONE
DOCTOR®**
CUSTOMER SERVICE TRAINING

DALE CARNEGIE®
TRAINING

Announcing the 2008 Professional Education Series: Successful Selling and Customer Service Series

The Education Committee is excited to announce the 2008 Professional Education Series: Successful Selling and Customer Service.

The focus of the 2008 Professional Education Series is to help organizations improve employee performance in sales and customer service. Once again the Chamber is partnering with Lewis and Clark Community College and nationally-recognized training providers to bring these learning opportunities to the Edwardsville business community.

"These workshops, whether you attend one or all six, are cost-effective opportunities to further your own or your employees' professional development," said Carla Coury, chair of the Education Committee.

Beginning in March, the Chamber is pleased to host the Telephone Doctor for three training sessions on customer service. The Telephone Doctor, a premier provider of customer service training headquartered in St. Louis, offers tools and techniques to improve the way organizations communicate with customers. Telephone Doctor presenters use a trademarked combination of laughter and learning known as "EnterTraining" to help participants learn faster and retain the message longer. See one of their articles on page 27.

Each four-hour workshop is a comprehensive learning experience featuring an interactive presentation delivered in a roll-up-your-sleeves-style workshop format. Everyone leaves with a workbook and desktop reminder cards for continuous reinforcement of skills learned. To ensure the high quality, hands-on learning experience they promise, these workshops will be strictly limited to 25 participants per session.

The Telephone Doctor Customer Service Series will be \$99 each for members and \$139 each for non-members. Telephone Doctor Series passes are available to members for \$297 and non-members for \$417,

and ensure your seat in these sure-to-sell out workshops.

Back by popular demand, Dale Carnegie Training St. Louis will present a series of three workshops beginning in September featuring highlights from their popular eight-week Sales Advantage course.

Participants in these workshops will examine strategic answers to today's make-or-break selling issues -- how to win appointments, communicate pro-actively, resolve objections, gain more referrals and close more sales. At the end of the three-workshop series, you'll take away a better understanding of the sales process and ways to win repeat sales and long-term customers.

"I attended three Dale Carnegie workshops in the 2007 Professional Educational Series and found the workshops to be exceptional," said Susan Bailey, Vice President of National Bank. "The material is so useful in today's business environment and the presenters are excellent. I would highly recommend these workshops to everyone to improve both personal and business skill sets."

The Dale Carnegie Training Sales Series will be \$49 each for members and \$69 each for non-members. Dale Carnegie Series passes are also available to members for \$139 and non-members for \$189, enrolling you in all three workshops at a discount.

All workshops will be held in the Leclaire Room at Lewis and Clark's N.O. Nelson Campus in Edwardsville. Networking and breakfast start at 8:00 a.m., with the program beginning promptly at 8:30 a.m. Customer service workshops will end at 12:30 p.m. and sales workshops will end at 11:00 a.m.

For more information, visit our website at www.edglenchamber.com.



WE BUILD BETTER TOGETHER!™

618-656-1514

514 E. Vandalia - Edwardsville

edwardsville.com

News Classifieds Events

Chamber Special: Two Month Free Business Upgrade (\$40 Value)

Promote your business in Edwardsville and Glen Carbon's pure city domain named sites, edwardsville.com and glencarbon.com. With a business account, you can add events with your business name on the public calendar, write press releases for the local community to read and search engines to find, define keywords making your own website more visible and rotate a snapshot of your website into the home page.

For a free upgrade, contact:
George Sykes at Wildfire Internet - 618-452-2400. sykes@wildfire.net



spotlight

Habitat for Humanity

In October 2007 a dream came true for a local Edwardsville family. Thanks to the Rotary Club of Edwardsville, in partnership with the Wood River Area Habitat for Humanity Chapter, the family were handed the keys to their new home. This was the first Habitat for Humanity home built in Edwardsville through the generous donations of money, time, materials, and labor. The home, located at 627 Hill Lane, was officially dedicated on October 22, 2007.

Since then, an energetic group of volunteers from Edwardsville and Glen Carbon have been working hard to formalize a local Habitat for Humanity Chapter for the Edwardsville/Glen Carbon area. This new chapter will be under the umbrella of the Lewis and Clark Affiliate and will join the Wood River, Alton, Collinsville, Highland, and Greenville Chapters. The newly formed Ed/Glen Area Chapter will be responsible for all future Habitat for Humanity construction in the local area.

Fortunately, another lot on Hill Lane has generously been donated for a second home to built by the Ed/Glen Chapter. On average, it requires a commitment of approximately \$65,000 in cash, goods, and services to construct a Habitat home. These donations, along with volunteer labor

efforts and help of the homeowner families, are needed for each home that is to be constructed.

Through this construction, our Chapter hopes to not only build community awareness of Habitat for Humanity, but we hope to develop church, community, and corporate partnerships that will sustain the ongoing efforts of the Chapter. The goal of the Ed/Glen Chapter to build at least one home every two years.

Habitat for Humanity is a non-profit, ecumenical Christian organization dedicated to eliminating substandard housing and homelessness worldwide and to making adequate, affordable shelter a matter of conscience and action. Habitat was founded on the conviction that every man, woman, and child should have a simple, decent, affordable place to live in dignity and safety.

The Ed/Glen Chapter believes that we can make a positive impact in our community, but to be successful we need your help! If you would like to learn more about how you can support the Ed/Glen Area Chapter, please contact Chris Azar: 618-659-0975 or email azarcs@sbcglobal.net.



www.rinnovimedicalspa.com

Offer expires 01/31/08

A New You

In Time For the New Year!

30% OFF ALL Laser Treatment Packages

Plus receive an additional 15% off two or more treatment areas.

Gals Hair Removal	Guys Hair Removal	Plus More!
Chin	Sideburns & Cheeks	Acne Treatments
Bikini	Front of Neck	Vein Treatments
Upper Lip	Back of Neck	Enhanced Skin Rejuvenation
Underarms	Ears	Facials & Body Wraps
Legs	Back and Chest	Massage

**Schedule a Complimentary Consultation
& receive a FREE Microdermabrasion Treatment.**

Rinnovi Medical Spa 618-656-6398 (NEWU)
12 Month No Interest Financing Available

Medical Billing Solutions

The passion of Certified Professional Coder (CPC) Kimberly Stevens began with just two clients in Illinois and now has grown into Medical Billing Solution, Inc that offers complete and comprehensive medical billing services to physicians all across the country.

"We genuinely want to see our clients succeed and are always looking out for their best interests," said Stacey Staake, Marketing Coordinator. "We have a personal approach to our business that you will not commonly find in our field. We give our clients the same level of service regardless of their practice size or specific needs."

Owner Kim Stevens began the company nine years ago as she was frequently asked by local physicians for her advice on medical billing. "The insurance industry is always changing and I love being in a career where I am constantly learning and gaining new experiences," said Stevens.

"Each day we face the challenges of: medical coding updates and changes, learning the different billing policies and guidelines for each insurance carrier for each medical specialty, and even learning the different State and National laws and regulations."

Medical Billing Solutions has been Chamber members for over three years. Kim has also served on the Board of Directors and has chaired the Route 66 Festival for several years.

"The Chamber offers a great opportunity to network with other businesses. In our line of work, we are frequently asked for advice or references for other professional services such as banking, accounting, legal or employment. By developing these business relationships, we can confidently refer our clients to people we trust," commented Kim.

Medical Billing Solutions is located at 103B South Pointe Drive in Edwardsville. You can reach them at (618) 692-9640 or at www.medicalbilling4u.com.



Are you ready for an upgrade?



The Hudson Family invites you to visit our newest showroom at Dierberg's Crossing in Edwardsville!

Ribbon Cutting Celebration
Thursday, January 31st

Hudson
JEWELERS

618.656.3188

WWW.HUDSONJEWELERS.COM

schmooze

Ribbon Cuttings



Hampton Inn, November 28



Beauty Brands, November 29



LKJ Virtual Office Assistant, December 3



BlueStream Services, January 3

Business After Hours



ChamberNet, November 27



ChamberNet, November 27



ChamberNet, November 27



Blanquart Jewelers & Corporate Gifts, December 6



Blanquart Jewelers & Corporate Gifts, December 6



Blanquart Jewelers & Corporate Gifts, December 6

Your Business

PRORehab Physical Therapy celebrates 1st anniversary



PRORehab Physical Therapy recently celebrated their 1st anniversary. Located at 1047 Century Drive in Edwardsville, PRORehab reports a successful first year and in celebration, continues to offer free screenings and tours of their facility.

"We would like to thank the Chamber and the local business community for helping us get off to such a great start. We are

proud to be a part of the local business community," said owner, Chris Amick.

Sorrick promoted at Partners Bank

Ron Seabaugh, Chief Operating Officer of Partners Bank, is pleased to announce the appointment of Marni Sorrick as Vice President of Business Development. Marni will be working to expand core product relationships with existing business customers, and develop new customer business in the areas of Treasury Management, Commercial Lending, and Business Deposit Products.



Sorrick is excited about her role at Partners Bank; "We offer each business customer, no matter the size, a level of service that is generally not found at other institutions unless you have a Private Client relationship. At Partners Bank, all customers receive this level of quality service and attention to detail. I am very proud to join a respected organization that truly walks the 'extra mile' for each and every customer we serve."

Remote Deposit

Deposit checks right from your office.

**Put your Money
to Work Fast!**

**Deposit checks without ever
leaving the office!**

**Make your deposits when
it's convenient for you!**

**Improve the availability of
your funds!**

Reduce your fraud risk!

Our new *Remote Deposit* service features some of the greatest innovations in banking since Internet Banking. By combining the power of scanning with the connectivity of the Internet you can now make your deposits when it's convenient for you. Just scan your checks, validate the totals, then securely transmit the check images to Partners Bank for deposit. ***It's as simple as that.***

You and your business can benefit from the speed and simplicity of Remote Deposit. Call (618) 659-4000 to request your no-obligation 30-day test drive today.

Once you have used our Remote Deposit service, we are confident you won't want to bank any other way.

#1 Ginger Creek Meadows • Glen Carbon, IL 62034
Phone: (618) 659-4000 • Fax: (618) 659-4001
www.partnersbank.com



PARTNERS BANK
SERVICE FIRST

Healthsource Chiropractic offers free chair massages

Healthsource Chiropractic will offer free chair massages to employees and customers of Chamber members. Another great benefit of membership!

Also, free "Stress Buster" chair massages are offered to local business owners. "While here, we'd also like to offer you a hot beverage from our gourmet coffee bar," said Tim Peck, owner.

Healthsource Chiropractic is located at 7 Junction Drive in Glen Carbon. Call 692-9100 to arrange for your free chair massage.

Two Men and a Truck adds employee

Two Men and a Truck, a home and business moving company, is pleased to announce the addition of Amy Peel in the Collinsville office.

Amy Peel, of Holiday Shores, was recently brought on board as a Customer Service Representative. Peel will be responsible for providing customers information for all their moving needs. She will specialize in providing packing and moving estimates.

Welcome Amy! Two Men and a Truck can be reached at 618-301-4100.



e= enriching

enriching programs.
enriching faculty.
enriching students.

www.siu.edu







For the third consecutive year, *U.S. News & World Report* named SIUE among "America's Best Colleges" for our Senior Assignment Program, an integrative learning experience required of all seniors prior to graduation. SIUE ranks in the top ten among public master's level universities in the Midwest region. Beautifully situated on 2,660 acres, SIUE is a public institution offering a broad choice of degrees and programs ranging from liberal arts to professional studies.

Undergraduate and graduate degrees:

- Arts and Sciences
- Business
- Education
- Engineering
- Nursing

Professional degrees:

- Dental Medicine
- Pharmacy

Nearly 13,500 students choose SIUE for the enlightening programs, engaging faculty, and convenient location just 25 miles from St. Louis.

**SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE**

Anderson CEO Keith Page fills state post

Anderson Hospital CEO Keith Page has been selected to serve on the board of the Illinois Hospital Association.



The Illinois Hospital Association operates out of offices in Springfield and Naperville. It represents about 200 hospitals and health systems. Among its members are community hospitals, speciality institutions such as rehabilitation services and teaching hospitals.

The board serves as the foremost policymaking body for the association and consists of 14 at-large trustees, nine regional trustees, five officers and the association's president ex officio. Members are involved in ad hoc task forces, councils and constituency sections and play a key role for the association.

Anderson Hospital is located in Maryville.

Your Business

Regions Names Keith Cook City President



Regions Bank President and CEO, Greater St. Louis, Sally Roth has named Keith Cook as president for the Metro East Market.

"Keith has a proven record in leading teams and banking," Roth said. "He is an accomplished banker, well recognized for his talent and commitment to serving customers in both business and the community."

Keith brings 23 years of experience to his new role. He has spent 21 years of that time with Regions in the Belleville/St. Clair County market. He started his career as a branch manager, and then held various leadership positions in our branch network. Since mid 2006 he served as the banking executive responsible for Central/Southern Missouri. He is a graduate from SIU-Carbondale and Webster University.

Roth added, "The Metro East is a very important market for us. Keith will provide the management presence and leadership necessary to continue our growth and expand our tradition of community leadership, excellent customer service and sound banking."

Keith is active in the Belleville community and currently serves on the board of directors for Memorial Hospital. He is also a past board member of the United Way of Illinois, Belle-Scott Committee, Belleville Chamber Government Affairs Committee, Belleville Leadership Program, Belleville Chamber Ambassadors, Mascoutah Police Pension Fund, City Manager Citizens Search Committee, Junior Achievement of Mississippi Valley and the Belleville Community of Character committee.

Regions has 34 offices in the Metro East. Cook will be located at 222 E. Main, Belleville.

Protecting your business from identity thieves

by Jeff Cassens, Pre-Paid Legal Services

You may think that businesses are not targets of identity thieves, but they are. Every piece of non-public information you keep in some kind of file, paper or electronic, on customers or employees is a target. It doesn't take long if you do a Google search on the internet to find dozens, if not hundreds or even thousands of stories about businesses whose data files were broken into.

How can that affect your business? The FTC reports that if a company suffers a breach, a large percentage of customers will no longer purchase from that company, and some will be calling their lawyers to inquire about suing for damages. It's entirely possible that some damages to customers or employees will not be known for years, and there is no statute of limitation for liability.

New changes in the FACTA, HIPAA and Gramm-Leach-Bliley laws increase fines and add criminal liability for company executives, allow the removal of managers deemed to be responsible for the breach, and expand the types of firms that are liable for medical information protection. The Federal Trade Commission (FTC) may levy stiff fines and potentially prosecute individuals.

To protect your business you must take certain measures to protect non-public information about employees and customers. This includes a written data protection policy and educating your employees about the importance to protecting the data. Betsy Broder of the FTC says that companies need to take not necessarily perfect, but at least reasonable steps to prevent potential actions by the agency.

For more information about the impact of these new laws on your business, please call Jeff Cassens at 618-696-6074.

Member
FDIC

TheBANK
of Edwardsville
The People You Know & Trust

140
YEARS
1868-2008

We're Our:
Customers • Community • Employees

Spring 2008 on-campus interviews at SIUE

On-Campus Interviews are now being scheduled in the Career Development Center at Southern Illinois University Edwardsville for the spring 2008 term. Spring interview schedules begin February 4 and end April 25 (please note: Spring Break dates are March 10-14). There is no charge to employers for this service. Set up your company's interview date as soon as possible to allow students to sign up at the beginning of the semester.

Interview schedules are posted on the web based computer system. Each employer determines the qualifications, including majors, graduation dates, GPA, etc. The system allows only students that meet the specified qualifications to sign up. The CDC will also be offering candidate preselection for employers that request this option. Preselect schedules require a minimum of a 4-week timeframe between the schedule posting date and the interview date. To be eligible for the preselect lists and/or schedules, students must be registered with the CDC and have their resumes critiqued by one of our counselors.

To submit your request for an interview date(s), please access the electronic request form at: <http://www.siu.edu/careerdevelopmentcenter/employerresources/interviews.shtml>. Please submit your reservation request as soon as possible to ensure a wide choice of dates. There are three interview rooms available, and reservation requests are filled on a first come, first served basis.

*****IMPORTANT***** To ensure the accuracy of your schedule details, you will receive an e-mail confirmation that must be signed and returned before your schedule is made available to students for online viewing.

Other free services provided by the Career Development Center include online job postings (full-time, Co-op, and internships) and resume referrals.

Please note: If you would like to conduct your interviews following the spring career fair, Career Network '08 will be held from 9:00 a.m. to 2:30 p.m. on Wednesday, March 5, 2008. Online registration for this event is available through your Cougar Jobline account on our Web site at: <http://www.siu.edu/careerdevelopmentcenter>.

If you have any questions or need any additional information, please do not hesitate to contact Susan Seibert, Assistant Director for Employer Relations, at sseibert@siue.edu or (618) 650-3708; or Letitia Schumacher, Employer Relations Assistant, at lschuma@siue.edu or (618) 650-3708.



Byron Gerber Petri & Kalb, LLC
ATTORNEYS AT LAW

**Real Estate Transactions, Contract Review,
Estate Planning, Probate Matters, Corporate
Formation & Company Matters & General Litigation**

Illinois Office
241 North Main Street • Edwardsville, IL 62025

Missouri Office
101 South Hanley Road, Suite 1700
St. Louis, MO 63105

Tel: 618.655.0600 • 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
Ronald L. Pallmann, of Counsel

Your Business

Infinite Wellness challenges the community!

Infinite Wellness is excited to offer the Biggest Winner, the first annual competition for the community. The Biggest Winner is an 18 week competition between people of all age ranges and health goals. Each individual will get a specifically designed program that assesses eating habits, exercise routines and thought processes.

As the competition begins January 14th, competitors will see drastic changes in their lives including weight loss, decreased stress levels, increased energy, increased strength and increased health and vitality. They are able to assess and judge the competitors' increased wellness by finding each person's "Wellness Quotient".

The "WQ" is calculated by the Creating Wellness System, a state-of-the-art assessment designed to measure a person's overall health and wellness. The competitor with the biggest change in their "WQ" in the 18 weeks will be crowned the Biggest Winner! Call 618.655.0333 for more information.

*Migrating to a New Home?
Bringing in Staff?*



Plan with

www.EdwardsvilleHomes.com

Don't miss the new "Trivia" section!

- Direct Access to the MLS of SW IL
- School and Community Information
- Illinois and St. Louis Area Info
- Links and Relocation Tips
- *The Home Buyers AdvantEDGE!*



**Going to Bat
for Home Buyers!**

Home Buyers Relocation Services is an "Exclusive Buyers Office". We're set apart because we serve only buyers and specialize in relocations. Now, in our 15th year 'always on the buyers' side!', we haven't taken a listing or 'sold' a home in all these years, but we have helped almost 2,000 families buy more wisely.

Paul & Merrill Ottwein, Brokers
6620 Center Grove Road
656-5588, 800-231-5588, Paul@homerele.com

The convenience of exceptional cancer care within your community.

Physician Oncology specialists in chemotherapy and radiation therapy.

Patient & Family Cancer Resource Center and Library

Clinical Trials and Investigative Therapies



Friends of Hope Breast Diagnostic Center



**WARREN BILLHARTZ
CANCER CENTER**

2227 Vadalabene Drive ~ Maryville, Illinois ~ 618-288-9044

Employment Law Policy Review

Provided by the Illinois Chamber of Commerce, www.ilchamber.org

The following is a short description of a handful of new laws taking effect on January 1 or later in 2008 that effect Employment Law in Illinois. For more information, visit www.ilchamber.org

SB 500 Smoke-Free Illinois Act

Prohibits smoking in public places or places of employment. PA 95-17 defines "public place" as that part of any building or vehicle used by and open to the public, whether or not the building or vehicle is owned wholly or partially by private or public entities and whether or not a fee is charged for admission. The Act prohibits smoking within 15 feet of entrances, exits, windows that open, or ventilation intakes that serve enclosed areas where smoking is prohibited. The Act defines private clubs, bowling alleys, restaurants, public restrooms, and numerous other locations as public places. Responsibilities of employers are provided in the law and are being clarified by rules proposed by the Department of Public Health. Public Act 95-17

HB 1743 Hiring and Firing Practices

Provides that it is an employment discrimination violation for any employer participating in the federal Basic Pilot Program (E-Verify) for employment eligibility confirmation to refuse to hire, to segregate, or to act with respect to recruitment, hiring, promotion, renewal of employment, selection for training or apprenticeship, discharge, discipline, tenure or terms, privileges or conditions of employment without following the procedures under the Basic Pilot Program. Public Act 95-137

HB 1744 E-Verify System

Prohibits employers from enrolling in any Employment Eligibility Verification System, including the Federal Basic Pilot program, as authorized by federal law, until the Social Security Administration and Department of Homeland Security databases are able to make a determination on 99% of the tentative non confirmation notices issued to employers within 3 days, unless otherwise required by federal law. Homeland Security has challenged the constitutionality of this Act and it appears that they will prevail with their preemption argument. Additional employer training and posting requirements also are part of this Act. Public Act 95-138

HB1509 Employment Discrimination

Authorizes employment discrimination complainants to commence a civil action in the appropriate circuit court instead of filing a complaint with

the Human Rights Commission. If complaint is filed with the Commission, a complainant may not later commence a civil action in a circuit court. Public Act 95-243

HB 1795 Independent Contractors

Provides that an individual performing services for a construction contractor is deemed to be an employee of the contractor unless it is shown that: (1) the individual has been and will continue to be free from control or direction over the performance of the service for the contractor, both under the individual's contract of service and in fact; (2) the service performed by the individual is outside the usual course of services performed by the contractor; and (3) the individual is engaged in an independently established trade, occupation, profession or business; or (4) the individual is deemed a legitimate sole proprietor or partnership. The penalties and remedies provided for in this legislation are extreme and over the top.

We anticipate that the Illinois Department of Labor will be issuing proposed rules in the next few weeks to implement this new law. Public Act 95-26

"These banking professionals are ready to help you build your financial future brick by brick"



left to right: Larry Ziglar, John Dorsey, Lisa Zabawa, Dave Gansner

For Any of Your Borrowing, Deposit or Investment Needs, Contact Any of Our Banking Professionals.

- STAUNTON - 618-635-2234
- LIVINGSTON - 618-637-2070
- BETHALTO - 618-377-9146
- HOLIDAY SHORES - 618-656-5015
- TROY - 618-667-9800

FNB First National Bank

- WORDEN - 618-459-7211
- BENLD - 217-835-4384
- HAMEL - 618-633-2265
- MARYVILLE - 618-346-3600
- MT. OLIVE - 217-999-2265

www.fnbstaunton.com

Member FDIC

Your Community

Parks Department plans winter concerts

The City of Edwardsville Parks & Recreation Department is pleased to announce a new winter concert series to be held at the LeClaire Room of the Lewis & Clark College N.O. Nelson Complex.

Everyone in the community is invited to enjoy great music, appetizers and refreshments in this beautifully renovated historic Edwardsville factory.

This winter the Parks Department has invited two groups to perform: Fiddleback on Friday, January 25th and a five piece ensemble of the St. Louis Symphony Orchestra on Friday, February 29th. Both performances will take place at 7:00pm.

Tickets will be available at the Park Office in City Hall at 118 Hillsboro Ave. and at the Edwardsville Public Library at 112 South Kansas Street. A limited number of tickets will be available for each performance and a limit of 4 tickets will be available per person. Suggested donation for each ticket is \$5 to help defray the cost refreshments.

The LeClaire Room is located in the Jay Hoffman Building of the N.O. Nelson Complex at 600 Troy Rd. in Edwardsville. For more information contact the Park Office at 692-7538.

New exhibit opens at the Jacoby Arts Center

The Jacoby Arts Center presents Awards of Excellence 2008, showing from January 11 through February 24, 2008. The exhibit opens with a reception for the artists Friday, January 11, from 5 to 8 p.m., with wine tasting provided by Mary Michelle Winery. The exhibit will feature the work of artists John DenHouter, Amanda Lea Dickson, Sarah Frost, Damia Smith, Dave Stine, and Eugene Ursprung. An Artists Gallery Talk is scheduled for 2 p.m. on Sunday, February 3, with opportunities to meet the artists and discuss their works.

The artists' concepts range from exploring temporal states of being, representing discarded objects, to the nature of the material determining the final product.

The Jacoby Arts Center is open Tuesday through Saturday 10-5; Sunday, noon to 4; and is located just off the Clark Bridge between Ridge and Henry Streets in Alton. For more information, please call 618-462-5222 or visit www.jacobyartscenter.org.

Protecting your business requires a close working relationship.

Let us be your partner.

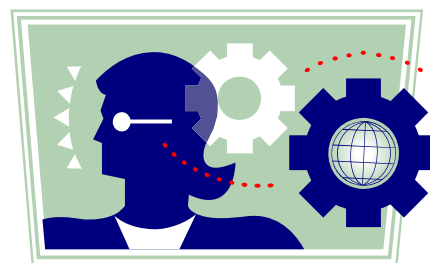
- Full line of products: business insurance, employee benefits and personal insurance
- Risk management expertise
- Prompt claims handling
- Unparalleled personal customer service



Ryan Matthews, AIS CISR
Commercial Sales Agent

hortica
INSURANCE & EMPLOYEE BENEFITS
To guide and provide

(800) 851-7740 • (618) 656-4088
#1 Horticultural Lane Edwardsville, IL 62025
(Intersection of Hwy 143 and I-55)



Do your managers have the skills they need today to lead you into tomorrow?

Call us at 468-3501 for a FREE leadership skills assessment for your company.

CWT
THE CENTER FOR WORKFORCE TRAINING
AT LEWIS AND CLARK COMMUNITY COLLEGE

Koepke awarded Chairman's Award for Excellence

Dr. Robert L. Koepke, a career economic developer based in Edwardsville, Illinois, was honored by the International Economic Development Council (IEDC) for his time-tested dedication to the furtherance of economic growth with the presentation of the 2007 Chairman's Award for Excellence in Economic Development at IEDC's Annual Conference in Phoenix, Arizona, September 16-19. With an audience of peers and admirers in attendance, Dr. Koepke--unaware that he was chosen as the award's recipient--was recognized for his achievements with the highly acclaimed bestowal during the conference's recognition dinner on Monday, September 17.

"The 2007 Chairman's Award for Excellence in Economic Development honors an individual who has consistently exemplified the highest standards of professional excellence throughout his or her career in the economic development field," said Ronnie L. Bryant, IEDC chairman. "There is no more prestigious honor in our industry, and Dr. Koepke is undeniably deserving of this acknowledgement."

Dr. Koepke has made an enormous impact on the economic development field as a longtime member of IEDC and the Illinois Development Council. He has been a Certified Economic Developer (CECd) with IEDC for 26 years and a member of their Certification and Education Committee.

His past career highlights include editor of the Economic Development Review and chair of the Editorial Board between the years 1986-1997, as well as editor of Practicing Economic Development, editions one, two and three. Additionally, he is a Past President of the Illinois Development Council and past Chair of the American Economic Development Council (AEDC) Educational Foundation. Currently, Dr. Koepke organizes and instructs a CECD Study/Review Course focused on the IEDC certification process at a national level.

These accomplishments are the results of a career spanning over 40 years. It is difficult to characterize such a career in one phrase, but let it be said that few members of IEDC can claim the degree to which he has contributed to the "professionalization" of economic development.

Whether it is mentoring a graduate student, leading a certification prep course, conducting a research project, advancing our body of published research, or delivering a Basic Course, Dr. Koepke's passion has always been to improve the economic development profession. His success is commendable. "It is with pride and affection that we present the Chairman's Award to Dr. Koepke," Mr. Bryant added.



Established in 1979 by owners & designers, Carrie Babington and Bette McCallon.

- Interior Design & Decorating Consulting
- Residential & Commercial
- Project Coordinating & Management of New Construction and Renovation
- Furniture Selection & Arrangement
- Color Selection & Coordination





Interior Design

One Room or the Whole House

Visit Our 7-Room Showroom of Beautiful In-Stock Items as well as Hundreds of Catalogs and Samples. In-Homes Consultation Available: Our Home or Yours.

415 E. Vandalia, Edwardsville. 618.692.1574. www.finishingtouchdecorating.com
10 am - 5 pm Monday - Friday or by appointment

Your Community

SIUE, Mackey Mitchell Team wins second phase of national competition

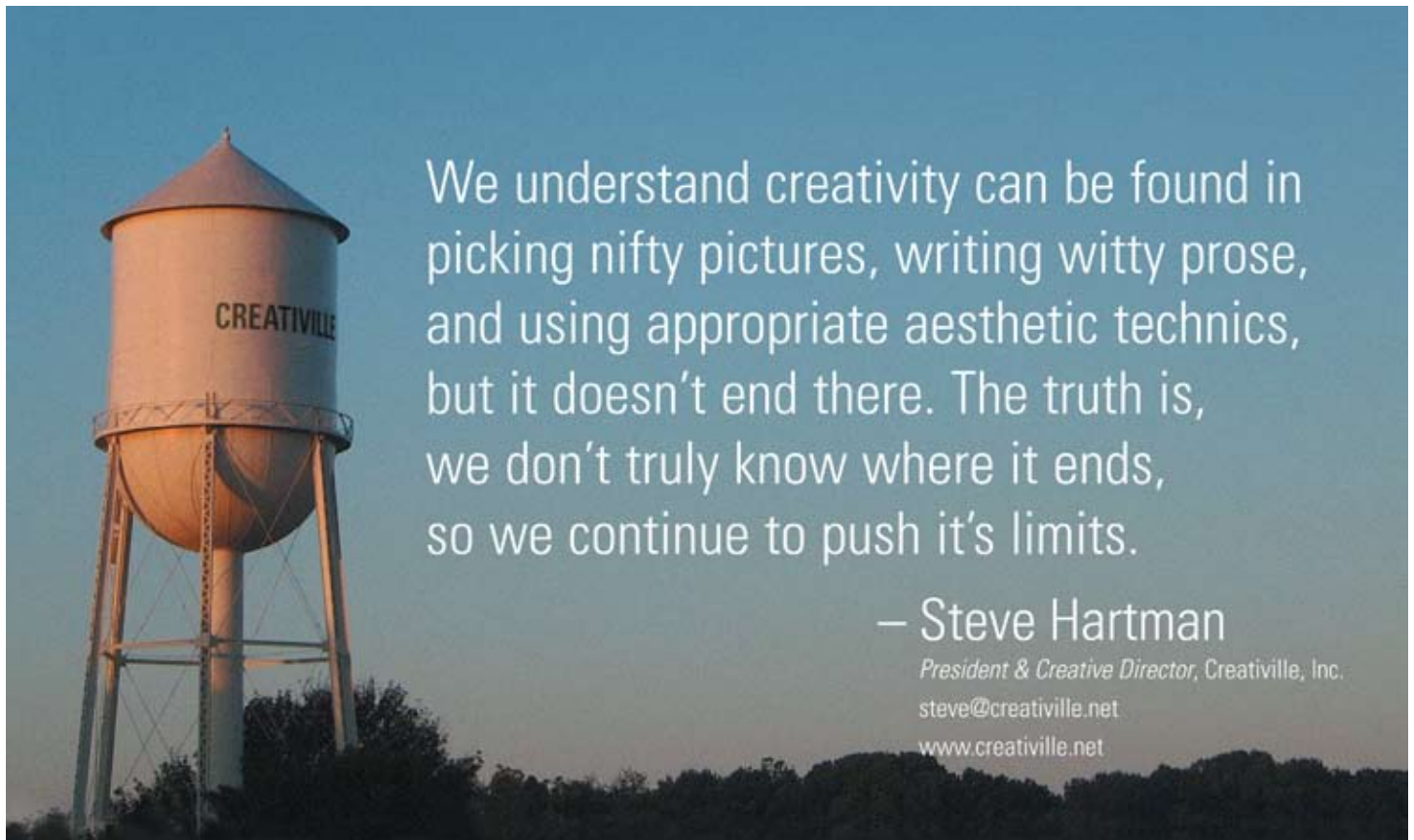
A state-of-the-art concept for a university residence hall, designed by SIUE Housing staff and students and Mackey Mitchell Architects of St. Louis, is among five finalists in the second phase of the 21st Century Project Design Showcase competition sponsored by the Association of College and University Housing Officers—International (ACUHO-I). The five finalists will present their designs to a jury on Feb. 1 in St. Petersburg, Fla.

In the 2006 competition, the same team received two prestigious awards from the association—the Compelling Commitment to Community Award and the People's Choice Award, voted by the audience. At the time, Housing Director Mike Schultz said SIUE's entry in the competition was unique. "I think it is a great honor for SIUE to be the only higher education institution to compete and be so successful in the competition."

"Our collaboration with Mackey Mitchell and the expertise of its architects has been a great learning experience for all those involved." Mackey Mitchell is known nationwide for its expertise in providing student housing to campuses including Emory University, The University of Notre Dame, Washington University in St. Louis, and the University of Cincinnati.

Concepts for this newest phase of the competition were submitted focusing on the "block and neighborhood" of a residence hall community, defined by the interaction of the students and the relationship between public and private spaces, and how those concepts foster social and academic activity. Each contestant was challenged to incorporate sustainable features, finding creative uses of technology as it relates to both the social and academic component of the residence hall and a flexible, multi-use of space.

Finalists will make a presentation Feb. 1 before a nine-member jury—consisting of one university chief financial officer, one university student affairs officer, one student representative, two industry design professionals, one university chief academic officer, one university chief housing officer, and two architects and/or campus planners. The winning design team will be awarded a cash prize of \$25,000 and its design concept will be featured in the ACUHO-I Talking Stick magazine. The winner also will make a special presentation at the 2008 ACUHO-I Annual Conference and Exposition, June 21-24.



We understand creativity can be found in picking nifty pictures, writing witty prose, and using appropriate aesthetic technics, but it doesn't end there. The truth is, we don't truly know where it ends, so we continue to push it's limits.

— Steve Hartman
President & Creative Director, Creativille, Inc.
steve@creativille.net
www.creativille.net

Community Service, Volunteer & Donation Opportunities

Watershed Nature Center

Education assistant needed to prepare curriculum and organize materials for groups that visit. Training provided.
watershed@cityofedwardsville.com
618-692-7578

Children's Home + Aid

Clerical support needed to help with filing, copying and data entry of agency paperwork. Weekdays. Training provided.
egates@sw.chasi.org
618-452-8900 x119

Edwardsville Arts Center

Committee members needed to share ideas and contacts and to provide professional expertise or creative input on committees including exhibitions, education, fund raising and communications. Opportunities for high school and college students and adults. Training provided.
edwardscenter@att.net
618-655-0337

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



Receive *two* subscriptions of the Edwardsville Intelligencer at your business for the price of one!

That's 1/2 off our standard rates!

**Valid in delivery areas only.*

Subscription Rates

12 Weeks – \$33.85

24 Weeks – \$61.75

48 Weeks – \$99.50

Call 656.4700

Once you read our award-winning news coverage, you'll understand why we're considered the best news source in Madison County.

Intelligencer

Hometown News You Can't Miss.

Covering Edwardsville/Glen Carbon business since 1862.

Illinois Flagship Stations

WSMI

106.1 1540



Dawn Spickerman, Edwardsville
618-655-9660

Customers Love Gold Leaf Checking

Regular Checking with Big Benefits!

"With free Gold Leaf Checking I'm earning interest every month and I'm getting free ATM's everywhere I go!"*

Kari R.

Real First Clover Leaf Customer

Gold Leaf Checking Benefits:

- Earn up to CD-like interest rates*
- Free checking
- Free ATM's Nationwide*
- Free Visa® debit card
- Free Online Banking and Bill Pay
- No minimum balance
- No monthly fee

Come into any one of our convenient locations and sign up today!



First Clover Leaf Bank™
We're Better Together.



* Earn up to CD like interest and receive Free ATM's Nationwide by completing 10 debit/check card transactions, 1 direct deposit or ACH auto debit, 3 Online bill payments, and receive e-Statements every statement cycle. Interest rates are subject to change daily. See a Financial Service Representative for details.

firstcloverleafbank.com | 618-656-6200

"Have A Nice Day"

By Nancy Friedman, Telephone Doctor

Note: This is the first in a series of articles highlighting the upcoming Professional Education Series. See page 10 for upcoming sessions.

How many times a day do you think that phrase is said to someone? Or just how many times has that phrase been said to you in one day? I'm often asked if "Have a nice day" can be said too many times?

The answer: Yes, I guess it could if you're saying it to the same person over and over. That might get annoying. However, for the average person, hearing a genuine "Have a nice day" can be a good thing to hear – "genuine" being the key word.

Example: The other day I was in a video store (as always, we don't name names) and rented several videos. The person, who was waiting on me, did so in complete silence. Complete silence that is, until she handed me my change. Know what she did? She told the cash register to "Have a nice day." That's right. She spoke directly to the cash register and told "it" to have a nice day. Yea, I thought she was pretty strange too.

More recently when I was at a fast food chain – the lady who handed me the meal looked off in space... and told someone out there to "Have a nice day."

Now, some can profess that they were doing the right thing. Almost. Sure the words were there, but the meaning and sincerity sure wasn't. If you're telling the cash register to have a nice day, you're really not doing any

good. Try looking in the customer's eyes and say it. It'll mean so much more. And oh, by the way, "Have a nice day" doesn't even count, unless you're smiling.

And then there's the phone call that ends with the same phrase. And because it's impossible to say that phrase while looking into the caller's eyes directly, it needs to be said with more conviction. And yes, that good, old smile still needs to be there, too.

And don't forget, there are so many other ways to end a conversation besides "Have a nice day." Here are just a few. (And I'm betting you can think of a batch of your own.)

"Thanks for calling."	"I enjoyed talking with you."
"Good to hear from you."	"Enjoy your day."
"Have a beautiful day."	

As I said, you probably can add to those. Remember, there are lots of synonyms for GOOD. You don't need to be stuck on that one word.

People like to do business with people who are nice and more importantly friendly. It's that simple. And the way you can be extra nice is to look people in the eye when you're talking with them. SMILE, and make it meaningful. On the phone, give the caller your full attention. Even though you've heard the problem or the question 800 times, that one person is most probably going through it for the first time.

December Highlights from TheAlliance

By Erika Kennett, Executive Director, TheAlliance of Edwardsville & Glen Carbon

On November, the East-West Gateway Council of Governments released its Southwestern Illinois Flood Prevention Initiative report, which highlights the levee situation in the Metro East. This issue is critical to the long-term economic health of our region and we urge you to read the report at www.ewgateway.org

On Monday, December 10, the Village of Glen Carbon announced that Wal-Mart has withdrawn its plans to expand the Glen Carbon store into a Supercenter. "Indeed, nationally Wal-Mart has decided to moderate the growth of its Supercenters," said Mayor Rob Jackstadt during his announcement. Wal-Mart has indicated plans of remodeling the Glen Carbon location.

Edwardsville Mayor Gary Niebur announced that the City of Edwardsville has entered into a Development Review Agreement with Lloyd & Bennett, LLC to resurrect the historic Wildey Theatre.

The agreement permits Lloyd & Bennett an exclusive due diligence period of one hundred eighty days—effective November 1, 2007—to evaluate engineering reports, financial studies, and other materials relating to due diligence for property acquisition.

Mayor Niebur emphasized that the interest of Lloyd and Bennett, LLC appears to represent exactly what the city has been seeking for the future of the former theatre building, which is to once again house live performances and classic films. Development is also expected to contain retail and office space components. For additional information, please visit www.wildeytheatre.com



HEALTHY WOMAN

A GATEWAY REGIONAL MEDICAL CENTER RESOURCE



Thursday, January 24
Gateway Center,
Collinsville, IL

4 - 6 pm: Health Fair & Women's Expo

Health screenings, partner exhibits, giveaways

6:00 pm: Dinner, Speaker, Door Prizes (\$20/person)

An inspiring evening of entertainment, life lessons & fun.

Businesses are invited to reserve tables. (\$150/table of 8).

Prime seating location with business name on table sign.

Dinner seating is limited, so reserve your space by calling
(618) 798-3166 or visit www.gatewayregional.net.

Sign up for a free membership, even if you are unable to attend the
kickoff events. Exciting partnership opportunities are also available.
Call for details!



National Speaker

Susie Oberdahloff

Susie Oberdahloff ("O" for short) is a city-born preacher's kid turned farm-wife. Described as the "Erma Bombeck of Agriculture," she entertains audiences across the country with her wit and wisdom. Susie's program *Kids, Crops, Sows & Plows; Life Happens – Learn to Bounce* is a humorous presentation that leaves audiences with a message they can apply immediately. Weaved throughout her stories of life on the farm, Susie incorporates her 4 P's of Prosperity and reminds audiences of the importance of learning to bounce through life's twists and turns.

Healthy Woman is a free resource from Gateway Regional Medical Center. It's designed to provide women with information to maintain a healthy body, mind and spirit for themselves and their loved ones. Membership is free, and the benefits last a lifetime.