

January 2010



Edwardsville | Glen Carbon Chamber of Commerce

It's everyone's business.

Common Ground

Edwardsville/Glen Carbon Chamber of Commerce

2010 Annual Dinner & Auction

january 30, 2010

celebrate
community



www.edglenannualdinner.com

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Skip Sponeman, Second Vice President
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2010 Directors

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Chamber Staff

Carol Foreman
Executive Director
cforeman@edglenchamber.com

Desirée Bennyhoff
Communications Director
dbennyhoff@edglenchamber.com

Linda Daniels
Membership/Board Relations
ldaniels@edglenchamber.com

Bonnie Kotsybar
Greeter Service & Events Coordinator
bkotsybar@edglenchamber.com

Gloria Pugh
Accounts Payable & Receivable
gpugh@edglenchamber.com

Contributors

Steve Hartman
Creativille Inc.
Creative Director, Brand Identity

Desirée Bennyhoff
Editor, Layout & Design, Contributing Writer

Marci Winters-McLaughlin
The Edwardsville Intelligencer
Photo Contributor

Mission Statement

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

on the cover

86th Annual Meeting & 23rd Annual Auction

The Edwardsville/Glen Carbon Chamber of Commerce 86th Annual Meeting and 23rd Annual Auction will take place Saturday, January 30 in the SIUE's Morris University Center Meridian Ballroom.

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 2009.

This is a great opportunity to network with over 300 business and community leaders while bidding on exclusive auction items. Visit www.edglenannualdinner.com for the most current information and a list of auction items.

Social Hour and Silent Bidding begin at 5:30pm. Dinner will be served at 7pm followed by an oral auction of selected items and the presentations of special awards including: the Lifetime Achievement Award, the Business of the Year Award, the Albert Cassens Award for Outstanding Community Achievement, the Tallerico Leadership Award, the Volunteer of the Year Award, and the Ambassador of the Year Award.

Sponsorship opportunities are available and benefits include:

- Listing in the Annual Dinner Program
- Recognition in *Common Ground* and on the Web site
- Tickets to the Event
- Recognition at the Event
- Ad in the Annual Dinner Program

Auction items are needed. Call the office at 656.7600 to donate an item.

Tickets are available by calling the Chamber office at 656.7600. Members and guests are \$50 each; non-members are \$60 each.

2010 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

special investors

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Bully's Smokehouse
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Eberhart Sign & Lighting Co.
Edward Jones - Cory Loew
Edwardsville Nursing & Rehabilitation
Edwardsville Pet Hospital
El Maguery
Elmwood Nursing and Rehab
Excelegr Consulting Group
Extra Help, Inc.
FCB Edwardsville Bank
Fitness Designs
First American Title
First Bank

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First National Bank - Maryville
Fitness 4 Life Physical Therapy
FOND
Forensic IT, Inc.
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Gateway Grizzlies
Glik's Department Store
Grace Manor
Hampton Inn & Suites
Hawkins Law Office
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Hurford Architects, Inc.
Illinois Dept. of Employment Security
Imaging Center of Southern Illinois
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J.F. Electric Inc.
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Kurt's Carstar Collision Center
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Maryville Women's Center & Med Spa
Massage Envy
Masterpiece Smiles - Dr. Noll
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Maurices
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Minuteman Press
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Office Max
One America Securities
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Phelps Construction
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Prudential One Realty Centre
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Reed, Armstrong, Gorman, Mudge & Morrissey
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Scott Credit Union
Shell Community Federal Credit Union
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SSM Home Care
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Stonebridge Golf Club
Sunset Hills Country Club
Sunset Hills Family Dental
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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
WBGZ Radio
Wenzel & Associates
Wise Choice Coffees

events

1/19 Tuesday 12pm

YPG Speed Networking
(YPG Members Only)
at Bully's Smokehouse
1035 Century Drive
Edwardsville, IL 62025

1/20 Wednesday 4pm

Ribbon Cutting & Open House
Edwardsville Endodontics
1005 Plummer Drive
Edwardsville, IL 62025

1/21 Thursday 5-7pm

Business After Hours
Edwardsville Gun Club
with Captain Hog's BBQ
4104 Staunton Road
Edwardsville, IL 62025

1/30 Saturday 5:30-10pm

Ed/Glen Chamber
Annual Dinner & Auction
SIUE Meridian Ballroom
Edwardsville, Illinois 62026

save the date

2/9 Tuesday 7:30-9am

YPG Learn from a Leader
Breakfast with Bev George
Location TBD

2/26 Friday 8am

Mayors' Breakfast
Location TBD
Edwardsville, IL 62025

2/24 Wednesday 12:30-5pm

Professional Education
Constant Contact Seminar
Julia's Banquet Center
101 Eastgate Shopping Center
East Alton, IL 62024

connect

business after hours schedule

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

1/21 Thursday 5-7pm
Edwardsville Gun Club & Captain Hog's BBQ
4101 Staunton Road (Highway 143) in Edwardsville

2/4 Thursday 5-7pm
St. Boniface Parish & Fr. McGivney Catholic H.S.
110 North Buchanan in Edwardsville

2/18 Thursday 5-7pm
Glen Carbon Centennial Library
198 South Main Street in Glen Carbon

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.

2/12 Friday noon
hosted by I. Salsman PR at GC Cuisine
1230 University Drive
Edwardsville, IL

Would you like to schedule a networking@noon event in 2010? Contact Linda Daniels at ldaniels@edglenchamber.com or 618.656.7600 for details.

take a bite OUT OF HEART DISEASE

Heart Fair Saturday, February 20th

Anderson Hospital Physician Office Building  9 a.m. to 1 p.m.

FREE Admission, FREE Screenings, FREE Food!



Heart-Healthy Talks by Cardiologists:

 Dr. Laurence Berarducci

 Dr. David Harshman

 **Anderson Hospital**

www.andersonhospital.org

Maryville, IL

288-5711

the newly connected

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Maryville, IL 62062
618.365.6161

Jeff Brasel

Individual Member
1202 South Oxfordshire Lane
Edwardsville, IL 62025
618.659.3791

Gerold Moving

Al Crawford
Residential & Commercial
Moving & Storage
21 Lake Lorraine Drive
Belleville, IL 62221
618.277.8636
www.geroldmoving.com

Madison County Child Advocacy Center

Carrie Cohan
Children's Advocacy
& Case Management
101 East Edwardsville Road
Wood River, IL 62095
www.madco-cac.org

Phancy Pharm

Nancy Prachar
Equestrian Facility
5994 State Route 140
Moro, IL 62067
618.917.6995
www.phancypharm.com

Santé Skin & Body Medical Spa

Morgan Phelps
Medical Spa & Weight
Management Center
2246 South Route 157, Suite 175
618.288.4016
www.santeskinandbodyspa.com

St. John's Home & Community Care

Nancy Berry
In-Home Care &
Adult Day Programs
222 Goethe Avenue
Collinsville, IL 62234
www.eldercareandmore.net

2010 business after hours schedule

- 1/21 Edwardsville Gun Club & Captain Hog's BBQ
- 2/4 St. Boniface Parish & Fr. McGivney Catholic HS
- 2/18 Glen Carbon Centennial Library
- 3/4 First Clover Leaf Bank
- 3/18 Eden Village
- 4/1 Morningstar Chiropractic
- 4/15 Rock Hill Trails
- 4/29 Extra Help, Inc.
- 5/13 Crushed Grapes & American Family Ins.
- 5/27 FCB Bank
- 6/10 Kurt's CarStar
- 6/24 Patriot Sunroom
- 7/8 What to Wear
- 7/22 Lexow Financial Group
- 8/5 Anderson Hospital
- 8/19 Think Tank PR & Marketing
- 9/2 Business and Professional Women & Neruda
- 9/16 Wang Gang Asian Eats & Beats
- 10/14 Sunset Hills Memorial Estates
- 10/28 Stone Cliff Manor
- 11/4 McBride & Son Homes
- 11/18 Fitness 4 Life PT
- 12/2 Blanquart Jewelers
- 12/16 Hudson Jewelers



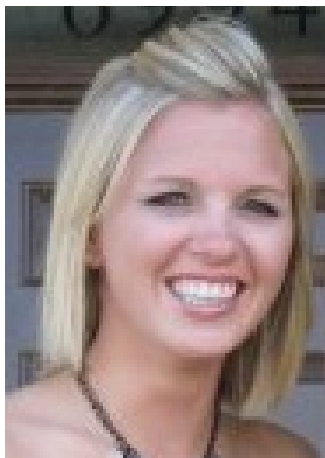
ambassadors

Meet Your Ambassadors:

Nicole Kline

Born and raised in Carbondale, IL, Nicole moved to St. Louis for college where she attended St. Louis University where she received her BSBA in Marketing and Finance and continued on to earn her MBA.

Nicole and her husband, Brian, live in Glen Carbon with their golden retriever, Charlie Belle. She enjoys spending time with family, decorating their new home, traveling, dining out and especially Cardinals baseball – Nicole was on Team Fredbird for four seasons and is a huge Cardinals fan!



Nicole is the St. Louis Regional Manager at Extra Help, Inc. Employment and Payroll Services – the Edwardsville office opened in February 2007. The challenge of expanding Extra Help, Inc. into a new community, along with her love for meeting new people each day, was what attracted Nicole to the business.

Extra Help, Inc. joined the Ed/Glen Chamber upon opening its doors in 2007, and Nicole has become continually more involved with the Chamber since. Her desire for community involvement, along with meeting new people and helping other businesses in the area led Nicole to become a Chamber Ambassador. Nicole's goals for her Ambassadorship include expanding both business and personal relationships while giving back to her community. She is also active in Edwardsville Rotary, having joined in 2008.

2010 Ambassadors

Dana Klassen, Chair

Individual Member

Sara Sanderson

Liberty Mutual

Ed Faller

Faller Photography Group

Natalie A. Head

Anderson Hospital

Justin Huneke

TheBANK of Edwardsville

Melissa DeLassus

Southern Illinois Chiropractic Cntr.

Bonnie Kotsybar

Chamber Staff

Ryan Matthews

The Insurance Partnership

Diana Voegele

Express Employment Professionals

Ryan High

RE/MAX Preferred Partners

Linda Kuhlmann

Kuhlmann Business Services

Zach Woods

Commerce Bank

Nicole Kline

Extra Help, Inc.

Susan Bailey

National Bank

Chelsea Hoelscher

West & Company, LLC

Rachel Case

First Clover Leaf Bank

Matt Uchtman

Infinite Wellness Chiropractic



2549 Vandalia
Collinsville, IL 62234
618.345.2055 Phone
618.345.3625 Fax

Chamber Members SPECIAL

Do You Need...

- ★ Full Color or B/W Flyers for Mailing to Chamber Members?
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NEW E-mail Marketing Opportunity

Reach over 750 Chamber members each week through this exclusive members-only benefit. Your logo will be added to the Chamber's weekly Wednesday e-mail, with a click-through to your business Web site.

- \$25 per week
- Logos only (no text)
- Minimum 4-week cycle
- Limited space available

Have questions or would like to sign up?
E-mail Des at dbennyhoff@edglenchamber.com

Significant savings on 6-month and 12-month Constant Contact accounts also available.



Edwardsville | Glen Carbon
Chamber of Commerce

UPCOMING CHAMBER EVENTS

your logo
here

Advertise NOW!

The holiday season is fast approaching and it's time to promote your business to other Chamber members. Advertising in *Common Ground* is a powerful and cost-effective way to reach an audience with a vested interest in supporting other local businesses.



If you own a retail store, have a catering company, sell promotional items, offer gift certificates or have rooms available to rent for holiday celebrations, consider placing an ad in the December edition of *Common Ground*.

Submit your completed ad, created according to size and file specifications, to dbennyhoff@edglenchamber.com no later than Monday, November 30. [Click here to view advertising rates and specs.](#)

Be sure your business is enrolled in the Chamber's m2m program for the holidays - see the Member to Member Privilege Program information at the bottom of this e-mail for information.

Calendar

Tuesday 12/1
5pm Ribbon Cutting
McBride & Son Unions

Annual Dinner - January 30, 2010

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With Mobile Banking from First Clover Leaf Bank – your information is never far away.

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Goshen Center
6814 Goshen Road
Edwardsville, IL
656-6122



Wood River
1046 Madison Ave.
Wood River, IL
254-8445



Downtown
300 St. Louis Street,
Edwardsville, IL
656-6200



157 Center
2143 S. Route 157
Edwardsville, IL
692-9900



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www.waox.com

www.wsmiradio.com

m2m spotlight



LIMITED MEDICAL PRODUCT

Lilley and Associates, Inc.

As a member of the Chamber, you are eligible to offer your employees a Limited Medical Insurance Plan, which includes prescription drug coverage, maternity coverage from day one, a \$10,000 accidental death benefit, and a vision discount program. No eligible employee can be turned down for coverage. The Limited Medical Insurance Plan is guaranteed issue (no medical underwriting necessary).

\$5 OFF

Miss Bailey's Poppy Patch

Receive \$5 OFF any item over \$25!



10% OFF

Edwardsville Dairy Queen

Receive 10% OFF your entire order (not valid with any other discounts).



FREE 2010 MARKETING TUNE-UP

I. Salsman PR

FREE 2010 marketing tune-up if you schedule before February 15.



AUTO-OWNERS INSURANCE PROGRAM

Southern Illinois Underwriters Agency

Chamber members are eligible to participate in the Auto-Owners Insurance program and will receive an additional 12% discount on top of Auto-Owners' already competitive rates on each line of coverage, subject to standard underwriting guidelines.

10% OFF EVENT BOOKINGS

Bella Milano

Book any event for 20 or more individuals at Bella Milano, off-site, or at the Leclaire Catering Center and receive a 10% discount (must mention Chamber m2m Program at time of booking).



\$5 OFF BASIC EYE EXAM

Wal-Mart

\$5 OFF a basic eye exam at the Glen Carbon Wal-Mart Vision Center.



**To learn more about these offers and others, visit
www.edglenchamber.com/m2m/directory.asp**

connect

Business of the Month:

When Hawthorne Animal Hospital first opened its doors back in 1956, the practice was operated out of the home of its founder, Dr. Merrill Ottwein. Now, over 50 years later, Hawthorne Animal Hospital is still going strong with a staff of thirteen veterinarians and five area locations to serve your pet care needs.



Hawthorne Animal Hospital's dedicated animal care professionals maintain the highest standards of pet health care available anywhere. They are constantly expanding their training as new technologies and medicines are available. Visit Hawthorne Animal Hospital for these and many other veterinarian services including: Behavioral Medicine; Birds, Reptiles, Rabbit & Small Mammal care; Blood Transfusions, Bronchoscopy, Dental Care & Dental Surgery; Emergency & Critical Care; Endoscopy; Fully Service Pharmacy; Hospice Care; Immunizations & Wellness Care; Internal Medicine; Laparoscopy; Microchipping; Nutritional Counseling; Pain Management; Digital Radiology; Specialized & Routine Surgery; Ultrasound; Boarding; Laser Assisted Surgery; and Lacroscopic Surgery.

Hawthorne Animal Hospital can also provide secondary emergency services when your regular veterinarian is closed. Their Glen Carbon location is open 24 hours a day, seven days a week including holidays. In addition, Hawthorne offers convenient evening and weekend appointment times. In case of emergency, you can bring your pet to Hawthorne Glen Carbon for treatment – Hawthorne staff will then work with your vet to provide post-emergency follow up care.

What does it mean when Hawthorne's staff say, "We take exceptional care of pets"? It means their dedicated veterinarians and animal care professionals maintain the highest standards of pet health care available anywhere—they have pets too, and they know how important their health is and are committed to providing the same quality of service they would expect for their own pets.



Hawthorne Animal Hospital is located at 5 Cougar Drive in Glen Carbon. Reach them by phone at 618.288.3971 or online at www.hawthorne.vetsuite.com

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Open a new card and
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learn

Learn E-Mail Marketing in One Day Workshop

Steve Robinson is the Regional Development Director in Illinois for Constant Contact. He relies on his 26+ years of experience in small business ownership, business development, sales, and fundraising to help associations, small businesses and non-profits achieve success. As a small business owner, advocate, and marketing expert, he understands the importance of staying connected with one's customer base and using affordable marketing technologies to do it. Steve helps associations, small businesses, and non-profits learn how to build lasting relationships with e-mail marketing.

Steve will present two workshops Tuesday, February 24.

Session 1: The Power of E-Mail Marketing

Session 2: Getting Started with Constant Contact

Watch for more information in the February edition of *Common Ground* and in weekly e-mails.



Workforce Training. What is the new who.



Lewis and Clark Community College's workforce training division is now Corporate & Community Learning.

We work with you to develop a results-driven learning solution and method of employee engagement so less is wasted where it counts... on your bottom line.

Partner with Corporate & Community Learning for cutting-edge, customized training for your workforce. What your employees know gets you ahead.

Check us out at www.lc.edu/ccl.

It's what you know.



LILLEY AND ASSOCIATES, INC. OFFERING LIMITED MEDICAL PLAN

FOR EDWARDSVILLE/GLEN CARBON CHAMBER MEMBERS

Lilley and Associates, Inc. is introducing a Limited Medical Insurance Plan for Chamber members. This plan includes hospital and office visits, prescription drug coverage, maternity coverage, and a vision discount program. There are no minimum requirements for number of hours your employee must work, nor is there a requirement for minimum number of participating employees. Please call or email us today for more details on the plan, which features:

- Guarantee Issue (no eligible employee can be turned down for coverage)
- Maternity coverage is included from day one
- \$10,000 Accidental Death Benefit
- Vision Discount Program (provided through National Vision Administrators)
- Discount Prescription Drug Coverage (provided through CatalystRx)
- HIPAA Compliant

2110 Troy Road • Suite C • Edwardsville, IL 62025
(618) 655-0550 • (314) 961-7558 • (314) 440-1006 Cell
jlilley@lilleyandassociates.com • www.lilleyandassociates.com

connect

Why Attend the 2010 Annual Dinner?

The Edwardsville/Glen Carbon Chamber of Commerce 86th Annual Meeting and 23rd Annual Auction will take place Saturday, January 30th 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 2009.

Why should you attend this year's Annual Dinner?

- Because trying to eek out a living in the current business climate is no picnic for many of our members and you could use a special diversion.
- Because sponsorship of the Annual Dinner or a donation to the Auction can be an outstanding marketing tool for your business.
- Because the committee this year has shortened the program and introduced child care options and introduced post-party events.
- Because after the program there will be an opportunity to meet and network with other chamber members.
- Because you will want to be in the 'know' as we introduce new programs and ways that your Chamber will be available to assist you in 2010.
- Because this is the night when the Chamber recognizes those who put a high value on community work, even when times are tough.
- Because you need to step up, now more than ever, and proclaim your rightful leadership role in the business community. Be seen with other community leaders.

Auction items are also needed for the event. This is a great way to showcase your business and products. Call the office at 618.656.7600 to discuss your donation or arrange pick-up of your items.

Become a Sponsor of the Annual Dinner

Sponsorship opportunities are available for the 86th Annual Meeting and 23rd Annual Auction. Take this opportunity to put your business before the eyes of over 350 of the area's business and community leaders.

Diamond Level Sponsor - \$1,500

Limited to three non-competing organizations

- Company recognized from the podium.
- Company logo prominently promoted during the dinner on large screen
- One reserved table for eight in premier location. (value \$400)
- Full page color ad in Annual Dinner Program (value \$250)
- Full page color ad in Chamber newsletter (month of choice--value \$250)
- Company provided with copy of attendee list for future marketing efforts.
- Company recognized in Chamber newsletter as Diamond Level Sponsor.
- Company recognized on Chamber Web site as Diamond Level Sponsor.

Sapphire Level Sponsor - \$1,000

Limited to five non-competing organizations

- Company recognized from podium
- Company logo prominently promoted during the dinner on large screen.
- Six complimentary tickets to event. (value \$300)
- ½ page color ad in Annual Dinner Program (value \$125)
- ½ page color ad in Chamber newsletter (month of choice--value \$125)
- Company provided with copy of attendee list for future marketing efforts.
- Company recognized in Chamber newsletter as Sapphire Level Sponsor.
- Company recognized on Chamber Web site as Sapphire Level Sponsor.

Ruby Level Sponsor - \$500

- Company name promoted during event on large screen.
- Company name listed in Annual Dinner Program
- Four complimentary tickets to event. (value \$200)
- ¼ page color ad in Annual Dinner Program (value \$75)
- ¼ page ad in Chamber newsletter (month of choice--value \$75)
- Company provided with copy of attendee list for future marketing efforts.
- Company recognized in Chamber newsletter as Ruby Level Sponsor.
- Company recognized on Chamber Web site as Ruby Level Sponsor.

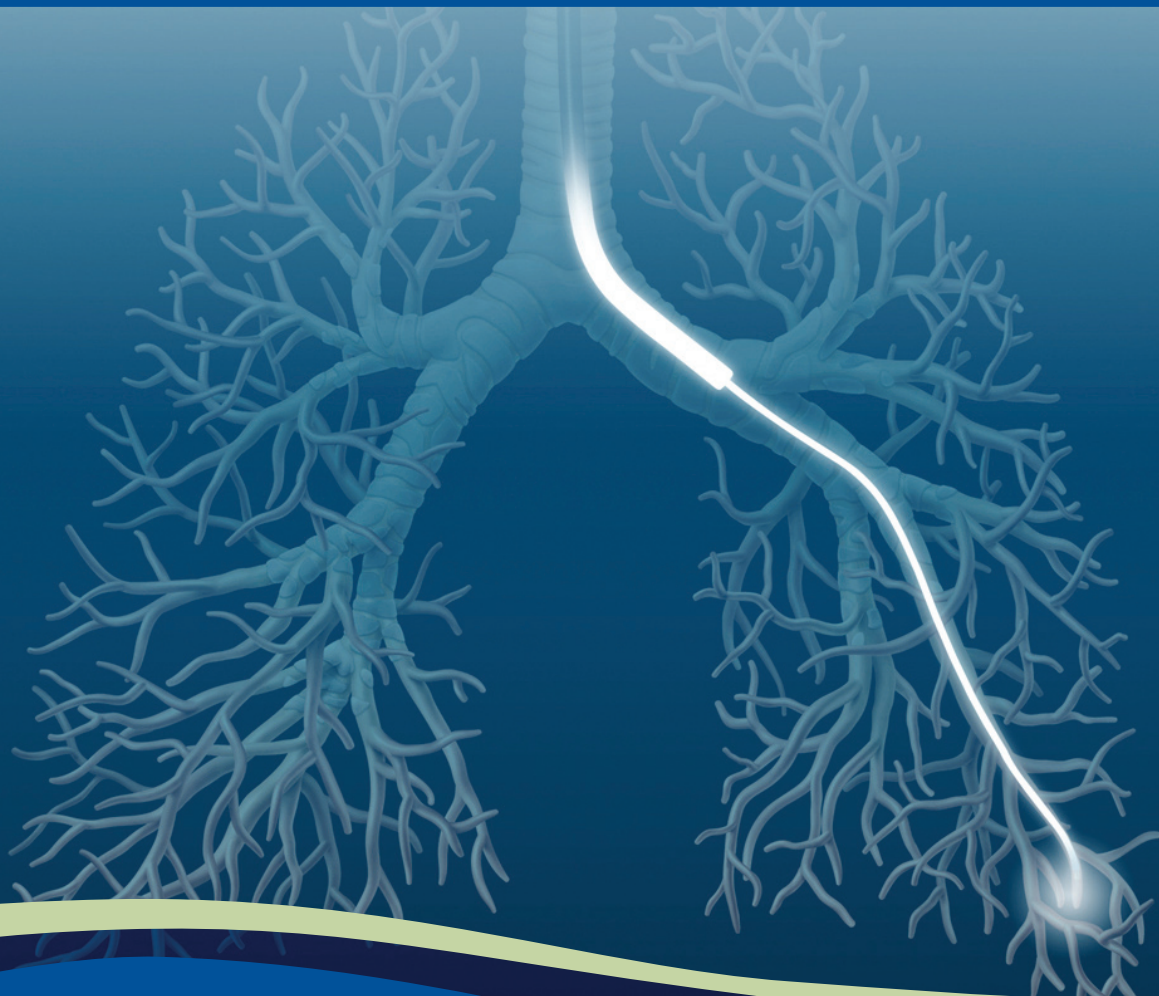
Pearl Level Sponsor - \$250

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- Company recognized in Chamber newsletter as Pearl Level Sponsor.
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- Company name listed in Annual Dinner Program.
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- Company recognized on Chamber Web site as a Precious Stone Sponsor.

For more information on becoming a sponsor of the 2010 Annual Meeting & Auction, call the Chamber office at 656.7600 or visit www.edglenchamber.com.



CHRISTIAN HOSPITAL'S CENTER FOR ADVANCED PULMONARY MEDICINE is Branching Out with New Technology

Faster, Safer Lung Diagnosis at Christian Hospital

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

For more information on how you or a loved one can benefit from this breakthrough technology, please call 314-747-WELL or toll free at 1-877-747-WELL.



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business after hours



Blanquart Jewelers, December 3



Blanquart Jewelers, December 3



Blanquart Jewelers, December 3



Blanquart Jewelers, December 3



Blanquart Jewelers, December 3



Blanquart Jewelers, December 3

networking@noon



Eigenbrodt Vision Center, December 11



Eigenbrodt Vision Center, December 11

ribbon cuttings



AAdvantage Insurance Group, December 9



Active Kids Ed, December 15



Santé Skin & Body Spa, December 16



Peel Wood Fired Pizza, December 29

your business

FEMA/Levee Update from Leadership Council

In recent months, regional leaders worked hard to convince the Federal Emergency Management Agency (FEMA) to conduct a series of meetings in our region regarding changing flood insurance requirements. These meetings, which finally took place mid-December, attracted more than 400 business leaders, elected officials, local government staff, developers and concerned residents. The message from these meetings was very clear – we will be confronted with a new economic reality next year when the revised flood insurance maps become permanent.

While FEMA seems confident that a special restoration zone (AR) will be granted for affected communities in the American Bottoms which will minimize some of the impact, even the best case scenario is bad news.

1. The new maps, which could be finalized as early as summer of 2010, will show 100 percent of the American Bottoms as a special flood hazard area (SFHA), up from 35 percent on the current maps.
2. Owners of property in the expanded SFHA with a federally backed mortgage WILL be required to purchase flood insurance, starting around \$700 annually for residential and higher for other types of properties.
3. Any new structure built within the SFHA will be subject to new elevation requirements and construction limits, adding significant cost and likely deterring future development in our region.

In addition, it is abundantly clear that FEMA does not have the means to ease the financial burden that will be placed on thousands of impacted property owners. Nor does the agency seem to have any concern that its remapping will be a crushing blow for our region in terms of capital investment and job growth.

We need time and money; time to develop and implement a plan that repairs our levees; money, beyond the few dollars allocated to the Corps annually, to complete the repair work. More importantly, we need everyone – especially affected property owners – to stay informed about this evolving issue by visiting www.swillinoislevees.org and contact our federal legislators. Please urge them to support Congressman Costello's legislation (H.R. 3415) which will give our region some relief and request that they take quick action to ensure our area remains economically viable.

Patrick McKeehan is Executive Director of the Leadership Council Southwestern Illinois, a member-based, economic development corporation representing Madison and St. Clair counties.

UPDATE: On January 4th, Senator Durbin announced that FEMA has agreed to delay the revised flood insurance rate mapping process until 2011. This will provide FEMA with more time to evaluate the large number of map appeals generated by the affected communities. Release of the final maps, which will trigger flood insurance requirements, is still expected but the exact date is uncertain.



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High Employee Turnover Expected in Coming Year

According to a recent survey from Opinion Research Corporation, an infoGroup company, employers may find themselves with a high employee turnover rate once the job market bounces back. Of those surveyed, 80% reported they would leave their current position if presented with other opportunities, while 25% said they already have plans to leave their current employer once the job market stabilizes. Employees who are most likely to job hop are between the ages of 18-34. The survey showed that only 19% are happy with their current employer.

From CCH Aspen Publishers - Dec. 2, 2009



Lilley & Associates, Inc. Announce Medical Plan

The Edwardsville/Glen Carbon Chamber of Commerce and Lilley and Associates, Inc. are pleased to announce that Chamber members will be offered an affordable health insurance plan for their employees through the Member to Member Privilege Program. The Limited Medical Insurance Program is designed to cover basic day-to-day medical costs. Benefits are capped, or limited, in order to lower premium rates.

This plan includes hospital and office visits, prescription drug coverage, maternity coverage, and a vision discount program. There are no minimum requirements for number of hours an employee must work, nor is there a requirement for minimum number of participating employees per business.

The Limited Medical Insurance Plan is administered by HCH Administrators and marketed through Lilley and Associates, Inc. To learn more about this guaranteed-issue product (no medical underwriting), please contact the offices of Jerry Lilley at 618.655.0550 or 314.961.7447, or reach Jerry via e-mail at jlilley@jlilleyandassociates.com.



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Department of Defense & Scott Air Force Base Announces Community Relations Information

The Department of Defense's (DoD) Community Relations Web site, www.ourmilitary.mil, is the American public's one-stop resource for information about nationwide support the troop efforts. Through this Web site, the public can:

- Send electronic messages to the troops
- Get information and news about support the troop programs
- Read about military heroes
- Request military aviation and non-aviation support

For Scott Air Force Base specific community relations, please contact Christine Spargur with the 375th Air Mobility Wing Public Affairs Office by phone at 618.256.4241/4206 or by e-mail at christine.spargur@scott.af.mil.

As the chief of community relations, Christine can address a wide range of questions from how to request a flyover to how to advertise your business in the base newspaper. Contact her today or visit the DoD's Community Relations Web site to find out more!



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TheBANK Closes \$5 Million in Guaranteed Rural Housing Loans, Receives Award from USDA

Each year the USDA Rural Development Program recognizes lenders that excel in using the federal agency's guaranteed loan program to increase home ownership.

With the Rural Development guarantee, TheBANK of Edwardsville can offer 100 percent loans with no required down payment, no private monthly mortgage insurance (PMI), no maximum purchase price, competitive fixed interest rates, and 30 year terms. The program includes flexible credit guidelines and generous income limits. Guarantee Rural Housing Loans are available to assist eligible households with incomes that do not exceed 115% of the medium income for the area.

"In this difficult housing market, TheBANK of Edwardsville committed to using Rural Development's guaranteed home loan program to help as many homebuyers as possible reach their dreams of owning a home," said Janet Fauth, a Rural Development specialist in the agency's Edwardsville office. TheBANK of Edwardsville provided 44 homebuyers with \$5 million in Rural Development backed home loans this year."

The Guarantee Rural Housing Loans also have flexible credit standards, expanded qualifying ratios, no maximum purchase price limits and generous income limits.

"We believe wholeheartedly in the Guarantee loan product and are very proud to receive recognition from the USDA Rural Development Program for our efforts to provide this type of loan to our customers," said Steve Fuehne, vice president of mortgage lending for TheBANK of Edwardsville. "Likewise, our customers have embraced the Guarantee loan product and have been

thrilled with the opportunity to take advantage of the loan's features and flexibility, making it easier for them to own their dream home, even in this economy."

Fuehne adds, "The USDA's Guarantee Rural Housing Loan is a terrific option for families or individuals that have a moderate income but have goals of owning their own home or are interested in making a transition to a larger home," added Fuehne. "The product is incredibly flexible and has proven to be a good fit for several of our customers."

For more information about the Guarantee Rural Housing Loan or other loan products of TheBANK of Edwardsville, please call 618.656.0098 or visit www.4thebank.com.



PICTURED ABOVE, (L-R): Robb Treat, TheBANK of Edwardsville; Janet Fauth, USDA Rural Development; Jack McDole and Steve Fuehne, TheBANK of Edwardsville; Rusty Wanstreet, USDA Rural Development; and Justin Huneke and John McDole of TheBANK of Edwardsville.

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

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Anderson Hospital Kicks Off New Year by Opening Third ExpressCare Facility

Cut your hand while fixing dinner? Think your child may have an ear infection? When you need something in between a home remedy and an ER, you can count on Anderson Hospital to be there.

Anderson Hospital is excited to announce the opening of its third ExpressCare facility. This facility is located at 2504 Commerce Lane in Highland to better serve the needs of communities east of Anderson Hospital. "Anderson Hospital has the privilege of delivering the majority of the babies born to Highland families," said Keith Page, Anderson Hospital President. "We appreciate this relationship and also recognize that the growth of the community increases the need for convenient and cost effective healthcare services like our ExpressCare." The Highland facility was part of Anderson Hospital's 2009 objectives and broke ground in July 2009.

Like its predecessors located in Glen Carbon and Collinsville, at Highland ExpressCare, physicians will treat patients with cuts, colds, fevers, sprains and other common problems that are not life threatening. When you can't get in to see your doctor, ours will be waiting for you! ExpressCare services will complement those primary care physicians in the community, as well as meet the needs of families that do not have a primary care doctor. Nurses and other ancillary staff will be part of the care team that offers on site lab and x-ray services.

As the name implies, ExpressCare will not only be convenient, but quick. "On average, our ExpressCare patients are treated and discharged within 60 minutes," says Page. "98% of ExpressCare patients surveyed said they were treated in a timely manner."

Highland ExpressCare is conveniently located at 2504 Commerce Lane off of Route 40 between St. Jacob and Highland. It is staffed with a board certified physician as well as support staff. It has the latest radiology equipment including the ability to electronically send images to Anderson Hospital to be interpreted by Radiologists on staff. Radiology and a full-service lab are also offered separately for patients needing only those services.

Anderson Hospital is also pleased to announce the opening of Quest Diagnostics Laboratory located at the ExpressCare facility. This will provide full service laboratory services to the Highland community.

The Highland ExpressCare will be open daily from 8 a.m. to 8 p.m. For more information about the facility, call 618.651.9777. The facility opened January 4, 2010.



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MacXprts Announces Move to New Location



MacXprts – Illinois, formerly located at The Tech Spot, has moved to a new location effective January 4, 2010. MacXprts – Illinois' new address is 1041 Century Drive, Edwardsville, in the University Point II shopping center on Illinois Route 157, next door to the Shangri-La and Bully's restaurants. For those less familiar with the area, the restaurant Bella Milano is at one entrance to University Point, and the intersection of Route 157 and Center Grove Road is at the other entrance.

MacXprts – Illinois is still the Metro-East area's only Apple-Authorized Sales and Service center. While the new name of the store is MacXprts, don't be fooled – we are still PC experts. MacXprts – Illinois will continue to service all computer types, including Windows PCs. All the great service you expected from The Tech Spot is available at MacXprts – Illinois, now in a more convenient, centralized location.

MacXprts Chairman Duane Burghard said, "Marcel and Danelle Brown have done a GREAT job managing our store in Illinois. We enjoyed having MacXprts inside The Tech Spot, and it's great to see our operations there ready to graduate to serving the Apple sales, service and support needs of this community on its own. And because so many of the The Tech Spot staff have come with us, we can help with PC service and support too. We are extremely proud of and grateful for everything our people have accomplished, and we're even more excited about the opportunities ahead."

MacXprts – Illinois opened at the new location at 9am January 4, 2010. Hours are: Monday–Friday 9am–6pm; Saturday 10am–4pm, and closed Sundays. The phone number to MacXprts – Illinois is 618.655.0945.

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Shape Up with SIUE Weight Management Clinic

The Department of Kinesiology and Health Education at Southern Illinois University Edwardsville is pleased to offer an opportunity for adults aged 18-70 years to participate in the SIUE Weight Management Clinic. The 12 month program is led by a multidisciplinary staff of registered dietitians, exercise physiologists, and behavioral psychologists from SIUE. The program consists of two phases focusing on behavior modification, nutrition education and physical activity during weekly 60 minute meetings located on the SIUE campus. Phase 1 is a 6 month period focused on weight loss. Phase 2 is the second 6 months focused on weight maintenance.

Previous groups have lost an average of 10-15% weight loss using a balanced diet of planned meals with fruits and vegetables with long-term (>5 years) success at keeping the weight off.

Cost during the first 6 month is \$60/week which includes ALL fees and food for program: 14 entrees and 21 shakes per week, ALL materials, and ALL weekly meeting fees. Cost in the second 6 months ranges from \$15/week (no food) to \$45/week (food provided).

Please visit our Web site at www.siu.edu/wmc and complete the initial eligibility questionnaire or contact the Director, Erik Kirk, PhD at ekirk@siue.edu. Try it today! Space is limited.

Mr. Handyman Lends MEHS a Helping Hand

During the month of November, Mr. Handyman, a full service repair and maintenance franchise, accrued a percentage of their revenue for a donation to the Metro East Humane Society. When the calculations were done, the accrual amounted to \$955. With great pleasure, BJ Meyers, the owner of Mr. Handyman, presented the check to MEHS Executive Director Charity Laleman at the shelter in Edwardsville.

"We're all animal lovers in our company," Ms. Meyers said, "so we thought this was a great way to give back to the community and involve ourselves in something that means a lot to us personally."

The donation was made on behalf of the entire staff of Mr. Handyman, with special acknowledgement of the long hours and quality work performed by their technicians.

"MEHS is so thankful for the generous gift Mr. Handyman presented to us," said Laleman. "Due to their generosity, we are able to care for thousands of homeless animals that come through our doors each year."



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First Mid-Illinois Bank & Trust Recognized With Top Honor from USDA

First Mid-Illinois Bank & Trust was recently recognized as one of the state's top lenders in utilizing guaranteed home loans to make home purchases more affordable in rural Illinois. Each year, the US Department of Agriculture Rural Development honors lenders that excel in using the federal agency's guaranteed loan program to increase home ownership.

"In this difficult housing market, First Mid committed to using Rural Development's guaranteed home loan program to help as many home buyers as possible," said Nancy Bitto, a Rural Development specialist in the agency's Champaign office. First Mid provided home buyers with \$5.7 million in Rural Development backed home loans this year, up from \$2.9 million previously.

"They helped borrowers buy their first homes or upgrade to better homes," said Bitto. "We are extremely pleased with First Mid's achievement. Home ownership is a key indicator of community stability, and their willingness to extend affordable credit that helps home buyers purchase the home they want, also benefits the community."

With the Rural Development guarantee, First Mid can offer 100 percent loans with no required down payment, no private monthly mortgage insurance (PMI), no maximum purchase price, competitive fixed interest rates, and 30 year terms. The program includes flexible credit guidelines and generous income limits.

"This award signifies the group effort of the retail lending staff at all our locations," noted Andy Zavarella, Senior Vice President of Retail Lending at First Mid. "I'm delighted with this accomplishment and the commitment of our lending team in helping customers find home financing."

First Mid provides comprehensive banking, trust and wealth management, and insurance services through its operating subsidiaries First Mid-Illinois Bank & Trust, N.A., and The Checkley Agency, Inc. It operates banking centers and ATMs in over 20 communities in Illinois. More information about First Mid is available at www.firstmid.com.



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Ask the Expert

by Zach Woods, Commerce Bank, Edwardsville Banking Center

Getting Your Business's Financial House in Order

What, more than anything, determines the success or failure of a small business in today's environment? Two words: cash flow.

If there is a silver lining to today's business downturn, it's that it is forcing many businesses to confront a host of cash flow-related issues that they could afford to overlook when business was better.

Maximizing your financial productivity. Many small businesses don't use the revenue cycle to their best advantage. Nor do they fully utilize the tools and technologies that can help them improve and better anticipate cash flow, streamline payment processing and reduce costs. Is your business one of them? See if any of these scenarios sound familiar.

Your cash flow has ground to a halt. – Cash is to a business as blood is to the circulatory system. If the flow slows to a trickle, you've got a problem.

Solution: A line of credit can provide the influx of cash you need to tide you over during periods of financial drought. Keep in mind, however, that banks will be taking a harder look at your books this time around, even if you're just interested in renewing existing credit facilities. Your banker may also have ideas on how you might restructure a loan or consolidate debts to reduce your present payments.

You want to receive payments faster. – Money is coming in to your business. It's just not coming in fast enough.

Solution: A smart business will begin by becoming even more vigilant in working with its debtors. If you have no formal collection system, now is

the time to create one. Remind customers of the terms they agreed to, and perform regular follow up to remain high on their bill-paying list.

For businesses that receive paper checks, you'll gain access to your funds faster and improve cash flow by processing them electronically. Remote deposit technology makes it possible to process your receivables as you receive them, right from your office computer, rather than making trips to the bank. That saves both time AND money.

You worry about fraud. – Accounting irregularities, price gouging and outright fraud increase during economic downturns.

Solution: To stop the problem before it can start, you'll want to adopt stronger internal controls. Your bank, again, can help with a host of fraud prevention tools.

Talk to your banker: Attorneys and CPAs bill for their time by the hour. Talking to your banker won't cost you a nickel. While bankers can't provide legal or tax advice, they can share the best practices your peers are using to keep their businesses lean right now. They can also help you identify "soft spots" in your revenue cycle and show you how you might reinforce them to keep your business healthy and growing into the years ahead.



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Ask the Expert

by Iris Salsman, I. Salsman PR

How a Marketing Communications Firm Can Jump Start Your 2010 Tune Up

With 2009 behind us, most business owners hope that the new decade will bring an improvement over last year. So what is the best way to begin?

First, take a long hard look at what didn't work and resolve to do things differently from now on. After all, if your marketing brought only so-so results in 2009, why should you think that this year will be any different? Maybe it's time to clean house and revise that marketing plan!

Begin by identifying the problem. Were profits down? Did your client list shrink? Did you hire a marketing agency to help you, or did you try to do it all yourself and fail?

If you're in the last category, you're not alone. Many business owners mistakenly believe that they must commit to an expensive, long-term contract in order to work with a professional firm. Not true!

There are two types of marketing agencies: consulting firms that analyze your situation and then tell you what you should be doing, and full-service companies that not only prescribe strategies but actually implement them. If you've never worked with a marketing firm, a consulting arrangement might be the best way to begin. For a set fee, an experienced professional will meet with you to review your current marketing plan, develop a SWOT analysis (if you don't know what that is, you really need us!) and come up with strategies and tactics to reach your target market. If you need a little hand holding, you can schedule subsequent meetings with your consultant to review your progress and fine tune the plan as necessary.

A full-service marketing communications company, on the other hand, will do everything from setting up and managing your database to keeping your Web site updated, creating newsletters and even writing your blogs. They will distribute press releases, handle direct mail, plan and coordinate special events and execute other aspects of your marketing program.

Some agencies, like ours, work with clients based on their specific needs. Some companies schedule an annual "marketing tune-up" to develop strategies for the new year. Later on, they frequently retain our services to create direct mail campaigns, provide media representation, coordinate advertising and implement other marketing activities. They quickly understand the benefit of using professionals who can generate better results – at surprisingly reasonable rates.

Want to know more? Check out our Web site to learn all the ways we can help jump start your marketing program. Right now we're offering a free 2010 marketing tune-up if you schedule before February 15. Contact us at 314.495.3017 or info@isalsmanpr.com.



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First Clover Leaf Bank's Green Team Holds 9th Annual *Coats for Kids Drive*

The Green Team completed its 9th Annual *Coats for Kids Drive*. The *Coats for Kids Drive* was a successful effort collecting over 450 coats that were distributed to area grade school children. Coats were collected at all four First Clover Leaf Branches and in many local business locations.

New and lightly used coats as well as monetary donations were collected. The coats were distributed to those in need throughout area school districts. Some of the organizations and school districts that received coats were Edwardsville School District, Collinsville School District, Triad School District, East Alton School District, East Alton Early Childhood Center, Roxana School District, Alton School District, Wood River School District, Granite City School District, River Bend Head Start, Bethalto School District, Oasis Women's Center, and Beacon for Life in Collinsville.

First Clover Leaf Bank's Green Team is an all volunteer group of employees that shares its time and talents to benefit the local community. For the past nine years, this generous, energetic group has enriched the lives of area residents through its support of not-for-profit organizations. Through the volunteer work of the Green Team members, they strive to strengthen our hometown by contributing to important causes.



Anderson Hospital Gives to Four Food Pantries

The Anderson Hospital Medical Staff recently presented \$500 checks to four local food pantries: Glen-Ed Pantry of Edwardsville, CAMA and New Life Christian Fellowship of Hamel, Ministries Unlimited of Troy, and Maryville Outreach Center.

This timely donation is an annual gift from Anderson Hospital's Medical Staff to local community organizations. This year, the Medical Staff were able to donate to four local food pantries, local organizations that offer food and other household necessities to local families in need. "We feel it is important to give back to our community," said Dr. Rodney Greeling, Medical Staff President. "The food pantries are an important service all year long, especially during the holiday season and throughout the winter."



Jacoby Arts Center Offers Workshop

The Jacoby Arts Center is offering a day long workshop designed for artists eager to kick-start, reinvigorate, or fine tune their career. On Sunday, January 31, professionals from Volunteer Lawyers and Accountants for the Arts, Best of Missouri Hands, H&R Block and the arts community will join us to discuss strategies and opportunities, and provide guidance in key areas.

Sunday, January 31, 2009, 11am–3:30pm, \$40

Advance registration is recommended.

10:30–11am: Coffee, Juice, Bagels

11am–1pm: The Jury Process, Photographing Your Art Work, Formatting Images

1–1:30pm: Break / Lunch on your own

1:30–3:30pm: Pricing, Contracts, Copyright and Tax Preparation

To participate in the session on the Jury Process, please e-mail 4 digital images of your work (and 1 of your booth if applicable) to sbst330@aol.com. This session will give you a glimpse into what jurors look for and guidance as to how you can improve your presentation. Images should be received no later than January 24. For additional information contact the Jacoby Arts Center at 618.462.5222 or visit them on the Web at www.jacobyartscenter.org

your chamber



563

The number of businesses belonging to the Ed/Glen Chamber.

141

The number of total Chamber events in 2009.

ypg

82

The number of Young Professionals Group (YPG) members..

169

The number of Ed/Glen Chamber Special Investors.



The number of total events at the inaugural community-wide Fallfest.

680

facebook

The number of friends and fans on Facebook.



The number of Ribbon Cuttings in 2009.

118

The total number of Chamber committee meetings in 2009.

24

The number Business After Hours in 2009.



The number of people who attended Disney Institute.

1924

The year the Ed/Glen Chamber was founded.

The number of estimated spectators at the annual Ed/Glen Chamber Halloween Parade..





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